Department of Geography
University of Maryland

From the O. E. BAKER
COLLECTION

Digitized by the Internet Archive
in 2012 with funding from
LYRASIS members and Sloan Foundation

http://www.archive.org/details/sixteenthcensuso02unit

UNITED STATES DEPARTMENT OF COMMERCE

JESSE H. JONES, Secretary

BUREAU OF THE CENSUS

J. C. CAPT, Director (Appointed May 22, 1941)

WILLIAM LANE AUSTIN, Director (Retired January 31, 1941)

VERGIL D. REED, Assistant Director

HOWARD H. McCLURE, Assistant Director

GEOGRAPHY DEPARTMENT
UNIVERSITY OF MARYLAND
COLLEGE PARK, MARYLAND

SIXTEENTH CENSUS OF THE UNITED STATES: 1940

CENSUS OF BUSINESS: 1939

VOLUME II

WHOLESALE TRADE

Prepared under the supervision of

FRED A. GOSNELL

Chief Statistician for Business

UNITED STATES
GOVERNMENT PRINTING OFFICE
WASHINGTON : 1942

For sale by the Superintendent of Documents, Washington, D. C. - Price $2.75

BUREAU OF THE CENSUS

J. C. CAPT, *Director (Appointed May 22, 1941)*
WILLIAM LANE AUSTIN, *Director (Retired January 31, 1941)*
VERGIL D. REED, *Assistant Director.* HOWARD H. MCCLURE, *Assistant Director*

Business—FRED A. GOSNELL, *Chief Statistician.*
WILLIAM A. RUFF, *Assistant Chief Statistician.*
Distribution Economist—John Guernsey.
Retail Trade—James O. Reid.
Wholesale Trade—John Albright.
Service Businesses—Ralph C. Janoschka.
Construction Industry—Isaac Q. Lord.
Current Statistical Service—Ernest J. Engquist, Jr.
Administrative Service—ARTHUR J. HIRSCH, *Chief.*
Agriculture—ZELLMER R. PETTET, *Chief Statistician.*
Cotton and Oils—RAY HURLEY, *Chief Statistician.*
Field Service—GERALD RYAN, *Chief.*
Geography—CLARENCE E. BATSCHELET, *Geographer.*
Information and Publications—FRANK R. WILSON, *Chief.*
Machine Tabulation—GEORGE B. WETZEL, *Chief.*
Manufactures—THOMAS J. FITZGERALD, *Chief Statistician.*
Mineral Industries—OSCAR E. KIESSLING, *Chief Statistician.*
Population—LEON E. TRUESDELL, *Chief Statistician.*
State and Local Government—CHESTER E. RIGHTOR, *Chief Statistician.*
Statistical Research—CALVERT L. DEDRICK, *Chief Statistician.*
Vital Statistics—HALBERT L. DUNN, *Chief Statistician.*

DD 40
148

LETTER OF TRANSMITTAL

Department of Commerce,
Bureau of the Census,
Washington, D. C., July 22, 1942.

Sir: I transmit herewith volume II of the Sixteenth Census reports on the Census of Business. This volume presents statistics for the United States, for States, for cities of more than 5,000 population, and for counties. Some characteristics of wholesale trade are analyzed, including: Monthly employment, employment and pay roll for 1 week, size of establishments, operating expenses, credit business and receivables, classes of customers, commodities sold, legal form of organization, ownership groups, and age of establishment. The data are presented by types of operation and kinds of business.

The Census of Business, taken in 1940 in conformity with the Act providing for the fifteenth and subsequent decennial censuses, approved June 18, 1929, covers operations during the calendar year 1939. The facts were collected in 1940 by a complete field canvass of all wholesale establishments in the continental United States.

The statistics were compiled under the supervision of Fred A. Gosnell, Chief Statistician for Business, and William A. Ruff, Assistant Chief Statistician. This volume was prepared by John Albright, in charge of Wholesale Trade, with the technical assistance of William P. McInerny and James T. Daly.

Respectfully,

J. C. Capt,
Director of the Census.

Hon. Jesse H. Jones,
Secretary of Commerce.

REPORTS ON BUSINESS

CENSUS OF BUSINESS : 1939

Volume I. Retail Trade (in three parts).
Volume II. Wholesale Trade.
Volume III. Service Businesses.
Volume IV. Construction Industry.
Volume V. Distribution of Manufacturers' Sales.
Special Reports.

CONTENTS

Page

INDEX TO CITIES OF MORE THAN 20,000 POPULATION IX
SUMMARY OF FACTS ON WHOLESALE TRADE XII

MAPS

MAP 1.—Percent change in wholesale sales, 1929 to 1939 by geographic divisions 5
MAP 2.—Cities with sales of more than $100,000,000 6
MAP 3.—Twenty-eight leading wholesale trade centers 206
MAP 4.—Geographic divisions and 14 cities with more than 500,000 population 450

CHARTS

CHART I.—Sales by city-size groups expressed as a percentage of the United States total 7
CHART II.—Wholesale trade by types of operation: 1939 and 1935 11
CHART III.—Sales of service and limited-function wholesalers by kinds of business 12
CHART IV.—Number of employees by months: 1939, 1935, and 1929 14
CHART V.—Employees and pay roll, by occupational groups 16
CHART VI.—Number of establishments, sales, and personnel, by business-size groups 16
CHART VII.—Number of establishments and sales, by business-size groups: 1939, 1935, and 1929 18
CHART VIII.—Ratio of operating expenses to net sales, by business-size groups 20
CHART IX.—An analysis of expenses of 1,090 tobacco wholesalers, by business-size groups 22
CHART X.—Cash-credit sales ratios for selected kinds of business 24
CHART XI.—Sales by classes of customers 25
CHART XII.—Legal form of organization 27
CHART XIII.—Establishments classified according to number under one ownership 28
CHART XIV.—Age of wholesale establishments: 1939 29

TEXT

	Page		Page
INTRODUCTION	1	CHAPTER III.—Classifications—type and kind	31
CHAPTER I.—General analysis of data	4	CHAPTER IV.—Description of terms	38
CHAPTER II.—Some characteristics of wholesale trade	14	CHAPTER V.—Explanation of tables	42

TEXT TABLES

TABLE A.—Comparative summary of wholesale trade: 1939, 1935, and 1929 4
TABLE B.—Sales by geographic divisions: 1939 and 1929 5
TABLE C.—Establishments and sales (1939) and population (1940) by city-size groups 7
TABLE D.—Summary for cities of more than 50,000 population: 1939, 1935, and 1929 8
TABLE E.—Wholesale trade by types of operation—number of establishments and sales, 1939; and sales relatives: 1939, 1935, and 1929 12
TABLE F.—Wholesale trade, 1939, types of operation and kinds of business 13
TABLE G.—Monthly employment: 1939, 1935, and 1929 15
TABLE H.—Female employment, by divisions and States 15
TABLE I.—Employees and pay roll by occupational groups 17
TABLE J.—Full-time and part-time employees, by types of operation 17
TABLE K.—Full-time and part-time employees, 1939 and 1935, expressed as percentages of totals for types of operation 17
TABLE L.—Average weekly earnings of full-time employees—occupational groups, by types of operation: 1939 and 1935 18
TABLE M.—Number of establishments, sales, and total operating expenses, by business-size groups: 1939 20
TABLE N.—Summary of cash-credit analysis of sales by types of operation 22
TABLE O.—Receivables-sales ratios, and percentage increase in receivables from beginning to end of year—types of operation by kinds of business 23
TABLE P.—Percentage of 1939 sales to various classes of customers, by types of operation 25
TABLE Q.—Projected total sales to various classes of customers, by types of operation 26
TABLE R.—Comparative summary of sales by classes of customers: 1939 and 1935, by types of operation 26
TABLE S.—Legal form of organization 26
TABLE T.—Comparative summary by legal form of organization: 1939, 1935, and 1929 28
TABLE U.—Number of organizations, establishments, and sales, by ownership groups 29
TABLE V.—Establishments and sales, by ownership groups: 1939, 1935, and 1929 29
TABLE W.—Number of establishments and sales—establishments classified according to the year business started 30
TABLE X.—Number of employees and pay roll—establishments classified according to year business started 30
TABLE Y.—Number of establishments and sales—establishments classified according to year acquired by present owner 30

SUMMARY TABLES FOR THE UNITED STATES

TABLE 1.—Sales, expenses, personnel, pay roll, and stocks by geographic divisions and States 48
TABLE 1.—Sales, expenses, personnel, pay roll, and stocks—types of operation by kinds of business 49
TABLE 1A.—Establishments, sales, personnel, and pay roll—types of operation by kinds of business 59
TABLE 2.—Monthly employment and sex of employees, by geographic divisions and States 65
TABLE 2.—Monthly employment and sex of employees—types of operation by kinds of business 66

Page

TABLE 3.—Analysis of employment and pay roll by occupational groups 79
TABLE 4.—Business size—wholesale merchants 90
TABLE 5.—Analysis of operating expenses of wholesale merchants 101
TABLE 6A.—Cash-credit analysis of sales:
Service and limited-function wholesalers 112
Manufacturers' sales branches (with stocks) 114
TABLE 6B.—Accounts and notes receivable and stocks on hand, beginning and end of year:
Service and limited-function wholesalers 117
Manufacturers' sales branches (with stocks) 119
TABLE 7.—Distribution of sales by classes of customers 122
TABLE 7A.—Sales taxes, and sales through agents, brokers, and commission merchants 133
TABLE 7B.—Sales made by retailers to other retailers 139
TABLE 8A.—Commodity sales, by kinds of business:
Service and limited-function wholesalers 140
Manufacturers' sales branches (with stocks) 182
Petroleum bulk stations and terminals 195
Assemblers (mainly farm products) 196
Index to data by trades in table 8A VIII
TABLE 9.—Legal form of organization 200
TABLE 10.—Number of establishments under one ownership 201
TABLE 11.—Date established and date acquired by present owner 202

GEOGRAPHIC DIVISION, STATE, CITY, AND COUNTY TABLES

TABLE 1.—Establishments, sales, expenses, personnel, pay roll, and stocks—types of operation by kinds of business—States and 27 leading cities 207
Index to data by States and cities in table 1 207
TABLE 2.—Monthly employment and sex of employees, by kinds of business—States and 13 cities of more than 500,000 population 415
Index to data by States and cities in table 2 416
TABLE 3.—Analysis of employment and pay roll by occupational groups—geographic divisions and 14 cities 449
Index to data by geographic divisions and cities in table 3 449
TABLE 4.—Business size—wholesale merchants—kinds of business, net-sales-size groups, and geographic divisions 523
Index to data by trades or kinds of business in table 4 524
TABLE 5.—Analysis of operating expenses of wholesale merchants—kinds of business by geographic divisions and 14 cities 561
Index to data by trades or kinds of business in table 5 562
TABLE 6A.—Cash-credit analysis of sales—kinds of business by geographic divisions and 14 cities 593
Index to data by trades or kinds of business in table 6A 592
Service and limited-function wholesalers 594
Manufacturers' sales branches (with stocks) 613
TABLE 6B.—Accounts and notes receivable and stocks on hand, beginning and end of year—kinds of business by geographic divisions and 14 cities 623
Index to data by trades or kinds of business in table 6B 624
Service and limited-function wholesalers 625
Manufacturers' sales branches (with stocks) 660
TABLE 7.—Distribution of sales by classes of customers—types of operation by kinds of business—14 cities 675
Index to data by cities in table 7 674
TABLE 8.—Analysis of sales by commodities—geographic divisions and five selected cities 707
Index to data by trades in table 8 706
TABLE 9.—Legal form of organization—by States 857
Index to data by States in table 9 857
TABLE 12A.—Cities of 50,000 population or more (except selected cities—see table 1)—types of operation by kinds of business 863
Index to table 12A 862
TABLE 12B.—Cities of 20,000 to 50,000 population—by kinds of business 915
Index to table 12B 916
TABLE 13.—Counties and each city of more than 5,000 population—by States 951
Index to data by States in table 13 950

APPENDIXES

KINDS OF BUSINESS:
Index to kind-of-business descriptions 1020
Kinds of business described 1021
Kind-of-business classifications: 1939, 1935, and 1929 1028
TABLES:
Table 1.—Sales, expenses, personnel, pay roll, and stocks by types of operation and kinds of business: 1935 1037
Table 1.—United States summary of wholesale trade by type of establishment and kind of business: 1933 (also comparisons with 1929) 1045
SCHEDULES:
Wholesale schedule, Form 31 1050
Wholesale schedule, Form 32 1054
Wholesale schedule, Form 33 1056
Wholesale schedule, Form 34 1057

INDEX TO TABLES 1, 2, 9, AND 13

AREA	Table 1 Basic data	Table 2 Monthly employment and sex of employees	Table 9 Legal form of organization	Table 13 Counties and cities
	Page	Page	Page	Page
United States	48	65	200	
STATES				
Alabama	208	417	858	952
Arizona	210	417	858	953
Arkansas	211	418	858	954
California	212	418	858	955
Colorado	214	419	858	957
Connecticut	216	419	858	958
Delaware	218	420	858	958
District of Columbia	219	420	858	
Florida	222	421	858	959
Georgia	224	421	858	960
Idaho	226	422	858	962
Illinois	227	422	858	963
Indiana	229	423	858	966
Iowa	231	423	859	968
Kansas	233	424	859	970
Kentucky	235	424	859	972
Louisiana	237	425	859	974
Maine	239	425	859	975
Maryland	240	426	859	975
Massachusetts	242	426	859	976
Michigan	244	427	859	977
Minnesota	246	427	859	979
Mississippi	248	428	859	981
Missouri	249	428	859	983
Montana	251	429	859	985
Nebraska	252	429	859	986
Nevada	254	430	860	988
New Hampshire	255	430	860	989
New Jersey	256	431	860	990
New Mexico	258	431	860	991
New York	259	432	860	992
North Carolina	261	432	860	994
North Dakota	263	433	860	996
Ohio	264	433	860	997
Oklahoma	266	434	860	999
Oregon	268	434	860	1000
Pennsylvania	270	435	860	1001
Rhode Island	272	435	860	1003
South Carolina	273	436	860	1004
South Dakota	274	436	861	1005
STATES—continued				
	Page	Page	Page	Page
Tennessee	275	437	861	1006
Texas	277	437	861	1008
Utah	279	438	861	1012
Vermont	280	438	861	1012
Virginia	281	439	861	1013
Washington	283	439	861	1015
West Virginia	285	440	861	1016
Wisconsin	286	440	861	1017
Wyoming	288	441	861	1018
CITIES				
Atlanta	289			
Baltimore	293	442		
Boston	297	442		
Buffalo	303	443		
Chicago	307	443		
Cincinnati	315			
Cleveland	320	444		
Dallas	325			
Denver	329			
Detroit	333	444		
Houston	338			
Indianapolis	341			
Kansas City, Mo	344			
Los Angeles	349	445		
Memphis	355			
Milwaukee	358	445		
Minneapolis and St. Paul	362			
Newark	367			
New Orleans	370			
New York	374	446		
Omaha	382			
Philadelphia	385	446		
Pittsburgh	391	447		
Portland, Oreg	396			
St. Louis	400	447		
San Francisco	405	448		
Seattle	411			
Washington, D. C	219	420		

INDEX TO TABLES 3 AND 7

AREA	Table 3 Employment and pay roll by occupational groups	Table 7 Sales by classes of customers
	Page	Page
United States	79	122
DIVISIONS		
New England	451	
Middle Atlantic	455	
East North Central	460	
West North Central	465	
South Atlantic	469	
East South Central	473	
West South Central	476	
Mountain	480	
Pacific	483	
CITIES		
Baltimore	487	676
Boston	489	677
Buffalo	492	679
Chicago	494	681
Cleveland	498	684
Detroit	500	686
Los Angeles	502	688
Milwaukee	505	691
New York	507	692
Philadelphia	511	695
Pittsburgh	514	698
St. Louis	516	700
San Francisco	518	702
Washington, D. C	521	704

INDEX TO DATA BY TRADES IN TABLES 8A AND 8

TRADE	TRADE AND FUNCTION SALES	LIMITED WHOLESALERS	MANUFACTURERS SALES BRANCHES WITH STOCKS)		PETROLEUM BULK STATIONS AND TERMINALS		ASSEMBLERS (MAINLY FARM PRODUCTS)	
	Table 8A United States	Tables 8 Divisions	Table 8A United States	Tables 8 Divisions	Table 8A United States	Tables 8 Divisions	Table 8A United States	Table 8 Divisions
	Page	*Page*	*Page*	*Page*	*Page*	*Page*	*Page*	*Page*
[illegible]	140	708	182	810				
[illegible]	140	709	182	811				
Beer, wines, and liquors	142	712	182	813				
[illegible]	142	714	182	814				
[illegible]	143	716	183	816				
[illegible]	144	720	183					
[illegible]	145	722						
[illegible]	145	724		817				
Dry goods (general line)	146	726						
[illegible]	147	728	183	819				
[illegible]	148	732	184	820				
[illegible]	150	735					196	850
[illegible]	151	737	185	821			197	852
[illegible]	152	[illegible]	185	823			198	854
Furniture and house furnishings	153	744	185	824				
[illegible]	155	747						
Groceries and foods (specialty line)	158	754	186	[illegible]			199	855
[illegible]	160	762	187	830				
Jewelry	162	770		831				
Lumber and construction materials	163	771	187	831				
[illegible]	[illegible]	[illegible]	188	833				
[illegible]	172	785	191	838				
[illegible]	175	790	193	841				
Petroleum and its products	176	793	193	843	195	849		
Plumbing and heating equipment and supplies	[illegible]	794	193	844				
Tobacco and products (except leaf)	177	798	194	846				
[illegible]	178	801						
All other products	179	[illegible]	[illegible]	847			[illegible]	

INDEX TO CITIES

City	12A	12B
A		
Abilene, Tex		944
Akron, Ohio	899	
Albuquerque, N. M		918
Alexandria, La	892	
Allegheny, N. Mex		922
Allentown, Pa		927
Alexandria, Va		946
Altadena, Calif		918
Altoona, Pa		940
Amsterdam, N. Y	903	
Anderson, Ind		937
Ansonia, Ohio		922
Ardmore, Okla	903	
Asheville, N. C	908	
Astoria, N. Y		934
Atchison, Kan		924
Atlantic City, N. J		929
Auburn, Ala		917
Augusta, Ga		928
Aurora, Ill		928
Austin, Tex		937
B		
Bakersfield, Calif		921
Baltimore, Md	289	
Bangor, Maine		890
Barberton, Ohio		927
Bartlesville, Okla		937
Baton Rouge, La		927
Battle Creek, Mich		929
Bay City, Mich		929
Bayonne, N. J	890	
Beaumont, Tex	908	
Belleville, Ill		922
Belleville, N. J		933
Bellingham, Wash		947
Belmont, Mass		928
Beloit, Wis		948
Berkeley, Calif	866	
Berwyn, Ill		922
Bessemer, Ala		917
Bethlehem, Pa	903	
Beverly, Mass		928
Beverly Hills, Calif		918
Billings, Mont		931
Binghamton, N. Y	892	
Birmingham, Ala	864	
Bloomfield, N. J		933
Bloomington, Ill		922
Bloomington, Ind		924
Bluefield, Va		946
Bluefield, W. Va		947
Boise City, Idaho		921
Boston, Mass	297	
Bridgeport, Conn	869	
Bristol, Conn		920
Bristol, Tenn		943
Bristol, Va		946
Brockton, Mass	882	
Brookline, Mass		928
Brownsville, Tex		944
Buffalo, N. Y	303	
Burbank, Calif		918
Burlington, Iowa		925
Burlington, Vt		948
Butte, Mont		931
Butler, Pa		940
Buffalo, Mass		931
C		
Cambridge, Mass	882	
Camden, N. J	890	
Canton, Ohio	899	
Cedar Rapids, Iowa	877	
Central Falls, R. I		941
Chattanooga, Tenn		922
Charleston, S. C		
Charleston, W. Va	913	
Charlotte, N. C	897	
Chelsea, Mass	897	
Chicago, Ill		924
Chicago, Mass		929
Chester, Pa	903	
Cheyenne, Wyo		940
Chicago, Ill	307	
Chicago Heights, Ill		922
Chicopee, Mass		929
Chillicothe, Ohio		937
Cicero, Ill	871	
Cincinnati, Ohio	315	
Clarksburg, W. Va		947
Cleveland, Ohio	320	
Cleveland Heights, Ohio	899	
Clifton, N. J		933
Clinton, Iowa		925
Cohoes, N. Y		934
Colorado Springs, Colo		919
Columbia, S. C	906	
Columbus, Ga	872	
Columbus, Ohio	899	
Concord, N. H		932
Corpus Christi, Tex	908	
Council Bluffs, Iowa		925
Covington, Ky	880	
Cranston, R. I		942
Cumberland, Md		927
Cuyahoga Falls, Ohio		937
D		
Dallas, Tex	325	
Danbury, Conn		920
Danville, Ill		922
Danville, Va		946
Davenport, Iowa		
Dayton, Ohio	899	
Daytona Beach, Fla		921
Dearborn, Mich	885	
Decatur, Ill	873	
Denver, Colo	329	
Des Moines, Iowa	877	
Detroit, Mich	333	
Dubuque, Iowa		925
Duluth, Minn	887	
Duquesne, Pa		940
Duquesne, Pa		940
Durham, N. C	897	
E		
East Chicago, Ind	875	
East Cleveland, Ohio		937
East Liverpool, Ohio		937
Easton, Pa		940
East Orange, N. J	890	
East Providence, R. I		942
East St. Louis, Ill	873	
Eau Claire, Wis		948
Edgewater, N. J		933
Elgin, Ill		922
Elizabeth, N. J	890	
Elmira, N. Y		934
El Paso, Tex		944
Erie, Pa		940
Evanston, Ill		939
Evansville, Ind	873	
Everett, Mass		928
Everett, Wash		947
F		
Fairmont, W. Va		947
Fall River, Mass	882	
Fitchburg, Mass		936
Flushing, Mass		929
Fond du Lac, Wis		937
Fitchburg, Mass		928
Flint, Mich	885	
Franklin, Ind		948
Fort Dodge, Iowa		925
Fort Smith, Ark		917
Fort Wayne, Ind	875	
Fort Worth, Tex	909	
Framingham, Mass		928
Frankfort, Ky		922
Freeport, N. Y		934
Fresno, Calif	866	
G		
Gadsden, Ala		917
Galesburg, Ill		923
Galveston, Tex	909	
Gardner, Mass		928
Garfield, N. J		933
Gary, Ind	875	
Gastonia, N. C		936
Glendale, Calif	866	
Gloucester, Mass		928
Glen Cove, N. Y		934
Grand Forks, N. Dak		936
Grand Rapids, Mich	885	
Granite City, Ill		923
Great Falls, Mont		931
Great Bend, Kan		948
Greensboro, N. C	897	
Greenville, Miss		930
Greenville, S. C		942
H		
Hackensack, N. J		933
Hagerstown, Md		927
Hamilton, Ohio	900	
Hammond, Ind	875	
Hancock, Mich		929
Hannibal, Mo		931
Harrisburg, Pa	903	
Hartford, Conn	869	
Haverhill, Mass		930
Haverford, Mass		928
Hazleton, Pa		940
Hempstead, N. Y		934
Highland Park, Mich	885	
High Point, N. C		936
Hoboken, N. J	890	
Holyoke, Mass	882	
Hot Springs, Ark		917
Houston, Tex	338	

INDEX TO CITIES—Continued

City	Page Table 1	Page Table 12A	Page Table 12B
Huntington, W. Va		943	
Huntington Park, Calif			918
Hutchinson, Kans			926
I			
Indianapolis, Ind	341		
Inglewood, Calif			918
Irvington, N. J		890	
J			
Jackson, Mich			929
Jackson, Miss		888	
Jackson, Tenn			943
Jacksonville, Fla		874	
Jamestown, N. Y			934
Janesville, Wis			948
Jefferson City, Mo			931
Jersey City, N. J		890	
Johnson City, Tenn			943
Johnstown, Pa		904	
Joliet, Ill			923
Joplin, Mo			931
K			
Kalamazoo, Mich		885	
Kankakee, Ill			923
Kansas City, Kans		879	
Kansas City, Mo	344		
Kearny, N. J			933
Kenosha, Wis			948
Kingston, N. Y			934
Kingston, Pa			940
Knoxville, Tenn			907
Kokomo, Ind		924	
L			
Lackawanna, N. Y			934
La Crosse, Wis			948
LaFayette, Ind			924
La Grange, Ga			921
Lake Charles, La			927
Lakeland, Fla			921
Lakewood, Ohio		900	
Lancaster, Ohio			937
Lancaster, Pa		904	
Lansing, Mich		886	
Laredo, Tex			944
Laurel, Miss			930
Lawrence, Mass		882	
Lebanon, Pa			940
Leominster, Mass			928
Lewiston, Maine			927
Lexington, Ky			926
Lima, Ohio			937
Lincoln, Nebr		889	
Linden, N. J			933
Little Rock, Ark		865	
Lockport, N. Y			934
Logansport, Ind			924
Long Beach, Calif		866	
Lorain, Ohio			937
Los Angeles, Calif	349		
Louisville, Ky		880	
Lowell, Mass		883	
Lubbock, Tex			944
Lynchburg, Va			946
Lynn, Mass		883	
M			
Macon, Ga		872	
Madison, Wis		914	
Malden, Mass		883	
Manchester, N. H		889	
Manitowoc, Wis			949
Mansfield, Ohio			937
Marion, Ind			924
Marion, Ohio			938
Mason City, Iowa			925
Massillon, Ohio			938
Maywood, Ill			923
McKeesport, Pa		904	
Medford, Mass		883	
Melrose, Mass			928
Memphis, Tenn	355		
Meriden, Conn			920
Meridian, Miss			930
Methuen, Mass			928
Miami, Fla		871	
Miami Beach, Fla			921
Michigan City, Ind			924
Middletown, Conn			920
Middletown, N. Y			934
Middletown, Ohio			938
Milwaukee, Wis	358		
Minneapolis, Minn	362	887	
Mishawaka, Ind			924
Mobile, Ala		864	
Moline, Ill			923
Monessen, Pa			940
Monroe, La			927
Montclair, N. J			933
Montgomery, Ala		864	
Mount Vernon, N. Y		892	
Muncie, Ind			924
Muskegon, Mich			929
Muskogee, Okla			939
N			
Nanticoke, Pa			940
Nashua, N. H			932
Nashville, Tenn		907	
New Albany, Ind			925
Newark, N. J	367		
Newark, Ohio			938
New Bedford, Mass		883	
New Britain, Conn		869	
New Brunswick, N. J			933
Newburgh, N. Y			935
New Castle, Pa			940
New Haven, Conn		869	
New Kensington, Pa			940
New London, Conn			920
New Orleans, La	370		
Newport, Ky			926
Newport, R. I			942
Newport News, Va			946
New Rochelle, N. Y		892	
Newton, Mass		883	
New York, N. Y	374		
Bronx Borough		892	
Brooklyn Borough		893	
Manhattan Borough		893	
Queens Borough		894	
Richmond Borough		894	
Niagara Falls, N. Y		894	
Norfolk, Va		911	
Norristown, Pa			940
North Adams, Mass			928
Northampton, Mass			928
North Little Rock, Ark			917
North Tonawanda, N. Y			935
Norwalk, Conn			920
Norwich, Conn			920
Norwood, Ohio			938
Nutley, N. J			933
O			
Oakland, Calif		866	
Oak Park, Ill		873	
Ogden, Utah			945
Oil City, Pa			940
Oklahoma City, Okla		902	
Olean, N. Y			935
Omaha, Nebr	382		
Orange, N. J			933
Orlando, Fla			921
Oshkosh, Wis			949
Oswego, N. Y			935
Ottumwa, Iowa			925
Owensboro, Ky			926
P			
Paducah, Ky			926
Parkersburg, W. Va			947
Pasadena, Calif		867	
Passaic, N. J		891	
Paterson, N. J		891	
Pawtucket, R. I		906	
Peabody, Mass			928
Pensacola, Fla			921
Peoria, Ill		873	
Perth Amboy, N. J			933
Petersburg, Va			946
Philadelphia, Pa	385		
Phoenix, Ariz		865	
Pine Bluff, Ark			917
Pittsburgh, Pa	391		
Pittsfield, Mass			928
Plainfield, N. J			933
Pomona, Calif			918
Pontiac, Mich		886	
Port Arthur, Tex			944
Port Chester, N. Y			935
Port Huron, Mich			929
Portland, Maine		881	
Portland, Oreg	396		
Portsmouth, Ohio			938
Portsmouth, Va		911	
Pottstown, Pa			941
Pottsville, Pa			941
Poughkeepsie, N. Y			935
Providence, R. I		906	
Pueblo, Colo		868	
Q			
Quincy, Ill			923
Quincy, Mass		883	
R			
Racine, Wis		914	
Raleigh, N. C			936

INDEX TO CITIES—Continued

CITY	PAGE Table 1	Table 12A	Table 12B
Reading, Pa		904	
Reno, Nev			932
Revere, Mass			928
Richmond, Calif			918
Richmond, Ind			925
Richmond, Va		911	
Riverside, Calif			918
Roanoke, Va		911	
Rochester, Minn			930
Rochester, N. Y		894	
Rockford, Ill		874	
Rock Island, Ill			923
Rocky Mount, N. C			936
Rome, Ga			921
Rome, N. Y			935
Royal Oak, Mich			929
S			
Sacramento, Calif		867	
Saginaw, Mich		886	
St. Cloud, Minn			930
St. Joseph, Mo		889	
St. Louis, Mo	400		
St. Paul, Minn	362	887	
St. Petersburg, Fla		871	
Salem, Mass			928
Salem, Oreg			939
Salina, Kans			926
Salt Lake City, Utah		910	
San Angelo, Tex			944
San Antonio, Tex		909	
San Bernardino, Calif			918
San Diego, Calif		867	
Sandusky, Ohio			938
San Francisco, Calif	405		
San Jose, Calif		867	
Santa Ana, Calif			919
Santa Barbara, Calif			919
Santa Fe, N. Mex			933
Santa Monica, Calif		868	
Savannah, Ga		872	
Schenectady, N. Y		895	
Scranton, Pa		905	
Seattle, Wash	411		
Sedalia, Mo			931
Shaker Heights, Ohio			938
Sharon, Pa			941
Shawnee, Okla			939
Sheboygan, Wis			949
Shreveport, La		881	
Sioux City, Iowa		877	
Sioux Falls, S. Dak			943
Somerville, Mass		883	
South Bend, Ind		875	
South Gate, Calif			919
Spartanburg, S. C			942
Spokane, Wash		912	
Springfield, Ill		874	
Springfield, Mass		884	
Springfield, Mo		889	
Springfield, Ohio		900	
Stamford, Conn			920
Steubenville, Ohio			938
Stockton, Calif		868	
Superior, Wis			949
Syracuse, N. Y		895	
T			
Tacoma, Wash		912	
Tampa, Fla		871	
Taunton, Mass			928
Terre Haute, Ind		876	
Texarkana, Ark			944
Texarkana, Tex			944
Toledo, Ohio		900	
Topeka, Kans		879	
Torrington, Conn			920
Trenton, N. J		891	
Troy, N. Y		895	
Tucson, Ariz			917
Tulsa, Okla		902	
Tuscaloosa, Ala			917
Tyler, Tex			944
U			
Union City, N. J		891	
Uniontown, Pa			941
University City, Mo			931
Utica, N. Y		896	
V			
Vallejo, Calif			919
Vicksburg, Miss			930
W			
Waco, Tex		910	
Waltham, Mass			928
Warren, Ohio			938
Warwick, R. I			942
Washington, D. C	219		
Washington, Pa			941
Waterbury, Conn		870	
Waterloo, Iowa		878	
Watertown, Mass			928
Watertown, N. Y			935
Waukegan, Ill			923
Wausau, Wis			949
Wauwatosa, Wis			949
West Allis, Wis			949
West New York, N. J			933
West Orange, N. J			933
West Palm Beach, Fla			921
Weymouth, Mass			928
Wheeling, W. Va		913	
White Plains, N. Y			935
Wichita, Kans		879	
Wichita Falls, Tex			944
Wilkes-Barre, Pa		905	
Williamsburg, Pa			941
Williamsport, Pa			941
Wilmington, Del		870	
Wilmington, N. C			936
Winona, Minn			930
Winston-Salem, N. C		898	
Woonsocket, R. I			942
Worcester, Mass		884	
Wyandotte, Mich			929
Y			
Yakima, Wash			947
Yonkers, N. Y		896	
York, Pa		905	
Youngstown, Ohio		901	
Z			
Zanesville, Ohio			938

[illegible]	[illegible]	[illegible]	Number of cities 50,000 population 1940	[illegible]	[illegible]	[illegible]	[illegible]	[illegible]	[illegible]	[illegible]	[illegible]	[illegible]	[illegible]	[illegible]	[illegible]	[illegible]	[illegible]	[illegible]
UNITED STATES TOTAL	[illegible]	[illegible]	197	[illegible]	[illegible]	[illegible]	[illegible]	[illegible]	[illegible]	29.	[illegible]	[illegible]	[illegible]	[illegible]	15	[illegible]	[illegible]	[illegible]
New England	[illegible]	[illegible]	[illegible]	[illegible]	[illegible]	9.[illegible]	[illegible]	5.[illegible]	[illegible]	[illegible]	[illegible]	[illegible]	[illegible]	[illegible]	[illegible]	[illegible]	[illegible]	[illegible]
Maine	[illegible]	[illegible]	[illegible]	[illegible]	[illegible]	[illegible]	[illegible]	[illegible]	[illegible]	[illegible]	[illegible]	[illegible]	[illegible]	[illegible]	[illegible]	[illegible]	[illegible]	7.3
New Hampshire	[illegible]	[illegible]	[illegible]	[illegible]	[illegible]	[illegible]	[illegible]	[illegible]	[illegible]	[illegible]	[illegible]	[illegible]	[illegible]	[illegible]	[illegible]	[illegible]	[illegible]	[illegible]
Vermont	[illegible]	[illegible]	[illegible]	[illegible]	[illegible]	[illegible]	[illegible]	[illegible]	[illegible]	[illegible]	[illegible]	[illegible]	[illegible]	[illegible]	[illegible]	[illegible]	[illegible]	19.9
Massachusetts	[illegible]	[illegible]	[illegible]	[illegible]	[illegible]	[illegible]	[illegible]	[illegible]	[illegible]	[illegible]	[illegible]	[illegible]	[illegible]	[illegible]	[illegible]	[illegible]	[illegible]	[illegible]
Rhode Island	[illegible]	[illegible]	[illegible]	[illegible]	[illegible]	[illegible]	[illegible]	[illegible]	[illegible]	[illegible]	[illegible]	[illegible]	[illegible]	[illegible]	[illegible]	[illegible]	[illegible]	[illegible]
Connecticut	[illegible]	[illegible]	[illegible]	[illegible]	[illegible]	[illegible]	[illegible]	[illegible]	[illegible]	[illegible]	[illegible]	[illegible]	[illegible]	[illegible]	[illegible]	[illegible]	[illegible]	3.0
Middle Atlantic	[illegible]	[illegible]	[illegible]	[illegible]	[illegible]	[illegible]	[illegible]	[illegible]	[illegible]	[illegible]	[illegible]	[illegible]	[illegible]	[illegible]	[illegible]	[illegible]	[illegible]	1.0
New York	[illegible]	[illegible]	[illegible]	[illegible]	[illegible]	[illegible]	[illegible]	[illegible]	[illegible]	[illegible]	[illegible]	[illegible]	[illegible]	[illegible]	[illegible]	[illegible]	[illegible]	[illegible]
New Jersey	[illegible]	[illegible]	[illegible]	[illegible]	[illegible]	[illegible]	[illegible]	[illegible]	[illegible]	[illegible]	[illegible]	[illegible]	[illegible]	[illegible]	[illegible]	[illegible]	[illegible]	[illegible]
Pennsylvania	[illegible]	[illegible]	[illegible]	[illegible]	[illegible]	[illegible]	[illegible]	[illegible]	[illegible]	[illegible]	[illegible]	[illegible]	[illegible]	[illegible]	[illegible]	[illegible]	[illegible]	[illegible]
East North Central	[illegible]	[illegible]	[illegible]	[illegible]	[illegible]	[illegible]	[illegible]	[illegible]	[illegible]	[illegible]	[illegible]	[illegible]	[illegible]	[illegible]	[illegible]	[illegible]	[illegible]	[illegible]
Ohio	[illegible]	[illegible]	[illegible]	[illegible]	[illegible]	[illegible]	[illegible]	[illegible]	[illegible]	[illegible]	[illegible]	[illegible]	[illegible]	[illegible]	10.	[illegible]	[illegible]	[illegible]
Indiana	[illegible]	[illegible]	[illegible]	[illegible]	[illegible]	[illegible]	[illegible]	[illegible]	[illegible]	[illegible]	[illegible]	[illegible]	[illegible]	[illegible]	11.	[illegible]	[illegible]	[illegible]
Illinois	[illegible]	[illegible]	[illegible]	[illegible]	[illegible]	[illegible]	[illegible]	[illegible]	[illegible]	[illegible]	[illegible]	[illegible]	[illegible]	[illegible]	17.	[illegible]	[illegible]	[illegible]
Michigan	[illegible]	[illegible]	[illegible]	[illegible]	[illegible]	[illegible]	[illegible]	[illegible]	[illegible]	[illegible]	[illegible]	[illegible]	[illegible]	[illegible]	15.	[illegible]	[illegible]	[illegible]
Wisconsin	[illegible]	[illegible]	[illegible]	[illegible]	[illegible]	[illegible]	[illegible]	[illegible]	[illegible]	[illegible]	[illegible]	[illegible]	[illegible]	[illegible]	12.	[illegible]	[illegible]	[illegible]
West North Central	[illegible]	[illegible]	17	[illegible]	[illegible]	[illegible]	[illegible]	[illegible]	[illegible]	[illegible]	[illegible]	[illegible]	[illegible]	13.	[illegible]	[illegible]	[illegible]	[illegible]
Minnesota	[illegible]	[illegible]	[illegible]	[illegible]	[illegible]	[illegible]	[illegible]	[illegible]	[illegible]	[illegible]	[illegible]	[illegible]	[illegible]	[illegible]	[illegible]	7	[illegible]	[illegible]
Iowa	[illegible]	[illegible]	[illegible]	[illegible]	[illegible]	[illegible]	[illegible]	[illegible]	[illegible]	[illegible]	[illegible]	[illegible]	[illegible]	[illegible]	[illegible]	11	[illegible]	[illegible]
Missouri	[illegible]	[illegible]	[illegible]	[illegible]	[illegible]	[illegible]	[illegible]	[illegible]	[illegible]	[illegible]	[illegible]	[illegible]	[illegible]	[illegible]	[illegible]	4	[illegible]	[illegible]
North Dakota	[illegible]	[illegible]	[illegible]	[illegible]	[illegible]	[illegible]	[illegible]	[illegible]	[illegible]	[illegible]	[illegible]	[illegible]	[illegible]	[illegible]	[illegible]	14	[illegible]	[illegible]
South Dakota	[illegible]	[illegible]	[illegible]	[illegible]	[illegible]	[illegible]	[illegible]	[illegible]	[illegible]	[illegible]	[illegible]	[illegible]	[illegible]	[illegible]	[illegible]	19	[illegible]	[illegible]
Nebraska	[illegible]	[illegible]	[illegible]	[illegible]	[illegible]	[illegible]	[illegible]	[illegible]	[illegible]	[illegible]	[illegible]	[illegible]	[illegible]	[illegible]	[illegible]	6	[illegible]	[illegible]
Kansas	[illegible]	[illegible]	[illegible]	[illegible]	[illegible]	[illegible]	[illegible]	[illegible]	[illegible]	[illegible]	[illegible]	[illegible]	[illegible]	[illegible]	[illegible]	13	[illegible]	[illegible]
South Atlantic	[illegible]	[illegible]	[illegible]	[illegible]	[illegible]	[illegible]	[illegible]	[illegible]	[illegible]	[illegible]	[illegible]	[illegible]	[illegible]	[illegible]	[illegible]	10	[illegible]	[illegible]
Delaware	[illegible]	[illegible]	[illegible]	[illegible]	[illegible]	[illegible]	[illegible]	[illegible]	[illegible]	[illegible]	[illegible]	[illegible]	[illegible]	[illegible]	[illegible]	[illegible]	[illegible]	[illegible]
Maryland	[illegible]	[illegible]	[illegible]	[illegible]	[illegible]	[illegible]	[illegible]	[illegible]	[illegible]	[illegible]	[illegible]	[illegible]	[illegible]	[illegible]	[illegible]	[illegible]	[illegible]	[illegible]
District of Columbia	[illegible]	[illegible]	[illegible]	[illegible]	[illegible]	[illegible]	[illegible]	[illegible]	[illegible]	[illegible]	[illegible]	[illegible]	[illegible]	[illegible]	[illegible]	[illegible]	[illegible]	[illegible]
Virginia	[illegible]	[illegible]	[illegible]	[illegible]	[illegible]	[illegible]	[illegible]	[illegible]	[illegible]	[illegible]	[illegible]	[illegible]	[illegible]	[illegible]	[illegible]	[illegible]	[illegible]	[illegible]
West Virginia	[illegible]	[illegible]	[illegible]	[illegible]	[illegible]	[illegible]	[illegible]	[illegible]	[illegible]	[illegible]	[illegible]	[illegible]	[illegible]	[illegible]	[illegible]	[illegible]	[illegible]	[illegible]
North Carolina	[illegible]	[illegible]	[illegible]	[illegible]	[illegible]	[illegible]	[illegible]	[illegible]	[illegible]	[illegible]	[illegible]	[illegible]	[illegible]	[illegible]	[illegible]	[illegible]	[illegible]	[illegible]
South Carolina	[illegible]	[illegible]	[illegible]	[illegible]	[illegible]	[illegible]	[illegible]	[illegible]	[illegible]	[illegible]	[illegible]	[illegible]	[illegible]	[illegible]	[illegible]	[illegible]	[illegible]	[illegible]
Georgia	[illegible]	[illegible]	[illegible]	[illegible]	[illegible]	[illegible]	[illegible]	[illegible]	[illegible]	[illegible]	[illegible]	[illegible]	[illegible]	[illegible]	[illegible]	[illegible]	[illegible]	[illegible]
Florida	[illegible]	[illegible]	[illegible]	[illegible]	[illegible]	[illegible]	[illegible]	[illegible]	[illegible]	[illegible]	[illegible]	[illegible]	[illegible]	[illegible]	[illegible]	[illegible]	[illegible]	[illegible]
East South Central	[illegible]	[illegible]	[illegible]	[illegible]	[illegible]	[illegible]	[illegible]	[illegible]	[illegible]	[illegible]	[illegible]	[illegible]	[illegible]	[illegible]	[illegible]	[illegible]	[illegible]	[illegible]
Kentucky	[illegible]	[illegible]	[illegible]	[illegible]	[illegible]	[illegible]	[illegible]	[illegible]	[illegible]	[illegible]	[illegible]	[illegible]	[illegible]	[illegible]	[illegible]	[illegible]	21	[illegible]
Tennessee	[illegible]	[illegible]	[illegible]	[illegible]	[illegible]	[illegible]	[illegible]	[illegible]	[illegible]	[illegible]	[illegible]	[illegible]	[illegible]	[illegible]	[illegible]	[illegible]	30	5.6
Alabama	[illegible]	[illegible]	[illegible]	[illegible]	[illegible]	[illegible]	[illegible]	[illegible]	[illegible]	[illegible]	[illegible]	[illegible]	[illegible]	[illegible]	[illegible]	[illegible]	12	[illegible]
Mississippi	[illegible]	[illegible]	[illegible]	[illegible]	[illegible]	[illegible]	[illegible]	[illegible]	[illegible]	[illegible]	[illegible]	[illegible]	[illegible]	[illegible]	[illegible]	[illegible]	12	[illegible]
West South Central	[illegible]	[illegible]	[illegible]	[illegible]	[illegible]	[illegible]	[illegible]	[illegible]	[illegible]	[illegible]	[illegible]	[illegible]	[illegible]	[illegible]	[illegible]	[illegible]	16	9.7
Arkansas	[illegible]	[illegible]	[illegible]	[illegible]	[illegible]	[illegible]	[illegible]	[illegible]	[illegible]	[illegible]	[illegible]	[illegible]	[illegible]	[illegible]	[illegible]	[illegible]	[illegible]	[illegible]
Louisiana	[illegible]	[illegible]	[illegible]	[illegible]	[illegible]	[illegible]	[illegible]	[illegible]	[illegible]	[illegible]	[illegible]	[illegible]	[illegible]	[illegible]	[illegible]	[illegible]	[illegible]	[illegible]
Oklahoma	[illegible]	[illegible]	[illegible]	[illegible]	[illegible]	[illegible]	[illegible]	[illegible]	[illegible]	[illegible]	[illegible]	[illegible]	[illegible]	[illegible]	[illegible]	[illegible]	[illegible]	[illegible]
Texas	[illegible]	[illegible]	[illegible]	[illegible]	[illegible]	[illegible]	[illegible]	[illegible]	[illegible]	[illegible]	[illegible]	[illegible]	[illegible]	[illegible]	[illegible]	[illegible]	[illegible]	[illegible]
Mountain	[illegible]	[illegible]	[illegible]	[illegible]	[illegible]	[illegible]	[illegible]	[illegible]	[illegible]	[illegible]	[illegible]	[illegible]	[illegible]	[illegible]	[illegible]	[illegible]	[illegible]	[illegible]
Montana	[illegible]	[illegible]	[illegible]	[illegible]	[illegible]	[illegible]	[illegible]	[illegible]	[illegible]	[illegible]	[illegible]	[illegible]	[illegible]	[illegible]	[illegible]	[illegible]	[illegible]	19.3
Idaho	[illegible]	[illegible]	[illegible]	[illegible]	[illegible]	[illegible]	[illegible]	[illegible]	[illegible]	[illegible]	[illegible]	[illegible]	[illegible]	[illegible]	[illegible]	[illegible]	[illegible]	32.0
Wyoming	[illegible]	[illegible]	[illegible]	[illegible]	[illegible]	[illegible]	[illegible]	[illegible]	[illegible]	[illegible]	[illegible]	[illegible]	[illegible]	[illegible]	[illegible]	[illegible]	[illegible]	11.2
Colorado	[illegible]	[illegible]	[illegible]	[illegible]	[illegible]	[illegible]	[illegible]	[illegible]	[illegible]	[illegible]	[illegible]	[illegible]	[illegible]	[illegible]	[illegible]	[illegible]	[illegible]	7.6
New Mexico	[illegible]	[illegible]	[illegible]	[illegible]	[illegible]	[illegible]	[illegible]	[illegible]	[illegible]	[illegible]	[illegible]	[illegible]	[illegible]	[illegible]	[illegible]	[illegible]	[illegible]	7.5
Arizona	[illegible]	[illegible]	[illegible]	[illegible]	[illegible]	[illegible]	[illegible]	[illegible]	[illegible]	[illegible]	[illegible]	[illegible]	[illegible]	[illegible]	[illegible]	[illegible]	[illegible]	[illegible]
Utah	[illegible]	[illegible]	[illegible]	[illegible]	[illegible]	[illegible]	[illegible]	[illegible]	[illegible]	[illegible]	[illegible]	[illegible]	[illegible]	[illegible]	[illegible]	[illegible]	[illegible]	[illegible]
Nevada	[illegible]	[illegible]	[illegible]	[illegible]	[illegible]	[illegible]	[illegible]	[illegible]	[illegible]	[illegible]	[illegible]	[illegible]	[illegible]	[illegible]	[illegible]	[illegible]	[illegible]	3.7
Pacific	[illegible]	[illegible]	[illegible]	[illegible]	[illegible]	[illegible]	[illegible]	[illegible]	[illegible]	[illegible]	[illegible]	[illegible]	[illegible]	[illegible]	[illegible]	[illegible]	[illegible]	[illegible]
Washington	[illegible]	[illegible]	[illegible]	[illegible]	[illegible]	[illegible]	[illegible]	[illegible]	[illegible]	[illegible]	[illegible]	[illegible]	[illegible]	[illegible]	[illegible]	[illegible]	[illegible]	8.[illegible]
Oregon	[illegible]	[illegible]	[illegible]	[illegible]	[illegible]	[illegible]	[illegible]	[illegible]	[illegible]	[illegible]	[illegible]	[illegible]	[illegible]	[illegible]	[illegible]	[illegible]	[illegible]	6.[illegible]
California	[illegible]	[illegible]	15	[illegible]	[illegible]	[illegible]	[illegible]	[illegible]	[illegible]	[illegible]	[illegible]	[illegible]	[illegible]	[illegible]	[illegible]	[illegible]	[illegible]	9.[illegible]

1 Combined with manufacturers' sales branches with stocks.
2 Combined with manufacturers' sales offices without stocks.

SUMMARY OF FACTS ON WHOLESALE TRADE—Continued

DIVISION AND STATE	Number of employees[1]: Number, 1939	Number of employees: Per cent women, 1939	Number of employees: Per cent women, 1935	Number of employees: 1935[3]	Number of employees: 1929	Active proprietors and firm members	Total payroll[2]: 1939 Amount (add 000)	1939 Per cent of sales	1935[3] Amount (add 000)	1935 Per cent	1929 Amount (add 000)	1929 Per cent	[illegible]	Stocks on hand, end of year (add 000)	[illegible]	[illegible]
UNITED STATES TOTAL	1,581,948	19.3	18.6	1,277,717	1,510,494	133,898	$2,624,203	4.7	[illegible]	[illegible]	[illegible]	4.4	[illegible]	[illegible]	[illegible]	[illegible]
New England	94,134	18.4	17.4	82,271	106,152	5,476	168,419	5.3	[illegible]	[illegible]	[illegible]	[illegible]	[illegible]	[illegible]	[illegible]	[illegible]
Maine	7,286	11.9	12.4	6,430	7,214	608	10,135	6.1	[illegible]	[illegible]	[illegible]	[illegible]	[illegible]	[illegible]	[illegible]	[illegible]
New Hampshire	2,534	12.6	13.2	2,261	2,265	198	3,735	5.8	[illegible]	[illegible]	[illegible]	[illegible]	[illegible]	[illegible]	[illegible]	[illegible]
Vermont	2,354	12.2	11.3	2,313	1,898	209	3,434	[illegible]	[illegible]	[illegible]	[illegible]	[illegible]	[illegible]	[illegible]	[illegible]	[illegible]
Massachusetts	59,155	20.0	18.5	52,110	70,142	3,190	[illegible]	[illegible]	[illegible]	[illegible]	[illegible]	[illegible]	[illegible]	[illegible]	[illegible]	[illegible]
Rhode Island	7,430	19.8	16.2	6,339	7,516	456	12,435	[illegible]	[illegible]	[illegible]	[illegible]	[illegible]	[illegible]	[illegible]	[illegible]	[illegible]
Connecticut	15,375	16.4	18.2	12,818	17,117	815	26,378	6.4	[illegible]	6.7	[illegible]	[illegible]	[illegible]	[illegible]	[illegible]	[illegible]
Middle Atlantic	428,388	22.2	20.7	352,660	410,399	30,176	865,077	4.6	[illegible]	[illegible]	[illegible]	[illegible]	[illegible]	[illegible]	[illegible]	[illegible]
New York	292,807	24.9	22.8	243,709	274,699	19,577	631,525	4.4	[illegible]	4.5	[illegible]	[illegible]	[illegible]	[illegible],701	[illegible]	[illegible]
New Jersey	36,609	14.8	13.3	26,560	26,578	1,928	64,412	6.0	43,521	6.1	[illegible]	[illegible]	[illegible]	[illegible],354	4.9	29.7
Pennsylvania	98,972	17.1	16.7	82,391	109,122	8,671	169,140	5.1	[illegible]	[illegible]	[illegible]	[illegible]	[illegible]	[illegible],647	[illegible]	18.4
East North Central	305,241	18.5	17.8	265,150	334,833	26,829	535,306	4.8	[illegible]	[illegible]	[illegible]	[illegible]	[illegible]	[illegible],976	[illegible]	[illegible]
Ohio	79,975	17.3	16.7	68,709	79,075	6,021	132,423	5.0	[illegible]	5.4	[illegible]	[illegible]	[illegible]	[illegible]	[illegible]	[illegible]
Indiana	28,555	14.2	13.2	23,677	24,311	3,358	42,844	5.1	33,211	5.1	[illegible]	[illegible]	[illegible]	[illegible]	[illegible]	[illegible]
Illinois	122,741	20.7	19.2	105,047	158,043	9,555	228,407	4.6	[illegible]	[illegible]	[illegible]	[illegible]	[illegible]	[illegible]	[illegible]	[illegible]
Michigan	52,292	18.8	19.5	42,504	44,584	4,878	88,969	4.6	[illegible]	[illegible]	[illegible]	[illegible]	[illegible]	[illegible]	[illegible]	[illegible]
Wisconsin	26,728	15.6	15.6	25,213	28,820	3,017	42,663	5.2	[illegible]	[illegible]	[illegible]	[illegible]	[illegible]	[illegible]	[illegible]	[illegible]
West North Central	166,649	16.8	15.4	146,021	187,276	21,845	250,878	4.3	[illegible]	4.4	[illegible]	[illegible]	[illegible]	[illegible]	[illegible]	[illegible]
Minnesota	37,523	17.5	15.8	32,332	36,054	4,077	[illegible]	4.2	[illegible]	4.2	[illegible]	[illegible]	[illegible]	[illegible]	[illegible]	[illegible]
Iowa	24,120	14.4	13.8	20,043	26,748	4,307	32,088	4.1	[illegible]	4.1	[illegible]	[illegible]	[illegible]	[illegible]	[illegible]	[illegible]
Missouri	64,373	20.2	18.7	56,936	77,329	5,202	106,362	4.7	[illegible]	4.9	[illegible]	[illegible]	[illegible]	[illegible]	[illegible]	[illegible]
North Dakota	5,901	8.6	6.0	5,067	5,917	1,300	7,195	4.2	[illegible]	[illegible]	[illegible]	[illegible]	[illegible]	[illegible]	[illegible]	[illegible]
South Dakota	4,687	12.9	11.5	4,608	5,352	1,100	5,631	4.2	[illegible]	[illegible]	[illegible]	[illegible]	[illegible]	[illegible]	[illegible]	[illegible]
Nebraska	15,338	13.9	14.3	13,948	16,882	2,338	20,723	3.7	[illegible]	[illegible]	[illegible]	[illegible]	[illegible]	[illegible]	[illegible]	[illegible]
Kansas	14,997	11.9	10.0	13,087	18,994	3,521	18,163	4.2	[illegible]	4.2	[illegible]	[illegible]	[illegible]	[illegible]	[illegible]	[illegible]
South Atlantic	172,021	16.6	16.9	120,167	122,630	11,759	222,078	4.9	[illegible]	[illegible]	[illegible]	4.4	[illegible]	[illegible]	[illegible]	[illegible]
Delaware	2,946	18.3	14.9	1,917	2,118	189	6,018	3.8	[illegible]	[illegible]	[illegible]	[illegible]	[illegible]	[illegible]	[illegible]	[illegible]
Maryland	23,533	18.7	19.4	19,266	21,712	1,906	33,412	4.8	[illegible]	5.2	[illegible]	[illegible]	[illegible]	[illegible]	[illegible]	[illegible]
District of Columbia	10,250	14.8	13.8	8,274	6,756	437	18,368	5.3	13,519	[illegible]	[illegible]	[illegible]	[illegible]	[illegible]	[illegible]	[illegible]
Virginia	28,236	24.2	23.8	19,180	20,139	1,500	33,971	5.4	[illegible]	[illegible]	[illegible]	[illegible]	[illegible]	[illegible]	[illegible]	[illegible]
West Virginia	11,525	12.1	12.0	8,969	10,047	757	17,153	6.0	[illegible]	[illegible]	[illegible]	[illegible]	[illegible]	[illegible]	[illegible]	[illegible]
North Carolina	30,547	24.0	21.7	17,676	15,745	2,075	33,838	4.1	[illegible]	3.9	[illegible]	[illegible]	[illegible]	[illegible]	[illegible]	[illegible]
South Carolina	8,241	11.9	14.7	6,529	6,113	1,102	9,994	3.4	[illegible]	[illegible]	[illegible]	[illegible]	[illegible]	[illegible]	[illegible]	[illegible]
Georgia	24,501	19.1	19.9	19,345	21,275	2,094	34,899	4.3	[illegible]	[illegible]	[illegible]	[illegible]	[illegible]	[illegible]	[illegible]	[illegible]
Florida	32,442	18.8	16.6	19,011	18,725	1,699	34,405	6.5	[illegible]	[illegible]	[illegible]	[illegible]	[illegible]	[illegible]	[illegible]	[illegible]
East South Central	63,900	14.4	14.9	53,513	58,388	6,292	82,116	4.2	[illegible]	4.3	[illegible]	[illegible]	[illegible]	[illegible]	[illegible]	[illegible]
Kentucky	19,499	14.6	16.4	16,009	17,725	1,673	23,671	5.1	[illegible]	[illegible]	[illegible]	[illegible]	[illegible]	[illegible]	[illegible]	[illegible]
Tennessee	23,171	15.1	14.7	20,461	20,981	1,912	31,353	3.7	[illegible]	[illegible]	[illegible]	[illegible]	[illegible]	[illegible]	[illegible]	[illegible]
Alabama	14,202	13.2	13.7	11,293	13,428	1,571	18,910	4.5	[illegible]	[illegible]	[illegible]	[illegible]	[illegible]	[illegible]	[illegible]	[illegible]
Mississippi	7,028	14.1	12.5	5,750	6,254	1,136	8,182	3.3	[illegible]	[illegible]	[illegible]	[illegible]	[illegible]	[illegible]	[illegible]	[illegible]
West South Central	111,382	12.9	14.3	84,557	99,104	13,298	150,736	4.4	[illegible]	4.2	[illegible]	[illegible]	[illegible]	[illegible]	[illegible]	[illegible]
Arkansas	[illegible]	[illegible]	9.0	6,791	7,797	1,468	9,643	3.9	[illegible]	[illegible]	[illegible]	[illegible]	[illegible]	[illegible]	[illegible]	[illegible]
Louisiana	24,024	11.0	14.9	17,925	17,037	1,434	32,822	4.6	[illegible]	4.2	[illegible]	[illegible]	[illegible]	[illegible]	[illegible]	[illegible]
Oklahoma	15,589	10.3	11.0	13,459	18,268	2,769	21,561	4.7	[illegible]	[illegible]	[illegible]	[illegible]	[illegible]	[illegible]	[illegible]	[illegible]
Texas	64,479	13.3	15.7	46,332	56,002	7,627	[illegible]	4.3	[illegible]	[illegible]	[illegible]	[illegible]	[illegible]	[illegible]	[illegible]	[illegible]
Mountain	37,407	14.3	13.8	29,869	32,398	4,609	[illegible]	[illegible]	[illegible]	[illegible]	[illegible]	[illegible]	[illegible]	[illegible]	[illegible]	[illegible]
Montana	4,132	11.9	12.4	4,070	4,133	599	6,130	4.7	[illegible]	[illegible]	[illegible]	[illegible]	[illegible]	[illegible]	[illegible]	[illegible]
Idaho	[illegible]	[illegible]	[illegible]	3,533	3,271	606	[illegible]	[illegible]	[illegible]	[illegible]	[illegible]	[illegible]	[illegible]	[illegible]	[illegible]	[illegible]
Wyoming	1,210	[illegible]	9.4	[illegible]	871	312	1,671	4.9	[illegible]	[illegible]	[illegible]	[illegible]	[illegible]	[illegible]	[illegible]	[illegible]
Colorado	13,075	[illegible]	15.2	10,283	13,989	1,576	20,433	4.7	[illegible]	[illegible]	[illegible]	[illegible]	[illegible]	[illegible]	[illegible]	[illegible]
New Mexico	2,463	[illegible]	9.6	1,691	1,257	414	3,197	4.8	[illegible]	[illegible]	[illegible]	[illegible]	[illegible]	[illegible]	[illegible]	[illegible]
Arizona	[illegible]	[illegible]	9.2	2,792	2,976	390	[illegible]	5.8	4,142	[illegible]	[illegible]	[illegible]	[illegible]	[illegible]	[illegible]	[illegible]
Utah	[illegible]	14.9	15.1	5,832	5,544	604	10,358	5.3	[illegible]	[illegible]	[illegible]	[illegible]	[illegible]	[illegible]	[illegible]	[illegible]
Nevada	733	[illegible]	8.3	713	477	108	1,296	5.6	1,172	[illegible]	[illegible]	[illegible]	[illegible]	[illegible]	[illegible]	[illegible]
Pacific	181,146	22.7	22.3	143,509	159,314	13,414	295,553	[illegible]	[illegible]	[illegible]	[illegible]	[illegible]	[illegible]	[illegible]	[illegible]	[illegible]
Washington	27,423	[illegible]	20.5	22,460	27,795	1,820	44,619	5.8	34,333	[illegible]	[illegible]	[illegible]	[illegible]	[illegible]	[illegible]	[illegible]
Oregon	15,442	21.3	22.0	11,423	14,055	1,025	24,630	5.6	17,826	[illegible]	[illegible]	[illegible]	[illegible]	[illegible]	[illegible]	[illegible]
California	138,274	[illegible]	21.6	109,226	117,464	10,569	226,304	[illegible]	[illegible]	[illegible]	[illegible]	[illegible]	[illegible]	[illegible]	[illegible]	[illegible]

[1] [illegible] based on monthly averages, whereas those for 1929 are quarterly averages. Employees include paid executives of corporations [illegible]
[2] [illegible] compensation of paid executives of corporations but not that of proprietors of unincorporated businesses.
[3] [illegible] estimates for commission bulk stations: Employees, [illegible] and total payroll, [illegible].

WHOLESALE TRADE: 1939

INTRODUCTION

This volume presents data on Wholesale Trade, a part of the 1939 Census of Business which was taken in conformity with an Act of Congress approved June 18, 1929. The Act provided, among other things, for a Census of Distribution (now called Business) covering the year 1929 and each succeeding tenth year thereafter in connection with decennial censuses. This is the second in the 10-year series. In addition, two censuses of business were conducted as emergency projects covering the years 1933 and 1935. Consequently, four year-periods or mileposts are now available for measuring wholesale trade: 1929, 1933, 1935, and 1939. Comparisons in this volume, however, are limited to the years 1939, 1935, and 1929.

The volume comprises summary statistics on wholesale trade for the country as a whole, for geographic divisions, States, counties, and for cities as well as such subject and special studies as employment by months and employment and pay roll for 1 week; business size; an analysis of operating expenses; cash-credit analysis of sales, receivables and inventories; sales by classes of customers; and commodity sales. The data, which were collected in 1940 in a complete field canvass conducted under the supervision of the regular field organization of the Bureau of the Census, cover operations of wholesale establishments throughout the United States during the year 1939. Information contained herein has been issued, for the most part, in a series of State and subject reports.

Unlike most surveys or sample studies in the field of wholesaling, census data represent complete coverage, hence are much wider in scope. Survey statistics frequently are confined to a limited part of the universe studied, whereas census data cover the entire field. Relatively few items are generally covered in surveys or sample studies, while in the census, data are presented on many phases of wholesaling such as number of establishments, sales, employment, pay roll, inventories, operating expenses, cash-credit business, and the like. Statistics derived from the census are *basic* and *fundamental* and provide a dependable base or bench mark for evaluating and projecting current data of a more limited nature.

Scope of wholesale trade.—The field of wholesale trade, as defined for census purposes, is somewhat broader than the usual conception of "wholesaler" or "wholesale merchant" as it includes manufacturer-owned sales outlets, petroleum bulk stations, agents, brokers, and assemblers of farm products, as well as the more conventional types of wholesalers. It includes all establishments or places of business primarily engaged in selling or acting as agents in selling (or buying) goods on a wholesale basis. The place of business may be a store or warehouse from which sales are made at wholesale, a sales or brokerage office, or part of an office that may be shared with others. Selling on a wholesale basis is selling primarily to retailers, dealers or distributors who buy the goods for resale, or selling to institutional and industrial users who purchase for business use rather than for the purpose of reselling the goods in the same form.

Wholesale and retail.—All establishments or places of business primarily engaged in selling (or buying) goods, either on their own account or for the account of others, fall within the scope of the Censuses of Wholesale and Retail Trades. Generally speaking, those engaged primarily in purveying goods to the ultimate consumer for consumption or utilization are classified as retail, while those that sell to dealers and distributors for resale, or to purchasers who buy for business use, are classified as wholesale.

Many business concerns do not fall clearly in either the retail or the wholesale division. Since it is impracticable, as a rule, to classify any single business establishment in more than one phase of the census, the *major-portion-of-business* or the *50-percent* rule is followed for the most part. Establishments are placed in one classification or another according to their major activity. Consequently, those engaged in both retailing and wholesaling are considered as retailers or wholesalers in accordance with the bulk of their business. The number of cases in which it was necessary to apply the 50-percent rule was small relative to the total number of establishments. Border-line businesses of this type occur most frequently in the distribution of such commodities as automobiles, electrical appliances, hardware, farm implements, farm supplies, building materials, and gasoline. In studying distribution in these fields it is well to consider both the Wholesale and Retail Censuses. Similarly, in comparing 1939 data with those of previous censuses, it should be noted that for border-line cases a relatively

small change in sales at retail or wholesale may cause the establishment to shift its classification from one phase of the census to another.

Table 7 of the wholesale series measures the volume of retail sales made by wholesalers. Conversely, table 14 of the retail series (summarized in accompanying table 7B) shows the amount of sales by retailers to other retailers.

Wholesale and manufactures.—Establishments engaged in both manufacturing and merchandising goods are included only in the Census of Manufactures if the major portion of the goods they sell is of their own make. Those engaged primarily in merchandising at wholesale, where manufacturing is secondary, are included in the Wholesale Census. Establishments engaged with about equal emphasis in manufacturing and merchandising, but in which merchandising predominated slightly, frequently submitted two reports—wholesale and manufactures. Sales branches operated, apart from plants, primarily for disposal at wholesale of the manufacturers' products are included in the Wholesale Census.

Wholesale and agricultural industries.—As wholesale trade includes all establishments engaged principally in selling or acting as agents in buying or selling goods to dealers, distributors, and to industrial users, assemblers of farm products are included. The term "assembler" as defined for census purposes covers establishments engaged primarily in the purchase of farm products or of fish and sea food at local producing points or in cities of producing areas. The emphasis is on buying and assembling of merchandise in quantities for economical handling and shipping, usually direct to shipping men, carlot merchants, or to industrial users. Many assemblers perform some agricultural activities such as spraying trees or picking fruits and vegetables, in addition to sorting, grading, packing, and marketing the goods. Concerns performing agricultural services incidental to marketing are included in the Wholesale Census, whereas farmers and agricultural concerns marketing their own products or performing marketing functions incidental to agriculture are omitted. A packing house, for example, operated by a farmer on his farm primarily for packing and marketing his own products is not included in the Wholesale Census; however, those operated by groups of farmers or by cooperative marketing associations, and commercial houses packing and selling goods on their own account or for others, are included.

Canvass based on establishments.—The Census of Wholesale Trade consists of an enumeration of all wholesale establishments or places of business in operation during a census year and covers their operations during the calendar year or in some cases the fiscal year ended nearest the calendar year. The census is conducted on an establishment basis in order to facilitate the canvass and make it possible to present data by areas—States, counties, and cities. A separate report is secured for each establishment regardless of whether or not it is owned and operated as a part of a chain or large business organization.

As the canvass is based upon establishments, itinerant peddlers, any wagon distributors, and other vendors without definite places of business recognizable as such to enumerators are omitted.

Questionnaires.—Four schedule forms were used in canvassing wholesale establishments in connection with the 1939 Census of Business (see Appendixes). Form 31 was a general form for reporting the conventional types of wholesalers, newer types of limited-service wholesalers, manufacturers' sales branches, manufacturers' sales offices, and commission merchants; Form 32 was a specialized questionnaire for use in reporting petroleum bulk stations and distributing terminals; Form 33 was a short form used for reporting agents and brokers; while Form 34 was designed especially for reporting assemblers and marketers of farm products. The forms were identical with respect to basic information on number of establishments, sales, personnel, pay roll, and inventories, but differed materially in the amount of information called for on sales by commodities, cash-credit business, and the analysis of employment and pay roll according to type of work performed.

Comparison with previous censuses.—The scope of the 1939 census is substantially the same as in 1935, a minor change being the addition in 1939 of establishments engaged primarily in coffee roasting or spice grinding and selling the products to distributors or to dealers. When comparing with 1929 reports it should be remembered that chain-store warehouses were not included as wholesale establishments in 1935 or 1939. Cream stations, on the other hand, engaged primarily in buying cream and produce were included in 1935 and 1939 but were omitted for the most part in 1929.

To facilitate comparisons, every effort has been made to keep the scope and classifications of the 1939 census comparable with those for previous years. It should be noted in evaluating changes and drawing conclusions, however, that an establishment is classified in each census according to its major operation; hence a small change in the sales practices of an establishment engaged with about equal emphasis in wholesaling and retailing or in wholesaling and manufacturing may cause a shift of the entire business from one census field to another. Also comparisons with 1935 and 1933 may be affected by incomplete coverage as the censuses for those years were on a voluntary basis and in some localities reports were not received for all places of business.

Basic classifications.—The findings of the 1939 Wholesale Census are presented in three basic classifications: (1) Areas—geographic divisions, States, cities, and counties; (2) types of operation—according to the character

of the establishment and the functions performed; and (3) kinds of business—based upon commodities or lines of merchandise handled and trade designation.

The first measures the geographic distribution of wholesale trade in terms of location of the establishment from which sales are made—not according to location of customers who purchase the goods.

As a wholesale census is somewhat broader than the usual conception of "wholesaler" or "wholesale merchant," the second classification, types of operation, is more fundamental than the first. It groups establishments according to functions performed or methods of operation into more or less homogeneous groupings, as service wholesalers, limited-function wholesalers, manufacturers' sales branches, manufacturers' sales offices, and the like.

The third grouping brings together establishments engaged primarily in handling the same or similar lines of merchandise such as drugs, electrical goods, hardware, groceries, and the like. It is essential in the wholesale census to distinguish the various types of operation in a given trade or kind of business as some types frequently sell to others. For example, food brokers may sell to grocery wholesalers; grain brokers may sell to grain merchants; and agricultural cooperatives frequently sell to merchants and jobbers. Kind-of-business data for the various types of operation are kept separate in the census in order to avoid what would result in considerable duplication in totals.

When making comparisons between census years, it should be remembered that the *type-of-operation business* rule is applied each census year in classifying by type and kind. Consequently, establishments performing functions that overlap type classifications (such as wholesale merchant-wagon distributor, wholesale merchant-commission merchant, and the like) and those that overlap trades (groceries and tobacco, drugs and liquor, etc.) may shift in classification from one census to another. The effect of such shifts varies in different areas depending upon the prevalence of such dual activities, but in most areas and for the United States as a whole they account for such a small volume of business that they have little influence on the totals.

451724 O - 42 - 2

CHAPTER I.—GENERAL ANALYSIS OF DATA

Establishments and sales.—There were 200,573 wholesale establishments in the continental United States in 1939. These establishments reported a volume of business during the year hereinafter referred to as "sales" or "net sales" amounting to $55,265,640,000.

In 1935, the latest year covered by a similar census of wholesale trade, there were 176,756 establishments with sales for the year totaling $42,802,913,000; thus there were 13.5 percent more establishments in 1939 than in 1935, with an increase in sales of 29.1 percent. Compared with 1929, when there were 168,820 establishments with sales of $66,983,024,000, the number of places of business was up 18.8 percent but dollar sales were off 17.5 percent. It should be noted when comparing dollar figures for one census year with another that no adjustments are made for changes in price levels or for differences in the purchasing power of the dollar. Sales are in terms of dollar amounts for each year.

Employment and pay roll.—The 200,573 wholesale establishments in 1939 engaged the services of 1,695,646 persons, of whom 133,698 were active proprietors or firm members of unincorporated businesses and 1,561,948 were employees on a salary or wage basis. Total pay roll of these 1,561,948 employees on a salary or wage basis amounted to $2,624,203,000, or an average of $1,680 each.

In the 10-year period, 1929 to 1939, the total number of persons engaged by wholesale establishments increased from 1,601,266 to 1,695,646, or 5.9 percent. It is interesting to note that this increase is slightly less than the 7.2 percent gain in population during the decade 1930 to 1940.

The number of proprietors was somewhat larger in 1939 than in previous censuses due in part to the fact that operators of commission bulk stations in the petroleum business were included in this classification in the latest census but not for previous years. Subtracting the 17,486 proprietors and firm members of this type for 1939, a gain of 28.0 percent is noted over 1929, while as stated above, the corresponding increase in establishments was 18.8 percent. Thus the number of active proprietors shows a relative increase as compared with the number of establishments.

Average annual earnings per employee on a salary or wage basis decreased from $1,961 in 1929 to $1,604 in 1935, then rose again to $1,680 in 1939.

Comparisons with 1935 are qualified by the fact that employment and pay-roll data for 6,436 commission bulk stations in the petroleum trade were not included in that year. It is estimated that these 6,436 stations employed 17,164 persons with a total pay roll of $27,221,000.

Operating expenses.—Total operating expenses as defined for census purposes include pay roll and other expenses incurred in running the business but not the cost of goods sold. Total expenses are not the same as gross margin as no allowances are made for net profit, compensation of active proprietors and firm members of unincorporated businesses, or interest and amortization on investments. Operating expenses thus defined amounted to $5,518,456,000 in 1939, or 10.0 percent of sales. Expressed as a percentage of sales they rose from 9.0 in 1929 to 9.7 in 1935, and to 10.0 in 1939. Increases in total expenses were due in part to the rise in pay roll from 4.42 percent of sales in 1929 to 4.72 percent in 1935, and to 4.75 percent in 1939.

Stocks.—The cost value of goods on hand for sale at the end of 1939 amounted to $3,872,385,000, or 7.0 percent of sales during the year. Inventories at the end of 1939 were slightly lower compared with sales than they were in either 1929 or 1935—7.0 percent for 1939 compared with 7.3 percent in 1935, and 7.5 percent in 1929, possibly indicating that wholesalers are now able to operate on a smaller inventory per dollar of sales.

TABLE A. COMPARATIVE SUMMARY OF WHOLESALE TRADE: 1939, 1935, AND 1929

	1939	1935	1929	Percent change 1935 to 1939	Percent change 1929 to 1939
Number of establishments	200,573	176,756	168,820	13.5	18.8
Sales	$55,265,640,000	$42,802,913,000	$66,983,024,000	29.1	-17.5
Total expenses:					
Amount	$5,518,456,000	$4,163,480,000	[illegible]	32.5	[illegible]
Percent of sales	10.0	9.7	[illegible]		
Number of proprietors	133,698	[illegible]	[illegible]	37.5	[illegible]
Number of employees	1,561,948	[illegible]	[illegible]	23.9	3.4
Pay roll:					
Amount	$2,624,203,000	$2,022,[illegible]	$2,962,774,000	[illegible]	-11.4
Percent of sales	4.7	4.7	4.4		
Stocks on hand (end of year):					
Amount	$3,872,385,000	[2]$3,106,609,000	$5,051,975,000	24.6	-23.3
Percent of sales	7.0	7.3	7.5		

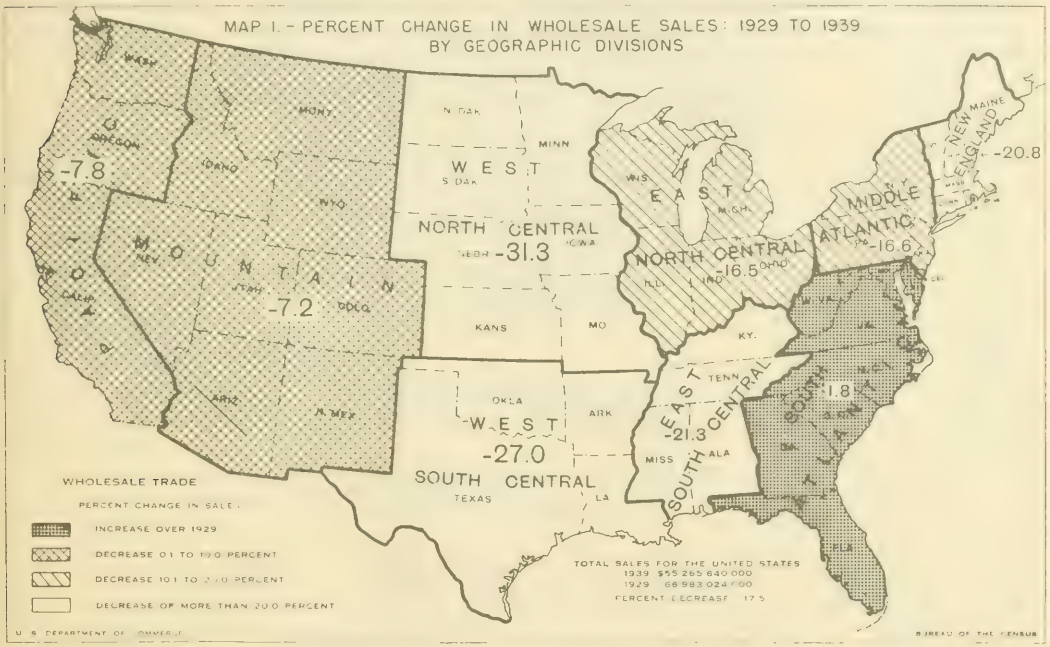
(−) Decrease.

[1] Data for 1935 exclude personnel and pay roll of 6,436 commission bulk stations in the petroleum trade.

[2] Includes stocks not owned but held on consignment, valued at $124,872,000.

Geographic distribution of wholesale trade.—Wholesale trade as measured by the census for a State, city, or county represents the total business of all wholesale establishments located within the area. The geographic measurement is based on "location of establishment" from which the business is conducted rather than according to the location of the purchaser or customer. For example, sales of a salesman covering an Ohio territory but with headquarters in a wholesale establishment at Pittsburgh would be credited to Pittsburgh.

The South Atlantic, Mountain, and Pacific groups of States show up most favorably when 1939 sales are compared with 1929. Although the dollar volume for the country as a whole was off 17.5 percent in the decade, the South Atlantic Division enjoyed an increase of 1.8 percent. Sales in the Mountain Division were back to 92.8 percent and in the Pacific to 92.2 percent of their respective 1929 levels. New England and the agricultural States of the Midwest lagged in recovery with the West North Central Division still 31.3 percent below 1929.



Geographic divisions.—Table B measures sales of wholesale establishments by geographic divisions and shows the percentage change in dollar volume, without adjustments for changes in the price level, in the decade 1929 to 1939. The Middle Atlantic Division, comprised of New York, New Jersey, and Pennsylvania, accounted for 34.2 percent of the total volume of wholesale trade in 1939. Next in importance was the East North Central Division, consisting of Illinois, Indiana, Michigan, Ohio, and Wisconsin, with 20.3 percent of the total; followed by the West North Central States with 10.5 percent. Considered together establishments located in these three divisions accounted for 65.0 percent of the wholesale trade of the country.

TABLE B. SALES BY GEOGRAPHIC DIVISIONS: 1939 AND 1929

GEOGRAPHIC DIVISION	SALES [illegible]		PERCENT OF TOTAL		Percent change 1929 to 1939
	1939	1929	1939	1929	
United States total	55,265,640	66,983,024	100.0	100.0	−17.5
New England	3,171,487	[illegible]	5.7	[illegible]	−20.8
Middle Atlantic	18,901,[illegible]	22,702,[illegible]	34.2	33.9	−16.6
East North Central	11,228,[illegible]	13,445,712	20.3	20.1	−16.5
West North Central	5,808,[illegible]	8,464,[illegible]	10.5	12.6	−31.3
South Atlantic	4,[illegible]	4,485,643	8.3	6.7	1.8
East South Central	1,[illegible]	2,[illegible]	[illegible]	2.7	[illegible]
West South Central	3,[illegible]	3,[illegible]	6.3	7.1	−27.0
Mountain	1,[illegible]	1,[illegible]	[illegible]	1.7	[illegible]
Pacific	5,049,170	[illegible]	9.1	[illegible]	−7.8

[illegible] Decrease

States.—A summary of wholesale trade by geographic divisions and States for 1939 is given in table 1

and comparative data for 1939, 1935, and 1929 appear in the Summary of Business Data. New York State contributed 26.3 percent of the business of all establishments in the United States in 1939, compared with 25.0 percent in 1929. Illinois was second with 9.0 percent of the total in 1939, slightly less than its 10.0 percent in 1929.

California stepped up from number four position in 1929 to number three in 1939 when its percentage of the total business increased from 6.1 to 6.9. Pennsylvania, on the other hand, dropped back from number three to number four position when its portion of the total dropped from 6.9 to 6.1 percent.

States comparing most favorably with their respective 1929 sales are, Nevada with a 69.5 percent increase; Delaware, a gain of 33.4 percent; New Mexico, 24.9 percent; North Carolina, 19.6 percent; Florida, 18.4 percent; and New Jersey, 14.9 percent. The District of Columbia gained 55.7 percent in dollar volume. On the other extreme are found Kansas, Nebraska, South Dakota, Oklahoma, Mississippi, and North Dakota, each with a drop of 35 percent or more in dollar volume.

Cities.—That wholesale trade is a big city phenomenon is clearly indicated in chart I and in table C which show the unusually high concentration of wholesale trade in the larger population centers. More than one-half (52.4 percent) of all wholesale trade in the United States in 1939 was transacted by establishments located in the 13 cities with a population of more than 500,000 and in the District of Columbia. This business was conducted by 61,732 establishments or 36.8 percent of the total. Thus it is seen that the average annual sales volume of establishments in the big cities is much larger than in the smaller cities and rural areas. It is interesting to note that while the 13 largest cities together with the District of Columbia contributed 52.4 percent of the wholesale trade they contained only 17.9 percent of the country's population.

When the 91 cities with more than 100,000 population and the District of Columbia are considered together, it is noted that they accounted for three-fourths (75.2 percent) of all wholesale trade, but less than one-half (47.9 percent) of the wholesale establishments. These 92 population centers, however, contributed only 28.9 percent to the country's population in 1940.

The 105 cities of 50,000 to 100,000 population show about the same percentage of establishments (5.7 percent) and of wholesale sales (5.2 percent) as they do in population (5.5 percent). Cities with less than 50,000 population together with rural areas accounted for only 19.6 percent of sales but 65.6 percent of the population.

As a partial explanation of the small portion of wholesale trade in smaller cities and rural communities, it should be pointed out that a large number of assemblers and country buyers of farm products which operate on a relatively small scale are found in these areas. In

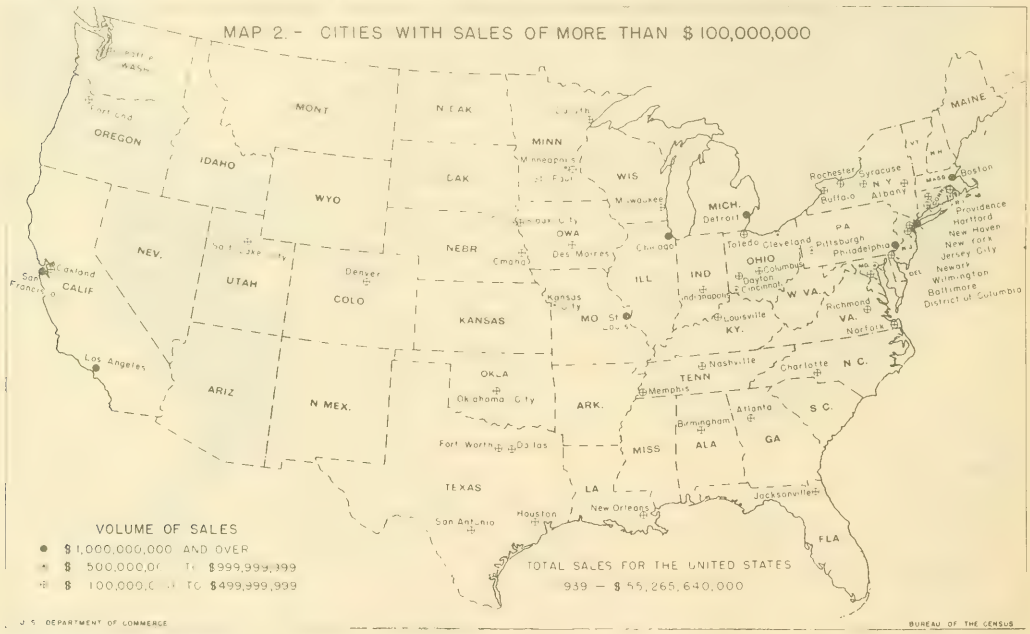


CHART 1.—SALES BY CITY-SIZE GROUPS EXPRESSED AS A PERCENTAGE OF THE UNITED STATES TOTAL

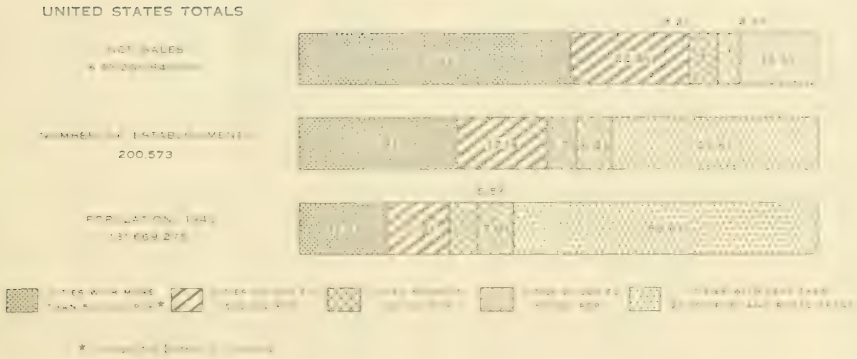


TABLE C.—ESTABLISHMENTS AND SALES (1939) AND POPULATION (1940) BY CITY-SIZE GROUPS

CITY-SIZE GROUP	ESTABLISHMENTS		SALES			
	Number	Percent of total	Amount	Percent of total	Number of inhabitants	Percent of total
United States total	[illegible]	100.0	[illegible]	100.0	131,669,275	100.0
Cities with a population of [illegible]						
[illegible]	[illegible]	[illegible]	[illegible]	[illegible]	[illegible]	[illegible]
[illegible]	[illegible]	[illegible]	[illegible]	[illegible]	[illegible]	[illegible]
[illegible]	[illegible]	[illegible]	[illegible]	[illegible]	[illegible]	[illegible]
[illegible]	[illegible]	[illegible]	[illegible]	[illegible]	[illegible]	[illegible]
[illegible]	[illegible]	[illegible]	[illegible]	[illegible]	[illegible]	[illegible]
[illegible]	[illegible]	39.6	[illegible]	[illegible]	[illegible]	[illegible]

small communities are also found large numbers of [illegible] stations and petroleum bulk stations, establishments that are relatively small from the standpoint of dollar volume of business.

New York City alone accounts for almost one-fourth (23.4 percent) of all wholesale trade in the United States, while Chicago is second with 7.4 percent and Boston third with 4.0 percent. The three cities combined contributed over one-third of the wholesale business of the country in 1939 but only 8.8 percent of the population in 1940.

Although wholesale trade is concentrated in the larger cities, correlation between sales and population is not perfect. New York City and Chicago rank first

and second, respectively, in wholesale trade and population, but Boston which is third in wholesale trade is ninth in population, and San Francisco which is twelfth in population ranks fifth in wholesale trade. Many cities, on the other hand, rank lower as wholesale centers than they do in population.

When considered as a group, the 13 cities with more than 500,000 population and the District of Columbia show an increase in sales in 1939 over 1935 of 31.2 percent compared with an increase of 29.1 percent for the country as a whole; or a slightly larger concentration in the big cities in 1939 than in 1935. Wholesale trade for the 78 cities with 100,000 to 500,000 population increased 27.3 percent or slightly less than the national average. The largest percentage gain in business is noted for cities of 50,000 to 100,000 population (33.3 percent), while a gain of only 25.0 percent was recorded by cities of less than 50,000 population and rural areas.

TABLE D.—SUMMARY FOR CITIES OF MORE THAN 50,000 POPULATION: 1939, 1935, AND 1929

[illegible]	[illegible]	NUMBER OF WHOLESALE ESTABLISHMENTS			SALES (ADD 000)			ACTIVE PROPRIETORS AND FIRM MEMBERS	NUMBER OF EMPLOYEES *	TOTAL PAY ROLL * (ADD 000)
		1939	1935	1929	1939	1935	1929	1939	1939	1939
United States total	[illegible]	200,573	176,756	168,820	[illegible]	$42,802,913	$66,983,024	133,698	1,561,948	$2,624,203
Cities with more than 50,000 population										
More than 100,000	(22,367,825)	61,732	54,526	52,590	28,970,741	22,086,195	35,929,363	40,331	648,731	1,323,836
[illegible]	[illegible]	[illegible]	[illegible]	[illegible]	12,597,919	[illegible]	15,713,773	[illegible]	382,896	643,328
[illegible]	[illegible]	[illegible]	[illegible]	[illegible]	2,847,543	[illegible]	3,735,093	6,673	105,716	163,375
Less than 50,000 and rural	(86,451,292)	93,225	82,315	79,463	[illegible]	[illegible]	11,604,795	67,366	420,605	493,664
CITIES WITH MORE THAN 500,000 POPULATION										
Total		61,732	54,526	52,590	$28,970,741	$22,086,195	$35,929,363	40,331	648,731	$1,323,836
Baltimore, Md	(859,100)	1,664	1,622	1,582	578,628	424,478	621,141	1,219	17,715	28,222
Boston, Mass	[illegible]	3,361	3,330	3,637	1,634,784	1,329,043	2,300,886	1,737	36,298	75,002
Buffalo, N. Y	(575,901)	1,021	892	1,190	430,270	350,706	629,806	527	10,649	19,989
Chicago, Ill	[illegible]	7,799	6,462	6,679	4,080,415	3,269,729	5,696,779	4,743	95,494	190,205
Cleveland, Ohio	[illegible]	2,226	2,125	1,954	946,653	[illegible]	1,057,972	1,077	22,539	47,127
Detroit, Mich	(1,623,452)	2,[illegible]	2,333	2,115	1,304,451	[illegible]	1,425,354	1,811	27,350	53,937
Los Angeles, Calif	[illegible]	4,808	3,975	3,126	1,285,265	[illegible]	1,333,438	3,758	41,411	73,751
Milwaukee, Wis	(587,472)	[illegible]	1,251	1,054	412,366	[illegible]	503,461	707	12,007	22,824
New York, N. Y	[illegible]	21,042	21,418	19,540	12,954,222	[illegible]	15,305,046	15,827	241,405	544,796
Philadelphia, Pa	(1,951,334)	4,073	3,961	4,342	1,622,100	1,325,154	2,221,678	3,190	42,257	77,824
Pittsburgh, Pa	(671,659)	[illegible]	1,486	1,811	882,069	621,275	1,433,044	1,191	20,787	39,519
St. Louis, Mo	[illegible]	[illegible]	2,102	1,934	1,164,102	882,323	1,394,875	1,464	34,367	61,253
San Francisco, Calif	[illegible]	[illegible]	2,842	3,134	1,377,614	1,107,289	1,766,482	2,643	34,412	70,999
Washington, D. C	(663,091)	753	629	492	347,772	242,729	223,401	437	10,250	18,388
CITIES FROM 100,000 TO 500,000 POPULATION										
Total		34,273	30,044	27,981	$12,597,919	$9,897,624	$15,713,773	19,328	382,896	$643,328
Akron, Ohio	(244,791)	337	322	201	92,766	67,674	105,532	142	2,898	4,920
Albany, N. Y	(130,577)	349	304	243	106,849	101,765	124,335	164	1,956	2,287
Atlanta, Ga	[illegible]	989	809	776	465,115	328,474	459,767	489	12,473	22,215
Birmingham, Ala	(267,583)	483	397	420	182,932	118,223	178,377	291	6,130	9,742
Bridgeport, Conn	[illegible]	211	192	145	52,842	37,539	74,574	110	2,153	3,971
Cambridge, Mass	(110,879)	157	113	121	65,935	49,241	55,755	35	2,647	4,637
Camden, N. J	(117,536)	136	126	65	27,871	19,527	19,488	86	1,236	1,975
Canton, Ohio	(108,401)	158	128	120	40,734	28,941	32,221	70	1,658	2,700
Chattanooga, Tenn	(100,899)	323	294	284	207,901	124,770	184,949	123	4,109	7,715
Charleston, S. C.	(128,163)	227	204	135	69,[illegible]	52,151	62,754	137	2,129	3,032
Cincinnati, Ohio	[illegible]	1,533	1,383	1,316	647,187	477,139	691,387	995	14,472	27,170
[illegible]	[illegible]	494	448	512	159,038	117,299	196,404	244	5,717	9,664
[illegible]	[illegible]	1,043	903	803	475,454	409,668	509,731	577	13,918	21,741
Dayton, Ohio	(210,718)	328	335	237	117,941	74,158	112,669	179	3,603	6,917
Denver, Colo	(322,412)	993	835	934	340,989	261,593	395,958	636	9,660	16,408
Des Moines, Iowa	(159,819)	396	314	330	143,015	107,419	136,780	166	4,990	8,334
Duluth, Minn	[illegible]	227	206	185	100,726	85,809	171,363	111	3,256	5,419
Elizabeth, N. J	(109,912)	93	106	75	24,632	22,402	51,161	51	703	1,220
Erie, Pa	[illegible]	159	160	159	27,697	20,547	31,997	109	1,297	1,930
Fall River, Mass	(115,428)	178	179	130	32,709	30,913	55,144	125	1,172	1,732
Flint, Mich	(151,543)	157	137	192	74,436	64,364	48,549	89	2,006	3,827
Fort Worth, Tex	[illegible]	220	201	178	47,614	29,[illegible]	62,163	130	2,017	3,998
Fresno, Calif	[illegible]	436	381	293	148,386	116,492	276,814	304	3,811	5,541
Gary, Ind	(111,719)	81	80	78	14,618	9,225	10,053	49	602	909
Grand Rapids, Mich	(164,292)	414	372	410	84,917	61,446	129,219	266	3,409	5,394
Hartford, Conn	(166,267)	365	368	325	115,046	81,634	125,187	167	4,529	7,746
Houston, Tex	[illegible]	845	576	440	457,961	431,180	519,913	419	10,904	18,980
Indianapolis, Ind	(386,972)	846	748	730	374,183	306,362	446,306	475	10,056	17,268
Jacksonville, Fla	[illegible]	402	428	341	151,633	129,281	165,160	183	4,844	7,299
Jersey City, N. J	[illegible]	279	195	119	128,253	78,394	111,769	108	3,735	6,794
Kansas City, Kans	(121,458)	140	80	93	39,719	29,673	92,217	79	1,411	2,303
Kansas City, Mo	[illegible]	1,474	1,459	1,651	[illegible]	649,885	1,382,272	947	17,829	31,141
Knoxville, Tenn	(111,580)	219	193	157	[illegible]	[illegible]	[illegible]	114	2,350	3,478
Long Beach, Calif	[illegible]	281	242	1[illegible]	[illegible]	[illegible]	[illegible]	229	1,528	2,552
Louisville, Ky	[illegible]	613	[illegible]	[illegible]	215,936	135,265	245,573	401	9,173	13,548

* [illegible]

TABLE D.—SUMMARY FOR CITIES OF MORE THAN 50,000 POPULATION: 1939, 1935, AND 1929—Continued

CITY WITH 1940 POPULATION	NUMBER OF WHOLESALE ESTABLISHMENTS			SALES (ADD 000)			ACTIVE PROPRIETORS AND FIRM MEMBERS	NUMBER OF FIRM MEMBERS	TOTAL PAY ROLL (ADD 000)
	1939	1935	1929	1939	1935	1929	1939	1939	1939
Lowell, Mass. (101,389)	76	92	80	$13,398	$11,808	$21,[illegible]	47	588	$872
Memphis, Tenn (292,942)	677	601	628	153,[illegible]	180,[illegible]	152,[illegible]	[illegible]	8,937	13,675
Miami, Fla (172,172)	382	391	231	88,065	78,092	47,243	179	4,178	6,328
Minneapolis, Minn (492,370)	1,365	1,123	1,062	716,894	626,099	797,874	572	16,673	30,615
Nashville, Tenn (167,402)	393	439	221	127,347	115,552	117,281	275	4,321	6,195
Newark, N. J (429,760)	1,066	799	638	397,832	269,815	345,[illegible]	501	15,096	24,328
New Bedford, Mass (110,341)	100	110	167	19,908	20,891	35,837	50	815	1,202
New Haven, Conn (160,605)	97	428	387	117,994	[illegible]	[illegible]	182	3,752	6,531
New Orleans, La (494,537)	1,022	944	912	437,[illegible]	405,[illegible]	[illegible]	[illegible]	14,424	21,440
Norfolk, Va (144,332)	328	312	316	106,889	88,279	148,[illegible]	162	3,193	2,[illegible]
Oakland, Calif (302,163)	592	534	385	195,337	112,748	197,[illegible]	12[illegible]	5,160	9,414
Oklahoma City, Okla (204,424)	556	444	461	193,322	158,857	280,[illegible]	[illegible]	[illegible]	9,705
Omaha, Nebr (223,844)	678	603	644	390,754	344,925	7[illegible]	[illegible]	[illegible]	13,146
Paterson, N. J (139,656)	225	221	141	41,625	42,386	67,978	12	1,688	2,832
Peoria, Ill (105,087)	262	239	215	83,323	76,386	98,729	[illegible]	2,236	3,872
Portland, Oreg (305,394)	956	816	867	317,326	296,779	388,132	1[illegible]	10,337	18,196
Providence, R. I (253,504)	553	495	577	183,714	142,503	246,423	2[illegible]	[illegible]	10,082
Reading, Pa (110,568)	213	184	203	37,433	30,883	56,148	1[illegible]	[illegible]	2,547
Richmond, Va (194,642)	453	413	414	208,[illegible]	172,420	2[illegible]	208	8,913	13,155
Rochester, N. Y (324,975)	574	455	571	144,841	94,241	226,031	3[illegible]	5,251	[illegible]
Sacramento, Calif (105,958)	228	178	128	67,700	55,533	83,579	208	2,494	4,468
St. Paul, Minn (287,736)	630	532	441	224,196	162,486	221,[illegible]	[illegible]	7,[illegible]	12,956
Salt Lake City, Utah (149,934)	444	407	344	129,699	99,536	1[illegible]	22[illegible]	4,[illegible]	8,100
San Antonio, Tex (253,854)	437	438	336	125,108	86,773	129,147	[illegible]	[illegible]	6,660
San Diego, Calif (203,341)	270	265	199	55,235	42,027	56,839	173	2,538	4,040
Scranton, Pa (140,404)	281	276	279	57,156	47,771	111,[illegible]	182	2,412	3,705
Seattle, Wash (368,302)	1,500	1,276	1,220	451,292	329,668	574,707	710	13,449	24,957
Somerville, Mass (102,177)	70	54	31	17,229	14,739	32,993	38	[illegible]	1,921
South Bend, Ind (101,268)	158	140	129	46,649	28,550	40,619	81	1,[illegible]	2,884
Spokane, Wash (122,001)	299	272	296	76,084	67,435	134,[illegible]	173	3,153	5,098
Springfield, Mass (149,554)	320	268	254	78,603	63,627	115,[illegible]	1[illegible]	2,691	4,[illegible]
Syracuse, N. Y (205,967)	456	370	460	164,441	103,770	178,[illegible]	240	4,729	8,[illegible]
Tacoma, Wash (109,408)	206	200	150	60,111	49,544	55,940	99	2,067	3,737
Tampa, Fla (108,391)	208	264	223	87,997	63,575	82,679	188	3,640	4,923
Toledo, Ohio (282,349)	499	494	413	128,510	117,620	166,527	278	5,550	9,299
Trenton, N. J (124,697)	189	168	132	36,352	33,522	36,593	107	1,694	2,651
Tulsa, Okla (142,157)	380	308	278	75,410	58,105	102,407	196	2,947	4,964
Utica, N. Y (100,518)	222	205	184	49,201	39,902	59,359	147	1,939	3,088
Wichita, Kans (114,966)	319	249	256	69,574	74,293	101,155	174	2,991	4,489
Wilmington, Del (112,504)	160	149	127	135,640	96,497	102,114	66	2,260	5,283
Worcester, Mass. (193,694)	270	249	246	72,709	58,278	68,455	106	2,678	4,587
Yonkers, N. Y (142,598)	116	92	74	32,285	25,016	27,695	96	1,050	1,986
Youngstown, Ohio (167,720)	257	235	194	64,229	46,592	100,942	151	1,974	3,249
CITIES FROM 50,000 TO 100,000 POPULATION									
Total	11,343	9,871	8,786	$2,847,543	$2,136,856	$3,735,093	6,673	109,716	$163,375
Allentown, Pa (96,904)	194	160	116	35,820	29,850	44,793	150	1,946	2,919
Altoona, Pa (80,214)	106	107	104	16,736	15,808	33,584	80	773	1,024
Amarillo, Tex (51,086)	147	115	108	38,072	24,732	56,335	79	1,416	2,174
Asheville, N. C (51,310)	98	78	76	17,028	12,710	22,854	40	859	1,180
Atlantic City, N. J (64,094)	104	108	70	18,996	14,196	21,374	54	797	1,223
Augusta, Ga (65,919)	122	129	118	30,501	26,392	83,764	82	925	1,200
Austin, Tex (87,930)	114	92	74	21,882	15,134	26,257	8[illegible]	970	1,350
Bayonne, N. J (79,198)	52	36	41	23,540	15,902	33,726	23	442	815
Beaumont, Tex (59,044)	126	90	82	28,486	23,129	31,214	75	1,[illegible]	1,558
Berkeley, Calif (85,547)	34	36	26	8,969	3,620	3,453	14	297	533
Bethlehem, Pa (58,490)	40	40	37	24,308	14,399	37,[illegible]	28	559	1,[illegible]
Binghamton, N. Y (78,809)	154	120	126	33,075	22,636	42,825	8[illegible]	1,545	2,288
Brockton, Mass (62,343)	106	77	78	15,036	10,364	28,878	78	679	1,072
Cedar Rapids, Iowa (62,120)	159	112	121	37,982	32,409	54,613	8[illegible]	1,628	2,240
Charleston, S. C (71,275)	131	125	105	31,292	37,318	45,361	8[illegible]	1,272	1,596
Charleston, W. Va (67,914)	208	161	134	67,762	49,399	77,313	77	2,658	1,[illegible]
Chester, Pa (59,285)	58	57	59	7,874	6,141	18,882	4[illegible]	302	15[illegible]
Cicero, Ill (64,772)	47	36	21	7,654	7,283	10,209	[illegible]	471	7[illegible]
Cleveland Heights, Ohio (54,992)	9	4	5	265	567	[illegible]	7	15	15
Columbia, S. C (62,396)	130	135	119	46,576	35,270	15,[illegible]	6[illegible]	1,439	2,24[illegible]
Columbus, Ga (53,280)	68	67	63	17,488	13,192	17,462	34	730	[illegible]
Corpus Christi, Tex (57,301)	178	56	47	46,181	13,592	10,435	113	1,385	1,[illegible]
Covington, Ky (62,018)	39	66	33	9,392	7,125	[illegible]	52	[illegible]	41[illegible]
Davenport, Iowa (66,039)	139	143	132	49,062	44,668	45,[illegible]	71	1,[illegible]	2,[illegible]
Dearborn, Mich (63,584)	18	24	6	12,405	3,308	1,953	11	189	2[illegible]
Decatur, Ill (59,305)	102	106	83	23,573	20,166	26,051	9[illegible]	876	1,[illegible]
Durham, N. C (60,195)	65	59	52	38,027	16,678	53,315	3[illegible]	1,044	1,[illegible]
East Chicago, Ind (54,037)	31	28	19	9,823	5,657	15,[illegible]	[illegible]	285	[illegible]
East Orange, N. J (68,945)	24	18	18	3,974	3,517	7,725	8	241	344
East St. Louis, Ill (75,609)	77	66	52	22,113	15,574	14,110	41	[illegible]	844
El Paso, Tex (96,810)	231	186	205	48,766	41,461	74,384	1[illegible]	1,[illegible]	2,678
Evanston, Ill (65,389)	36	31	26	6,569	4,876	8,053	2[illegible]	[illegible]	346
Evansville, Ind (97,062)	220	200	184	51,544	41,886	61,096	1[illegible]	2,[illegible]	3,352
Fresno, Calif (60,685)	218	209	189	56,641	36,569	55,051	141	1,[illegible]	2,[illegible]
Galveston, Tex (60,862)	116	107	99	33,245	19,310	114,271	75	85[illegible]	1,[illegible]

See footnote at end of table.

TABLE D.—SUMMARY FOR CITIES OF MORE THAN 50,000 POPULATION: 1939, 1935, AND 1929—Continued

[illegible]	[illegible]	[illegible]	[illegible]	[illegible]	[illegible]	[illegible]	[illegible]	PROPRIETORS AND FIRM MEMBERS	NUMBER OF EMPLOYEES*	TOTAL ANNUAL PAY ROLL* AND [illegible]
	[illegible]	[illegible]	[illegible]	[illegible]	[illegible]	[illegible]	[illegible]	1939	1939	1939
[illegible]	[illegible]	[illegible]	[illegible]	[illegible]	[illegible]	[illegible]	$5,174	[illegible]	[illegible]	[illegible]
[illegible]	[illegible]	[illegible]	[illegible]	[illegible]	[illegible]	[illegible]	[illegible]	[illegible]	[illegible]	[illegible]
Hamilton, Ohio	[illegible]	[illegible]	[illegible]	[illegible]	[illegible]	[illegible]	8,529	[illegible]	[illegible]	[illegible]
[illegible]	[illegible]	[illegible]	[illegible]	[illegible]	[illegible]	[illegible]	11,720	[illegible]	[illegible]	[illegible]
[illegible]	[illegible]	[illegible]	[illegible]	[illegible]	[illegible]	[illegible]	[illegible]	[illegible]	[illegible]	[illegible]
[illegible]	(50,810)	[illegible]	[illegible]	[illegible]	[illegible]	3,204	4,075	[illegible]	[illegible]	[illegible]
[illegible]	[illegible]	[illegible]	[illegible]	[illegible]	42,336	[illegible]	[illegible]	[illegible]	[illegible]	[illegible]
[illegible]	[illegible]	[illegible]	[illegible]	[illegible]	[illegible]	[illegible]	15,977	[illegible]	[illegible]	[illegible]
[illegible]	[illegible]	[illegible]	[illegible]	[illegible]	[illegible]	[illegible]	[illegible]	[illegible]	1,644	[illegible]
[illegible]	[illegible]	[illegible]	[illegible]	[illegible]	[illegible]	5,029	3,139	[illegible]	[illegible]	[illegible]
Jackson, Mi	[illegible]	[illegible]	[illegible]	[illegible]	37,098	17,094	[illegible]	[illegible]	[illegible]	[illegible]
[illegible]	[illegible]	[illegible]	[illegible]	[illegible]	[illegible]	[illegible]	[illegible]	[illegible]	[illegible]	[illegible]
[illegible]	[illegible]	[illegible]	[illegible]	[illegible]	[illegible]	[illegible]	40,891	[illegible]	[illegible]	[illegible]
[illegible]	[illegible]	[illegible]	[illegible]	[illegible]	[illegible]	[illegible]	3,034	[illegible]	[illegible]	[illegible]
[illegible]	[illegible]	[illegible]	[illegible]	[illegible]	[illegible]	17,241	31,268	[illegible]	[illegible]	[illegible]
Lansing, [illegible]	[illegible]	[illegible]	[illegible]	[illegible]	32,153	[illegible]	44,411	[illegible]	[illegible]	[illegible]
[illegible]	[illegible]	[illegible]	[illegible]	[illegible]	[illegible]	17,774	[illegible]	[illegible]	[illegible]	[illegible]
[illegible]	[illegible]	[illegible]	[illegible]	[illegible]	33,314	31,043	60,413	[illegible]	[illegible]	[illegible]
[illegible]	[illegible]	[illegible]	[illegible]	[illegible]	[illegible]	[illegible]	[illegible]	[illegible]	[illegible]	[illegible]
[illegible]	[illegible]	[illegible]	[illegible]	[illegible]	[illegible]	[illegible]	[illegible]	[illegible]	[illegible]	[illegible]
[illegible]	[illegible]	[illegible]	[illegible]	[illegible]	[illegible]	[illegible]	[illegible]	[illegible]	[illegible]	[illegible]
[illegible]	[illegible]	[illegible]	[illegible]	[illegible]	[illegible]	[illegible]	[illegible]	[illegible]	[illegible]	[illegible]
[illegible]	(58,010)	[illegible]	[illegible]	[illegible]	[illegible]	[illegible]	[illegible]	[illegible]	[illegible]	[illegible]
[illegible]	[illegible]	[illegible]	[illegible]	[illegible]	[illegible]	[illegible]	[illegible]	[illegible]	[illegible]	[illegible]
[illegible]	[illegible]	[illegible]	[illegible]	[illegible]	[illegible]	[illegible]	30,182	[illegible]	[illegible]	[illegible]
[illegible]	[illegible]	[illegible]	[illegible]	[illegible]	1,806	367	3,331	[illegible]	[illegible]	[illegible]
[illegible]	[illegible]	[illegible]	[illegible]	[illegible]	[illegible]	[illegible]	[illegible]	[illegible]	[illegible]	[illegible]
[illegible]	[illegible]	[illegible]	[illegible]	[illegible]	[illegible]	[illegible]	[illegible]	[illegible]	[illegible]	[illegible]
[illegible]	[illegible]	[illegible]	[illegible]	[illegible]	[illegible]	[illegible]	[illegible]	[illegible]	[illegible]	[illegible]
[illegible]	[illegible]	[illegible]	[illegible]	[illegible]	[illegible]	[illegible]	[illegible]	[illegible]	[illegible]	[illegible]
New Rochelle, N. Y.	[illegible]	[illegible]	[illegible]	[illegible]	[illegible]	[illegible]	29,312	[illegible]	[illegible]	[illegible]
[illegible]	[illegible]	[illegible]	[illegible]	[illegible]	[illegible]	932	[illegible]	[illegible]	[illegible]	[illegible]
Niagara Falls, N. Y.	[illegible]	[illegible]	[illegible]	[illegible]	[illegible]	[illegible]	15,014	[illegible]	[illegible]	[illegible]
[illegible]	[illegible]	[illegible]	[illegible]	[illegible]	[illegible]	3,035	[illegible]	[illegible]	[illegible]	[illegible]
[illegible]	[illegible]	[illegible]	[illegible]	[illegible]	[illegible]	8,607	11,275	[illegible]	[illegible]	[illegible]
[illegible]	[illegible]	[illegible]	[illegible]	[illegible]	[illegible]	[illegible]	17,811	[illegible]	[illegible]	[illegible]
[illegible]	[illegible]	[illegible]	[illegible]	[illegible]	[illegible]	[illegible]	[illegible]	[illegible]	[illegible]	[illegible]
[illegible]	[illegible]	[illegible]	[illegible]	[illegible]	[illegible]	[illegible]	60,742	[illegible]	[illegible]	[illegible]
[illegible]	[illegible]	[illegible]	[illegible]	[illegible]	18,446	18,005	[illegible]	[illegible]	[illegible]	[illegible]
Portsmouth, Va.	[illegible]	[illegible]	[illegible]	[illegible]	4,515	[illegible]	4,622	[illegible]	[illegible]	[illegible]
[illegible]	[illegible]	[illegible]	[illegible]	[illegible]	61,479	48,988	85,194	[illegible]	[illegible]	[illegible]
[illegible]	[illegible]	[illegible]	[illegible]	[illegible]	[illegible]	[illegible]	[illegible]	[illegible]	[illegible]	[illegible]
[illegible]	[illegible]	[illegible]	[illegible]	[illegible]	[illegible]	9,295	[illegible]	[illegible]	[illegible]	[illegible]
Racine, Wis.	[illegible]	[illegible]	[illegible]	[illegible]	[illegible]	[illegible]	[illegible]	[illegible]	[illegible]	[illegible]
[illegible]	[illegible]	[illegible]	[illegible]	[illegible]	37,524	[illegible]	[illegible]	[illegible]	[illegible]	[illegible]
[illegible]	[illegible]	[illegible]	[illegible]	[illegible]	[illegible]	[illegible]	[illegible]	[illegible]	[illegible]	[illegible]
[illegible]	[illegible]	[illegible]	[illegible]	[illegible]	24,965	19,629	[illegible]	[illegible]	1,122	[illegible]
[illegible]	[illegible]	[illegible]	[illegible]	[illegible]	[illegible]	[illegible]	38,268	[illegible]	1,612	[illegible]
St. Joseph, Mo.	[illegible]	[illegible]	[illegible]	[illegible]	[illegible]	[illegible]	78,292	[illegible]	1,961	[illegible]
St. Petersburg, Fla.	[illegible]	[illegible]	[illegible]	[illegible]	[illegible]	5,530	6,199	[illegible]	[illegible]	[illegible]
San Jose, Calif.	(68,457)	[illegible]	[illegible]	[illegible]	[illegible]	16,085	21,099	[illegible]	[illegible]	1,848
Santa Monica, Calif.	[illegible]	[illegible]	[illegible]	[illegible]	9,163	[illegible]	[illegible]	[illegible]	[illegible]	[illegible]
[illegible]	[illegible]	[illegible]	[illegible]	[illegible]	67,581	[illegible]	120,579	[illegible]	[illegible]	[illegible]
[illegible]	[illegible]	[illegible]	[illegible]	[illegible]	23,503	17,570	24,072	[illegible]	[illegible]	[illegible]
[illegible]	[illegible]	[illegible]	[illegible]	[illegible]	66,868	[illegible]	74,023	[illegible]	[illegible]	[illegible]
[illegible]	[illegible]	[illegible]	[illegible]	[illegible]	150,439	[illegible]	[illegible]	[illegible]	[illegible]	[illegible]
[illegible]	[illegible]	[illegible]	[illegible]	[illegible]	[illegible]	[illegible]	34,523	[illegible]	[illegible]	[illegible]
[illegible]	[illegible]	[illegible]	[illegible]	[illegible]	[illegible]	27,394	[illegible]	[illegible]	[illegible]	[illegible]
[illegible]	(70,662)	[illegible]	[illegible]	[illegible]	[illegible]	7,097	[illegible]	[illegible]	[illegible]	[illegible]
[illegible]	[illegible]	[illegible]	[illegible]	[illegible]	[illegible]	[illegible]	37,910	[illegible]	[illegible]	[illegible]
[illegible]	[illegible]	[illegible]	[illegible]	[illegible]	29,868	28,436	50,320	[illegible]	[illegible]	[illegible]
[illegible]	(67,833)	[illegible]	[illegible]	[illegible]	[illegible]	20,899	57,037	[illegible]	[illegible]	[illegible]
[illegible]	[illegible]	[illegible]	[illegible]	[illegible]	[illegible]	16,405	34,892	[illegible]	[illegible]	[illegible]
[illegible]	(56,173)	[illegible]	[illegible]	[illegible]	[illegible]	3,354	8,581	[illegible]	[illegible]	[illegible]
[illegible]	[illegible]	[illegible]	[illegible]	[illegible]	[illegible]	31,219	[illegible]	[illegible]	[illegible]	[illegible]
[illegible]	(99,314)	[illegible]	[illegible]	[illegible]	20,982	15,839	[illegible]	[illegible]	[illegible]	[illegible]
[illegible]	[illegible]	[illegible]	[illegible]	[illegible]	20,087	14,243	23,372	[illegible]	[illegible]	[illegible]
[illegible]	[illegible]	[illegible]	[illegible]	[illegible]	42,088	[illegible]	72,742	[illegible]	1,954	[illegible]
[illegible]	[illegible]	[illegible]	[illegible]	[illegible]	[illegible]	[illegible]	[illegible]	[illegible]	[illegible]	[illegible]
Winston-Salem, N. C.	[illegible]	[illegible]	[illegible]	[illegible]	41,752	[illegible]	[illegible]	[illegible]	2,553	[illegible]
York, Pa.	(56,712)	[illegible]	[illegible]	[illegible]	24,624	15,387	24,420	[illegible]	[illegible]	[illegible]

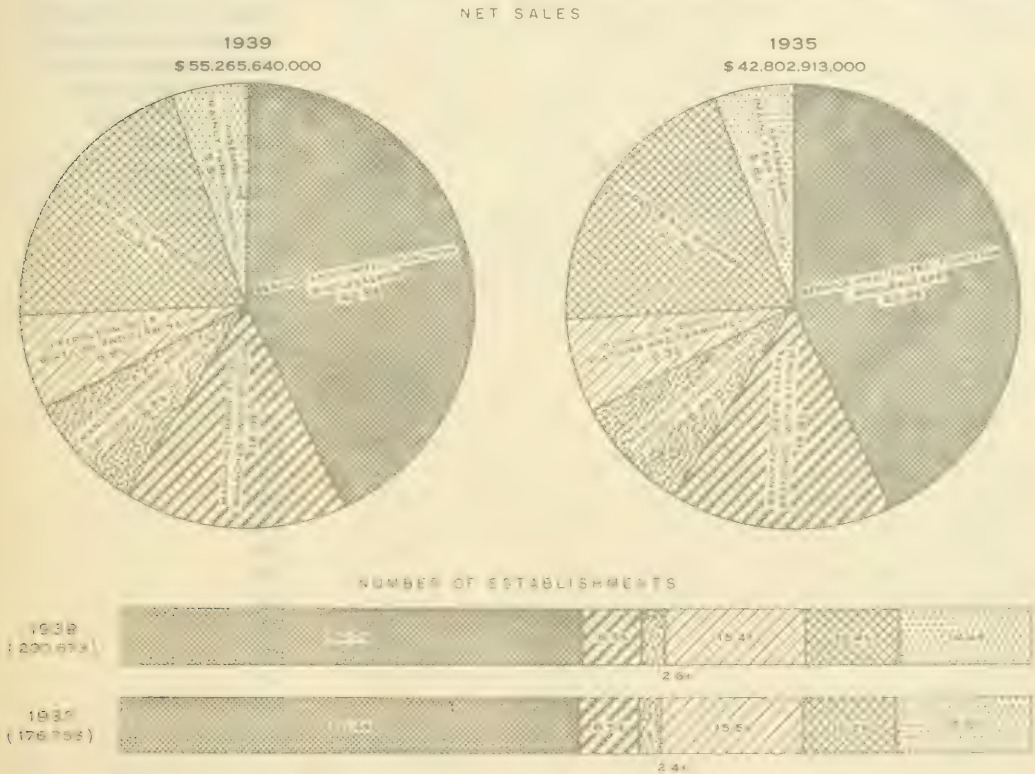
* Employees and pay roll include paid executives of corporations but not the number and compensation of proprietors of unincorporated businesses.

Wholesale trade by types of operation.—Totals for wholesale trade are important and interesting but for specific application these totals must be broken down by various classifications. Wholesale trade as defined for census purposes is somewhat broader than the usual conception as it includes manufacturer-owned sales outlets, petroleum bulk stations and distributing terminals, agents, brokers, and assemblers of farm products in addition to the more conventional types of distributors. All establishments are divided into six more or less homogeneous groups according to type of operation or nature of functions performed. Four of these groups are further subdivided as explained in chapter III. Data on the number of establishments, sales, expenses, personnel, pay roll, and inventories are presented for each type in table 1.

Of all classes of establishments, service and limited-function wholesalers—wholesalers of the more conventional types plus merchants engaged primarily in foreign trade—are most important both in number of establishments and volume of business. They maintained 101,627 establishments, or 50.7 percent of the total, doing $23,641,924,000 in business, or 42.8 percent of the total dollar volume. Included in the 101,627 establishments are 91,323 wholesale merchants of the more common type who take title to the goods they buy and sell and who are largely independent in ownership; 703 voluntary group wholesalers; 631 converters (merchants in the textile trade); 2,744 merchants engaged primarily in foreign trade, 586 of whom were exporters and 2,158 importers; 1,471 industrial distributors; 1,198 cash-and-carry wholesalers; 937 drop shippers or desk jobbers; 2,395 wagon distributors and 222 cooperative warehouses. The importance of each of these different types of operation may be determined from table 1.

Manufacturers' sales branches (with stocks)—sales establishments operated by manufacturers, apart from plants, primarily for warehousing and marketing their products—numbered 12,977 and accounted for $8,846,940,000 in sales or 16.0 percent of the total volume. Manufacturers' sales offices (without stocks), similar to manufacturers' sales branches (with stocks) except that they neither carry stocks nor warehousing [illegible]

CHART II.-WHOLESALE TRADE, BY TYPES OF OPERATION: 1939-1935



numbered 5,119 and reported sales of $4,679,262,000 which was 8.5 percent of the total. Petroleum bulk stations and distributing terminals were second to service and limited-function wholesalers in number of establishments, 30,825, but they accounted for only 6.9 percent of total sales; agents and brokers with 20,903 places of business were second from the standpoint of sales, contributing 20.3 percent of the total; and assemblers (mainly farm products) numbered 29,122 with 5.5 percent of total sales.

Compared with 1929, manufacturers' sales branches and offices combined and petroleum bulk stations increased their portion of the total dollar volume of business, while service and limited-function wholesalers, agents and brokers, and assemblers decreased slightly.

TABLE E.—WHOLESALE TRADE BY TYPES OF OPERATION—NUMBER OF ESTABLISHMENTS AND SALES, 1939; AND SALES RELATIVES 1939, 1935, AND 1929

TYPE OF OPERATION	Number of establishments	Net sales 1939 (add 000)	PERCENT OF TOTAL SALES		
			1939	1935	1929
United States total	200 573	$55, 285 640	100. 0	100. 0	100 0
Service and limited-function wholesalers	101, 027	23, 641, 924	42. 8	42. 9	45. 3
Manufacturers' sales branches (with stocks)	12, 977	8, 846, 940	16. 0	15. 8	22. 8
Manufacturers' sales offices (without stocks)	5, 119	4, 679, 262	8. 5	8. 4	
Petroleum bulk stations and terminals	30, 825	3, 807, 908	6. 9	6. 3	3. 6
Agents and brokers	20, 903	11, 201, 035	20. 3	20. 8	21 2
Assemblers (mainly farm products)	29, 122	3, 088, 571	5. 5	5. 8	7. 1

[1] Sales include taxes.

Wholesale trade by kinds of business.—In addition to being classified according to functional type, each wholesale establishment is also classified by kind of business, on the basis of the chief line or lines of merchandise in which it deals or according to its trade designation. On this basis of classification, all wholesale establishments are divided into 28 major kind-of-business groups which are further subdivided into 172 detailed kinds of business as described in the Appendix. In presenting the results on wholesale trade, the data are analyzed first by types of operation, then for each of the major type groups by kinds of business. Generally speaking, data for the major type groups are not combined in census reports to obtain totals by kinds of business. An exception to this rule is found in table 2, Monthly Employment and Sex of Employees.

Table 1 for the United States presents number of establishments, sales, operating expenses, personnel, pay roll, and inventories for each of the major type groups by kinds of business in detail, while table 1A analyzes the detailed types of operation by kinds of business.

The importance of breaking down wholesale establishments into detailed kind-of-business classifications becomes apparent as soon as one attempts to make specific use of the figures. Business men, trade associations; administrative agencies, economists, and statisticians may thus determine the total number of wholesale establishments specializing in a given line of business, their net sales, operating expenses, number of employees, pay roll, stocks on hand, and other characteristics. Detailed figures also enable a wholesaler in a given line of business to compare his accomplishments with other wholesalers operating in a similar fashion.

CHART III SALES OF SERVICE AND LIMITED FUNCTION WHOLESALERS BY KINDS OF BUSINESS

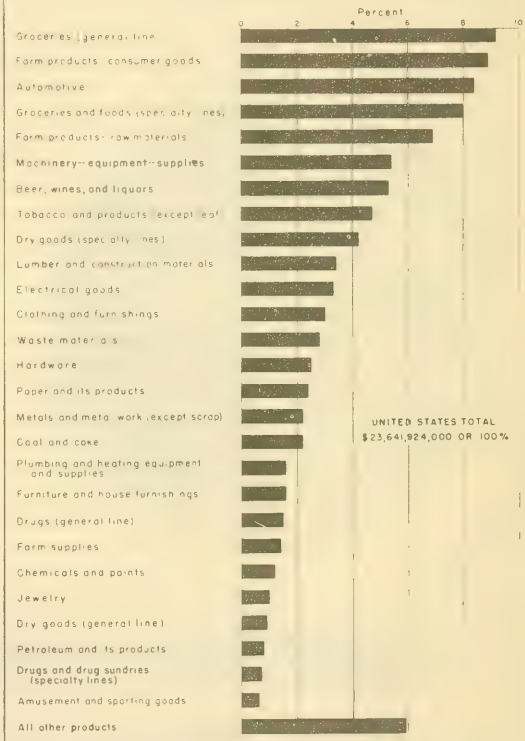


Table F measures in terms of dollar volume of sales the importance of the kind-of-business groups under each of the major types of operation. Groceries represent the most important kind of business for service and limited-function wholesalers and also for manufacturers' sales branches (with stocks). Metals and metalwork was highest for manufacturers' sales offices (without stocks), with 35.2 percent of the total volume; while farm products (raw materials) ranked first both under agents and brokers and under assemblers—26.4 percent and 58.6 percent, respectively.

TABLE F.—WHOLESALE TRADE, 1939, TYPES OF OPERATION AND KINDS OF BUSINESS

KIND OF BUSINESS	NUMBER OF ESTABLISHMENTS					SALES (1,000)				
	Service and limited-function wholesalers	Manufacturers' sales branches (with stocks)	Manufacturers' sales offices (without stocks)	Agents and brokers	Assemblers (mainly farm products)	Service and limited-function wholesalers	Manufacturers' sales branches (with stocks)	Manufacturers' sales offices (without stocks)	Agents and brokers	Assemblers (mainly farm products)
United States total[1]	101,627	12,977	5,119	20,903	29,122	$23,641,924	$8,846,940	$4,679,262	$11,201,035	$3,088,571
Amusement and sporting goods	1,342	398	66	192		154,684	259,825	49,731	20,088	
Automotive	7,964	937	59	331		1,995,286	725,709	65,369	121,426	
Beer, wines, and liquors	6,232	409	89	102		1,249,164	274,265	132,479	30,951	
Chemicals and paints	1,680	663	181	331		281,002	556,135	248,907	116,246	
Clothing and furnishings	4,178	297	241	1,409		760,901	300,392	121,306	439,389	
Coal and coke	910	6	5	305		512,835	6,461	16,199	404,269	
Drugs (general line)	297					363,621				
Drugs and drug sundries (specialty lines)	1,321	237	54	147		157,190	202,097	50,153	34,546	
Dry goods (general line)	222			27		206,983			215,024	
Dry goods (specialty lines)	3,875	213	131	1,470		981,468	210,082	229,904	1,433,117	
Electrical goods	4,072	393	252	837		788,024	642,067	217,758	[illegible]	
Farm products—raw materials	2,086			3,091	15,639	1,628,796			2,960,657	1,809,317
Farm products—consumer goods	10,945	610	57	1,287	12,142	2,110,796	199,260	21,682	731,026	1,148,158
Farm supplies	1,477	122	20	198	482	443,844	52,472	11,696	408,168	35,283
Furniture and house furnishings	2,214	285	131	789		373,464	131,625	67,840	40,968	
Groceries (general line)	3,942					2,185,736				
Groceries and foods (specialty lines)	12,045	2,592	810	2,729	819	1,892,033	2,333,306	346,375	2,185,424	42,618
Hardware	1,343	98	55	392		592,000	24,412	16,088	61,860	
Jewelry	1,805	31	29	210		234,054	53,478	9,560	18,737	
Lumber and construction materials	3,004	353	384	944		804,392	258,475	296,780	213,760	
Machinery, equipment, supplies	9,743	3,333	1,094	2,800		1,281,692	976,964	505,609	356,685	
Metals and metal work (except scrap)	1,017	481	530	608		515,975	469,922	1,647,674	359,125	
Paper and its products	2,898	317	309	470		574,973	177,454	187,434	98,607	
Petroleum and its products[1]	1,275	76	21	146		196,734	21,262	19,620	91,930	
Plumbing and heating equipment and supplies	2,225	519	210	512		379,975	251,633	41,789	53,200	
Tobacco and products (except leaf)	2,717	44	136	25		1,106,215	446,489	279,863	16,135	
Waste materials	6,059			121		656,000			74,181	
All other products	5,431	583	287	1,340	50	1,387,607	281,805	140,466	911,286	3,495

[1] Not included in this table are 30,825 petroleum bulk stations and distributing terminals with sales amounting to $3,867,908,000.

CHAPTER II.—SOME CHARACTERISTICS OF WHOLESALE TRADE

This chapter deals with some special characteristics of wholesale trade. Inasmuch as most of the subjects are treated in detail in separate subject reports, only brief summaries are given here.

Employment and pay roll.—Wholesale trade as a source of employment is depicted in tables 2 and 3, tables which are also available in a separate subject report. Table 2 measures seasonal variation in employment in the various kinds of business of wholesale trade. Data on the number of active proprietors and firm members of unincorporated businesses and on the number of [illegible] employers are also given. Table 3 presents statistics on employment and pay roll of wholesale establishments for 1 week of 1939, by occupational groups. It provides information for determining earnings for 1 week, of the following classes of employees: Office and clerical, inside selling, outside selling, warehouse, and other employees.

Monthly employment.—The number of paid employees of wholesale establishments in the United States in 1939 ranged from a low of 1,512,879 in February to a high of 1,634,754 in October, with an average for the year of 1,561,948. Considered seasonally, the number dropped off slightly from January to February, then rose consistently month after month from March through October. Small decreases were again noted in November and December. The total net gain from February through October numbered 121,875 or 7.8 percent of the annual average. The largest increase for any 2 consecutive months was from July to August, with a net gain of 33,653; second in this respect was September–October with 30,541. Each of the

CHART IV.—NUMBER OF EMPLOYEES BY MONTHS: 1939, 1935, AND 1929 *

* [illegible]

first 7 months of the year—January through July was slightly below average but the last five were above. October was 4.7 percent above the annual average while February was 3.1 percent below. Thus it is seen that, generally speaking, wholesale trade is characterized by regularity in employment.

Although the average number of employees in 1939 was 22.2 percent above 1935, monthly trends for the 2 years were fairly consistent. October was high for both census years, while March was low in 1935 compared with February in 1939. In each year there was a consistent, although small, rise from the low month through October. January through July of each year was below average while August through December was above. Seasonal variations were slightly more pronounced in 1939 than in the earlier census year the range being from a low of 96.9 to a high of 104.7 in 1939 compared with 98.1 and 104.0 in 1935.

TABLE G.—MONTHLY EMPLOYMENT: 1939, 1935, AND 1929

MONTH	1939	1935 [1]	1929 [2]
Average for year	1,561,948	1,277,717	1,510,494
January	1,524,658	1,255,983	
February	1,512,879	1,255,205	
March	1,516,043	1,253,240	
April	1,517,965	1,255,499	1,495,503
May	1,524,615	1,254,799	
June	1,539,636	1,257,020	
July	1,545,017	1,261,360	1,434,933
August	1,578,608	1,279,696	
September	1,604,213	1,296,583	
October	1,634,754	1,329,106	1,555,773
November	1,625,105	1,319,350	
December	1,619,767	1,316,863	1,555,773

[1] Includes estimates of employment for consignment bulk stations in the petroleum trade. [2] Data are available for only 4 months of 1929.

Sex of employees.—Each wholesale establishment was asked to report separately the number of male and female employees for one pay period in October 1939. For purposes of presenting the results the October ratio has been applied to the annual average, thus giving the average number of men and women employed by wholesale establishments. As might be expected, the number of males predominated heavily with 1,260,886 or 80.7 percent of the total. It is interesting to note, however, that women numbered 1 out of every 5 persons engaged in wholesale trade. The sex ratio varied with the kind of business from a low of 5.3 percent women in the petroleum trade to 44.5 percent in the specialty-line drug business. Girls and women accounted for more than one-third of all employees in the amusement and sporting goods, drugs and drug sundries (specialty lines), and jewelry trades. They numbered approximately 1 out of 4 in the chemicals and paints, drugs (general line), dry goods, electrical goods, furniture and housefurnishings, and paper trades. Only in the petroleum business did they account for less than 10 percent of total employment.

The ratio of women to the total number of employees varied from a low of 7.2 percent, or 1 of 14 in Nevada, to a high of 24.9 percent, or 1 of 4 in New York. Girls and women accounted for less than 10 percent of the total in North Dakota, Wyoming, and Nevada, while on the other extreme they represented 20 percent or more in nine States: Massachusetts, New York, Illinois, Missouri, Virginia, North Carolina, Washington, Oregon, and California.

TABLE H. FEMALE EMPLOYMENT, BY DIVISIONS AND STATES

GEOGRAPHIC DIVISION AND STATE	1939		1935
	Number of employees	Percent women	Percent women
United States total	1,561,948	19.3	18.6
NEW ENGLAND	94,134	18.4	17.4
Maine	7,286	11.9	12.4
New Hampshire	2,544	12.6	13.2
Vermont	2,354	12.2	11.3
Massachusetts	59,155	20.0	18.5
Rhode Island	7,430	19.8	16.2
Connecticut	15,375	16.4	18.2
MIDDLE ATLANTIC	428,388	22.2	20.7
New York	292,807	24.9	22.8
New Jersey	36,609	14.8	13.3
Pennsylvania	98,972	17.1	16.7
EAST NORTH CENTRAL	306,291	18.5	17.8
Ohio	75,975	17.3	16.7
Indiana	28,555	14.2	13.2
Illinois	122,741	20.7	19.2
Michigan	52,292	18.8	19.5
Wisconsin	26,728	15.6	15.6
WEST NORTH CENTRAL	166,649	16.8	15.4
Minnesota	37,523	17.5	15.8
Iowa	24,120	14.4	13.8
Missouri	64,373	20.2	18.7
North Dakota	5,901	8.6	6.0
South Dakota	4,687	12.9	11.5
Nebraska	15,038	13.9	14.3
Kansas	14,997	11.9	10.0
SOUTH ATLANTIC	172,021	19.6	18.9
Delaware	2,946	18.3	14.9
Maryland	23,533	18.7	19.4
SOUTH ATLANTIC—Continued.			
District of Columbia	10,250	14.8	13.8
Virginia	28,236	24.2	23.8
West Virginia	11,525	12.1	12.0
North Carolina	30,347	24.0	21.7
South Carolina	8,241	11.9	14.7
Georgia	24,501	18.1	19.9
Florida	32,442	18.8	16.6
EAST SOUTH CENTRAL	63,900	14.4	14.9
Kentucky	19,499	14.6	16.4
Tennessee	23,171	15.1	14.7
Alabama	14,202	13.2	13.7
Mississippi	7,028	14.1	12.5
WEST SOUTH CENTRAL	111,952	12.9	14.3
Arkansas	7,890	10.6	9.0
Louisiana	24,024	14.0	14.9
Oklahoma	15,590	10.3	11.0
Texas	64,479	13.3	15.7
MOUNTAIN	37,467	14.3	13.8
Montana	4,132	11.9	12.4
Idaho	4,695	15.7	14.0
Wyoming	1,210	9.6	9.4
Colorado	13,675	16.9	16.2
New Mexico	2,963	10.4	9.6
Arizona	3,854	10.6	9.2
Utah	6,705	14.9	15.1
Nevada	733	7.2	8.3
PACIFIC	181,146	22.7	22.3
Washington	27,425	23.2	25.6
Oregon	15,413	21.3	22.0
California	138,278	22.8	21.6

Compared with 1935, the female ratio increased in seven of the nine geographic divisions, exceptions being in the East and West South Central sections. Considered by States, the female ratio increased in 29 of the 48 States and also in the District of Columbia, but decreased in 18 States. Wisconsin remained the same for the 2 years.

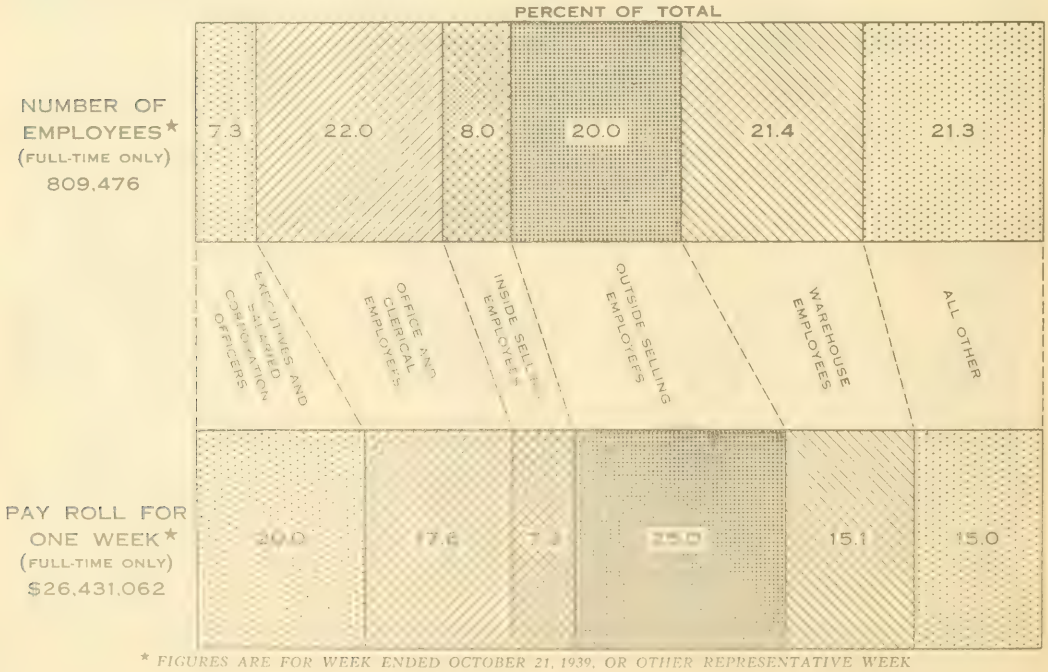
Employment and pay roll for 1 week.—Each establishment was asked to report in connection with the 1939 census the actual employment and pay roll for the week ended October 21, 1939, or in the case of highly seasonal businesses for a week of normal employment during the active season. Respondents were requested to classify employees during the week by occupational groups—as executives, office and clerical employees, salesmen, warehousemen, etc.—and to report the number and pay roll for the week of full-time and part-time employees separately for each classification.

The classification of employees by occupational groups was not always clear-cut nor absolute. The duties of many workers are varied and often overlap occupational groupings. Respondents were instructed to classify each employee according to the group that consumed the major portion of his time during the week and to enter the entire week's pay roll under the same classification; hence an employee is included in one group only.

Another difficulty in obtaining uniformity in reporting was that the occupational groups did not provide to the same degree in different types of operation and kinds of business a natural basis for classifying employees. The majority (78.8 percent) of the personnel of assemblers of farm products, for example, was reported as "other." Slightly more than one-third (35.8 percent) of employees of agents and brokers and one-fourth (27.1 percent) of those of petroleum bulk stations and terminals were considered as belonging in the miscellaneous group. In view of these difficulties no totals are presented in the tables for all types of operation combined.

The information on employment and pay roll for the week does not include all establishments having paid employees. Some respondents failed to answer the inquiry and in other cases, particularly if only one or two persons were engaged, the information for the week had to be deleted from tabulations because of its unsatisfactory character. The table indicates for each classification the number and sales of the establishments analyzed. A measure of coverage may be had by comparing establishments and sales as given in

CHART V.—EMPLOYEES AND PAY ROLL BY OCCUPATIONAL GROUPS
SERVICE AND LIMITED-FUNCTION WHOLESALERS ONLY



★ *FIGURES ARE FOR WEEK ENDED OCTOBER 21, 1939, OR OTHER REPRESENTATIVE WEEK*

table 3 with corresponding columns of table 1, as the latter table includes all wholesale establishments.

Another measure of coverage in table 3 is found in the comparison of the total number of full-time and part-time combined, table 3, with the average number of employees as shown in table 1. For nearly all classifications the analysis is more than 75 percent complete.

TABLE I.—EMPLOYEES AND PAY ROLL BY OCCUPATIONAL GROUPS

[Service and limited-function wholesalers only]

OCCUPATIONAL GROUP	EMPLOYEES (FULL-TIME ONLY)		PAY ROLL FOR 1 WEEK (FULL-TIME ONLY)	
	Number	Percent of total	Amount	Percent of total
United States total	809,476	100.0	$26,431,062	100.0
Executives and salaried corporation officers	59,031	7.3	5,288,074	20.0
Office and clerical employees	177,811	22.0	4,664,977	17.6
Inside selling employees	64,797	8.0	1,920,990	7.3
Outside selling employees	161,849	20.0	6,610,727	25.0
Warehouse employees	173,385	21.4	3,966,030	15.1
All other	172,806	21.3	3,951,264	15.0

Employment in wholesale trade is characteristically full-time. Of the 846,897 employees of service and limited-function wholesalers that were reported for the week, 809,476, or 95.6 percent, were engaged the full number of hours of the workweek. Less than 5 percent were engaged only part time. Part-time employment was even smaller for manufacturers' sales branches (with stocks) and manufacturers' sales offices (without stocks), representing only 3.1 percent and 2.1 percent of the total, respectively. As might be expected, part-time employment is highest for assemblers of farm products with 33.8 percent, or 1 of 3, followed by agents and brokers with 16.5 percent, or 1 of 6 employees. Petroleum bulk stations and terminals provided full-time employment for 94.8 percent of their personnel.

Further evidence of the importance of full-time employment is found in the analysis of pay roll. Only in the case of assemblers of farm products did the salaries and wages of part-time employees amount to more than 5 percent of total pay roll. For this type of operation, part-time employees accounted for 33.8 percent of the total number and received 23.3 percent of all salaries and wages. While they accounted for 16.5 percent of all employees of agents and brokers, they received only 4.6 percent of the pay roll.

TABLE J.—FULL-TIME AND PART-TIME EMPLOYEES, BY TYPES OF OPERATION

[Figures for most part are for week ended Oct. 21, 1939]

TYPE OF OPERATION	NUMBER OF EMPLOYEES			PAY ROLL		
	Full-time	Part-time	Percent part-time	Full-time	Part-time	Percent part-time
[illegible]	[illegible]	37,421	4.4	[illegible]	[illegible]	1.5
[illegible]	[illegible]	7,514	3.1	9,423,217	[illegible]	1.3
[illegible] (without [illegible])	[illegible]	[illegible]	2.1	2,361,022	[illegible]	[illegible]
[illegible]	[illegible]	3,535	5.2	[illegible]	52,960	2.3
[illegible]	[illegible]	[illegible]	16.5	2,411,179	[illegible]	[illegible]
[illegible]	[illegible]	53,405	33.8	[illegible]	640,199	23.3

Employment and pay-roll data were also obtained in connection with the 1935 census for 1 week of that year—the week ended October 26, for the most part; hence 1939 and 1935 comparisons can be made. Instructions to respondents regarding the division of employees into full-time and part-time differed slightly between the two census years but the distinction seems to have had little effect upon reporting, possibly because part-time employment is not a significant factor in most wholesale trades. Part-time employees were defined for purposes of the 1939 census as "those who work less hours than the full workweek"; all others were considered as full-time. In 1935, part-time was defined as "persons employed less than 4 hours per day or for less than three full days per week." Full-time were those "regularly engaged for work for four or more hours per day or for more than three full days per week."

In spite of the slight change in definition of terms which would tend to cause more employees to be reported as part-time in 1939, full-time, for service and limited-function wholesalers, increased from 93.0 percent of the total number in 1935 to 95.6 percent in 1939. Other types of operation for which comparisons can be made show a slight relative drop in full-time employment, but in each case the decline was less than 2 percent.

TABLE K.—FULL-TIME AND PART-TIME EMPLOYEES, 1939 AND 1935, EXPRESSED AS PERCENTAGES OF TOTALS FOR TYPES OF OPERATION

TYPE OF OPERATION	1939			1935		
	Total	Full-time	Part-time	Total	Full-time	Part-time
Service and limited-function wholesalers	100.0	[illegible]	4.1	[illegible]	[illegible]	7.0
Manufacturers' sales branches with stocks	[illegible]	96.9	3.1	100.0	[illegible]	2.6
Manufacturers' sales offices (without stocks)	[illegible]	[illegible]	2.1	[illegible]	98.4	1.6
Petroleum bulk stations and terminals	100.0	[illegible]	5.2	[illegible]	[illegible]	[illegible]
Agents and brokers	[illegible]	[illegible]	[illegible]	[illegible]	84.2	15.8
Assemblers of farm products	[illegible]	[illegible]	[illegible]	[illegible]	(1)	[illegible]

[illegible]

Average weekly wages.—Except for executives and salaried corporation officers who normally are not paid on a weekly or biweekly basis, sales personnel, particularly outside salesmen, constitute the highest paid group. Outside selling employees of service and limited-function wholesalers received $40.85 during the week, on the average. Those employed by manufacturers' sales branches received $51.47, and those by manufacturers' sales offices $65.24.

Office and clerical employees as a rule are higher paid than warehousemen or "other" employees. As might be expected, wages of office employees, because of the variety of their duties, differ greatly by types of oper-

ation. In general, the various classes of employees of manufacturers' sales offices (without stocks) and of manufacturers' sales branches (with stocks) are higher paid than those of other types of operation. Agents and brokers and petroleum bulk stations pay their office employees more on the average than do service and limited-function wholesalers, while assemblers of farm products pay slightly less.

As shown in the accompanying text table L, average weekly wages for full-time employees were generally higher in 1939 than in 1935. In the case of service and limited-function wholesalers, average pay of office and clerical employees increased from $24.67 to $26.24 per week; inside salesmen from $27.90 to $29.74; outside salesmen from $38.52 to $40.85; and of warehousemen from $20.95 to $23.04. Average pay of "other" employees increased from $20.66 in 1935 to $22.87 in 1939.

TABLE L.—AVERAGE WEEKLY EARNINGS OF FULL-TIME EMPLOYEES—OCCUPATIONAL GROUPS, BY TYPES OF OPERATION: 1939 AND 1935

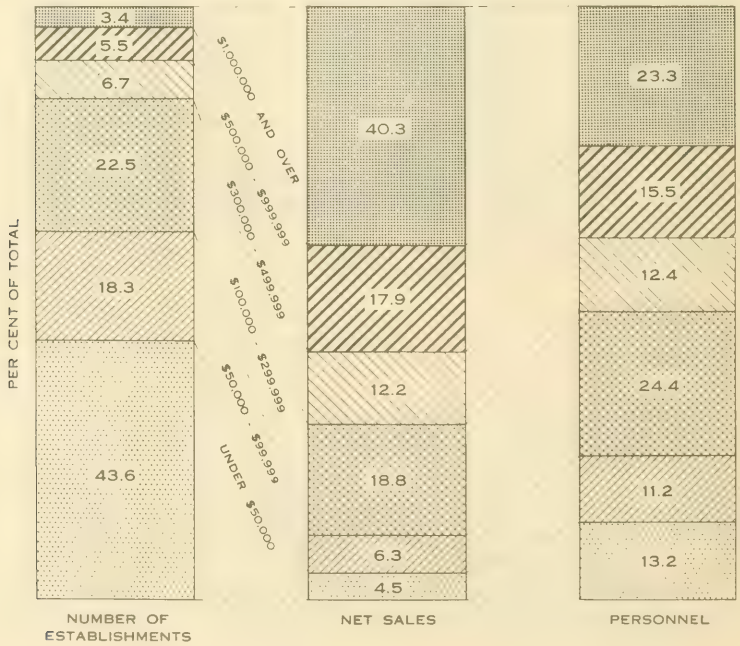
TYPE OF OPERATION	Office and clerical employees	SALESMEN		Warehousemen	Other employees
		Inside	Outside		
Service and limited-function wholesalers:					
1939	$26.24	$29.74	$40.85	$23.04	$22.87
1935	24.67	27.90	38.52	20.95	20.66
Manufacturers' sales branches (with stocks):					
1939	30.44	44.91	51.47	27.06	30.95
1935	29.02	42.34	48.93	25.17	27.51
Manufacturers' sales offices (without stocks):					
1939	34.11	51.53	65.24	(1)	31.11
1935	31.53	44.00	59.35	(1)	36.41
Petroleum bulk stations and terminals, 1939	30.16	43.99		[2] 33.18	30.46
Agents and brokers, 1939	29.84	[3] 54.15		(1)	16.69
Assemblers (mainly farm products), 1939	26.05	[3] 26.46		(1)	17.43

Warehouse employees, if any, combined with "other."
[2] Truck operators and chauffeurs.
[3] Buying and selling employees.

Sales-size groups.—Wholesale merchants and, for trades in which they appear, industrial distributors are analyzed by sales-size groups in table 4. These two types of operation maintained 92,794 places of business in the United States in 1939. Of this number 3,154, or 3.4 percent, each reported sales of a million dollars or more during the year. Total sales of these million-dollar houses amounted to $7,817,324,000, which was 40.3 percent of the dollar volume for all wholesale merchants and industrial distributors. In contrast 40,484 establishments—more than two-fifths of the total number—each reported sales of less than $50,000 for the year, but their combined total dollar volume represented only 4.5 percent of total net sales. The million-dollar establishments provided employment for 212,700 persons, 23.3 percent of the total, while personnel of the less-than-$50,000 establishments numbered 120,245, or 13.2 percent of the total.

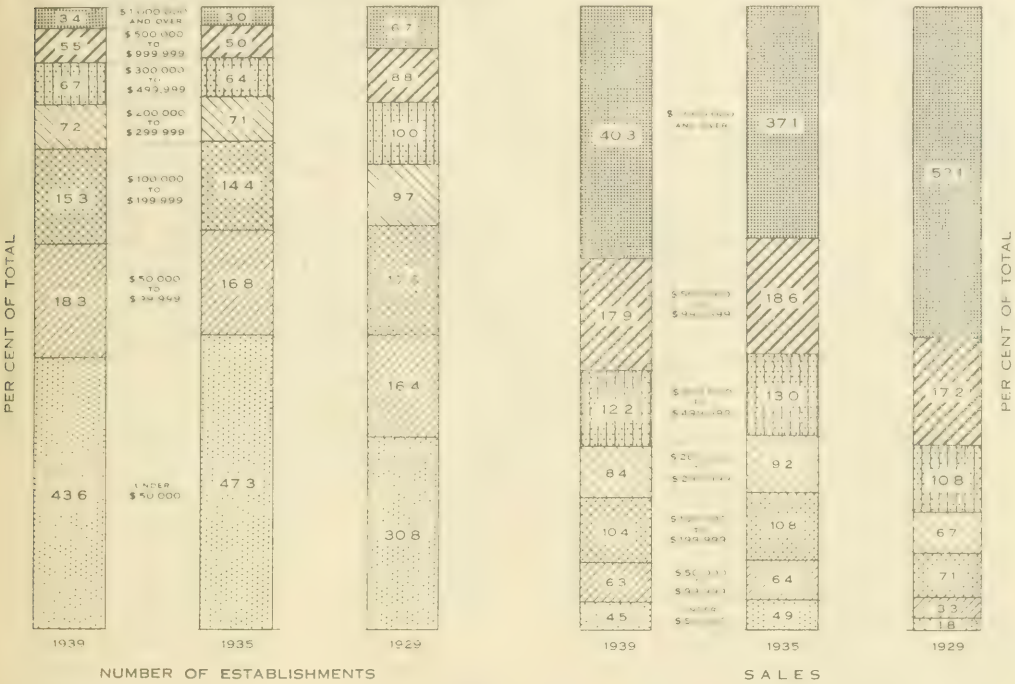
WHOLESALE MERCHANTS AND INDUSTRIAL DISTRIBUTORS: 1939

CHART VI.—NUMBER OF ESTABLISHMENTS, SALES, AND PERSONNEL, BY BUSINESS-SIZE GROUPS



WHOLESALE MERCHANTS AND INDUSTRIAL DISTRIBUTORS: 1939

CHART VII.– NUMBER OF ESTABLISHMENTS AND SALES, BY BUSINESS-SIZE GROUPS: 1939, 1935, AND 1929



Stated differently, the million-dollar establishments contributed only 3.4 percent of the number of houses, but 40.3 percent of sales, and 23.3 percent of the personnel; while the less-than-$50,000 accounted for 43.6 percent of the houses, but only 4.5 percent of sales and 13.2 percent of the personnel.

Houses with sales of $500,000–$999,999 accounted for 5.5 percent of the total number of establishments, contributed 17.9 percent of sales, and employed 15.5 percent of the total personnel; those with sales of $300,000–$499,999 contributed 6.7 percent of the establishments, 12.2 percent of sales, and 12.4 percent of personnel; and those in the $100,000–$299,999 bracket, 22.5 percent of the establishments, 18.8 percent of sales, and 24.4 percent of the personnel.

Comparative summary by size: 1939, 1935, and 1929. Chart VII compares number of establishments and sales by size brackets for the years 1939, 1935, and 1929. The total number of wholesale merchants and industrial distributors increased from 76,590 in 1929 to 79,333 in 1935, and to 92,794 in the most recent census. The number of establishments in the upper brackets—brackets with the larger dollar volume of sales—decreased between 1929 and 1935, and then increased from 1935 to 1939. For example, 6.7 percent of all houses were in the million-dollar class in 1929, compared with only 3.0 percent in 1935 and 3.4 percent in 1939. Likewise, the number with sales from $500,000–$999,999 dropped from 8.8 percent of the total in 1929 to 5.0 percent in 1935 and then rose to 5.5 percent in 1939. The number of establishments with sales of less than $50,000, on the other hand, increased in terms of the total from 30.8 percent in the first census to 47.3 percent in 1935, then decreased to 43.6 percent in 1939.

In evaluating shifts among size brackets from one census to another it should be remembered that no account is taken here of changes in the general price level. Sales are in terms of the dollar volume and each establishment is classified by size according to its business during the census year.

Although establishments in the million-dollar-and-over size bracket accounted for a very large portion of the total dollar volume, this portion appears not to have increased during the past decade. Comparisons are qualified by the fact that allowances cannot be made for changes in the price level, which resulted in many establishments shifting from one size bracket to another, but the portion of total sales accounted for by

the million-dollar houses dropped from 53.1 percent in 1929 to 37.1 percent in 1935, then rose to 40.3 percent. Sales for the $500,000–$999,999 bracket increased from 17.2 percent of the total dollar volume in 1929 to 18.6 percent in 1935, and then dropped to 17.9 percent in 1939. On the other extreme, sales of the less-than-$50,000 houses increased from 1.8 percent of the total in 1929 to 4.9 percent in 1935, then dropped to 4.5 percent in 1939.

Expense ratio decreases as size increases.—One of the most significant analyses made possible by table 4 is a study of total operating expenses in relation to dollar volume of sales. In general, operating expenses per dollar of sales decrease as annual sales increase. As shown in the accompanying table, total expenses of the under-$50,000 houses amounted to 21.7 percent of sales, the highest ratio of all size brackets in 1939. From the high of 21.7 percent the expense ratio decreased consistently with an increase in size to 8.9 percent for the $2,000,000-and-over establishments. Expenses for all size brackets averaged 13.7 percent of sales.

TABLE M.—NUMBER OF ESTABLISHMENTS, SALES, AND TOTAL OPERATING EXPENSES, BY BUSINESS-SIZE GROUPS: 1939

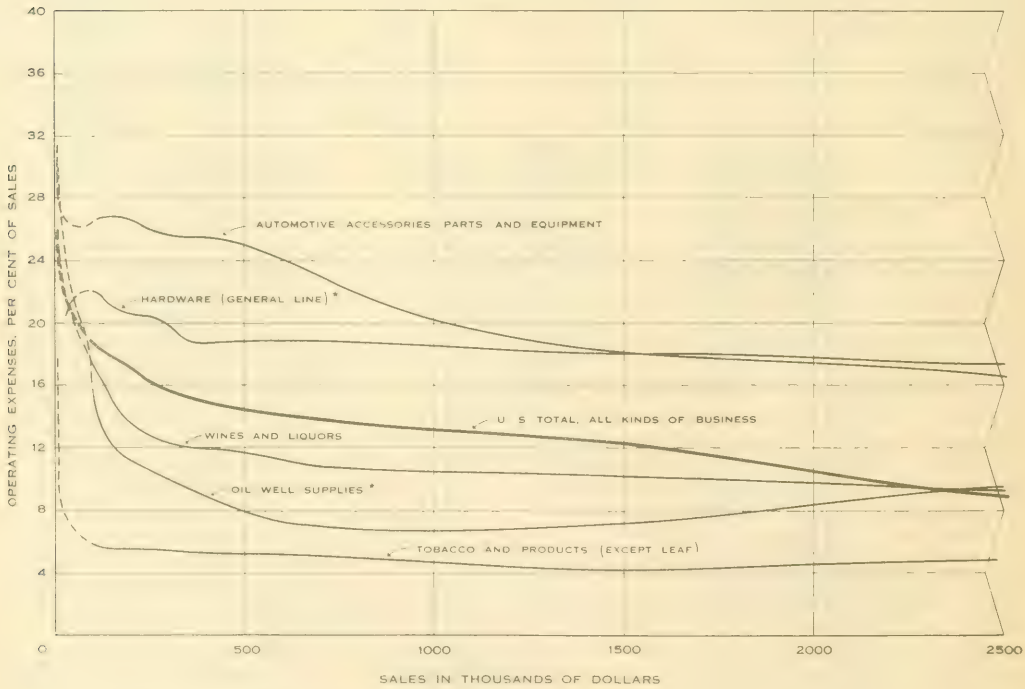
[Wholesale merchants and industrial distributors]

BUSINESS-SIZE GROUPS (SIZE BASED UPON 1939 SALES)	Number of establishments	Net sales	TOTAL OPERATING EXPENSES	
			Amount	Percent of sales
United States total	**92, 794**	**$19, 418, 547, 000**	**$2, 662, 646, 000**	**13. 7**
$2,000,000 and over	1, 102	5, 025, 212, 000	445, 878, 000	8. 9
$1,000,000–$1,999,999	2, 052	2, 792, 112, 000	344, 558, 000	12. 3
$500,000–$999,999	5, 047	3, 482, 371, 000	470, 112, 000	13. 5
$300,000–$499,999	6, 195	2, 376, 989, 000	353, 329, 000	14. 9
$200,000–$299,999	6, 717	1, 641, 459, 000	264, 246, 000	16. 1
$100,000–$199,999	11, 226	2, 017, 339, 000	361, 367, 000	17. 9
$50,000–$99,999	16, 971	1, 213, 777, 000	234, 397, 000	19. 3
Under $50,000	40, 484	869, 288, 000	188, 759, 000	21. 7

While it is true in general that expenses per dollar of sales decrease as size increases, the rule does not hold

WHOLESALE MERCHANTS: 1939

CHART VIII.—RATIO OF OPERATING EXPENSES TO NET SALES, BY BUSINESS-SIZE GROUPS



good for all kinds of business. In the tobacco trade, for example, the lowest expense ratio appears in the $1,000,000–$1,999,999 bracket and for oil-well supply houses, the $500,000–$999,999 bracket is lowest. Eliminating establishments with sales of less than $50,000, a study of table 4 for the country as a whole shows that of the 172 kinds of business into which all wholesale merchants and industrial distributors are classified, expense ratios for 85 decline rather consistently as size increases. For 52 kinds of business the ratio seems indifferent to size and for 18 trades the lowest ratio is found in one of the medium-size brackets. Due to the small number of establishments involved, no definite trend could be determined for 17 kinds of business.

In studying the influence of size upon costs, it should be remembered that other factors affect expenses such as location of establishment, lines of merchandise handled, services performed, customers served, sales area covered, credit policy, legal form of organization, and the like. Effects of these various factors may tend to offset one another in trades where the number of establishments is large. The influence of any one or more of them may become apparent, however, in individual instances. For example, operating expenses of establishments in the smallest size bracket frequently are lower per dollar of sales than for those with a slightly larger dollar volume of business. This may be explained in part by the inclusion of a relatively large number of proprietor-owned establishments in the smaller brackets, as operating expenses do not include allowances for the services of active proprietors of unincorporated businesses.

Analysis of operating expenses.—Table 5 analyzes total operating expenses by functional divisions for the various kinds of business into which wholesale merchants and industrial distributors are classified. Total expenses for each kind of business are analyzed to show administrative, selling, delivery, warehouse, occupancy, and "other" expenses separately. The analysis is limited to establishments whose sales during 1939 amounted to $100,000 or more.

As an aid to an understanding of costs by size of house, total expenses for a number of kinds of business are analyzed by size brackets. For 28 kinds of business the following size-bracket analysis is given:

$100,000–$199,999.
$200,000–$299,999.
$300,000–$499,999.
$500,000–$999,999.
$1,000,000–$1,999,999.
$2,000,000 or more.

For other trades it was necessary to telescope size brackets or to eliminate the size analysis entirely.

Tobacco trade analyzed.—An analysis of expenses carries significance when considered in connection with a given kind of business. To illustrate the use of table 5, the tobacco trade is selected and the results are presented graphically in chart IX. Of the 1,730 tobacco wholesalers with sales for the year 1939 amounting to $100,000 or more, 1,090 analyzed their expenses to show administrative, selling, delivery, occupancy, warehouse, and "other" expenses separately. Sales of these 1,090 establishments totaled $723,441,000 for the year, and their operating expenses amounted to $35,783,596, or 4.9 percent of sales. Stated differently, it cost tobacco distributors $4.90, on the average, to market a representative bill of goods amounting to $100. The $4.90 was divided as follows: $1.30 for administrative, $1.60 for selling, 70 cents for delivery, 40 cents for warehousing, 60 cents for occupancy charges, and 30 cents to cover miscellaneous expenses.

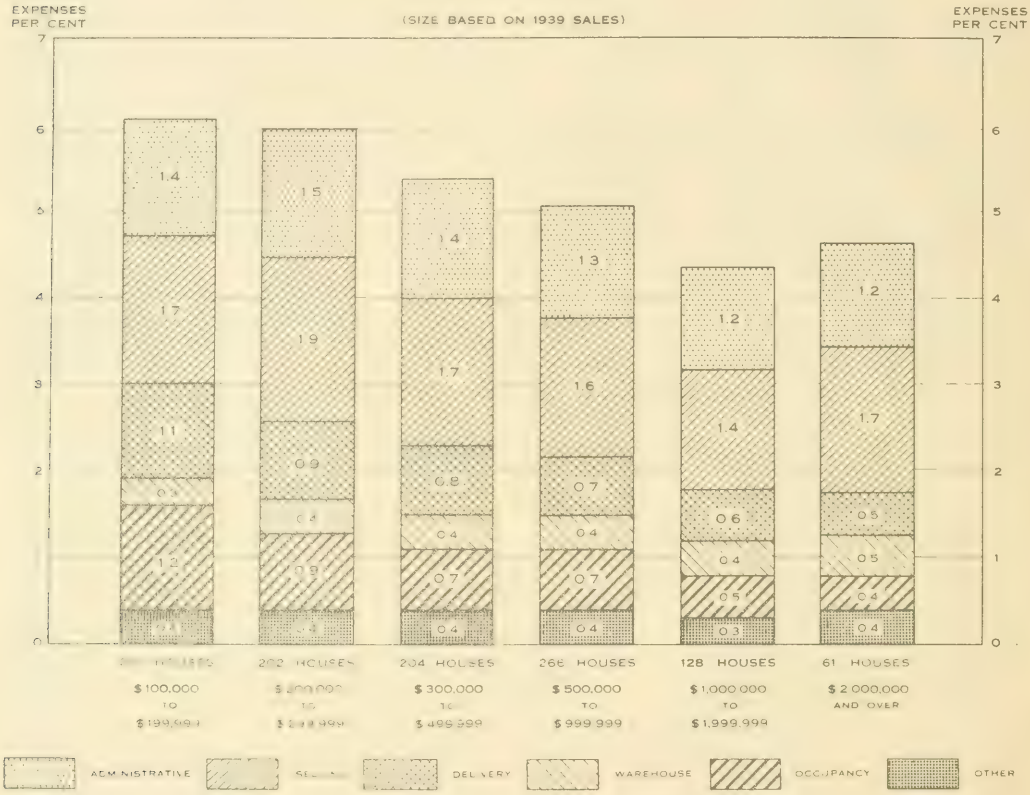
The 1,090 tobacco wholesalers were classified by size groups as follows: 61 with sales of $2,000,000 and over; 128 in the second size bracket ($1,000,000–$1,999,999); 266 in the third ($500,000–$999,999); 204 in the fourth ($300,000–$499,999); 202 in the fifth ($200,000–$299,999); and 229 in the $100,000–$199,999 group. The expense ratio was lowest, 4.4 percent, in the $1,000,000–$1,999,999 bracket, and highest, 6.1 percent, in the $100,000–$199,999 group. Except for the largest size bracket, expenses decreased with an increase in size. Principal economies resulting from larger size are found in lower administrative, selling, delivery, and occupancy expenses. Warehousing and miscellaneous expenses remained fairly constant for all size brackets. Expenses per dollar of sales were higher for the $2,000,000-and-over bracket than in the $1,000,000–$1,999,999 group. The increase appeared for the most part in selling costs which rose from $1.40 to $1.70 per $100 of sales. Selling expenses consist for the most part of salesmen's salaries and advertising.

Cash-credit analysis of sales.—In table 6A, 1939 sales of service and limited-function wholesalers, and of manufacturers' sales branches, are analyzed to show cash business separate from credit, and of the credit business how much was for a term of 10 days or less, for 11 to 30 days, and for more than 30 days. Not all establishments analyzed their sales on a cash-credit basis. Of the 101,627 service and limited-function wholesalers, 90,913 with sales of $20,803,501,000, or 88.0 percent of the total volume, reported a cash-credit break-down. Likewise, 10,880 of the 12,977 manufacturers' sales branches analyzed their sales to show cash and credit business separately. Sales of these 10,880 branches amounted to $7,639,086,000, or 86.3 percent of the total for all sales branches.

Almost one-fourth (22.5 percent) of the sales of service and limited-function wholesalers was on a cash or c. o. d. basis; credit was extended on 77.5 percent of the business. Collections on the 77.5 percent were made as follows: 16.9 percent in 10 days or less; 33.7 percent in 11 to 30 days; while credit was extended for a period of more than 30 days on 26.9 percent of all sales. Credit for a period of 11 days or more was extended on three-

WHOLESALE MERCHANTS: 1939

CHART IX.—AN ANALYSIS OF EXPENSES OF 1090 TOBACCO WHOLESALERS BY BUSINESS-SIZE GROUPS



fifths (60.6 percent) of all business of service and limited-function wholesalers.

Over 90 percent of the business of manufacturers' sales branches was credit. Only [illegible] percent of the total was cash received at the time of sale. It is interesting to note that on the other extreme the percentage of total business done on credit for more than 30 days is approximately the same for manufacturers' sales branches as for service and limited-function wholesalers, 26.3 percent and 26.9 percent, respectively.

TABLE N. SUMMARY OF CASH-CREDIT ANALYSES OF SALES BY TYPES OF OPERATION

Type of operation	Total sales analyzed	Percent cash	Percent credit: 10 days or less	Percent credit: 11 to 30 days	Percent credit: More than 30 days
Service and limited-function wholesaler	[illegible]	[illegible]	16.9	33.7	26.9
Manufacturer's sales branch with stock	7,639,086,000	8.3	26.3	39.1	[illegible]

Manufacturers extended credit for a period of not more than 30 days on almost two-thirds (65.4 percent) of all sales made through their sales branches.

Considerable variation is found in the cash-credit ratios for the various kinds of business into which service and limited-function wholesalers are classified. Cash business ranged from a high of 91.7 percent of the total dollar volume for the grain trade to a low of 0.3 percent for merchants of raw silk. Of the 176 kinds of business into which all wholesalers are classified, 34 show less than 5 percent cash at the time of sale. Forty-eight trades reported cash business ranging from 5 to 10 percent of their total volume; 50 trades from 10 to 20 percent; 21 from 20 to 30 percent; while 23 show a cash ratio of 30 percent or more. As a rule, the portion of the total business done on a cash basis is high in the automotive, beer, farm products and farm supplies trades, and in the tobacco business. It is low in such trades as clothing, coal, dry goods, furniture, hardware, lumber and construction materials, and industrial supplies.

A high percentage of credit extended for more than 30 days, on the other hand, is found in the clothing business, dry goods, furniture, hardware, and jewelry. It is interesting to note that long-term credit extension represents a larger portion of sales in the durable consumer goods trades than for such industrial goods as chemicals, hardware, machinery—equipment—supplies, metals, and plumbing and heating.

Credit of not more than 10 days prevails in such kinds of business as breakfast foods, fresh fruits, retailer-cooperative grocery warehouses, and for frozen fruits and vegetables. Credit of 11 to 30 days predominates for bicycles and supplies, sporting goods, automotive parts, chemicals, coal and coke, drugs, radios, some of the building materials and machinery trades, printing and writing paper, and optical goods.

Chart X presents graphically a cash-credit analysis—cash business, credit of 30 days or less, and credit of more than 30 days—for a number of selected kinds of business of service and limited-function wholesalers. The trades are arranged in descending order of percentage of sales on a cash basis.

Receivables.—Service and limited-function wholesalers and also manufacturers' sales branches were asked to report to the 1939 Census of Business their beginning- and end-of-year receivables (notes and accounts from trade customers) arising from the sale of merchandise and carried on the books of the reporting establishment, including any that may have been pledged as collateral for loans. Notes and accounts sold to finance companies and to banks were to be omitted even though they may have been sold "with recourse." The results of this inquiry along with data on beginning- and end-of-year inventories are given in table 6B. Of the 101,627 establishments of service and limited-function wholesalers in the United States in 1939, data on receivables as of December 31, 1939, were reported by 71,866, of whom 62,878 also reported this item of information for both beginning and end of the year. Likewise, 9,522 of the 12,977 sales branches of manufacturers reported end-of-year receivables and 8,883 reported both beginning- and end-of-year receivables.

Receivables as of December 31, 1939, for the two types of operation covered in this study were valued at $3,094,800,000. Of this amount, service and limited-function wholesalers carried $2,211,656,000, equivalent to 10.8 percent of the 1939 sales of reporting establishments, or 5½ weeks' business. Manufacturers' sales branches carried $883,144,000 in receivables, equivalent to sales for more than 6 weeks, on the average. As shown in text table O, receivables as of December 31, 1939, for service and limited-function wholesalers ranged from a low of 5.3 percent of sales in the farm products—consumer goods—trade to a high of 30.3 percent, or almost 4 months' sales, in the jewelry trade. For manufacturers' sales branches, groceries and food specialties was low at 4.9 percent and machinery—equipment—supplies was high at 33.2 percent of 1939 sales.

A close relationship exists between credit policy or credit extension and receivables. Long-term credit may be associated with a high ratio of receivables to sales, while short-term credit results in a small volume of notes and accounts. Direct comparisons between credit as presented in table 6A and receivables in 6B, however, are qualified by the fact that the full length of the credit period may not be apparent from the former table. Furthermore, any receivables sold to banks or finance companies would not be included in table 6B. This latter table provides a measure of the extent to which wholesale establishments finance their customers.

End-of-year receivables of service and limited-function wholesalers were valued 8.8 percent higher than at the beginning of the year, while those carried by manufacturers' sales branches were up 7.6 percent. These increases may not necessarily indicate slower collections in 1939. On the contrary, they probably reflect a larger sales volume in the closing weeks of 1939 than during the comparable period of 1938.

TABLE O.—RECEIVABLES-SALES RATIOS, AND PERCENTAGE INCREASE IN RECEIVABLES FROM BEGINNING TO END OF YEAR: TYPES OF OPERATION BY KINDS OF BUSINESS

KIND OF BUSINESS	RECEIVABLES-SALES RATIOS [1]		PERCENTAGE INCREASE IN RECEIVABLES [2]	
	Type 1	Type 2	Type 1	Type 2
United States total	10.8	12.2	8.8	7.6
Amusement and sporting goods	13.8	[illegible]	7.2	12.7
Automotive	[illegible]	12.[illegible]	14.2	19.2
Beer, wines, and liquors	10.1	21.4	[illegible]	[illegible]
Chemicals and paints	12.2	12.6	11.4	14.9
Clothing and furnishings	14.6	15.7	[illegible]	[illegible]
Coal and coke	16.1		2.[illegible]	
Drugs, general line	11.8		[illegible]	
Drugs and drug sundries—specialty line	11.1	[illegible]	[illegible]	[illegible]
Dry goods, general line	[illegible]		[illegible]	
Dry goods, specialty line	13.2	[illegible]	[illegible]	[illegible]
Electrical goods	[illegible]	[illegible]	[illegible]	[illegible]
Farm products—raw materials	[illegible]		[illegible]	
Farm products—consumer goods	[illegible]	[illegible]	[illegible]	[illegible]
Farm supplies	[illegible]	[illegible]	[illegible]	[illegible]
Furniture and home furnishings	17.8	[illegible]	[illegible]	[illegible]
Groceries—general line	[illegible]		[illegible]	
Groceries and food specialties, general line	[illegible]	[illegible]	[illegible]	[illegible]
Hardware	[illegible]	[illegible]	[illegible]	30.2
Jewelry	[illegible]		[illegible]	
Lumber and other building materials	14.9	[illegible]	12.[illegible]	17.8
Machinery—equipment—supplies	[illegible]		[illegible]	[illegible]
Motor vehicles, trucks, and tractors	[illegible]		[illegible]	20.2
Paper and paper products	14.7	[illegible]	[illegible]	
[illegible]	[illegible]		[illegible]	[illegible]
Plumbing and heating—equipment—supplies	[illegible]		[illegible]	14.0
[illegible]	[illegible]		[illegible]	[illegible]
Wines and liquors	[illegible]		[illegible]	
All other [illegible]	[illegible]	[illegible]	[illegible]	
[illegible]				
[illegible]				
[illegible]				
[illegible]				

Sales by classes of customers.—Each wholesale establishment in the United States was asked to analyze its business and to report separately in connection with the 1939 census: Sales to retailers for resale; to household consumers, and others who buy at retail; to industrial, professional, and institutional users (concerns

Chart X.— Cash-Credit Sales Ratios for Selected Kinds of Business
(Service and limited-function wholesalers)

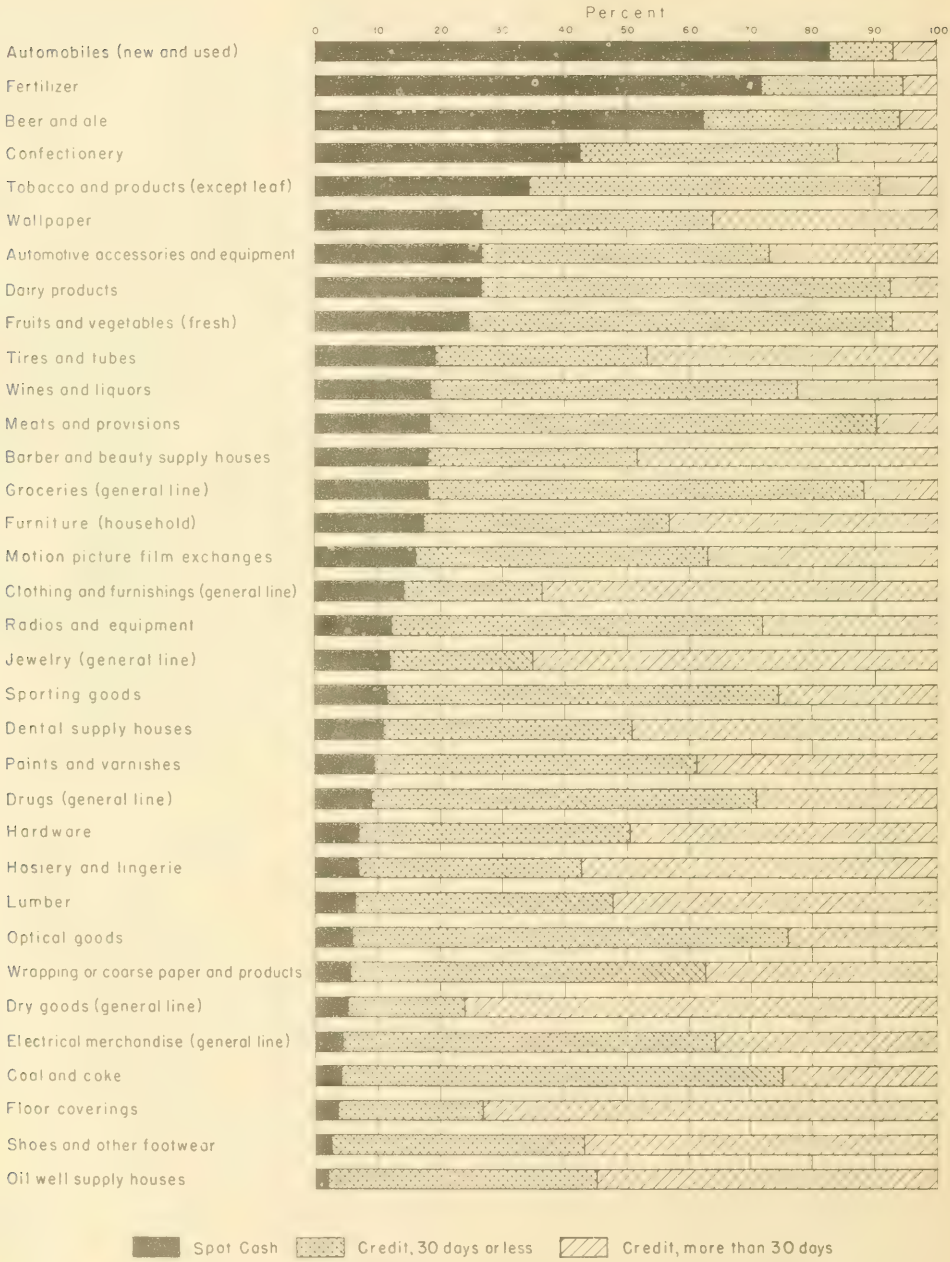
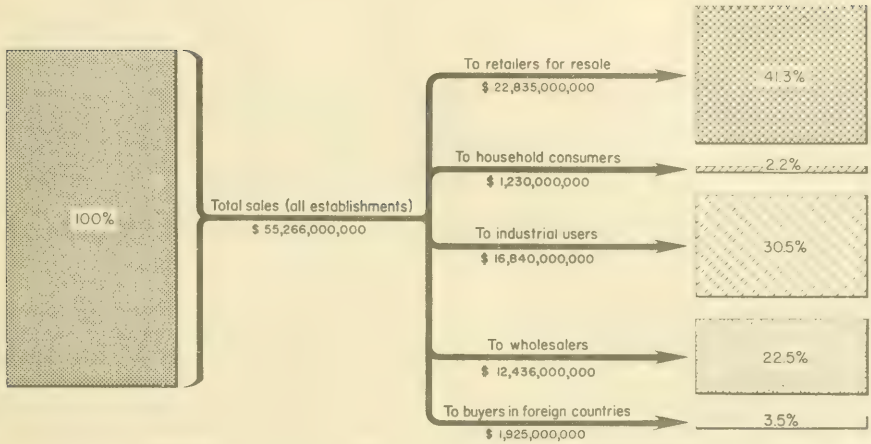


CHART XI.—SALES BY CLASSES OF CUSTOMERS

(Analysis based on a sample)



that bought goods for business use rather than for resale); to other wholesalers; to export intermediaries; and sales direct to buyers in other countries. Of the 200,573 wholesale establishments in the country, 173,637, or 86.6 percent, were able to analyze their business on this basis. Sales of these 173,637 establishments amounted to $48,862,005,000, or 88.4 percent of the total volume for all wholesale establishments.

Based upon ratios determined from information furnished by the 173,637 establishments, it is found that only slightly more than two-fifths of all wholesale sales, or approximately $22,800,000,000, were to retailers for resale; almost one-third, or $16,800,000,000, went direct to industrial users; while an additional one-fifth, or $12,400,000,000, represented sales by one type of wholesale establishment to another—or what might be termed "duplication" in wholesale trade. Export sales direct to buyers in foreign countries amounted to $1,900,000,000 during the year, or almost 4 percent of the total, and sales to household consumers—"retail sales"—made up the remaining 2 percent, or well over $1,000,000,000.

As would be expected, the various types of establishments differ materially in the classes of customers they serve. For example, approximately three-fifths of the sales of petroleum bulk stations and of service and limited-function wholesalers are direct to retailers. On the other hand, only 13 percent of the business of manufacturers' sales offices and of assemblers of farm products is with retailers. Almost two-thirds (64.9 percent) of the sales of manufacturers' sales offices are to industrial users, while more than one-half (54.2 percent) of the business of assemblers is with wholesalers. Substantial portions of the sales of agents and brokers are to industrial users (35.8 percent) and to wholesalers (39.5 percent).

TABLE P.—PERCENTAGE OF 1939 SALES TO VARIOUS CLASSES OF CUSTOMERS, BY TYPES OF OPERATION

TYPE OF OPERATION	Total	PERCENTAGE OF SALES TO—					
		Retailers for resale	Household consumers[1]	Industrial users[2]	Other wholesalers	Export intermediaries	Buyers in foreign countries
Service and limited-function wholesalers	100.0	58.9	1.9	23.6	11.1	0.5	4.0
Manufacturers' sales offices without stocks	100.0	39.4	.5	24.6	24.2	.3	1.0
Manufacturers' sales offices with stocks	100.0	[illegible]	.2	64.8	19.6	.3	2.0
Petroleum bulk stations and terminals	100.0	67.4	[illegible]	[3] 26.0	-	(4)	[illegible]
Agents and brokers	100.0	19.8	.7	35.8	39.5	1.1	6.1
Assemblers of farm products	100.0	13.[illegible]	6.2	21.3	54.2	1.6	3.2

[illegible]

In table Q the ratios as given in table P have been applied to total sales of all establishments in order to determine the probable distribution had all establishments answered the inquiry. It should be noted that these projections are accurate only to the degree that the percentages given in the sample would have held true had all establishments analyzed their sales by classes of customers.

TABLE Q. PROJECTED TOTAL SALES TO VARIOUS CLASSES OF CUSTOMERS, BY TYPES OF OPERATION [1]

[Expressed in thousands of dollars]

TYPE OF OPERATION	Total sales, all establishments	SALES TO— Retailers	Household consumers	Industrial users [2]	Wholesalers, including export intermediaries	Buyers in foreign countries
United States total	**$55,265,640**	**$22,834,849**	**$1,229,638**	**$16,840,241**	**$12,435,851**	**$1,925,061**
[illegible]	23,641,924	13,925,993	149,197	5,520,494	2,742,463	945,677
[illegible]	[illegible]	3,185,664	44,235	3,061,041	2,167,500	88,470
[illegible]	[illegible]	608,304	9,329	3,036,841	931,173	93,585
[illegible]	[illegible]	[illegible]	[illegible]	[illegible]	323,672	15,232
[illegible]	[illegible]	[illegible]	[illegible]	[illegible]	[illegible]	683,263
[illegible]	3,088,571	[illegible]	191,491	[illegible]	1,725,423	98,834

[illegible] [1] [illegible] from table P to sales for all establishments, including those [illegible] It was assumed that the equivalent of all sales of distributing terminals was to [illegible] sales to other classes of customers. Gross income and other turnover taxes are included.

[2] Sales of wholesale establishments to industrial users.

[3] Sales to buyers who purchase for business use rather than for resale purposes.

[4] Also figures in preceding columns.

A comparative summary of sales by classes of customers, 1939–35, is given in table R, by types of operation. Generally speaking, slightly larger portions of the 1939 sales were to industrial users and to other wholesalers, while the percentage of the total volume to retailers dropped off. Export sales for all types of operation save one—assemblers of farm products—were up slightly over 1935.

TABLE R.—COMPARATIVE SUMMARY OF SALES BY CLASSES OF CUSTOMERS, 1939 AND 1935, BY TYPES OF OPERATION

TYPE OF OPERATION	PERCENTAGE OF SALES TO— Retailers		Household consumers		Industrial users [2]		Other wholesalers [3]		Buyers in foreign countries	
	1939	1935	1939	1935	1939	1935	1939	1935	1939	1935
Service and limited-function wholesalers	58.9	59.2	1.9	1.9	[illegible]	24.9	11.6	10.2	4.0	3.8
Manufacturers' sales branches with stocks [4]	39.4	[illegible]	.5	.4	34.6	27.7	[illegible]	18.6	[illegible]	[illegible]
Manufacturers' sales offices without stocks	13.0	17.8	.2	.2	[illegible]	[illegible]	[illegible]	21.1	2.0	1.6
Agents and brokers	16.8	21.0	[illegible]	.1	[illegible]	[illegible]	[illegible]	39.4	6.1	4.6
Assemblers (mainly farm products)	[illegible]	12.7	6.2	4.1	[illegible]	[illegible]	[illegible]	[illegible]	3.2	3.7

[1] Sales of wholesale establishments, total.

[2] Sales to buyers who purchase for business use rather than for resale purposes.

[3] Including sales to export intermediaries.

Wholesale vs. retail sales.—It is noted that not all sales of wholesale establishments, as defined for census purposes, are to retailers for resale. In fact, of the total volume of $55,265,640,000 only about $23,000,000,000 was to retailers. When comparing this amount with the $42,041,790,000 of retail business as reported in the 1939 Census of Retail Trade, it should be remembered that retailers buy substantial amounts of goods direct from manufacturers, from farmers, and from other producers, as well as from wholesalers. Furthermore, as shown in table 7B, retailers' purchases from other retailers during 1939 amounted to $928,932,000. The difference between the $42,041,790,000 retail sales and the $23,000,000,000 sales by wholesale establishments to retailers should not be assumed to represent mark-up.

Table 7 analyzes sales by classes of customers. Data are presented by types of operation and, under each type group, by kinds of business. The size of sample for any classification may be determined by relating "total of sales analyzed," as given in column 3, to "total net sales" as given in the second column of the table.

Legal form of organization.—Table 9 analyzes wholesale trade by legal form of organization. It presents basic information on number of establishments, sales, expenses, personnel, pay roll, and stocks separately for individual proprietorships, partnerships, corporations, and "other" or miscellaneous forms. Corporate concerns operated one-half of the establishments and accounted for three-fourths of the sales of all wholesale trade in the United States in 1939. Of the 200,573 establishments, 97,503, or 48.6 percent, were operated by corporations. Sales of these 97,503 establishments amounted to $41,012,835,000, or 74.2 percent of the sales of all wholesale establishments in 1939.

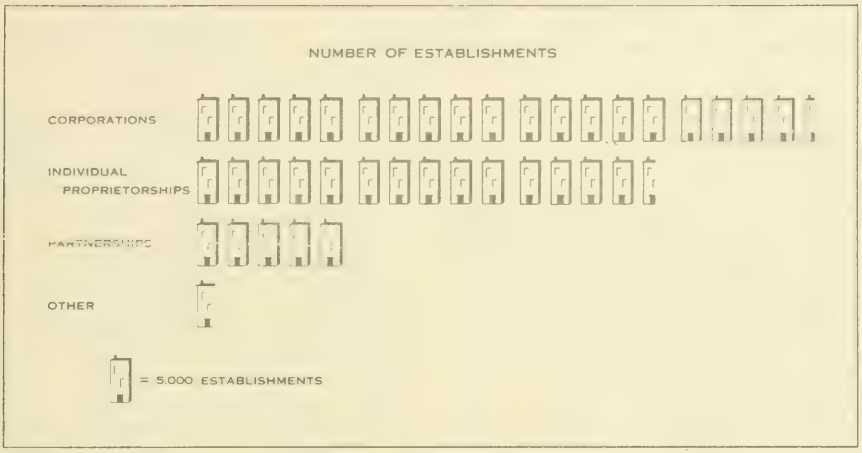
A total of 98,646 establishments were operated by unincorporated concerns, 73,247 of which were by individual proprietorships and 25,399 by partnerships. Sales of individual proprietorships amounted to $6,969,969,000, 12.6 percent of the total for all classifications, and to $5,984,541,000 for partnerships. Individual proprietorships and partnerships combined contributed 23.4 percent of all sales. In addition to corporations, individual proprietorships, and partnerships, a few other forms of organization such as common law trusts,

TABLE S.—LEGAL FORM OF ORGANIZATION

LEGAL FORM	Number of establishments	Net sales	Proprietors	Employees	Pay roll
United States total	**200,573**	**$55,265,640,000**	**133,698**	**1,561,918**	**$2,624,203,000**
Individual proprietorships	[illegible]	[illegible]	[illegible]	[illegible]	[illegible]
Partnerships	[illegible]	[illegible]	[illegible]	[illegible]	[illegible]
[illegible]	[illegible]	[illegible]	[illegible]	[illegible]	[illegible]

[illegible] mmission basis.

CHART XII. — LEGAL FORM OF ORGANIZATION



unincorporated cooperatives, cooperatives organized under special laws, and oriental mutuals are found in wholesale trade. Including a small number which failed to report their legal form, a total of 4,424 establishments are found in the "other" classification. Sales of this group amounted to $1,298,295,000 for the year 1939.

Negro proprietorships.—Twenty-six of the individual proprietorships and partnerships were operated by Negroes. Sales of these 26 establishments amounted to $1,131,000 during the year 1939. They provided employment for 29 active proprietors and firm members and for 66 employees on a salary or wage basis. Pay roll of the 66 employees amounted to $90,000 for the year.

Comparisons: 1939, 1935, and 1929.—Data on wholesale trade by legal form are also available for 1935 and 1929. As previously stated, the total number of wholesale establishments increased from 168,820 in 1929 to 200,573 in 1939, or 18.8 percent. Compared with the 18.8 percent increase for all establishments during the 10-year period, individual proprietorships increased 39.6 percent; partnerships 17.5 percent; and corporations 10.3 percent. The number of places of business operated as individual proprietorships increased at a much rapid rate during the 10-year period

than did other forms of organization, with the result that they accounted for 36.5 percent of all establishments in 1939, compared with only 31.1 percent in 1929. Corporations dropped in terms of the total number from 52.4 percent in 1929 to 48.6 percent in 1939.

Little change is noted in the relative portion of the total business done by the various forms of organization when 1939 is compared with 1929. Corporations increased slightly, from 7[illegible] percent to 74.2 percent during the 10-year period, and individual proprietorships from 11.1 percent to 12.6 percent. Partnerships, on the other hand, dropped from 12.1 percent of the total dollar volume in 1929 to 10.8 percent in 1939.

TABLE 7.—COMPARATIVE SUMMARY BY LEGAL FORM OF ORGANIZATION: 1939, 1935, AND 1929

Legal form	Establishments			Sales		
	1939	1935	1929	1939	1935	1929
United States total	[illegible]	[illegible]	[illegible]	[illegible]	[illegible]	[illegible]
[illegible]	[illegible]	[illegible]	[illegible]	[illegible]	4,774,205	7,468,577
Partnerships	[illegible]	[illegible]	21,612	[illegible]	4,134,639	[illegible]
[illegible]	[illegible]	[illegible]	[illegible]	[illegible]	32,986,801	[illegible]
[illegible]	4,424	[illegible]	[illegible]	1,298,295	[illegible]	[illegible]

[illegible]

Ownership study.—In table 10 wholesale trade is analyzed according to the number of establishments under one ownership. All ownerships are grouped into the following classifications: 1 wholesale establishment only; 2 wholesale establishments; 3–5; 6–9; 10–14; 15–24; 25–49; and 50 or more establishments under one ownership. For each group the number of establishments, sales, personnel, pay roll, and inventories are given.

Two-thirds or 136,887 of the 200,573 establishments in the United States in 1939 were owned by organizations, concerns, or individuals who had only one wholesale place of business. These 136,887 "independent" establishments reported sales totaling $28,766,974,000 during 1939 which was 52.1 percent of all wholesale trade for that year. They provided employment for 1,005,089 persons which was 59.3 percent of the total personnel of all wholesale establishments.

Operating 2 establishments each were 3,836 organizations or concerns with 7,672 places of business and $2,860,383,000 in sales. In the 3-5-establishment classification were 2,517 concerns with 8,985 places of business and $4,373,980,000 in sales. Thus organizations operating five establishments or less contributed almost two-thirds (65.1 percent) of all wholesale business during 1939.

On the other extreme, 113 organizations each operated 50 or more establishments—a total of 29,187 places of business. Sales of these 29,187 establishments amounted to $7,750,712,000, or 14.0 percent of the total. Likewise, 134 organizations each maintained 25–49 places of business or a total of 4,598. Sales of these organizations totaled $2,679,448,000.

CHART XIII.- ESTABLISHMENTS CLASSIFIED ACCORDING TO NUMBER UNDER ONE OWNERSHIP

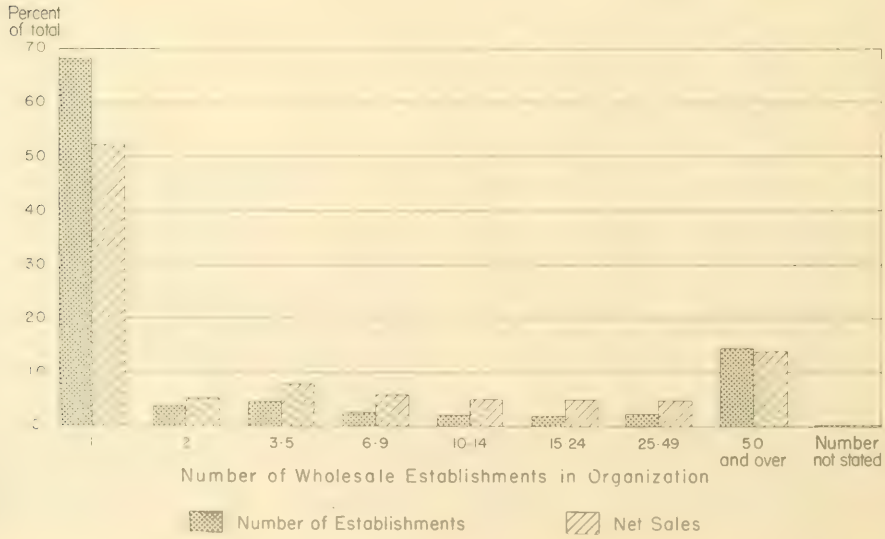


TABLE U. NUMBER OF ORGANIZATIONS, ESTABLISHMENTS AND SALES, BY OWNERSHIP GROUPS

NUMBER OF ESTABLISHMENTS IN ORGANIZATION	Number of organizations	Number of establishments	SALES, 1939	
			Amount	Percent of total
United States total	114,788	200,873	[illegible]	100.0
1 establishment only	[illegible]	[illegible]	[illegible]	52.1
2 establishments	[illegible]	[illegible]	2,860,383,000	[illegible]
3 establishments	2,517	[illegible]	[illegible]	7.9
6 establishments	[illegible]	[illegible]	[illegible]	[illegible]
10-14 establishments	352	3,985	[illegible]	5.0
15-24 establishments	[illegible]	[illegible]	[illegible]	5.0
25-49 establishments	124	4,508	2,679,448,000	13.8
50 and over	113	[illegible]	[illegible]	14.0
Not stated		150	39,862,000	[illegible]

Compared with 1935 and 1929.—Table V compares number of establishments and sales, 1939, 1935, and 1929, according to the number of wholesale places of business under one ownership. For convenience, sales are expressed as a percentage of the total for all establishments during each year. Due to differences in classification of ownership groups, it has been necessary to make some combinations in 1939 and 1935 figures for comparisons with 1929.

The number of establishments in all ownership groups increased between 1935 and 1939 except in the "50 and over" classification where there was a small drop, from 29,761 to 29,187. It is probable that 1935 figures for the 50-and-over group are somewhat inflated as all commission bulk stations in the petroleum trade were counted in this classification for that year. With some exceptions, the number by groups is also larger in 1939 than in 1929. Exceptions are noted in the middle groups, which may indicate a trend toward more establishments under one ownership. Independents, however, also increased in number from 108,866 in 1929 to 136,887 in 1939, a gain of 28,021.

TABLE V. ESTABLISHMENTS AND SALES BY OWNERSHIP GROUPS: 1939, 1935, AND 1929

NUMBER OF ESTABLISHMENTS IN ORGANIZATION	NUMBER OF ESTABLISHMENTS			SALES		
	1939	1935	1929	1939	1935	1929
United States total	[illegible]	[illegible]	[illegible]	100.0	100.0	100.0
[illegible]	[illegible]	[illegible]	[illegible]	[illegible]	[illegible]	[illegible]
[illegible]	[illegible]	[illegible]	6,[illegible]	[illegible]	[illegible]	[illegible]
[illegible]	[illegible]	[illegible]	9,191	[illegible]	[illegible]	[illegible]
[illegible]	[illegible]	[illegible]	[illegible]	[illegible]	[illegible]	17.6
[illegible]	4,062	[illegible]	[illegible]	[illegible]	[illegible]	
[illegible]	[illegible]	[illegible]	[illegible]	[illegible]	7.1	14.8
[illegible]	[illegible]	[illegible]	[illegible]	[illegible]	[illegible]	
Not stated	[illegible]	[illegible]	[illegible]	.1	[illegible]	[illegible]

[illegible]

Independents—one ownership, one establishment—accounted for almost exactly the same portion of total sales during each of the 3 years, 52.0 percent in 1929, 52.2 percent in 1935, and 52.1 percent in 1939. On the other hand, organizations operating 25 or more wholesale establishments increased their portion of total business from 14.8 percent in 1929 to 18.8 percent in 1939.

CHART XIV. — AGE OF WHOLESALE ESTABLISHMENTS: 1939

Age of establishment and year acquired by present owner.—The questionnaire used in the 1939 Wholesale Census provided for reporting in connection with each place of business: (*a*) Date (year) of original establishment of the business in city of present (1939) location, and (*b*) date acquired by present (1939) owner. The results of these two inquiries are summarized in table 11. It is believed that, through lack of knowledge on the part of present owners of operations under predecessors, "year the business was established" and "year of establishment" err on the side of understatement. This belief is strengthened by the fact that in such a large number of cases—128,692 of the 200,573—"year of establishment" and "year acquired by present owner" were reported as the same. Furthermore, in 34,089 cases date of establishment was not given.

Of the 200,573 wholesale establishments in the United States in 1939, 4,902 started operations prior to 1890; hence they were at least 50 years old. An additional 12,847 were established in the 17-year period 1890–1906, and 17,014 more in the decade 1907–16. Thus a total of 34,763, or 17.3 percent, were established prior to the first World War. On the other extreme, 9,309 started in 1939; an equal number, 9,351, in 1938; and 17,075 in the 2-year period 1936–37; hence a total of 35,735 were not more than 4 years old.

Eliminating those that failed to report the year business was opened, it is found that one-half of all establishments, 48.4 percent, were not more than 10 years of age. Only 51.6 percent started operations prior to 1930.

TABLE W.—NUMBER OF ESTABLISHMENTS AND SALES—ESTABLISHMENTS CLASSIFIED ACCORDING TO THE YEAR BUSINESS STARTED

Year business was established	Number of establishments	Average number started per year	Sales, 1939	
			Total	Average per establishment
United States total	200,573		$[illegible] 640,000	$375,539
1939	[illegible]		719,390,000	
[illegible]	[illegible]	9,351	1,121,[illegible]	119,911
[illegible]	17,075	[illegible]	793,000	134,[illegible]
[illegible]	[illegible]	[illegible]	[illegible]	176,613
[illegible]	27,911	[illegible]	730,000	[illegible]
[illegible]	[illegible]	4,331	[illegible]	[illegible]
[illegible]	[illegible]	[illegible]	[illegible]	370,765
[illegible]	17,014	1,701	944,000	[illegible]
[illegible]	[illegible]	[illegible]	[illegible]	[illegible]
[illegible]	4,902		[illegible]	793,613
[illegible]	[illegible]		[illegible]	[illegible]

As a rule, the older the establishment the more business it did during 1939. Average sales during 1939 of those more than 50 years old amounted to $793,613. From the oldest the average decreased consistently with the drop in age to $119,911 for those starting in 1938.

Long established businesses pay their employees more on the average than do newer ones. Average 1939 pay roll per employee of businesses that started prior to 1890 amounted to $1,816. From this figure as a high, it decreased consistently to a low of $1,377 for establishments that began operations in 1938. Pay roll per dollar of sales was also highest, 6.3 percent, for the oldest establishments and decreased to 3.6 percent for those starting in 1939.

TABLE X.—NUMBER OF EMPLOYEES AND PAY ROLL—ESTABLISHMENTS CLASSIFIED ACCORDING TO YEAR BUSINESS STARTED

Year business was established	Number of employees, 1939	Pay roll, 1939		
		Amount	Average per employee	Pay roll per dollar of sales
United States total	1,561,948	[illegible]	$1,680	4.7
[illegible]	19,846	[illegible]	[illegible]	3.6
[illegible]	[illegible]	[illegible]	[illegible]	4.2
[illegible]	78,025	[illegible]	[illegible]	4.2
[illegible]	89,912	139,074,000	1,547	[illegible]
[illegible]	168,050	[illegible]	1,595	4.4
1920–29	[illegible]	[illegible]	1,706	4.7
[illegible]	[illegible]	149,803,000	[illegible]	5.2
[illegible]	[illegible]	[illegible]	1,707	[illegible]
1890–1906	[illegible]	323,932,000	[illegible]	5.3
[illegible]	[illegible]	[illegible]	1,816	[illegible]
[illegible]	208,249	368,448,000	1,769	[illegible]

Year acquired by present owner.—A total of 15,061 establishments were started or acquired by their present (1939) owners in 1939. Similarly, 14,280 were acquired in 1938 and 24,476 were taken over during the 2-year period 1936–37, or a total of 53,817—26.8 percent—came into the possession of their present owners within the past 4 years.

It is interesting to note that 1,217 places of business have remained continuously under the same ownership for over 50 years, and that an additional 7,805 were acquired prior to 1906. As was found to be true in connection with "age of business," large average annual sales per establishment are associated with long operation under the same ownership. Establishments acquired prior to 1890 by present owners did an average volume of over a million dollars in 1939. From this high, the average dropped rather consistently to $136,550 for establishments taken over in 1938.

TABLE Y.—NUMBER OF ESTABLISHMENTS AND SALES—ESTABLISHMENTS CLASSIFIED ACCORDING TO YEAR ACQUIRED BY PRESENT OWNER

Year acquired by present owner	Number of establishments	Average number per year	Sales, 1939	
			Total	Average per establishment
United States total	200,573		$[illegible] 640,000	$375,539
[illegible]	[illegible]	[illegible]	[illegible]	[illegible]
[illegible]	[illegible]	[illegible]	[illegible]	[illegible]
[illegible]	[illegible]	[illegible]	[illegible]	214,675
1934–35	[illegible]	[illegible]	[illegible]	[illegible]
1930–33	[illegible]	[illegible]	[illegible]	[illegible]
1920–29	[illegible]	[illegible]	[illegible]	[illegible]
[illegible]	[illegible]	[illegible]	[illegible]	357,715
[illegible]	[illegible]	1,457	[illegible]	[illegible]
[illegible]	[illegible]	[illegible]	[illegible]	[illegible]
[illegible]	1,217		[illegible]	[illegible]
[illegible]	15,166		[illegible]	457,823

CHAPTER III.—CLASSIFICATIONS—TYPE AND KIND

Classification by types of operation.—All wholesale establishments are classified by types of operation primarily on the basis of functions performed. Some wholesalers perform a variety of functions such as buying, assembling, sorting and grading, warehousing, selling, delivering from stock, and extending credit, while others perform one or, at the most, only a few of these services. Obviously, employment, pay roll, expenses, and other characteristics of the business vary with the functions performed. In attempting to classify or group types of wholesale establishments, several possibilities are encountered. They may be classified as follows:

1. According to the [illegible] title to the merchandise and operate as merchants and those [illegible] title.
2. According to the ownership of the establishment, in order to indicate single-unit establishments, branches, and chains.
3. On the basis of whether they emphasize the buying function [illegible] establishments and selling [illegible]
4. According to services rendered, indicating whether they rendered complete or limit[illegible]
5. According to the relationship of the wholesale establishment [illegible] of [illegible] houses; or to producers, as in the case of manufacturers' [illegible]
6. According to which [illegible] coverage.
7. According to whether [illegible] or domestic trade.

Any one of these classes may be further subdivided. Thus, it is possible to classify organizations engaged in domestic trade into buying organizations and selling organizations. Each of these may be classified in turn on the basis of title to the goods [illegible] show merchant and nonmerchant establishments, or on the basis of who owns the establishments [illegible] to determine whether they are integrated with manufacturers or other producers. Many business concerns do not conform to any given pattern, their functions overlapping in various classifications. At some points it has been necessary, for census purposes, to place them in one group or another on a more or less arbitrary basis. It should be emphasized, in this connection, that the entire business of an establishment is placed in one classification or another, according to major functions. In order to present statistics in a manner as to enable one to work out what is considered most essential, all wholesale establishments are grouped into six major type classifications, some of which are further subdivided as outlined below.

[illegible]
- [illegible]
- [illegible]
- [illegible]
- [illegible]
- Export [illegible]
- [illegible]
- [illegible]
- [illegible] brokers, [illegible] salesmen
- [illegible] jobbers.
- [illegible]
- Retailer-cooperative warehouses.

Manufacturers' sales branches

[illegible]

[illegible] terminals
- Independent bulk [illegible] commission stations.
- [illegible]
- [illegible]
- [illegible]

Agents and brokers:
- [illegible]
- [illegible] merchants.
- [illegible]
- Import agents.
- [illegible]
  - [illegible]
  - [illegible]
- [illegible]
- [illegible]

Assemblers (mainly farm products)
- Assemblers of farm products.
- [illegible]
- Cooperative marketing [illegible]
- Cooperative [illegible]
- [illegible]
- Country grain elevators [illegible]
- Packers and [illegible]

Types of operation defined.—*I. Service and limited-function wholesalers.*—This group includes wholesale establishments engaged primarily in the buying and selling of goods on their own account and which are largely independent in ownership. It consists of the following 10 types of operation:

a. Wholesale merchants.—Wholesalers of the conventional type who buy and sell in the domestic market and perform all of the principal wholesale functions. They are merchant middlemen who sell goods principally to retailers or to industrial, commercial, or professional users. They buy and sell merchandise on their own account, carry stocks, assemble in large lots and redistribute in smaller quantities, usually through salesmen; extend credit to customers and render advice to the trade. Wholesale merchants in the consumer-goods trades sell primarily to retailers, but in the industrial-goods field they sell chiefly to industrial users. This classification includes some establishments which are frequently classified as retailers such as industrial machinery dealers and equipment and supply houses.

[illegible] distinguish between [illegible] and wholesale [illegible] on the basis of the reports submitted to the census, the two forms are [illegible] synonymous. In many lines of trade the terms appear to be used interchangeably with preference given to the more descriptive term "distributor" or "wholesale merchant."

Establishments commonly referred to as "supply jobbers," who sell mainly or partly to wholesalers, and "semijobbers" or "subjobbers," who sell chiefly to retailers or industrial users but who make some sales to household or individual consumers are included in this classification.

Cooperative buying associations buying, storing, and distributing goods to farmer or to consumer cooperatives are included with wholesale merchants because their small number does not permit showing them separately. Retailer-cooperative warehouses, as described below, however, are set out as a separate classification. *Mail order* or *catalog wholesalers* who sell all or the bulk of their goods by mail are included here.

b. Voluntary group wholesalers are wholesale merchants sponsoring or affiliated with sponsors of voluntary organizations of independent retailers performing joint advertising and sales promotion activities. The term is limited here, for the most part, to joint merchandising groups in which the members are identified by a common name. All wholesalers sponsoring such groups are included regardless of the portion of their sales to retail members of the organization.

c. Converters (textile), as the term is used here, are merchant middlemen in the textile trade. In addition to carrying on the functions of *wholesale merchants*, converters also perform or have performed for them some of the functions of manufacturing in its final stages. The manufacturing functions, if any, are so insignificant in the case of converters included in the wholesale census, as compared with all of the other functions they perform, that they are regarded as wholesale middlemen. Converting plants engaged in finishing, dyeing, printing, etc., are included in the census of manufactures.

d. Export merchants are wholesale merchants selling in the foreign rather than the domestic market. Their sales may be largely to foreign importers, wholesale merchants, or industrial users.

e. Importers in the wholesale field are largely identified with wholesale merchants as far as functions are concerned. Their chief distinction lies in the source of purchases, which is primarily foreign. Furthermore, sales of importers may be made largely to wholesalers or to industrial users rather than direct to retailers.

f. Industrial distributors are distinguished from wholesale merchants by the fact that they handle a general line of industrial goods and sell largely to industrial users. For census purposes, the term is limited to establishments dealing in a more or less complete line of materials, equipment, and/or supplies for mines, factories, oil wells, public utilities, and similar industries. Establishments engaged primarily in selling machinery are not included in this classification. Among others, the following are included: Oil-well supply companies; mine and mill supply houses; and hardware, electrical, and plumbing establishments with important industrial departments.

g. Cash-and-carry wholesalers buy and sell merchandise in their own name, carry stocks, usually assemble in large quantities, and sell in small amounts to retailers and to other dealers who call for the goods at the wholesalers' place of business and pay cash for them. They are distinguished from wholesale merchants by the fact that they usually carry a limited line of products, mostly staples and fast-moving items, and do not generally extend credit to their customers, nor do they make deliveries. In the grocery trade, service wholesalers frequently operate cash-and-carry depots.

Retailer cooperatives and voluntary group wholesalers selling on a cash-and-carry basis are included in their respective classifications rather than here.

h. Drop shippers or desk jobbers are distinguished primarily by the fact that they take title to the goods they sell but they do not perform the warehouse or storage function as they do not handle the goods. Nor do they perform the delivery function, for orders solicited from trading establishments or industrial users are filled direct from the manufacturer or other source of supply to the drop shipper's customer. Under this classification are included only those establishments which operate predominately on a drop shipping basis.

i. Wagon distributors perform the wholesale functions of buying, selling, storing in a limited way, delivering, and occasionally extending credit to their customers. Their chief distinction from wholesale merchants lies in the following points:

(1) They combine the functions of salesmen with those of deliverymen. Usually no separate sales force is employed, the work of selling and delivering being carried out by salesmen-drivers.

(2) They normally carry a limited assortment of merchandise consisting of nationally advertised specialties and fast-moving items of a perishable or semiperishable nature.

(3) Their practice is to sell for cash and in the original package.

It should be noted that only those wagon distributors with recognizable places of business are included in the wholesale census.

j. Retailer-cooperative warehouses are wholesale establishments owned and operated cooperatively by groups of independent retailers buying collectively. The establishment functions as an incorporated wholesale company selling chiefly to members but occasionally doing some regular wholesale business. In addition to collective buying and performing other wholesale services, many retailer cooperatives have entered actively into collective selling and are giving increased attention to merchandising methods of their members. Buying groups without warehousing facilities are not included in this classification.

II. Manufacturers' sales branches (with stocks). Wholesale outlets owned and operated by manufacturers, apart from their plants, primarily for

the purpose of carrying stocks of, selling, and delivering their products are included in this classification. Sales of manufacturers' sales branches include bookings (sales for direct delivery from plant) as well as sales from stocks at the branches. Subsidiary sales corporations of manufacturers set up to do a regular wholesale business, selling primarily to retailers or to industrial users, are classified, for census purposes, as service or limited-function wholesalers rather than as manufacturers' sales branches.

III. Manufacturers' sales offices (without stocks).—This type of establishment is distinguished from the *manufacturers' sales branch* by the fact that sales offices do not include facilities for the physical storage, handling, and delivery of merchandise.

IV. Petroleum bulk stations and terminals.—These types of establishments are distinguished primarily by their physical characteristics for storing and distributing gasoline, oil, and other petroleum products. Distributors selling petroleum packaged goods, or in bulk from tank trucks, but without physical equipment common to these types of operation, are included under other classifications.

Bulk stations maintain storage facilities on railroad or other transportation lines and sell, usually from trucks, to retailers, commercial, and industrial users, and, in the agricultural areas, to farmers. Four subclassifications are defined as follows:

a. Independent bulk stations are single stations independently owned or lessee operated. Independent stations, as defined for census purposes, however, may be operated under the same ownership with filling stations. The term carries no implication as to whether the products sold are those of a so-called major oil company or of an independent refiner.

b. Commission stations are stations owned or leased by multi-unit concerns (concerns operating more than one bulk station) but whose operators have a proprietary interest in the business. Operators of these stations are paid commissions which include undetermined amounts to cover overhead and delivery costs as well as pay roll. Station personnel are considered as employees of the operator, rather than of the owner of the bulk plant.

c. Salary stations are owned and operated by multi-unit concerns, usually so-called major oil companies. All personnel of salary stations are considered as employees of the oil companies owning the plants.

d. Cooperative bulk stations are stations owned and operated by cooperative associations. Many of these stations sell substantial amounts to farmers.

e. Distributing terminals are places of business located at pipe line, water, and other transportation terminal points with special equipment for the transfer of petroleum products from one type of transportation to another. Only those terminals are included in the wholesale census that make a practice of selling petroleum products to other concerns, usually to distributors and large-scale users. Facilities used only in intra-company transfer of stocks are not considered as separate establishments for the purpose of the census of business.

V. Agents and brokers.—This type group includes, for census purposes, individuals or concerns having recognizable places of business and who are in business for themselves, negotiating purchases and/or sales in domestic or foreign trade, but who do not, as a rule, take title to the goods. Their chief additional function lies in furnishing marketing information. They may represent a single client or a group of clients, either buyers or sellers, and they frequently specialize in the lines of merchandise handled. Their compensation is usually in the form of fees or commissions.

Net sales as shown for agents and brokers includes a certain amount of approximation, as many such establishments do not maintain records on the dollar volume of business. In such cases carefully prepared estimates were accepted.

a. Auction companies, as the term is used here, are concerns that sell by the auction method at wholesale. Sales are conducted under definite rules and are usually made to the highest or best bidder. These establishments provide places for public inspection and sale of merchandise consigned to them. Often, on their own responsibility, they extend credit to purchasers. Auction selling is most common in the marketing of leaf tobacco, livestock, fruits and vegetables, and other farm products, but occasionally is found in the furniture, house furnishings, general merchandise, and other trades. Auctioneers and so-called "community sales" are not included in the wholesale census.

b. Commodity and merchandise brokers are wholesale middlemen who negotiate transactions between buyers and sellers without having direct physical control of the goods and without taking title or assuming the risk of price fluctuations. They act as agents for their principals, who usually are producers or wholesalers although sometimes brokers represent retailers. Brokers may represent either buyers or sellers in a given transaction, or both. In certain fields they may concentrate largely on the buying of goods for their clients. In such cases, they are frequently designated as "buying brokers." They do not, as a rule, take title to the goods to which their negotiations apply, nor do they finance their clients. Their powers as to prices and terms of sale are usually limited by their principals.

Brokers are not bound to any set of clients but operate freely in the wholesale field. Their relations with any one client may not be continuous as they are in the case of selling agents or manufacturers' agents. Remuneration of brokers is in the form of commissions or fees, based upon the value of the goods or upon the physical quantity of merchandise involved in the transaction. In addition to negotiating purchases or

sales, their chief function consists of advising their clients as to market conditions, inasmuch as knowledge of market conditions and sources of supply and of outlets is their main stock in trade. Normally brokers do not handle the merchandise. In some trades it is difficult to distinguish brokers from selling agents and manufacturers' agents, the terms frequently being used to describe similar methods of operation.

c. Commission merchants handle commodities consigned to them on a commission basis. As commission merchants they do not take title to the goods they sell for their clients. It is their practice, when the needs require it, to maintain places of business suitable for the handling, conditioning, warehousing, and selling of merchandise. In some lines of trade commission merchants or commission houses act principally as shippers' agents, but in most lines of business they combine some merchant business with commission dealings. Those selling principally on a consignment basis are included here, whereas those dealing principally on a commission basis but doing some consignment business are classed as service or limited-function wholesalers.

This classification also includes *factors* who specialize in the raw cotton trade since their operations are similar to commission merchants. Factors are located, as a rule, in central markets and receive the cotton on consignment from the producing areas. Their work consists of advancing funds to shippers, who may be growers; in warehousing and storing the goods; in grading; and finally, in selling.

d. Export agents are functional middlemen who specialize in the purchase of goods for, or sale of goods to, foreign buyers. Included in this classification are export commission houses, export agents, and export brokers.

e. Import agents include commission merchants, manufacturers' agents, and selling agents who represent foreign sellers in the domestic market. In addition to negotiating sales, they usually attend to customs formalities.

f. Manufacturers' agents sell part of the output of certain manufacturers on an extended contractual basis. They are limited with respect to territorial operations and as to prices and terms of sale. Their principal duty is selling, although some of them warehouse goods from which deliveries are made. A segregation is made, for census purposes, between those carrying stocks and those without warehousing facilities. Manufacturers' agents, as the term is used in the census, are in business for themselves—not employees of any one company—are paid on a commission basis, and usually represent two or more producers whose goods are noncompeting in nature.

g. Selling agents are independent business entrepreneurs operating on a commission basis, whose principal function is to sell the output of a given line of goods for one or more manufacturers with whom they maintain continuous contractual relationships. Selling agents differ from manufacturers' agents in the following respects: (1) They normally handle the output of one or more products of the clients they serve; (2) they are less limited in sales territory; (3) they have considerable latitude with regard to prices, terms, etc., whereas the authority of the manufacturers' agent is limited; and (4) they frequently finance their clients and offer assistance in connection with the advertising and other sales-promotion activities. When making comparisons with previous censuses, it is suggested that manufacturers' agents and selling agents be combined.

h. Other agents include purchasing agents, resident buyers, and cooperative buying offices.

Purchasing agents, frequently referred to in some trades as syndicate buyers, are independent middlemen buying merchandise for their clients. The chief functions of those included in this classification are to buy merchandise for their clients and to supply them with market information. They are to be distinguished from so-called *purchasing agents* employed in manufacturing plants who are not in business for themselves but work for a single employer. They frequently combine orders from a number of relatively small wholesalers or retailers and buy on a larger scale than would be possible for the individual concerns whom they represent.

Resident buyers are purchasing agents operating primarily in the dry goods trade. They are located in central markets and are in close contact with manufacturers in these markets and with wholesalers and retailers at outlying points. Normally they represent the interests of buyers although they may also occasionally represent sellers.

VI. Assemblers (mainly farm products).—This type group includes establishments engaged primarily in the purchase, or assembly for sale, of farm products or fish and sea food at local producing points or in the cities of producing regions. Assemblers, as the term is used here, purchase direct from farmers and fishermen or from other local dealers. The emphasis of such establishments is on the buying or assembling of merchandise in quantities for economical handling and shipping, usually direct to commission men, carlot wholesale merchants, or to industrial users.

This group includes individuals, firms, and cooperative associations doing business on their own account, that is, outright purchasing and selling, and those operating on a salary or commission basis for some central organization. The chief distinction between some of the types, as their names indicate, rests upon the commodities which they handle rather than functions performed.

a. Assemblers of farm products are independent buyers of agricultural commodities who forward or consign the goods purchased by them to wholesale receivers or distributors in another and usually a larger market or to manufacturers or processors. Some of the larger han-

dlers of agricultural commodities also maintain assembling facilities at points of concentration in producing regions. Also, larger independent concerns often maintain offices at a central point and frequently have a group, line, or chain of buying stations.

Large quantities of agricultural commodities are purchased by local storekeepers or others chiefly engaged in some other business. These purchases are included with the business of the establishments, which may be classified as retail stores, service shops, or other businesses according to their major operations, and not here.

b. Commission buyers operate very much as assemblers except that they are engaged as agents in the buying of agricultural products for others, rather than dealing on their own account.

c. Cooperative marketing associations are associations formed largely by farmers for the purpose of disposing of their products at the most advantageous prices for the mutual benefit of the members. In addition to actual selling of the products, they often grade, pack, store, and in some cases advertise the commodities they handle. They may also buy for their members various supplies such as feed, seed, fertilizer, and fuel.

The term "cooperative marketing association" includes local cooperatives, both those disposing of their products direct and those marketing through a central association or agency. Cooperative cream stations or cooperative elevators are covered under their respective designations and not here. Farmers' cooperatives engaged primarily in buying for members are included in the retail census.

It should be pointed out that the decision as to whether an organization is or is not cooperative in character is based in general on the information in the schedule as submitted.

d. Cooperative sales agencies include both the sales agencies and the central marketing associations set up by agricultural cooperatives to facilitate the sale of products of members. Regional associations of federated cooperatives organized on a local, regional, State, or national basis are included here as well as the national selling agency. Thus it will be seen that there is some duplication in sales as reported by sales agencies and those reported by cooperative marketing associations, the sales agency representing, in a sense, the second or third level of selling.

e. Cream stations include collecting stations or depots located in fluid milk producing regions, stations open to buy fluid cream or milk. They may be maintained by city milk distributors, by creamery companies, by cooperative milk associations, or by independent firms. Some cream station operators devote their full time to purchasing and shipping milk and cream. In other cases they also purchase eggs, poultry, and other farm products. The majority of cream stations, however, are operated in conjunction with other business [illegible] retail stores, service shops, elevators, etc. Unless the business as a cream station predominates, the establishment is not included in this classification.

f. Country grain elevators include independent, line, and cooperative concerns purchasing and handling grain through properties commonly referred to as "elevators." Business concerns in producing areas, buying and selling grain, who do not [illegible] properties commonly known as "elevators" are classified, for census purposes, as assemblers. Terminal elevators in central markets engaged primarily in selling grain are considered, for census purposes, as wholesale merchant[illegible]

Independent elevators are as a rule local, [illegible] purposes, the term is limited to a single elevator under one ownership.

Line elevators are [illegible] more elevators under one ownership [illegible] as reported to the census. Strictly speaking, the term "line elevator" should [illegible] tions are directed from a central point, as it is conceivable that an independent elevator [illegible] cases of which [illegible] vator. For census purposes, however, it is necessary to classify any group of two or more elevators under the same ownership, except those [illegible] classification; hence, elevators of such companies are designated as *line elevators*. Two or more elevators operated by a cooperative association are [illegible] here. Many *line elevators* are owned by milling concerns which buy grain [illegible] purchase the grain through the elevators but which sell only from central points. For elevators performing the buying but not the selling function, "sales," as reported to the census, represent the value of the grain purchased.

Cooperative elevators may be either independent or line since some farmers' [illegible] elevators. [illegible] elevators operated by cooperative associations.

g. Packers and shippers.—Production-point assembling, packing, and shipping of fruits and vegetables and of sea foods. Operators who do some growing but who perform primarily a commercial business for their neighbors or other producers are included. The census of business, however, excludes packing houses operated as integral parts of farms. Commercial and cooperative packing houses packing and shipping sea foods are included [illegible] by fishermen [illegible] and marketing their own catch are excluded.

As an aid to a comparative study by types of operation, 1939 type classifications together with their 1935 and 1929 equivalents are given in the accompanying tabulation.

Types of Operation: 1939, 1935, and 1929

1939	1935	1929
I. [illegible]	Full-service and limited-function wholesalers:	Wholesalers only:
[illegible]	[illegible]	Wholesale merchants (in part).
	Mail-order wholesalers.	Mail-order wholesalers.
		Warehouses (distributing).
		Supply and machinery distributors (in part).
(2) Voluntary group wholesalers.	Voluntary-group wholesalers.	Wholesale merchants (in part).
[illegible] (textile).	[illegible]rters.	Converters.
(4) Export merchants.	Exporters.	Exporters.
(5) Importers.	Importers.	Importers.
(6) Industrial distributors.	Industrial distributors.	Supply and machinery distributors (in part).
(7) Cash-and-carry [illegible]	Cash-and-carry wholesalers.	Cash-and-carry wholesalers.
(8) Drop shippers or desk jobbers.	Drop shippers or desk jobbers.	Drop shippers or desk jobbers.
(9) Wagon distributors.	Wagon distributors.	Wagon distributors.
(10) Retailer-cooperative warehouses.	Retailer-cooperative warehouses.	Wholesale merchants (in part).
II. Manufacturers' sales branches (with stocks).	Manufacturers' sales branches (with stocks).	Manufacturers' sales branches (in part).
III. Manufacturers' sales offices (without stocks).	Manufacturers' sales offices (without stocks).	Manufacturers' sales branches (in part).
IV. Petroleum bulk stations and terminals.	Bulk tank stations (petroleum).	Bulk tank stations.
V. Agents and brokers:	Agents and brokers (functional middlemen):	Agents and brokers:
(1) Auction companies.	Auction companies.	Auction companies.
(2) Brokers (merchandise).	Brokers.	Brokers.
(3) Commission merchants.	Commission merchants.	Commission merchants.
(4) Export agents.	Export agents.	Export agents.
(5) Import agents.	Import agents.	Import agents.
(6) Manufacturers' agents.	Manufacturers' agents.	Manufacturers' agents.
(7) Selling agents.	Selling agents.	Selling agents.
(8) Other agents.	Other agents.	Purchasing agents and resident buyers.
VI. Assemblers (mainly farm products):	Assemblers:	Assemblers and country buyers:
(1) Assemblers of farm products.	Country buyers of farm products (in part).	Assemblers.
(2) Commission buyers.	Country buyers of farm products (in part).	Country buyers on salary or commission.
(3) Cooperative marketing associations.	Cooperative marketing associations (in part).	Cooperative marketing associations.
(4) Cooperative sales agencies.	Cooperative marketing associations (in part).	Cooperative sales agencies.
(5) Cream stations.	Cream stations.	Cream stations.
		Milk stations.
(6) Country grain elevators—independent, line, cooperative.	Elevators (grain).	Elevators—independent, line.
(7) Packers and shippers.	Packers and shippers.	Packers and shippers.

Classification by kinds of business.—In addition to type of operation, each wholesale establishment is classified by kind of business according to lines of merchandise handled or trade designation. The kind-of-business classification of an establishment, as in the case of type of operation, is based chiefly on the information contained in the 1939 census report, although for concerns that also submitted returns to previous censuses, the 1935 classification was readily available as an aid in doubtful cases. Specifically, the 1939 schedule forms provided for self-designation of kind of business—the "designation by which the establishment is known to the trade or public." As a further aid to classification, three of the four schedules used in the canvass called for an analysis of sales by commodities or lines of merchandise.

Establishments are classified as a whole on the basis of their primary business. It is recognized that the lines of merchandise or commodities handled by many wholesalers overlap two or more classifications—drug wholesalers frequently sell liquor, tobacco, confectionery, etc.; grocery wholesalers may also sell wines, liquors, and tobacco; or hardware wholesalers may sell automotive supplies, electrical goods, plumbing and heating supplies, and other industrial goods. It has been necessary in most cases, however, to assign an establishment to one classification only and to include the entire business of the establishment therein.

Guided largely by experience in previous censuses, all establishments have been divided into 28 kind-of-business groups. These groups comprise 172 minor or detailed classifications.

The various kinds of business, arranged as they appear in the tables—alphabetically for the most part—are described in the Appendixes. A conversion chart also appears in the Appendixes giving the 1935 and 1929 equivalents of the 1939 classifications.

CHAPTER IV.—DESCRIPTION OF TERMS

Number of establishments.—Wholesale establishments, as defined for census purposes, are places of business engaged primarily in selling or acting as agents in selling (or purchasing) goods in a wholesale manner. The place of business may be a store where goods are kept in stock for sale, a warehouse from which sales are made at wholesale, a sales or brokerage office, or a buying office (or part of an office that may be shared with others). The count includes all places of business recognizable as such to census enumerators and which are engaged primarily in selling goods or merchandise in a wholesale manner.

Selling in a wholesale manner or on a wholesale basis is selling primarily to retailers, institutions, industrial users, and to other wholesale organizations for resale, for further processing, or for business use rather than for personal or household consumption. Sales to retailers for resale constitute only about two-fifths of all wholesale trade as the field is outlined for census purposes.

As the canvass was conducted by means of personal contacts, peddlers and others selling at wholesale but without recognizable places of business are not included here. Wholesaler-retailers are included in the retail census if more than one-half of their sales are at retail to consumers. They are classified in the wholesale census, however, if more than one-half of their sales are made in a wholesale manner. Each wholesale establishment of a multi-unit or chain organization is counted separately. All establishments canvassed in 1940 that were in existence in 1939, even though their operations may have extended over but a portion of the year, are included.

Sales terms.—***Sales or net sales*** are derived by deducting from gross sales the value of goods returned by, and allowances made to, customers. Receipts from services and from other sources in the normal operation of the business are included as well as receipts from sales of merchandise. Also, for purposes of the wholesale census, all forms of sales taxes are included.

Some establishments included in the wholesale census, such as purchasing agents, syndicate buyers, grain elevators, and cream stations are engaged chiefly in buying or assembling goods for parent organizations or for clients, the selling phase being incidental or non-existent. Purchases are considered as equivalent to net sales for these classes of establishments.

Agents and brokers operating on a commission basis, but who kept no records of the dollar volume of business, were asked to submit carefully prepared estimates by computing net sales on the basis of average commission rates or fees charged. Where reporting brokers or agents failed to make these computations themselves, data on average commission rates charged by them during the year together with data on commissions earned were supplied to the wholesale census, where the computations were thus effected.

Sales by classes of customers.—Most establishments analyzed their business by classes of customers showing how much of their sales was to retailers, to household consumers, to industrial users, to other wholesale organizations, and how much was export business. In the petroleum trade the analysis was made on an ex-tax basis.

Sales to retailers.—Each establishment was requested to report separately its sales to retailers. For enumeration purposes the term "retailer" was used as described in the census of retail trade (See *Vol. I, Retail Trade: 1939*). "Sales to retailers" presumably exclude purchases made by retailers of such items as machines, fixtures, equipment, and supplies bought for use in the conduct of the business rather than for resale.

Sales to household consumers (at retail).—The amount shown under this classification represents retail business of wholesalers. Reporting concerns were instructed to include here sales to their own employees.

Sales to industrial users.—These are sales made by wholesale establishments to manufacturers, mines, railroads, oil wells, public utilities, institutions, and the like. They represent goods bought for business use such as machinery, equipment, and supplies and raw materials, rather than goods bought for resale in the same form as purchased.

Sales to wholesalers.—Under this inquiry each establishment was asked to report its business with other wholesale organizations as defined above. The data under this heading represent duplication in wholesale trade, i. e., the extent to which goods are sold by one wholesale establishment to another.

Sales to export intermediaries represent sales of goods to establishments which in turn are engaged primarily in the exporting business.

Export sales to buyers in foreign countries.—As the term indicates, the amount represents sales to buyers who do not maintain established places of business in the United States. It represents the domestic value of goods exported by wholesale establishments, or purchased from them for export. Domestic organizations maintaining foreign branches were asked to report here the value of goods shipped to such branches.

Cash-credit terms.—Service and limited function wholesalers and also manufacturers' sales branches were asked to analyze their 1939 sales and to report cash and credit business separately.

Cash or "spot cash."—All sales on which customers paid cash at the time of purchase or on delivery of the merchandise, including c. o. d. business.

Credit sales.—Sales on which time elapsed between date of sale and date of payment, or all [illegible] strictly cash sales. Credit sales are classified in table 6A on the basis of time extension into 10 days or less, 11–30 days, and more than 30 days.

Commodity sales (table 8).—All questionnaires used in the 1939 Wholesale Census except Form 33 provided for reporting sales by commodities or lines of merchandise. For a complete list of commodities see explanation of table 8, chapter V.

Commodity coverage.—Not all wholesale establishments supplied information on sales by commodities. Had all reports been broken down on this basis "sales analyzed by commodities" and "total net sales" would have been the same and "commodity coverage" would have been 100 percent. Since the records of some establishments were such that no break-down could be obtained, total "commodity sales" for any trade is usually less than total net sales for the same classification. The term "commodity coverage" is used in the census to express the degree of completeness of the commodity analysis, or what might be referred to as the size of the sample. Commodity coverage is the ratio of sales made by the establishments reporting commodity figures to the total sales of all establishments for the same classification.

Sales tax. As used in connection with table 7A, the term represents the amount of local, State, or Federal taxes which were collected from customers, over and above the selling price of the reporting establishment, and paid directly to the governmental taxing agency.

Sales- or business-size groups.—In table 4 wholesale merchants and, for the trades in which they appear, industrial distributors are analyzed by size based on 1939 sales. In classifying the establishments according to volume of business, nine sales-size groups were used, as follows:

Group number	Sales
I	$2,000,000 and over.
II	$1,000,000–$1,999,999.
III	$500,000–$999,999.
IV	$300,000–$499,999.
V	$200,000–$299,999.
VI	$100,000–$199,999.
VII	$50,000–$99,999.
VIII	$[illegible]
IX	Under $[illegible]

Employment and pay-roll terms—***Active proprietors of unincorporated businesses.***—The number of active proprietors includes [illegible] unincorporated businesses devoting the major portion of their time to the operation of the business. Artificial [illegible] They are actively engaged in the business [illegible] is not included in the count of employees [illegible] compensation, if any, included in pay roll. Executives and salaried officers of corporations are classified as employees [illegible]

Number of employees.—This term represents the average number of full-time and part-time paid employees of wholesale establishments, including executives and salaried corporation officers. The average for the year is obtained by totaling the number reported monthly (for the pay-roll period ended nearest the 15th of each month) and dividing the [illegible] by 12. Active proprietors and firm members of unincorporated businesses are not included in the count of employees.

Employees by sex.—The number of employees as of October were reported by sex. For purposes of presenting the results, the percent female as of October was applied to the average number for the year, thus obtaining the number of males and females as shown in table 2.

Full-time and part-time employees.—For purposes of this inquiry, respondents were instructed to report as "full-time employees" those who worked or were paid for the full number of hours of the workweek. All others were to be considered as part-time employees. There is some overlapping in the two classifications due to a lack of common usage of the terms. The term "part-time employee" frequently is used, particularly in the seasonal trades, with reference to persons engaged for a short period of time although while employed they may work the full number of hours per week. Except for the farm products trade, it is believed that the amount of overlapping represents but a small portion of the total.

Employment and pay roll by occupational groups.—To provide a better understanding of employment and pay roll of wholesale establishments, each respondent was asked to classify his employees by occupational groups on the basis of functions performed, and to report the number of full-time and part-time separately, together with their respective pay rolls for a typical week. The week ended October 21, 1939, was selected as fairly representative for wholesale trade. Operators of seasonal businesses, however, were instructed to report one week of seasonal employment during their active season. Upon tabulation, examining the returns that most seasonal businesses reported their week of maximum or near maximum employment; hence the total number of employees as shown in any classification for the week may exceed the average number of employees for the year. The fact that the suggested week was in October, a month of much employment, also tends to increase the number for the week over that for the year.

A [illegible] performs a variety of functions and [illegible] that one occupational

group, the respondent was instructed to classify him on the basis of the function requiring the major portion of his time during the week and to count him under one classification only. The entire pay roll of such employee was reported under the one classification, and not prorated.

Executives and salaried corporation officers.—This group includes two general types of employees: (*a*) Salaried officers of corporations such as president, vice president, secretary, and treasurer of the corporation, the general auditor, and other persons appointed by the board of directors; and (*b*) hired executives such as [illegible] managers, sales managers, credit managers, and others devoting the major portion of their time to responsible administrative and supervisory duties.

Office and clerical employees.—Stenographers, office secretaries, bookkeepers, accountants, clerks, and other so-called white-collar workers except salespeople and warehouse and shipping clerks.

Inside selling employees.—House salesmen and others devoting all or the major portion of their time inside the establishment, meeting prospective customers and making sales, including sales by telephone and mail.

Outside selling employees.—Traveling or road and specialty salesmen operating from the establishment as headquarters and who spend a large portion of their time outside the establishment. Commission as well as salaried salesmen are included. Manufacturers' agents and combination salesmen or other sales representatives in business for themselves, however, are excluded.

Salesmen.—This term is used with reference to petroleum bulk stations and terminals only. It embraces both inside and outside salesmen.

Buying and selling employees.—This term is used with reference to agents and brokers and also to assemblers of farm products to include all employees engaged primarily in buying or selling, except salaried corporation officers and executives or managers.

Warehouse employees.—Persons engaged at the warehouse or in the storeroom, such as warehouse supervisors, shipping clerks, stockmen, packers, loaders, etc. Employees handling goods requiring only yard or outside storage are classified as "other" rather than "warehouse." Employees of agents and brokers and of assemblers of farm products who may be engaged at warehouses are classified as "other."

Truck operators and chauffeurs.—This classification includes employees of petroleum bulk stations and terminals engaged principally in delivering gasoline and other petroleum products from tank trucks.

Other employees.—In general, two types of employees are included under this classification: (*a*) Those performing duties such that they could not properly be classified elsewhere (maintenance employees, charwomen, elevator operators, truck drivers, yard employees, salvage workers, [illegible] employees, etc.) and (*b*) those performing functions falling within two or more of the classifications described above, no one of which dominated. The latter is particularly true of smaller houses where employees divide their time among several activities.

Pay roll.—Total compensation (salaries, wages, bonuses, and commissions before deductions for Social Security, insurance, dues, etc.) of all employees on a salary or wage basis. Compensation of executives and of salaried corporation officers is included but not withdrawals of proprietor-owners of unincorporated businesses.

Part-time pay roll.—The compensation of part-time employees as defined above.

Expense terms—***Operating expenses.***—Total operating expenses, sometimes referred to as "overhead expenses," include all expenses incurred during 1939 by reporting establishments. It covers pay roll as well as other expenses in the normal operation of the business, but not the cost of merchandise sold nor does it include compensation of owners of unincorporated businesses. Total expenses are subdivided into administrative, selling, delivery, warehouse, occupancy, and "other" expenses.

Administrative expenses.—This classification includes the general administrative expenses not chargeable directly to any one division. In general, it includes executives' and officers' salaries and expenses; office salaries; superintendency; office supplies and stationery; postage, telephone, and telegraph; professional services (legal and auditing); taxes (local and State), except income and sales taxes; depreciation on furniture and fixtures; dues, subscriptions, and donations; collection expenses; etc.

Selling expenses.—Direct expenses incurred in selling the merchandise are included here. Provision was made for showing delivery expenses, as defined below, separately. Selling expenses include such items as salesmen's salaries, commissions, and bonuses; salesmen's traveling expenses; advertising; and insurance and depreciation on salesmen's automobiles.

Delivery expenses.—Delivery expenses include costs incurred by the reporting establishments in transferring the merchandise from the warehouse or other place of storage to the customer, such as outward freight, express, parcel post, trucking, and insurance on merchandise being delivered.

Warehouse expenses.—Here are included the costs of operating the warehouse or stockroom, such as salaries of warehouse employees, boxing and packing costs, etc.

Occupancy expenses.—This group includes all expenses arising from the use and maintenance of the premises and the store buildings, fixtures, and equipment. It includes maintenance labor, heating, light, power, and water. Where the premises are not owned, rent is included. Respondents owning the premises which they occupied were instructed to include such items as build-

ing repairs and supplies, insurance and taxes on building, and depreciation on building. No establishment was included in the analysis of operating expenses unless an amount appeared under this inquiry.

The proper distinction between warehouse and occupancy expenses was difficult to make in many cases. Particularly was this true where all the activities were housed in one building and where it was necessary to allocate expenses. Also, the question of yard storage was somewhat confusing, as some respondents included such costs under war h[illegible] expenses while others considered them as "occupancy." For most kinds of business, however, the amount of overlapping represents but a minor portion of the total for either classification.

Other expenses.—Included here are those operating expenses not classified above, such as interest on bank loans, losses from bad debts, etc.

Miscellaneous terms—***Stocks on hand, end of year.***—The inventory value, at cost, of merchandise on hand, for sale at the end of the year or nearest inventory date. The amount includes the value of goods owned and out on consignment but *not* goods of others held on consignment. Inventory figures are given for the end of the year only in table 1, while table 6B presents data for both beginning and end of year.

Receivables. Notes and accounts from trade customers arising from the sale of merchandise and carried on the books of the establishment, even though they may have been pledged as collateral for loans. Notes and accounts sold to finance companies or to banks are not included even though sold "with recourse." Data on receivables are presented in table 6B as of December 31, 1938, and December 31, 1939.

Ownership groups.—This term is used to refer to the number of wholesale establishments under one ownership. In table [illegible] all establishments are classified by ownership groups as follows:

1 establishment only.	15–24 establishments.
2 establishments.	25–49 establishments.
3–5 establishments.	50 and over.
6–9 establishments.	Not stated.
10–14 establishments.	

Disclosure of individual operations.—The Census Bureau does not publish statistics which might disclose data for individual establishments or ownership groups. To prevent disclosure it has been necessary to withhold information in many instances. In some cases an "X" is substituted for the amount withheld, while in others the data which could not be shown separately are combined with an indefinite "all other" classification. In general, figures are not given separately for fewer than three establishments or ownership groups.

CHAPTER V.—EXPLANATION OF TABLES

A brief explanation of each of the tables in this volume is given in this chapter. These tables are similar in content and number to corresponding tables in the State and subject reports and releases on wholesale trade.

Table 1—Sales, expenses, personnel, pay roll, and stocks. Types of operation by kinds of business.—In addition to the United States summary, this table is presented for each State, for the District of Columbia, and for each of the 27 leading wholesale trade centers in the United States. A separate report has been issued for each State and for the District of Columbia. The basic data on number of establishments, sales, expenses, personnel, pay roll, and stocks are presented first by types of operation in detail, followed by each of the six major type groups by kinds of business. In the State tables kind-of-business information is restricted to 28 major groups, whereas for the 27 cities and for the District of Columbia it is shown in as much detail as possible without disclosure of individual operations.

The 27 leading wholesale trade centers selected on the basis of their 1935 net sales are arranged alphabetically below:

Atlanta.	Memphis.
Baltimore.	Milwaukee.
Boston.	Minneapolis and St. Paul (combined).
Buffalo.	Newark.
Chicago.	New Orleans.
Cincinnati.	New York.
Cleveland.	Omaha.
Dallas.	Philadelphia.
Denver.	Pittsburgh.
Detroit.	Portland, Oreg.
Houston.	St. Louis.
Indianapolis.	San Francisco.
Kansas City, Mo.	Seattle.
Los Angeles.	

Tabulations for these cities appear in their respective State reports, as well as in this volume.

Table 1A.—This table, which is given only for the United States as a whole, presents the basic data on number of establishments, sales, personnel, and pay roll, by kinds of business, for each of 28 detailed types of operation. (Manufacturers' sales branches, with stocks; manufacturers' sales offices, without stocks; and petroleum bulk stations and terminals are analyzed in detail in table 1.)

Table 2—Monthly employment and sex of employees.—This table presents data on the number of active proprietors and firm members of unincorporated businesses, the number of male and female employees, and the number of employees monthly, together with the average for the year. Active proprietors and firm members of unincorporated businesses are not counted as employees. They are shown in this table in order to provide a more complete picture of personnel of wholesale establishments. In a separate report entitled *Employment by Months and Employment and Pay Roll for 1 Week*, as well as in this volume, table 2 is presented for States, the District of Columbia, and for the 13 cities having more than 500,000 population in 1940. Data for States and cities are shown by 28 kind-of-business groups, all types of operation combined, while for the country as a whole they are given for each type of operation, following which, type-of-operation groups are analyzed by kinds of business in detail. Statistics contained in this table provide a measure of the seasonal variation in employment of wholesale establishments for the year 1939.

Table 3—Analysis of employment and pay roll by occupational groups.—Each wholesale establishment was asked to report the actual employment and pay roll for the week ended October 21, 1939, or, in the case of highly seasonal businesses, for a week of normal employment during the active season. Respondents were requested to classify all employees during the week by occupational groups as executives, office and clerical employees, salesmen, warehousemen, etc. and to report the number and pay roll for the week, full-time and part-time separately, for each classification. Results of this inquiry are presented in table 3. Establishments having no paid employees and those not reporting the analysis for 1 week are not included.

This table, also included in the subject report entitled *Employment by Months and Employment and Pay Roll for 1 Week* is presented in summary for the United States, for geographic divisions, and for cities having a population of more than 500,000 in 1940. The District of Columbia, included in the South Atlantic Division, is also presented separately.

In the summary tabulation for the country as a whole, the analysis for 1 week is given first by detailed types of operation, followed by each of the six major type groups by kinds of business. For geographic divisions and cities, occupational group data are presented for each major type group by kinds of business. Occupational classifications are shown for each major type group as follows:

Service and Limited-Function Wholesalers and Manufacturers' Sales Branches (with stocks):
- Executives and salaried corporation officers.
- Office and clerical employees.
- Inside selling employees.
- Outside selling employees.
- Warehouse employees.
- All other.

Manufacturers' Sales Offices (without stocks):
- Executives and salaried corporation officers.
- Office and clerical employees.
- Inside selling employees.
- Outside selling employees.
- All other.

Petroleum Bulk Tank Stations and Terminals:
- Executives and salaried corporation officers.
- Office and clerical employees.
- Salesmen.
- Truck operators and chauffeurs.
- All other.

Agents and Brokers and Assemblers:
- Executives and salaried corporation officers.
- Office and clerical employees.
- Buying and selling employees.
- All other.

Table 4—Business size.—Wholesale merchants and, for the trades in which they appear, industrial distributors are classified by size—based upon 1939 sales—in table 4. A maximum of nine sales-size groups, as outlined below, are used in presenting the results:

Group number:	*Business-size group*
I	$2,000,000 and over.
II	$1,000,000–$1,999,999.
III	$500,000–$999,999.
IV	$300,000–$499,999.
V	$200,000–$299,999.
VI	$100,000–$199,999.
VII	$50,000–$99,999.
VIII	$10,000–$49,999.
IX	Under $10,000.

A size analysis is presented for each of the various kinds of business in which wholesale merchants and industrial distributors appear. For each size classification the number of establishments, sales, total operating expenses, personnel, and pay roll are given. To assist in the use of the data, operating expenses are also expressed as a percentage of net sales. In addition to appearing in this volume, size tabulations are given for each kind of business by geographic divisions in a report entitled *Business-Size Groups and an Analysis of Operating Expenses.* The number of size brackets used in presenting the results varies with the kind of business according to the number of establishments involved, the objective being to present as much information as possible without disclosing information for any individual concern.

Table 5—Analysis of operating expenses.—This table analyzes total expenses for the various kinds of business of wholesale merchants and industrial distributors by functional divisions. Each respondent whose sales for 1939 amounted to $100,000 or more was requested to analyze his expense accounts and to report administrative, selling, delivery, warehouse, occupancy, and "other" expenses separately. A number of houses whose sales exceeded $100,000 during the year were unable to classify their accounts into the six functional divisions; hence the number of establishments for which the analysis is given in table 5 is somewhat less than the total number for any classification. The table, therefore, presents the number, sales, and operating expense ratio of all establishments with sales of $100,000 or more in addition to the information for those reporting an analysis of expenses.

In general, establishments not reporting all six classes of expenses are omitted from the analysis. Exceptions to this rule were made for those not showing warehouse expenses in trades where yard storage is common, and for those not reporting delivery expenses. Concerns which owned their premises but which failed to report occupancy expenses somewhat comparable to rent are omitted from the table.

In addition to appearing in this volume, data are presented for each of the kinds of business by geographic divisions and for 14 cities in the subject report entitled *Business-Size Groups and an Analysis of Operating Expenses.* Operating expenses for some of the trades are analyzed in the summary tabulation by size groups as follows:

Group number:	*Business-size group*
I	$2,000,000 and over.
II	$1,000,000–$1,999,999.
III	$500,000–$999,999.
IV	$300,000–$499,999.
V	$200,000–$299,999.
VI	$100,000–$199,999.

For most trades it was necessary to restrict the amount of detail by size due to the limited number of establishments involved.

Table 6A—Cash-credit analysis of sales.—Sales of service and limited-function wholesalers and of manufacturers' sales branches are analyzed on a cash-credit basis in table 6A. As not all establishments analyzed their business on this basis, the first two columns of the table, taken from table 1, present number and sales for all establishments, including those not analyzed. A comparison of "total of sales analyzed," as given in the third column, with "net sales" in the second column of the table measures the size of the sample. Sales for each of the kinds of business of service and limited-function wholesalers and of manufacturers' sales branches are analyzed to show separately spot cash business, credit of 10 days or less, credit 11 to 30 days, and credit of more than 30 days. In addition to appearing in this volume, data are presented for geographic divisions and cities of more than 500,000 population in a subject report entitled *Cash-Credit Analysis of Sales and Receivables and Inventories.*

Table 6B—Accounts and notes receivable and stocks on hand, beginning and end of year.—As in table 6A, data are presented for service and limited-function wholesalers and for manufacturers' sales branches, by kinds of business. The information is given for geographic divisions and for 14 cities in the subject report entitled *Cash-Credit Analysis of Sales and Receivables and Inventories*, as well as in this volume.

Table 7—Distribution of sales, by classes of customers.—Sales of the various classes of wholesale establishments are analyzed in table 7 to show the portions that went to retailers, to household consumers, to industrial users, to other wholesalers, to export intermediaries, and to buyers in foreign countries (direct export business. Not all respondents reported their sales by classes of customers, partly because of inadequate records. In order to provide a measure of the sample studied, the first two columns of the table show the number and sales of all establishments, including those not analyzed. Statistics are presented for the country as a whole, each of the major type groups by kinds of business. A tabulation is also given for each of the cities of more than 500,000 population.

Table 7A—Sales taxes, and sales through agents, brokers, and commission merchants.—United States summary only: Data on sales taxes—local, State, or Federal taxes which were collected from customers over and above the selling price of the reporting establishment and paid by the reporting concern directly to governmental taxing agencies—and sales made through agents, brokers, and commission merchants are presented in table 7A for the country as a whole, type-of-operation groups by kinds of business. Petroleum bulk stations and distributing terminals were not requested to report separately, if any, their sales through agents and brokers.

Table 7B—Sales made by retailers to other retailers. This table, taken from the retail census, shows the value of merchandise sold by retailers to other retailers, or the extent to which retailers engage in semijobbing. Data are given for 12 kind-of-business classifications, by geographic divisions and States.

Table 8—Analysis of sales by commodities.—This table is in two general parts or sections: Table 8A, a summary for the United States, and table 8, geographic divisions and cities. These data also appear in a separate report entitled *Commodity Sales*.

The summary tabulation is presented by types of operation and kinds of business. In presentation, the type-of-operation classification appears in the heading of the table in bold type, while kind-of-business or trade-group classifications, also in bold type, are centered in the typing field. The detailed kinds of business under each group are given in the stub. Sales for the various kinds of business are analyzed by commodities in as much detail as possible, the commodities appearing in the stub underneath the kind of business to which they relate. The percentage of commodity coverage is given for each trade classification. Commodities are listed in the order in which they appear in the "Standard list of commodities." All major commodity items are numbered in the standard list and throughout the table they are identified accordingly in the "commodity number" column to the left of the stub. Commodities are listed in numerical sequence insofar as they are found in the trade or area. Detailed commodities under a commodity-group classification are not numbered. For any commodity under a kind of business the number of establishments handling it, together with total sales of such establishments and the sales of the particular commodity are given.

For convenience in using the table, two percentage columns are also given. The first (column headed "A") is obtained by dividing the sales of the commodity (column 3) by the sales of establishments selling that commodity (column 2). This percentage measures the importance of any commodity to the total sales of establishments handling it. It is unaffected by establishments not reporting sales of the particular item. The second percentage column, the one designated as "B," measures the importance of any commodity to the total sales for the kind-of-business classification. The figures were obtained by dividing sales of the commodity (column 3) by total sales (also column 3) for the kind of business in the area under consideration.

Commodity classifications.—A complete list of the commodities for which data are presented separately in table 8 is given below. The numbers which appear to the left of the commodity are used in the table for convenience in locating items.

STANDARD LIST OF COMMODITIES

00 Bakery products.
01 Beer and other malt liquors.
02 Butter and cheese.
03 Canned foods:
- Canned fruits.
- Canned vegetables.
- Canned fish and sea foods.
- Canned meats.
- Canned milk.
- Other canned foods.

04 Coffee:
- Green.
- Roasted.

05 Confectionery and ice cream:
- Candy.
- Chewing gum.
- Ice cream and ices.
- Other confectionery.

06 Dairy and poultry products (except butter and cheese):
- Eggs.
- Milk and cream, fluid.
- Poultry.
- Other.

07 Fish and sea foods (except canned):
- Fresh fish.
- Cured and processed fish.
- Frozen fish.
- Other sea foods.

08 Flour.
09 Fruits and vegetables, fresh:
- Fresh fruits.
- Fresh vegetables.

10 Fruits and vegetables, frozen.
11 Groceries (except as listed):
- Breakfast cereals.
- Extracts and spices.
- Lard substitutes and cooking fats.
- Nuts (all kinds).
- Butter substitutes.
- Pickles, preserves, and sauces.
- Rice, polished.
- Teas.
- Other.

12 Meats and meat products:
- Lard.
- Meats, fresh.
- Meats, cured or smoked.
- Other (including game).

13 Soft drinks.
14 Sugar.
15 Wines and liquors:
- Liquors.
- Wines.

16 Other food and related products.
17 Cotton, raw.
18 Feed:
- Hay, straw, and alfalfa.
- Mixed and other feeds.

19 Grain:
- Corn.
- Wheat.
- Other (except rice).

20 Hides, skins, and raw furs:
- Hides and skins.
- Raw furs.

21 Livestock:
- Cattle (including calves).
- Hogs.
- Horses and mules.
- Sheep and lambs.
- Other livestock.

22 Seeds.
23 Cut flowers and plants.
24 Leaf tobacco.
25 Wool, raw.
26 Other farm products—raw materials.
27 Clothing and furnishings, men's and boys':
- Hats and caps.
- Furnishings (except shoes).
- Suits and overcoats.
- Work clothing.

28 Clothing and accessories, women's and children's:
- Girls' wear.
- Infants' wear.
- Dresses (women's and misses').
- Hosiery (women's and misses').
- Millinery.
- Underwear, negligees, etc.
- Suits and coats (except fur).
- Other (except shoes and furs).

29 Furs and fur clothing.
30 Notions.
31 Piece goods:
- Cotton piece goods.
- Jute fabrics.
- Linens.
- Rayons.
- Silks and velvets.
- Woolens and worsteds.
- Domestics.
- Curtains, draperies, etc.
- Other piece and yard goods.

32 Shoes and other footwear:
- Men's and boys' leather.
- Men's and boys' rubber.
- Women's and children's leather.
- Women's and children's rubber.
- Infants'.
- Other.

33 Yarns:
- Cotton yarns.
- Rayon yarns.
- Silk yarns, artificial.
- Woolen and worsted yarns.
- Other.

34 Other dry goods and textile products.
35 Automobiles and other motor vehicles:
- Automobiles (passenger).
- Trucks, busses, taxicabs, etc.
- Tractors.
- Motorcycles.

36 Automotive supplies:
- Batteries.
- Automotive accessories.
- Automotive parts.
- Tires and tubes.

37 Drugs and drug sundries:
- Drugs, chemicals, and pharmaceuticals.
- Proprietary medicines and toiletries.
- Drugs' sundries.

38 Chemicals, industrial and heavy.
39 Oils, vegetable:
- Cottonseed, linseed, etc.
- Essential oils.

40 Paints and varnishes.
41 Soaps:
- Toilet soaps.
- Other soaps.

42 Other chemical and related products.
43 Wiring supplies and electrical construction materials:
- Interior.
- Outside.
- Lighting fixtures.
- Incandescent lamps.

44 Electrical apparatus and equipment.
45 Radios, appliances, and specialties:
- Radios, parts, and accessories.
- Electric household refrigerators.
- Electric washing machines.
- Other electrical appliances.

46 China, glassware, and crockery.
47 Furniture, wooden and metal:
- Household furniture.
- Office and store furniture, wooden.
- Office and store furniture, metal.

48 House furnishings:
- Carpets and rugs.
- Linoleum, felt base, etc.
- Other house furnishings.

49 Musical instruments and accessories.
50 Hardware:
- Builders' hardware.
- Heavy hardware.
- Bolts, nuts, rivets, and screws.
- Shelf or light hardware.
- Tools and cutlery.
- Wire screening.
- Other.

51 Plumbing, heating, and air conditioning:
- Air-conditioning equipment.
- Gas appliances and supplies.
- Oil burners.
- Oil burner-furnace combinations.
- Pipe fittings, valves, brass goods, etc.
- Plumbing fixtures, equipment, and supplies.
- Stoves, ranges, furnaces, except gas and electric.

52 Sporting goods.
53 Toys and games.
54 Barber and beauty parlor equipment.
55 Farm and garden machinery and equipment:
- Dairy equipment and supplies.
- Farm machinery and equipment.
- Garden equipment and supplies.

56 Industrial equipment and supplies:
- Belting, hose, packing, etc.
- Mechanical power transmission equipment.
- Printing equipment and supplies (except paper).
- Metal-working tools.
- Materials-handling equipment.
- Rope, cordage, and twine.
- Other industrial equipment.

57 Industrial machinery:
- Construction machinery (except road-building).
- Road-building machinery.
- Machine tools (power-driven)
- Mining, quarrying, etc.
- Oil-well and oil-refining.
- Power-plant machinery (except electrical).
- Printing machinery.
- Textile machinery.
- Other industrial machinery.

58 Office and store equipment and supplies:
- Office machines and equipment.
- Garage and filling-station equipment.
- Store machines.
- Store fixtures and equipment.

59 Railroad equipment and supplies.

60 Dental equipment and supplies.

61 Surgical and hospital equipment.

62 Building metal work:
- Fire escapes, elevator cages, etc.
- Ventilators and air-conditioning ducts.
- Metal roofing and siding.
- Metal storage tanks, etc.
- Steel houses and steel garages.
- Fabricated structural work.
- Metal lath.
- Other building metal work.

63 Copper and products.

64 Iron and steel products (unfinished):
- Pig iron.
- Scrap iron and steel.
- Ingots, blooms, billets, and slabs.
- Sheet and tin-plate bars.
- Wire rods.
- Scrap.
- Pipe, castings and foundry products.
- Forgings.
- Other.

65 Iron and steel products (flat):
- Plates.
- Strip—hot-rolled.
- Strip—cold-rolled.
- Sheets—continuous mill.
- Sheets—hand mill.
- Sheets—galvanized or otherwise coated.
- Black plate.
- Tin plate.
- Other.

66 Iron and steel wire and wire products:
- Woven wire fence.
- Fence posts and fittings.
- Barbed and twisted wire.
- Nails (including staples and tacks).
- Wire rope and cable except insulated.
- Strand, galvanized.
- Reinforcement mesh.
- Drawn wire.
- Other.

67 Iron and steel finished products other than flat and wire:
- Plates, tie plates, splice bars, etc.
- Bars and small shapes except reinforcing.
- Concrete reinforcing bars, all types.
- Structural shapes.
- Piling and bearing piles.
- Cast-iron pipe.
- Steel pipe.
- Seamless steel tubing.
- Other.

68 Lead (metallic) and zinc.

69 Other nonferrous metals (except precious).

70 Brick, tile, and terra cotta.

71 Building stone, slate, and concrete products.

72 Cement, lime, plaster, and stucco.

73 Coal and coke:
- Anthracite.
- Bituminous.
- Coke.

74 Crude nonmetallic minerals and products.

75 Glass—sheet and containers:
- Sheet glass.
- Glass containers.

76 Petroleum and its products:
- Crude oil.
- Lubricants, automotive.
- Lubricants, other than automotive.

76 Petroleum and its products—Con.
- Gasoline and naphthas.
- Light fuel oils.
- Other fuel oils.
- Kerosene.
- Other.

77 Sand, gravel, and crushed stone.

78 Books, magazines, and other printed material.

79 Logs, ties, pulpwood, etc.

80 Lumber—rough, dressed, and finished.

81 Paper and products (except stationery and wallpaper):
- Printing and writing papers.
- Cardboard and paperboard.
- Wrapping or coarse paper.
- Paper products such as bags, boxes, cups, dishes, etc.

82 Wallpaper.

83 Stationery and supplies:
- Commercial stationery.
- Social stationery.

84 Planing-mill products.

85 Aircraft and parts:
- Craft, heavier than air.
- Craft, lighter than air.
- Equipment and supplies.

86 Boats—motor, sail, and steam.

87 Building materials (except as listed).

88 Cameras and supplies.

89 Tobacco products:
- Cigars.
- Cigarettes.
- Other tobacco products.

90 Fertilizer and fertilizer materials.

91 Jewelry, silverware, etc.:
- Clocks and watches.
- Jewelry.
- Precious stones and metals.
- Silverware and plated ware.

92 Junk and scrap (except iron):
- Scrap metals (except iron).
- Waste rags.
- Waste rubber.
- Other waste (paper, bottles, boxes, etc.

93 Leather and cut stock.

94 Luggage, saddlery, harness, etc.

95 Motion picture film rentals.

96 Optical goods (except photographic).

97 Rubber, crude.

98 Second-hand merchandise.

99 Miscellaneous commodities.

Service receipts.

Use of table 8.—The commodity analysis of sales is designed to show what commodities are handled in the various lines of trade and in what trades any particular commodity is found. For example, it shows what commodities, and in what amounts, tobacco wholesalers normally handle other than cigars, cigarettes, and other tobacco products. It also shows by what other trades—such as drugs, groceries, confectionery, etc. tobacco products are sold and the importance of the tobacco department.

One of the principal objectives of these statistics is to give a clearer understanding of what commodities are sold in a given line of business. From them, wholesalers can ascertain what lines of commodities are carried by other wholesalers classified like themselves and what portion these commodities constitute of the total sales of the houses handling them. Commodity data also show wholesalers how important each item is to the trade as a whole, thus providing valuable information on lines of merchandise which might well be added or eliminated.

Manufacturers may glean from these statistics information on the total wholesale volume of a particular commodity, information that affords a basis for comparing their distribution with the total for any area or for the country as a whole, thus giving a concrete idea of their relative share of the market. Also, the commodity information assists in working out a more scientific method of distribution since it provides facts on commodity outlets both with respect to the type of operation and to trade groups which handle the various items. It is possible for manufacturers of electrical goods, for example, to determine what classes of wholesalers sell electrical goods, where such wholesalers are located, and how important such commodities are to their business.

Limitations of commodity data.—In using the commodity data it should be remembered that not all establishments were able to provide the desired information; hence for most classifications, reported sales of a given commodity are less than the actual sales would have been had the sales of all establishments been analyzed. The commodity coverage ratio indicates the percentage of coverage and may be used in projecting totals.

Another source of weakness in the commodity tabulation may be found in the departmental set-up of reporting concerns. Respondents frequently are inclined to report "department sales" as commodity sales. Grocery wholesalers, for example, may include miscellaneous house furnishings with "all other commodities" because no separate house furnishings department is maintained. Likewise, the term "notions" is variously used by wholesale establishments. In short, reported sales of a commodity in a trade where it is not normally found—a trade where a separate department is rarely set up—are understated as a rule, while for trades where it constitutes a substantial portion of the total, sales are likely to be overstated.

The commodities listed in table 8 for a given trade are not to be considered as the only ones sold by establishments classified in the trade. As stated above, some commodities were not reported separately due to the prevailing departmental set-up. Furthermore, data are not shown separately in the table, as a rule, for those numbered items which represented less than one-tenth of 1 percent of total sales for the trade classification. With these limitations in mind, it is believed that the tables furnish very reliable data for commodities commonly handled in a trade.

Table 9—Legal form of organization. Table 9 presents basic data on number of establishments, sales, expenses, personnel, pay roll, and stocks, separately, for individual proprietorships, partnerships, corporations, and "other" or miscellaneous forms of organization. In the summary the data are presented for the six type-of-operation groups. Legal form data are given for each State in a special release entitled "Wholesale Trade, 1939, Legal Form of Organization," as well as in this volume.

Table 10—Number of establishments under one ownership.—Wholesale trade is studied in table 10 according to the number of establishments under one ownership (in summary for the United States only). All ownerships are grouped into the following classifications: 1 wholesale establishment only; 2 wholesale establishments; 3–5; 6–9; 10–14; 15–24; 25–49; and 50 or more establishments under one ownership. For each group the number of establishments, sales, personnel, pay roll, and inventories are given. Data are presented for the country as a whole, by types of operation.

Table 11—Age of establishment and year acquired by present owner (in summary for the United States only). In table 11 wholesale establishments are classified according to the year in which the business was established and the year in which it came under present ownership. For each age group the following 1939 information is shown: Number of establishments, sales, number of active proprietors, employees, and pay roll.

Table 12—Cities.—Gives data on number of establishments, sales, personnel, and pay roll for all cities (except selected cities) of 20,000 population or more. It is divided into two parts, 12A and 12B.

Table 12A is for cities of 50,000 population or more and presents the basic data by type-of-operation groups, each type group analyzed by kinds of business.

Table 12B presents data for cities of 20,000 to 50,000 population. Due to the small number of establishments in most cities it was necessary to restrict the amount of detail; hence all types of operation are combined in presenting the data by kinds of business.

Table 13—Counties.—This table gives the basic data on number of establishments, sales, personnel, and pay roll in terms of a one-line total for each county, for each city of 5,000 population or more within the county, and for the remainder of the county.

TABLE 1.—SALES, EXPENSES, PERSONNEL, PAY ROLL AND STOCKS BY GEOGRAPHIC DIVISIONS AND STATES

UNITED STATES SUMMARY

DIVISION AND STATE	NUMBER OF ESTABLISHMENTS	SALES (add 000)	OPERATING EXPENSES (add 000)		Active proprietors of unincorporated business	Number of employees* (full-time and part-time) (average for year)	PAY ROLL*			Stocks on hand, end of year, at cost (add 000)
			Amount	Percent of sales			Total (add 000)	Full-time (add 000)	Part-time (add 000)	
UNITED STATES TOTAL	[illegible]	$[illegible]	$5,518,456	10.0	133,898	1,561,948	$2,624,203	$2,563,152	$61,051	$3,872,385
GEOGRAPHIC DIVISIONS:										
New England	[illegible]	[illegible]	[illegible]	[illegible]	5,476	94,134	168,419	164,946	3,473	237,973
Middle Atlantic	[illegible]	[illegible]	1,864,[illegible]	9.5	30,178	428,[illegible]	865,077	854,511	10,566	1,179,702
East North Central	40,634	11,[illegible]	1,099,196	9.8	20,929	306,291	535,306	526,510	8,796	645,976
West North Central	33,136	[illegible]	[illegible]	9.3	21,845	166,649	250,878	245,356	5,522	448,243
South Atlantic	[illegible]	4,566,652	461,127	[illegible]	[illegible]	172,021	222,078	212,208	9,870	361,614
East South Central	[illegible]	[illegible]	[illegible]	9.[illegible]	6,252	[illegible]	[illegible]	79,472	2,644	197,436
West South Central	18,470	3,457,385	339,691	9.8	13,298	111,952	150,786	145,637	5,149	313,303
Mountain	7,300	[illegible]	119,[illegible]	10.9	4,609	37,467	53,990	51,780	2,210	89,248
Pacific	[illegible]	5,049,170	612,419	12.1	13,414	181,146	295,553	282,732	12,821	398,890
New England:										
Maine	1,032	165,848	22,304	13.4	608	7,286	10,135	9,705	430	18,132
New Hampshire	368	64,268	8,224	12.8	199	2,524	3,735	3,662	73	5,184
Vermont	343	[illegible]	7,778	13.6	209	2,354	3,434	3,374	60	5,140
Massachusetts	5,[illegible]	2,[illegible]	[illegible]	[illegible]	3,196	[illegible]	112,302	110,150	2,152	154,966
Rhode Island	762	239,013	25,175	10.5	496	7,430	12,435	12,123	312	20,993
Connecticut	1,[illegible]	428,[illegible]	[illegible]	12.[illegible]	815	12,[illegible]	28,378	28,932	446	32,558
Middle Atlantic:										
New York	30,389	14,508,479	1,327,329	9.1	19,577	292,807	631,52[illegible]	624,994	6,531	897,701
New Jersey	3,531	[illegible]	131,758	12.3	1,928	36,609	64,412	63,498	914	77,354
Pennsylvania	11,450	3,347,486	[illegible]	[illegible]	8,671	98,972	169,140	166,019	3,121	204,647
East North Central:										
Ohio	[illegible]	[illegible]	283,441	10.0	6,021	75,375	132,424	130,070	2,353	190,865
Indiana	4,842	847,035	[illegible]	10.3	3,358	25,955	42,844	42,002	842	92,[illegible]
Illinois	14,498	4,398,766	[illegible]	9.6	9,555	122,741	228,407	225,187	3,220	257,764
Michigan	6,906	1,926,474	181,782	9.4	[illegible]	[illegible]	88,969	87,428	1,541	105,907
Wisconsin	[illegible]	[illegible]	[illegible]	10.3	3,017	[illegible]	41,[illegible]	41,[illegible]	842	73,966
West North Central:										
Minnesota	6,460	[illegible]	130,412	8.9	4,077	37,523	60,716	[illegible]	1,304	131,[illegible]
Iowa	[illegible]	[illegible]	[illegible]	8.[illegible]	4,[illegible]	24,120	[illegible]	31,072	1,016	47,996
Missouri	7,649	2,261,256	[illegible]	10.1	5,[illegible]	64,373	[illegible]	104,696	1,466	157,[illegible]
North Dakota	[illegible]	[illegible]	16,605	[illegible]	1,300	5,901	7,195	6,854	341	22,[illegible]
South Dakota	[illegible]	[illegible]	12,706	[illegible]	1,100	4,697	[illegible]	[illegible]	[illegible]	12,175
Nebraska	3,391	566,975	45,270	8.[illegible]	[illegible]	[illegible]	20,723	[illegible]	460	35,464
Kansas	[illegible]	427,651	40,443	9.[illegible]	[illegible]	14,997	18,163	17,497	666	41,674
South Atlantic:										
Delaware	316	157,474	[illegible]	13.9	189	2,946	6,018	5,924	94	4,[illegible]
Maryland	[illegible]	[illegible]	[illegible]	[illegible]	1,806	22,533	33,412	32,377	[illegible]	41,[illegible]
District of Columbia	756	347,772	33,411	9.6	437	[illegible]	19,386	18,[illegible]	264	18,[illegible]
Virginia	[illegible]	[illegible]	70,698	11.3	1,500	[illegible]	33,971	32,[illegible]	1,695	75,272
West Virginia	[illegible]	[illegible]	[illegible]	[illegible]	[illegible]	[illegible]	17,153	[illegible]	311	[illegible]
North Carolina	2,859	[illegible]	70,366	8.5	2,075	30,347	33,838	32,179	1,659	85,248
South Carolina	1,450	[illegible]	22,991	7.7	1,102	[illegible]	9,994	[illegible]	224	18,[illegible]
Georgia	[illegible]	[illegible]	[illegible]	[illegible]	[illegible]	24,[illegible]	34,[illegible]	34,[illegible]	[illegible]	53,[illegible]
Florida	[illegible]	[illegible]	[illegible]	14.4	1,896	32,442	34,465	[illegible]	3,861	4[illegible],966
East South Central:										
Kentucky	2,174	464,432	49,[illegible]	10.7	1,673	19,499	23,671	[illegible]	1,036	67,664
Tennessee	2,656	839,529	69,911	8.3	1,912	[illegible]	[illegible]	30,363	990	68,484
Alabama	1,947	415,[illegible]	[illegible]	[illegible]	1,591	[illegible]	[illegible]	18,511	[illegible]	34,[illegible]
Mississippi	[illegible]	[illegible]	19,767	8.1	1,136	7,028	8,182	7,963	219	26,365
West South Central:										
Arkansas	[illegible]	[illegible]	[illegible]	[illegible]	1,468	7,890	9,643	9,314	329	[illegible]
Louisiana	2,391	[illegible]	[illegible]	9.6	[illegible]	24,024	[illegible]	31,853	[illegible]	65,[illegible]
Oklahoma	3,998	461,519	46,213	10.0	[illegible]	[illegible]	21,561	20,969	592	[illegible]
Texas	10,296	[illegible]	203,587	10.0	7,627	64,479	86,760	83,501	3,259	191,449
Mountain:										
Montana	1,336	[illegible]	[illegible]	10.4	599	4,132	[illegible]	[illegible]	[illegible]	16,000
Idaho	[illegible]	[illegible]	[illegible]	11.8	[illegible]	4,695	[illegible]	4,610	672	9,451
Wyoming	[illegible]	[illegible]	[illegible]	[illegible]	312	1,[illegible]	1,[illegible]	[illegible]	81	3,[illegible]
Colorado	[illegible]	[illegible]	44,356	10.2	1,576	[illegible]	[illegible]	19,992	441	[illegible]
New Mexico	542	[illegible]	7,767	11.7	414	[illegible]	3,197	3,074	[illegible]	7,752
Arizona	[illegible]	[illegible]	12,633	13.1	390	3,854	5,623	[illegible]	[illegible]	7,732
Utah	[illegible]	[illegible]	[illegible]	[illegible]	[illegible]	[illegible]	[illegible]	[illegible]	[illegible]	14,[illegible]
Nevada	176	[illegible]	3,068	[illegible]	108	[illegible]	1,296	1,248	[illegible]	[illegible]
Pacific:										
Washington	[illegible]	767,731	91,935	12.0	[illegible]	[illegible]	44,619	42,789	1,830	59,786
Oregon	1,934	441,310	49,388	[illegible]	[illegible]	15,443	24,630	[illegible]	1,110	38,455
California	14,414	3,840,129	471,116	12.3	10,569	[illegible]	[illegible]	[illegible]	[illegible]	[illegible]

* [illegible] of unincorporate business.

TABLE 1.—SALES, EXPENSES, PERSONNEL, PAY ROLL AND STOCKS

TYPES OF OPERATION BY KINDS OF BUSINESS

UNITED STATES SUMMARY

TYPE OF OPERATION / KIND OF BUSINESS	NUMBER OF ESTABLISHMENTS	SALES (add 000)	OPERATING EXPENSES (including pay roll) Amount (add 000)	OPERATING EXPENSES Percent of sales	Active proprietors and partners of retailer business	Number of employees* full time and part-time (Average for year)	PAY ROLL* Total	PAY ROLL* Full-time (add 000)	PAY ROLL* Part-time	Stocks, end of year (add 000)
UNITED STATES TOTALS, 1939	200,573	$55,265,840	$5,518,456	10.0	133,698	1,561,948	$2,624,203	$2,563,152	$61,051	$3,872,345
1935	176,756	42,802,913	4,163,480	9.7	97,225	[1]1,260,553	[1]2,022,202	[1]1,976,337	[1]45,925	[2]3,196,809
1929	188,820	66,985,024	6,025,557	9.0	90,772	1,510,494	2,982,774	--	---	5,051,975
TYPES OF OPERATION										
SERVICE AND LIMITED-FUNCTION WHOLESALERS	101,627	23,641,924	3,023,627	12.8	72,150	933,239	1,529,598	1,503,361	26,237	2,653,420
Wholesale merchants	91,323	18,688,997	2,540,959	13.6	66,351	805,772	1,287,615	1,264,331	23,284	1,995,501
Voluntary group wholesalers	703	753,586	85,586	11.4	170	30,177	47,808	47,397	411	116,146
Converters (textile)	651	425,167	41,152	9.7	267	9,190	21,069	20,883	186	63,898
Export merchants	586	778,001	59,537	7.7	369	9,414	18,849	18,169	679	93,289
Importers	2,158	1,379,575	114,418	8.3	1,302	22,906	53,411	53,021	390	194,173
Industrial distributors	1,471	729,650	121,687	16.7	183	20,489	71,011	70,238	773	155,183
Cash-and-carry wholesalers	1,198	108,902	5,994	5.5	775	2,360	7,435	2,788	67	7,412
Drop shippers or desk jobbers	957	474,891	30,380	6.4	386	5,148	14,490	14,310	180	703
Wagon distributors	2,398	80,259	9,813	12.2	2,358	3,285	3,966	3,762	196	1,985
Retailer-cooperative warehouses	222	222,996	14,101	6.3	--	5,398	8,553	8,482	71	25,150
MANUFACTURERS' SALES BRANCHES (With stocks)	12,977	8,846,940	1,191,188	13.5	260	265,602	534,679	529,613	5,066	681,526
MANUFACTURERS' SALES OFFICES (Without stocks)	5,119	4,679,262	324,175	6.9	125	48,739	134,247	133,335	912	--
PETROLEUM BULK STATIONS AND TERMINALS **	30,825	3,807,908	420,646	11.0	23,061	96,816	156,366	152,399	3,967	235,595
Independent bulk stations	6,557	627,874	76,126	12.1	5,295	21,456	30,900	30,249	651	27,877
Commission stations	17,530	1,080,479	108,064	10.0	17,486	21,579	24,190	23,427	763	71,725
Salary stations	8,053	1,739,676	205,199	11.8	271	47,828	87,983	85,859	2,124	106,287
Cooperative bulk stations	865	37,962	5,057	13.3	--	2,146	2,946	2,888	58	2,590
Distributing terminals	220	322,117	26,180	8.1	9	5,455	10,347	9,976	371	27,182
AGENTS AND BROKERS	20,903	11,201,035	307,752	2.7	18,609	78,911	154,731	149,994	4,737	72,155
Auction companies	649	434,283	14,062	3.2	790	10,205	7,968	6,159	1,829	2,038
Brokers (merchandise)	4,710	3,390,695	51,327	1.5	4,240	10,724	23,828	23,454	374	11,853
Commission merchants	2,758	2,748,072	69,163	2.5	2,679	16,962	34,018	33,095	923	22,748
Export agents	654	571,449	16,591	2.9	437	5,034	8,308	8,278	30	3,836
Import agents	394	343,105	6,698	2.0	289	1,265	3,488	3,361	127	5,741
Manufacturers' agents (with stocks)	1,907	252,056	29,372	11.7	1,379	8,332	16,957	16,546	411	11,894
Manufacturers' agents (without stocks)	7,871	1,144,961	46,135	4.0	7,421	11,170	20,192	19,263	929	--
Selling agents	1,487	1,741,777	64,132	3.7	959	11,456	33,740	33,492	248	12,910
Other agents	473	574,637	10,269	1.8	415	3,343	8,532	8,306	86	1,082
ASSEMBLERS (Mainly farm products	29,122	3,098,571	251,068	8.1	19,493	137,041	114,582	95,050	19,532	229,718
Assemblers of farm products	9,866	792,159	50,452	6.4	10,171	27,614	20,079	17,304	2,775	119,519
Commission buyers	1,523	121,704	3,941	3.3	1,532	1,872	1,453	1,241	212	1,844
Cooperative marketing associations	2,983	611,029	70,048	11.5	--	39,676	34,747	29,075	5,672	32,729
Cooperative sales agencies	191	578,839	17,572	3.0	---	4,709	7,996	7,837	159	16,599
Cream stations	3,870	48,564	3,901	8.0	3,083	2,448	1,702	1,544	158	307
Country grain elevators:										
Independent	3,180	271,154	15,975	5.9	2,545	7,572	7,066	6,524	542	20,101
Line	4,061	228,917	15,877	7.0	474	8,545	7,711	7,078	633	27,375
Cooperative	1,843	196,430	10,828	5.5	---	5,018	5,369	5,022	347	14,759
Packers and shippers	2,005	241,675	62,494	25.9	1,718	39,587	28,459	19,425	9,034	[illegible]
SERVICE AND LIMITED-FUNCTION WHOLESALERS										
KINDS OF BUSINESS										
SERVICE AND LIMITED-FUNCTION WHOLESALERS	101,627	23,641,924	3,023,627	12.8	72,150	933,239	1,529,598	1,503,361	26,237	2,653,420
Amusement and sporting goods	1,342	151,884	31,900	21.1	864	9,436	16,449	16,167	282	24,7[illegible]
Bicycles and supplies	48	5,219	900	16.4	19	750	819	562	14	977
Cameras and photographic supplies	113	16,019	3,672	22.9	65	1,038	1,802	1,786	16	1,644
Motion picture equipment and supplies (except films)	86	10,197	1,596	15.7	15	439	797	753	44	1,[illegible]
Motion picture film exchanges	214	27,205	6,843	25.1	64	1,679	4,127	4,097	30	2,873
Sporting goods	281	36,998	6,855	18.5	119	2,369	3,821	3,296	38	6,610
Toys, novelties, and fireworks	534	44,324	9,475	21.3	468	3,011	4,486	4,396	57	6,070
All other	139	11,522	2,609	22.6	115	422	1,589	1,541	48	2,006
Automotive	7,964	1,995,286	218,578	11.0	5,236	72,004	116,236	114,121	1,015	164,896
Automobiles (new and used)	572	1,324,214	66,762	5.0	216	17,391	32,164	31,992	172	31,853
Trucks and tractors	579	70,024	11,822	16.9	415	4,005	6,577	6,457	120	8,990
Automotive accessories and equipment	2,860	259,846	60,198	23.2	1,921	22,261	33,136	32,941	221	50,927
Automotive parts	3,318	256,748	67,181	26.2	2,245	24,808	37,574	36,239	435	51,844
Tires and tubes	635	84,454	12,615	14.9	207	3,529	5,385	5,328	57	10,644
Beer, wines, and liquors	6,232	1,249,164	161,598	12.9	4,507	45,175	72,[illegible]	72,259	1,418	121,471
Beer and ale	4,812	502,111	77,362	15.4	3,854	23,384	31,878	31,105	833	19,869
Wines and liquors	1,420	747,053	84,235	11.3	653	21,810	41,759	41,154	587	101,602
Chemicals and paints	1,[illegible]	261,302	49,[illegible]	17.7	[illegible]	11,891	24,067	23,[illegible]	268	[illegible]
Dyestuffs	69	28,466	4,947	17.4	20	780	2,570	2,566	4	2,770
Explosives	49	2,824	400	14.2	25	119	173	167	6	268
Industrial chemicals	267	110,127	15,204	13.8	67	2,796	6,947	6,847	100	10,304
Naval stores	29	19,177	2,267	11.9	22	378	643	633	10	1,459
Paints and varnishes	563	51,608	11,706	22.7	324	2,432	5,896	5,849	129	8,166
Paints with glass and or wallpaper	311	28,675	7,907	27.6	186	2,591	4,012	3,918	94	6,229
All other	322	38,045	7,350	19.3	170	1,796	3,754	3,732	22	8,403
Clothing and furnishings	4,178	700,501	101,023	14.4	3,444	26,[illegible]	49,471	48,982	489	87,030
Clothing and furnishings (general line	440	64,127	9,524	14.9	428	3,173	4,912	4,842	70	11,641
Men's and boys'	1,160	152,944	21,982	14.4	1,048	5,791	10,550	10,436	114	23,457
Women's and children's	1,110	228,246	43,[illegible]	18.6	819	8,828	17,200	17,019	181	19,025
Furs, dressed, and fur clothing	501	65,925	7,[illegible]	12.0	491	1,[illegible]	3,482	3,368	39	7,364
Millinery and millinery supplies	478	76,204	11,[illegible]	15.7	740	3,486	5,905	5,875	30	8,401
Shoes and other footwear	463	118,255	15,089	12.8	349	3,817	7,482	7,429	53	17,161
Coal and coke	919	512,335	41,708	8.1	283	9,485	[illegible]	19,160	[illegible]	31,641

* Employees and pay roll include all executives of corporations but not the number and compensation of officers of unincorporated business.

** Sales include taxes. Expenses as shown for commission stations represent commissions only.

[1] Inasmuch as it was impracticable to obtain employment and pay roll for commission bulk stations, these data are not included.

[2] Includes stocks not owned but held on consignment, valued at $224,970,000.

TABLE 1.—SALES, EXPENSES, PERSONNEL, PAY ROLL AND STOCKS

UNITED STATES SUMMARY

[illegible]	NUMBER OF ESTABLISHMENTS	[illegible] (add 000)	OPERATING EXPENSES	[illegible]	[illegible]	PAY ROLL			[illegible] (add 000)
			Amount	[illegible]	[illegible]	[illegible]	Full-time	Part-time	
SERVICE AND LIMITED-FUNCTION WHOLESALERS—Con.									
[illegible]									
Drugs, general line	[illegible]	$363,621	$47,410	13.0	39	16,710	[illegible]	$27,424	$80	$56,734
Service wholesalers	[illegible]	[illegible]	34,205	12.8	26	12,020	19,745	19,686	57	39,889
Services wholesalers with liquor	45	72,529	9,971	13.8	8	[illegible]	5,666	[illegible]	[illegible]	12,281
Cooperatives and voluntary groups	[illegible]	[illegible]	3,234	9.6	5	1,429	2,095	2,093	[illegible]	4,594
Drugs and drug sundries (specialty lines)	1,701	157,190	41,614	26.5	774	[illegible]	17,525	17,704	[illegible]	[illegible]
Proprietary medicines	[illegible]	46,302	9,747	21.1	[illegible]	2,883	4,665	4,627	[illegible]	[illegible]
[illegible]	587	49,245	18,579	37.7	172	[illegible]	8,411	8,330	81	3,479
Drug specialties and sundries	[illegible]	61,643	[illegible]	21.6	371	[illegible]	4,449	4,347	[illegible]	[illegible]
Dry goods, general line	222	206,983	31,213	15.1	124	[illegible]	18,051	17,972	79	[illegible]
Dry goods, specialty lines	3,675	[illegible]	[illegible]	[illegible]	[illegible]	29,865	[illegible]	58,554	498	148,795
Hosiery and lingerie	[illegible]	86,204	9,465	11.0	383	2,483	4,624	4,386	38	10,049
Notions	900	113,874	21,913	19.2	731	7,209	[illegible]	12,195	[illegible]	[illegible]
Piece goods:										
General line	54	[illegible]	2,652	14.3	47	[illegible]	1,368	[illegible]	1	[illegible]
[illegible]	[illegible]	237,647	24,149	10.2	350	5,797	12,060	[illegible]	37	[illegible]
[illegible]	801	[illegible]	[illegible]	9.4	[illegible]	[illegible]	14,440	14,333	87	[illegible]
[illegible]	[illegible]	[illegible]	10,874	11.2	265	2,300	4,782	4,681	11	[illegible]
[illegible]	407	89,398	12,091	13.5	279	3,141	6,369	[illegible]	158	[illegible]
Other dry goods specialties	338	[illegible]	6,049	16.1	289	[illegible]	[illegible]	[illegible]	31	6,701
Electrical goods	3,072	788,024	130,660	16.6	[illegible]	[illegible]	71,599	71,086	513	85,485
Electrical goods, general line	[illegible]	300,377	40,271	13.4	49	11,706	[illegible]	23,575	80	26,988
Household appliances	207	24,214	5,490	22.7	124	[illegible]	[illegible]	3,095	22	5,039
Wiring supplies and construction materials	[illegible]	[illegible]	[illegible]	17.5	565	7,140	12,653	11,917	136	17,048
Radios and equipment	[illegible]	[illegible]	21,313	19.0	438	6,081	10,853	10,792	61	[illegible]
Refrigerators and equipment, household	158	118,018	20,116	[illegible]	67	4,913	10,653	[illegible]	90	9,742
All other	[illegible]	106,242	[illegible]	20.1	[illegible]	6,398	[illegible]	11,164	144	13,095
Farm products—raw materials	2,086	[illegible]	112,[illegible]	6.9	1,569	[illegible]	37,871	[illegible]	1,840	284,879
Cotton	[illegible]	406,574	[illegible]	[illegible]	[illegible]	[illegible]	6,607	6,487	120	[illegible]
Grains	397	[illegible]	25,475	4.9	210	5,224	8,885	8,435	450	94,216
Hides, skins, and raw furs	686	[illegible]	14,740	7.6	530	[illegible]	6,564	6,301	263	24,569
Horses and mules	28	7,078	[illegible]	4.7	33	[illegible]	101	82	19	[illegible]
Livestock	107	8,490	1,076	12.7	103	[illegible]	347	320	[illegible]	285
Silk raw	15	81,006	2,114	2.6	8	[illegible]	744	742	[illegible]	10,752
Tobacco leaf	[illegible]	[illegible]	13,084	15.1	134	8,068	6,855	6,173	682	[illegible]
Wool and mohair	164	[illegible]	12,492	[illegible]	153	1,573	4,291	4,203	88	29,734
All other	267	126,692	8,872	7.0	200	2,748	3,477	3,288	189	17,855
Farm products—consumer goods	10,945	2,110,788	[illegible]	13.0	10,296	89,944	132,283	128,541	3,742	47,466
Dairy products	2,164	485,198	111,486	23.0	1,345	[illegible]	55,804	54,882	622	9,938
Dairy and poultry products	760	241,480	20,918	8.7	682	6,936	10,827	10,554	273	9,657
Poultry and poultry products	1,655	[illegible]	[illegible]	9.2	1,657	8,663	10,058	[illegible]	720	[illegible]
Fruits and vegetables, fresh	5,448	[illegible]	[illegible]	11.7	5,762	[illegible]	50,766	48,232	1,834	[illegible]
Fresh fruits only	[illegible]	146,965	10,701	7.3	892	4,150	[illegible]	4,559	[illegible]	1,261
All other	38	5,359	577	10.8	27	[illegible]	303	276	27	290
Farm supplies	1,477	333,244	45,348	13.6	1,075	14,405	19,784	19,167	[illegible]	44,587
Feed	522	130,199	14,090	10.8	642	5,075	6,541	[illegible]	34	[illegible]
Fertilizer	99	37,827	[illegible]	14.8	81	[illegible]	1,121	1,091	45	7,694
Seeds	415	101,419	19,517	19.0	261	[illegible]	[illegible]	8,805	291	[illegible]
All other	441	64,399	6,261	9.7	111	2,154	5,021	[illegible]	183	[illegible]
Furniture and house furnishings	2,214	375,464	64,405	17.2	1,448	17,990	[illegible]	[illegible]	[illegible]	70,838
China, glassware, and crockery	339	36,777	9,26[illegible]	25.2	206	[illegible]	4,773	4,754	[illegible]	[illegible]
Floor coverings	487	149,584	[illegible]	13.8	249	5,216	10,696	10,601	[illegible]	[illegible]
Furniture, general line	49	10,476	2,197	21.0	[illegible]	[illegible]	1,[illegible]	1,147	10	[illegible]
Furniture household	533	47,660	9,999	21.0	175	[illegible]	4,910	4,840	70	[illegible]
Furniture, office	51	3,082	526	17.2	38	[illegible]	[illegible]	[illegible]	7	[illegible]
Home furnishings (except as specified)	827	106,017	16,715	15.8	680	4,910	[illegible]	8,543	164	18,142
Musical instruments and sheet music	129	19,898	5,084	[illegible]	74	1,677	[illegible]	[illegible]	13	[illegible]
Groceries, general line	3,942	2,185,736	206,862	9.5	1,558	[illegible]	[illegible]	111,616	1,306	300,018
Not sponsoring cooperative or voluntary groups	2,756	1,310,164	125,924	9.6	1,406	47,391	[illegible]	66,037	876	177,728
Voluntary group wholesalers	638	658,253	69,582	10.6	149	[illegible]	[illegible]	39,146	395	[illegible]
Retailer cooperative warehouses	176	184,251	8,118	5.2	---	3,015	[illegible]	4,749	96	15,856
Cash-and-carry outlets	392	62,668	[illegible]	5.2	3	1,184	[illegible]	1,684	11	5,057
Groceries and foods (specialty lines)	12,045	1,892,053	[illegible]	14.1	10,450	81,954	[illegible]	121,856	2,525	[illegible]
Breakfast cereals	34	22,078	9,663	43.8	8	[illegible]	1,572	1,280	92	2,185
Canned foods	430	111,557	11,941	10.7	295	[illegible]	[illegible]	5,614	54	14,880
Coffee, tea, and spices	703	173,980	30,070	17.3	464	7,663	13,6[illegible]	13,497	106	21,977
Coffee roasting and spice grinding	606	136,988	[illegible]	20.9	162	7,976	[illegible]	12,797	112	16,761
Confectionery	2,089	138,882	17,484	[illegible]	[illegible]	6,724	8,051	7,908	143	9,440
Fish and sea foods	1,152	[illegible]	26,069	[illegible]	[illegible]	[illegible]	12,[illegible]	11,520	716	6,601
Flour	323	45,830	[illegible]	11.4	225	1,442	2,340	2,302	38	2,657
Fruits and vegetables (fresh)	34	8,447	832	9.8	24	436	402	394	8	309
Meats and provisions	2,552	519,593	57,590	11.1	2,503	18,032	29,196	28,824	372	10,838
Minor food and grocery specialties	4,394	609,850	78,952	13.0	3,786	27,103	38,802	37,720	882	64,180
Hardware	1,343	892,[illegible]	108,924	18.4	687	39,423	64,556	64,127	429	146,595
General line (with industrial department)	409	396,746	72,037	18.2	76	26,299	43,553	43,265	288	98,909
General line without industrial department	363	142,794	25,310	17.7	143	9,404	14,749	14,675	74	35,898
Specialty lines	571	52,460	11,577	22.1	388	[illegible]	[illegible]	[illegible]	67	11,788

* Employees and pay roll include partners and executives of corporations but not the number and compensation of proprietors of unincorporated businesses.

TABLE 1.—SALES, EXPENSES, PERSONNEL, PAY ROLL AND STOCKS

UNITED STATES SUMMARY

TYPE OF OPERATION — KIND OF BUSINESS	NUMBER OF ESTABLISHMENTS	ALL	OPERATING EXPENSES	[illegible]	[illegible]	[illegible]	[illegible]	[illegible]	[illegible]
SERVICE AND LIMITED-FUNCTION WHOLESALERS—Con.									
Jewelry	1,[illegible]	$[illegible]	$41,147	17.[illegible]	1,564	[illegible]	$10,741	$[illegible]	$14	[illegible]
Jewelry (general line)	139	[illegible]	10,668	17.1	139	[illegible]	5,514	5,498	[illegible]	[illegible]
Clocks and watches	126	44,[illegible]	6,418	[illegible]	451	[illegible]	1,[illegible]	3,381	17	[illegible]
Diamonds and other precious stones	427	[illegible]	4,810	[illegible]	429	789	1,[illegible]	1,[illegible]	24	[illegible]
All other	1,005	[illegible]	[illegible]	[illegible]	465	4,982	8,870	8,787	47	[illegible]
Lumber and construction materials	[illegible]	[illegible]	[illegible]	[illegible]	1,496	36,991	63,029	61,153	[illegible]	[illegible]
Builders' supplies (general line)	189	67,773	10,722	15.8	74	4,061	[illegible]	5,661	[illegible]	[illegible]
Lumber	1,236	[illegible]	41,974	11.1	646	10,770	[illegible]	19,455	[illegible]	[illegible]
Lumber and millwork	161	[illegible]	7,401	14.7	6[illegible]	2,364	4,147	4,051	99	[illegible]
Millwork	280	59,012	12,[illegible]	[illegible]	30	4,146	7,763	7,628	[illegible]	[illegible]
Brick, tile, and terra cotta	145	18,700	2,948	15.[illegible]	73	714	1,428	1,398	24	1,231
Cement, lime, and plaster	102	[illegible]	3,521	15.[illegible]	27	900	1,693	1,[illegible]	[illegible]	[illegible]
Glass	284	[illegible]	[illegible]	29.3	171	3,441	5,907	5,789	158	[illegible]
All other	915	175,634	33,724	19.2	345	9,495	16,115	15,577	[illegible]	[illegible]
Machinery—equipment—supplies	9,743	1,681,[illegible]	[illegible]	[illegible]	5,001	[illegible]	140,672	[illegible]	[illegible]	[illegible]
Commercial equipment and supplies:										
Office machines and equipment	216	22,[illegible]	5,[illegible]	[illegible]	157	2,192	2,938	2,875	[illegible]	3,184
Restaurant and hotel supply houses	438	48,298	11,406	23.6	322	3,986	6,218	6,141	77	8,192
Garage and filling station equipment	169	9,877	2,537	25.7	127	[illegible]	[illegible]	1,314	25	1,327
Soda fountain equipment and supplies	29	1,846	431	23.3	24	125	185	[illegible]	7	[illegible]
Store machines	49	2,961	484	16.3	42	[illegible]	232	[illegible]	4	231
Store fixtures and equipment	401	20,790	5,528	26.6	230	1,547	3,158	3,092	66	2,[illegible]
All other	341	30,759	6,519	21.2	221	2,145	3,602	3,546	56	3,036
Farm and dairy:										
Dairy equipment	109	19,705	3,606	18.3	61	997	1,864	1,848	16	2,072
Farm implements	21	2,965	649	21.9	14	237	365	375	10	625
Farm machinery and equipment	[illegible]	36,[illegible]	5,527	15.0	88	1,542	2,615	2,558	57	4,793
Industrial machinery, equipment, and supplies:										
Industrial (general line)	116	70,267	13,230	18.8	27	4,094	7,776	7,688	88	13,814
Belting, hose, and packing	211	18,837	4,576	24.3	95	1,273	2,568	2,518	50	[illegible]
Construction (except road building)	153	23,943	5,422	22.6	49	1,602	3,266	3,194	72	4,655
Road building	251	72,613	14,003	19.3	95	3,420	7,259	7,151	108	11,247
Machine tools	128	27,699	4,428	16.0	76	1,062	2,473	2,456	17	3,140
Mine and mill supplies	415	99,851	19,110	19.1	167	5,871	10,883	10,787	96	18,173
Oil well supply houses	896	179,770	18,827	10.5	218	5,137	9,343	8,834	509	31,528
Power plant and power transmission	89	11,832	2,110	18.1	40	851	1,291	1,262	29	1,359
Printing and lithographing (except paper)	157	12,797	3,734	29.2	106	1,295	2,277	2,261	16	1,968
Rope, cordage, and twine	57	13,441	1,916	14.3	21	501	1,023	1,015	8	1,408
Textile	84	10,359	2,208	22.3	49	667	1,233	1,228	5	1,735
Used machinery and equipment	290	16,125	4,335	26.9	250	1,423	2,191	2,096	95	3,636
All other	1,575	180,158	36,330	20.2	942	10,689	19,970	19,547	423	26,013
Professional equipment and supplies:										
Dental supply houses	330	33,788	9,674	28.6	155	3,400	5,567	5,552	15	8,064
Religious supply houses	94	8,325	2,279	27.4	73	720	1,220	1,191	29	2,281
School equipment and supplies	138	22,271	5,515	24.8	72	1,927	2,833	2,752	81	3,650
Surgical, medical, and hospital	383	51,512	13,624	26.4	193	4,233	8,337	8,295	42	9,199
All other	117	14,642	3,502	23.9	54	1,175	2,071	2,047	24	3,050
Service equipment and supplies:										
Barber and beauty supply houses	459	44,593	14,490	32.5	277	5,112	7,346	7,283	63	[illegible]
Laundry and dry cleaning	206	33,891	7,257	21.4	82	1,931	3,791	3,764	27	3,991
Tailors' supplies	64	2,809	565	20.1	87	205	280	271	9	594
Undertakers' supplies	107	4,545	1,277	28.1	66	417	615	597	18	741
Upholsterers' supplies	210	29,717	6,972	23.5	114	1,912	3,555	3,534	19	6,611
All other	607	35,608	8,583	24.1	444	3,111	4,908	4,815	93	5,909
Transportation equipment and supplies:										
Aircraft and aeronautical	13	18,039	1,114	6.2	1	305	580	579	1	1,439
Railroad	68	25,055	6,004	24.0	19	854	2,962	2,891	71	3,324
Marine	149	21,020	4,284	20.4	62	1,295	4,407	[illegible]	57	4,295
Other	14	968	223	23.0	[illegible]	84	124	118	6	[illegible]
Metals and metal work (except scrap)	1,017	515,975	61,561	12.0	479	16,390	32,620	32,[illegible]	534	63,741
Building metal work	135	13,289	2,709	20.4	95	1,003	1,482	1,390	92	1,779
Iron and steel products (general line)	96	139,442	17,515	12.6	30	4,547	9,588	9,508	80	18,365
Iron and steel products (semi-finished)	83	15,337	2,727	17.8	20	453	1,463	1,447	15	2,405
Iron and steel products (flat)	264	73,392	14,574	19.9	69	2,843	7,455	7,[illegible]	179	15,016
Wire and wire products	65	7,147	1,545	21.6	38	431	777	762	15	1,202
Iron and steel finished products (N.S.C.)	290	55,833	11,641	20.8	157	3,467	6,372	6,270	102	9,757
Copper	38	49,545	2,050	4.1	19	486	1,093	1,093	---	3,813
All other	126	161,990	8,999	5.5	51	2,971	4,390	4,340	50	13,384
Paper and its products	2,998	574,973	99,217	17.3	1,693	30,913	56,490	55,889	601	74,568
Wrapping or coarse paper and products	1,675	297,438	51,255	17.2	1,126	12,437	29,129	28,782	347	42,108
Printing and writing papers	427	210,281	29,887	14.2	121	8,163	17,786	17,712	68	24,237
Stationery and stationery supplies	515	46,551	11,149	24.0	350	4,189	6,376	6,261	115	5,932
Wallpaper	281	20,723	6,933	33.5	116	2,124	3,220	3,134	86	4,289
Petroleum and its products	1,275	196,734	25,207	12.8	817	6,530	11,525	11,308	217	10,408
Plumbing and heating equipment and supplies	2,225	379,[illegible]	69,952	18.4	1,036	21,956	37,474	36,876	596	63,181
Plumbing and heating (general line)	675	185,102	32,[illegible]	17.4	207	10,245	17,206	16,984	222	32,599
Heating (including stoves and ranges)	268	36,058	8,581	23.8	130	2,648	4,609	4,448	161	4,587
Plumbing fixtures, equipment, and supplies	927	134,095	23,366	17.4	506	7,350	12,407	12,292	115	24,147
All other	255	24,720	5,887	23.8	183	1,715	3,252	3,152	98	2,857
Tobacco and products (except leaf)	2,717	1,106,215	54,[illegible]	4.9	[illegible]	18,486	28,946	28,[illegible]	194	49,427

* Employees and pay roll include paid executives of corporations but not the number and compensation of unincorporated businesses.

TABLE 1.—SALES, EXPENSES, PERSONNEL, PAY ROLL AND STOCKS

UNITED STATES SUMMARY

TYPE OF OPERATION BY KINDS OF BUSINESS—Continued

TYPE OF OPERATION / KINDS OF BUSINESS	NUMBER OF ESTABLISHMENTS	SALES (add 000)	OPERATING EXPENSES				PAY ROLL			STOCKS Jan. 1, end of year, at cost (add 000)
SERVICE AND LIMITED-FUNCTION WHOLESALERS—Con.										
KINDS OF BUSINESS										
SERVICE AND LIMITED-FUNCTION WHOLESALERS—Con.										
Waste materials	6,059	$656,000	$96,470	14.7	5,956	42,020	$46,040	$44,093	$1,947	$57,201
Iron and steel scrap	1,869	334,136	42,382	12.7	1,741	15,889	18,949	18,073	876	22,808
Junk and scrap (general line)	1,893	93,031	17,251	18.5	2,060	9,562	8,330	7,836	494	10,434
Waste paper, rags, and rubber	1,128	135,305	25,131	18.6	1,002	11,682	13,169	12,842	327	13,576
Non-ferrous metals	398	50,137	5,239	10.4	381	2,079	2,549	2,470	79	4,425
All other	774	43,391	6,467	14.9	772	2,808	3,043	2,872	171	5,958
All other products	5,431	1,387,607	145,814	10.5	3,814	48,244	77,714	76,369	1,345	142,224
Books, periodicals, and newspapers	866	168,572	30,862	18.3	497	12,546	17,388	16,997	391	9,300
Flowers and nursery stock	734	42,987	8,634	20.1	679	2,901	4,365	4,265	100	2,426
Forest products (except lumber)	594	49,794	8,947	18.0	505	3,308	4,196	3,923	273	5,467
General merchandise	156	515,937	29,616	5.7	93	9,256	16,068	15,966	102	34,216
Leather and shoe findings	955	116,362	14,892	12.8	806	3,994	6,914	6,830	84	20,842
Leather goods	148	13,678	2,763	20.3	98	883	1,664	1,639	25	2,397
Oils and greases (animal and vegetable)	87	71,051	5,529	7.8	51	844	2,457	2,442	15	9,688
Optical goods	572	42,317	15,176	35.9	225	6,289	9,607	9,599	8	6,629
Textiles and materials (other than dry goods)	301	51,782	5,971	11.5	264	2,453	3,406	3,352	54	8,232
Yarns	181	73,797	6,571	8.9	120	1,370	3,014	2,985	29	9,719
Miscellaneous kinds of business	840	241,330	17,033	7.1	498	4,400	8,635	8,371	264	33,308
MANUFACTURERS' SALES BRANCHES (With stocks)										
KINDS OF BUSINESS										
MANUFACTURERS' SALES BRANCHES (With stocks)	12,977	8,846,940	1,191,188	13.5	260	265,602	534,679	529,013	5,666	681,526
Amusement and sporting goods	398	270,825	34,746	12.8	2	12,154	21,208	20,254	954	13,831
Cameras and photographic supplies	54	69,090	6,678	9.7	---	2,348	3,815	3,815	---	4,978
Motion picture film exchanges	279	176,510	23,226	13.2	---	8,566	14,958	14,025	933	5,199
Sporting goods	33	11,468	2,406	21.0	---	756	1,192	1,189	3	2,729
All other	32	13,757	2,438	17.7	2	482	1,243	1,225	18	925
Automotive	937	725,709	86,277	11.9	12	22,417	45,980	45,548	432	75,419
Automobiles, trucks, and tractors	396	437,311	38,604	8.8	1	11,233	22,623	22,350	273	30,667
Automotive accessories, equipment, and parts	249	52,717	9,962	18.9	11	3,099	5,291	5,271	20	13,987
Tires and tubes	292	235,681	37,711	16.0	---	8,085	18,066	17,927	139	30,765
Beer, wines, and liquors	409	274,265	52,285	19.1	5	6,341	15,532	15,395	137	10,810
Beer and ale	320	81,587	18,191	22.3	2	3,440	8,787	8,658	129	2,068
Wines and liquors	89	192,678	34,094	17.7	3	2,901	8,745	8,737	8	8,742
Chemicals and paints	663	556,135	82,460	14.8	9	13,995	33,163	32,917	246	44,524
Dyestuffs	29	40,296	5,089	12.7	---	916	2,708	2,708	---	2,549
Explosives	42	35,638	6,100	17.1	---	650	1,918	1,917	1	2,075
Industrial chemicals	160	228,619	22,081	9.7	---	3,012	8,107	8,097	10	12,845
Paints and varnishes	277	153,531	30,727	20.0	4	5,531	11,928	11,814	114	15,412
Paints with glass and/or wallpaper	52	20,837	4,895	23.5	3	1,689	3,067	2,963	104	5,196
All other	103	77,214	13,558	17.6	2	2,197	5,435	5,418	17	6,449
Clothing and furnishings	297	300,302	39,108	13.0	59	8,071	18,161	18,128	33	32,929
Men's and boys'	130	124,214	16,483	13.3	29	3,057	7,286	7,277	9	15,526
Women's and children's	94	39,145	5,928	15.1	29	1,245	2,913	2,889	24	3,629
Shoes and other footwear	62	132,803	16,252	12.2	---	3,667	7,720	7,720	---	13,470
All other	11	4,140	445	10.7	1	102	242	242	---	304
Coal and coke	6	6,461	1,279	19.8	---	250	455	455	---	1,364
Drugs and drug sundries	237	202,097	55,852	27.6	4	8,439	18,269	18,225	44	19,007
Dry goods (specialty lines)	213	210,082	23,519	11.2	17	5,624	13,036	13,011	25	29,319
Hosiery and lingerie	33	28,895	4,636	16.0	1	921	2,228	2,224	4	3,708
Notions	87	36,997	5,194	14.0	9	1,363	2,824	2,822	2	4,715
Piece goods:										
Cotton	12	52,780	2,838	5.4	---	815	1,799	1,799	---	4,130
Silk, linen, rayon, and velvet	44	57,883	6,152	10.6	4	1,584	3,603	3,603	---	12,004
Woolen and worsted	11	15,978	1,517	9.5	1	173	594	591	3	[illegible]
Other	7	4,052	1,322	32.6	2	313	667	667	---	1,459
Other dry goods specialties	19	13,497	1,860	13.8	---	475	1,321	1,305	16	2,407
Electrical goods	393	643,067	49,106	7.6	4	12,546	29,274	29,251	23	29,266
Apparatus and equipment	222	544,448	37,097	6.8	---	10,167	23,508	23,495	13	17,434
Wiring supplies and construction materials	91	75,273	7,376	9.8	2	1,186	3,315	3,313	2	9,115
Radios and equipment	11	5,529	946	17.1	---	213	411	409	2	767
Refrigerators and equipment (household)	19	8,508	2,156	25.3	---	608	1,236	1,234	2	1,018
All other	50	9,309	1,531	16.4	2	372	804	800	[illegible]	932
Farm products--consumer goods	610	199,200	34,299	17.2	3	6,619	11,521	11,147	174	11,313
Farm supplies	122	52,472	7,184	13.7	6	1,501	2,723	2,709	14	2,957
Feed	48	7,412	871	11.8	5	310	399	391	[illegible]	565
Fertilizer	68	44,337	6,249	14.1	1	1,141	2,285	2,280	5	2,335
All other	6	723	64	8.9	---	50	39	38	1	57
Furniture and house furnishings	285	131,625	18,436	14.0	4	3,975	8,634	8,571	63	11,724
Floor coverings	73	67,236	8,465	12.6	---	1,759	4,074	4,067	7	6,026
Furniture (general line)	9	2,962	578	19.5	---	192	292	258	34	414
Furniture (household)	80	15,358	1,845	12.0	---	510	1,077	1,066	11	1,076
Furniture (office)	32	7,901	1,581	20.0	---	503	952	952	---	489
House furnishings (except as specified)	83	32,567	4,847	14.9	4	857	1,861	1,857	4	2,633
All other	8	5,601	1,120	20.0	---	154	378	371	7	1,086

* Employees and pay roll include paid executives of corporations but not the number and compensation of unincorporated businesses.

TABLE 1.—SALES, EXPENSES, PERSONNEL, PAY ROLL AND STOCKS

TYPE OF OPERATION BY KINDS OF BUSINESS—Continued

UNITED STATES SUMMARY

TYPE OF OPERATION KIND OF BUSINESS	NUMBER OF ESTABLISHMENTS	SALES	OPERATING EXPENSES (including pay roll)		Active proprietors and unpaid partners engaged in business	Number of employees (full-time and part-time) Average for year	PAY ROLL*			Stocks on hand [illegible]
		Amount	Amount	Percent of sales			Total	[illegible]	[illegible]	
		Dollars	Dollars				Dollars	Dollars	Dollars	Dollars
MANUFACTURERS' SALES BRANCHES (With stocks)—Con.										
KINDS OF BUSINESS										
MANUFACTURERS' SALES BRANCHES (With stocks)—Con.										
Groceries and foods (specialty lines)	2,592	$2,333,306	$259,640	11.1	31	57,674	$104,219	$103,174	$1,045	$93,974
Breakfast cereals	20	27,112	1,505	5.6	---	345	874	874	---	307
Canned foods	188	146,176	23,093	15.8	---	5,397	10,985	10,905	80	9,732
Confectionery	56	61,001	8,489	13.9	5	1,330	2,602	2,564	38	2,349
Fish and sea foods	26	8,574	1,534	17.9	3	523	728	659	59	665
Flour	159	144,866	19,157	13.2	---	2,719	5,574	5,536	38	7,541
Fruits and vegetables (frosted)	7	9,983	2,180	21.8	---	595	703	703	---	9,828
Meats and provisions	924	1,076,480	73,024	6.8	6	24,437	39,510	38,967	543	30,421
Other food and grocery specialties	1,212	859,114	130,658	15.2	17	22,528	43,253	42,966	287	38,331
Hardware	98	24,412	4,864	19.9	---	1,459	2,728	2,724	4	3,461
Jewelry	31	53,478	4,055	7.6	1	676	2,183	2,179	4	3,303
Lumber and construction materials	353	236,475	33,618	14.1	15	9,286	18,350	17,809	541	23,484
Lumber	37	22,201	3,160	14.2	6	514	977	856	121	5,597
Millwork	37	11,402	2,531	22.2	4	728	1,091	1,077	14	2,476
Brick, tile, and terra cotta	48	6,837	1,329	20.0	1	373	661	651	10	1,184
Cement, lime, and plaster	54	38,070	5,069	13.3	---	1,184	2,291	2,290	1	5,262
Glass	78	55,333	8,405	15.2	---	3,725	6,350	5,968	382	7,470
All other	99	104,832	13,124	12.5	2	2,762	6,980	6,967	13	3,595
Machinery--equipment--supplies	3,333	976,464	192,008	19.7	45	53,586	108,340	107,306	1,034	135,634
Commercial equipment and supplies:										
Office machines and equipment	697	84,401	34,716	41.1	6	11,577	22,080	22,067	13	11,217
Restaurant and hotel supply houses	5	5,819	304	5.2	---	91	204	204	---	672
Garage and filling station equipment	62	9,291	1,830	19.7	7	541	1,060	1,055	5	785
Store machines	14	1,272	503	39.5	---	180	318	317	1	114
Store fixtures and equipment	119	7,300	3,200	43.8	4	1,214	1,830	1,830	---	633
All other	120	42,680	10,066	23.6	2	3,375	7,825	7,544	281	1,424
Farm and dairy:										
Dairy equipment	59	22,533	4,290	19.0	---	1,062	2,108	2,106	2	2,052
Farm implements	91	136,412	18,357	13.5	---	5,684	10,341	10,177	164	23,062
Farm machinery and equipment	178	132,027	22,704	17.2	---	5,749	10,183	10,000	183	25,941
Industrial machinery, equipment, and supplies:										
Belting, hose, and packing	133	44,555	8,297	18.6	6	1,641	4,001	3,994	7	3,228
Construction (except road building)	6	7,590	621	8.2	2	92	461	460	1	327
Road building	20	4,365	604	13.8	---	170	309	303	6	585
Machine tools	55	18,699	2,716	14.5	---	521	1,558	1,553	3	1,592
Mine and mill supplies	63	29,812	3,682	12.4	3	780	2,208	2,203	3	1,781
Oil well supply houses	324	58,603	7,530	12.8	2	1,970	3,404	3,198	206	14,561
Power plant and power transmission	85	35,313	4,568	12.9	---	1,770	3,126	3,119	7	2,821
Printing and lithographing (except paper)	198	38,722	9,433	24.4	2	2,175	5,457	5,418	39	7,420
Rope, cordage, and twine	20	8,477	1,066	12.6	---	178	536	532	4	740
Textile	8	862	193	22.4	---	61	112	112	---	120
All other	462	164,645	25,888	15.7	4	6,231	14,030	13,973	57	18,309
Professional equipment and supplies:										
Dental supply houses	34	11,914	3,274	27.5	---	896	1,765	1,765	---	2,346
School equipment and supplies	10	3,755	964	25.7	---	406	579	563	16	515
Surgical, medical, and hospital	190	26,276	6,840	26.0	6	1,753	3,860	3,855	5	2,351
All other	79	10,142	2,199	21.7	1	749	1,211	1,206	5	1,834
Service equipment and supplies:										
Barber and beauty supply houses	18	3,484	1,279	36.7	---	332	664	664	---	497
Laundry and dry cleaning	47	16,668	4,480	26.9	---	913	2,323	2,304	19	2,330
Undertakers' supplies	51	11,495	3,234	28.1	---	751	1,504	1,502	2	2,000
Upholsterers' supplies	68	16,136	3,036	18.8	---	821	1,822	1,822	---	3,329
All other	107	19,139	5,193	27.1	---	1,716	3,165	3,162	3	2,224
Transportation equipment and supplies:										
Marine	6	1,683	230	13.7	---	63	124	120	4	397
All other	4	2,374	711	29.9	---	124	376	376	---	147
Metals and metal work (except scrap)	481	469,922	38,680	8.2	2	9,634	19,492	19,157	335	52,412
Building metal work	73	17,066	4,375	25.6	---	1,041	1,974	1,743	231	3,330
Iron and steel products (general line)	87	136,899	11,549	8.4	---	3,438	5,850	5,822	28	19,518
Iron and steel products (semi-finished)	9	3,378	487	14.4	---	93	322	322	---	346
Iron and steel products (flat)	42	34,121	4,429	13.0	1	1,120	2,176	2,171	5	5,486
Wire and wire products	104	152,399	7,960	5.2	---	1,815	4,499	4,495	4	8,771
Iron and steel finished products (N.E.C.)	76	22,986	2,336	10.2	---	651	1,303	1,287	16	3,198
Copper	28	42,023	2,769	6.6	---	538	1,075	1,058	17	3,060
All other	62	61,050	4,775	7.8	1	938	2,293	2,259	34	8,703
Paper and its products	317	177,454	29,303	16.5	1	6,051	12,183	12,157	26	14,361
Wrapping or coarse paper and products	148	140,724	22,227	15.8	---	3,887	8,102	8,091	11	10,824
Printing and writing papers	42	21,932	2,987	13.6	---	924	1,784	1,773	11	2,065
All other	127	14,798	4,089	27.6	1	1,240	2,297	2,293	4	1,472
Petroleum and its products	56	21,262	4,596	21.6	---	894	2,236	2,219	17	2,486
Plumbing and heating equipment and supplies	518	251,633	39,037	15.5	9	10,115	18,479	18,125	354	30,433
Plumbing and heating (general line)	221	154,800	20,803	13.5	---	6,006	10,022	9,769	253	15,943
Heating (including stoves and ranges)	159	51,723	9,852	19.0	3	1,928	4,322	4,298	24	5,145
Plumbing fixtures, equipment, and supplies	92	34,543	6,285	18.2	4	1,882	2,876	2,847	29	8,183
All other	47	11,167	2,097	18.8	2	629	1,259	1,211	48	1,162
Tobacco and products except leaf	44	446,489	62,051	13.9	6	4,353	8,437	8,394	43	11,769

* Employees and pay roll include paid executives of corporations but not the number and compensation of unincorporated businesses.

TABLE 1 -SALES, EXPENSES, PERSONNEL, PAY ROLL AND STOCKS

UNITED STATES SUMMARY

[illegible]	NUMBER OF ESTABLISHMENTS	[illegible]	OPERATING EXPENSES	[illegible]	[illegible]	[illegible] (full-time equivalent)	PAY ROLL		Full-time (add 000)	[illegible]	[illegible]
[illegible] SALES BRANCHES (With stocks)—Con.											
[illegible]											
All other [illegible]	[illegible]	$[illegible]	$[illegible]	[illegible]	27	9,739	$29,[illegible]	$2[illegible],158	$116	$27,760
Shoes, [illegible]	[illegible]	30,871	11,361	[illegible]	1	2,645	[illegible]	[illegible]	18	6,711
Report products [illegible]	34	8,039	[illegible],414	17.[illegible]	--	476	[illegible]	747	79	1,111
Leather [illegible]	[illegible]	[illegible]	[illegible]	6.3	--	927	1,723	[illegible],723	---	7,692
Leather [illegible]	[illegible]	7,495	[illegible]	9.6	3	171	408	408	--	1,039
Oils and greases [illegible]	[illegible]	8,277	[illegible]	24.2	---	568	1,071	1,071	---	1,259
Optical goods	[illegible]	[illegible]	6,986	[illegible]	[illegible]	[illegible],949	4,310	4,310	---	2,716
Textiles and notions [illegible]	[illegible]	21,619	2,474	11.4	[illegible]	444	1,411	[illegible],402	[illegible]	2,123
Yarns	[illegible]	120,676	[illegible]	7.1	[illegible]	[illegible],142	[illegible]	3,589	4	4,452
Miscellaneous kinds of [illegible]	[illegible]	[illegible]	[illegible]	16.[illegible]	4	606	1,634	1,626	8	1,263
MANUFACTURERS' SALES OFFICES (Without stocks)										
[illegible]										
MANUFACTURERS' SALES OFFICES (Without stocks)	5,[illegible]9	4,679,262	324,175	6.9	125	48,739	134,247	133,335	912	-
Amusement and sporting goods	66	49,731	[illegible],727	11.5	---	1,492	3,156	3,156	--	---
Automotive	59	65,369	6,842	10.5	--	870	2,308	2,306	2	--
Automotive accessories and equipment	16	[illegible],148	1,070	5.9	---	156	481	481	---	---
Automotive parts	30	39,474	5,192	13.2	--	605	1,530	1,530	---	---
All other	11	7,847	580	7.4	-	109	297	295	2	---
Beer, wine, and liquors	89	132,[illegible]	17,738	13.4	---	1,647	4,541	4,538	3	--
Beer and ale	30	[illegible],984	1,518	25.4	---	312	596	587	3	---
Wines and liquors	53	126,546	16,220	12.8	---	1,335	3,951	3,951	---	--
Chemicals and paints	181	248,997	39,883	15.9	7	4,035	11,188	11,117	71	---
Dyestuffs	6	1,767	169	9.6	---	14	64	64	---	--
Ink	18	49,[illegible]	9,013	25.0	---	345	1,135	1,135	---	--
Industrial chemicals	46	163,786	20,770	12.7	6	2,415	6,421	6,420	1	--
Paints and varnishes	57	29,741	6,682	22.5	---	826	2,282	2,231	51	---
All other	52	17,668	3,049	17.3	1	441	1,286	1,267	19	---
Clothing and furnishings	241	[illegible],306	[illegible],909	10.1	63	2,166	6,446	6,416	30	-
Men's and boys'	96	58,[illegible]	5,387	9.2	28	928	2,885	2,869	16	---
Women's and [illegible]	102	46,641	5,401	11.6	24	949	2,774	2,760	14	--
Millinery and accessory suits	11	4,069	252	6.2	7	49	133	133	---	--
Shoes and other footwear	[illegible]	[illegible]	670	8.2	2	157	401	401	--	--
All other	11	4,095	596	14.6	2	83	247	247	---	--
Coal and coke	[illegible]	[illegible]	453	2.8	---	56	245	245	-	--
Drugs and drug sundries	54	[illegible],[illegible]3	11,166	22.3	6	1,041	2,985	2,963	22	---
Dry goods (specialty lines)	[illegible]	220,664	11,877	5.4	5	2,019	6,079	6,075	4	-
Hosiery and lingerie	[illegible]	26,041	1,583	6.1	1	311	885	881	4	--
Notions	17	[illegible]	[illegible]	10.6	2	84	247	247	-	--
Piece goods:										
Cotton		61,652	2,795	4.5	---	474	1,436	1,436	---	--
Silk, rayon, and velvet	[illegible]	4,955	465	9.4	---	69	121	121	---	--
Woolens and worsteds	17	76,226	2,908	3.8	---	512	1,680	1,680	---	--
Other	[illegible]	39,753	2,212	5.6	---	248	999	999	---	---
Other dry goods specialties	[illegible]	8,740	1,[illegible]	18.[illegible]	2	286	711	711	-	-
Electrical goods	[illegible]	217,758	[illegible],[illegible]	4.7	3	[illegible],727	5,475	5,445	30	---
Apparatus and equipment	13	[illegible]	5,002	5.7	-	941	2,683	2,682	1	--
Wiring supplies and construction materials	[illegible]	63,[illegible]	3,256	[illegible]	2	488	[illegible],607	1,600	7	---
Radios and equipment	[illegible]	[illegible],564	1,125	2.9	--	121	714	714		--
All other	[illegible]	7,871	888	11.3	1	197	471	447	24	--
Farm products--consumer goods	[illegible]	21,682	2,208	10.2	3	325	548	535	13	--
Farm supplies	20	11,696	827	7.1	---	142	422	421	1	---
Feed	10	[illegible],952	410	10.4	--	91	181	181	--	--
Seed	10	7,744	417	5.4	---	51	241	240	1	--
Furniture and home furnishings	131	[illegible],640	6,836	10.1	12	969	2,878	2,866	12	--
China, glassware, and crockery	9	[illegible]	112	7.9	1	58	124	120	4	--
Floor coverings	46	45,575	3,779	8.3	3	404	1,395	1,394	1	--
Furniture general line	8	2,004	314	15.7	---	52	179	179	-	-
Furniture department	14	[illegible],255	470	20.8	---	95	199	199	--	--
Home furnishings department as specified	47	[illegible],113	1,748	12.4	8	267	861	854	7	--
All other	[illegible]	1,190	313	[illegible]	---	95	120	120	-	--
Groceries and foods (specialty lines)	810	345,375	60,914	17.5	3	7,391	15,968	15,720	248	-
Breakfast cereals	27	19,547	827	4.2	---	196	498	498	-	--
Canned foods	54	46,677	8,087	17.3	--	902	1,734	1,675	59	---
Confectionery	4	[illegible],249	980	25.5	---	33	110	110	-	--
Flour	22	17,288	2,080	12.0	---	165	916	907	9	---
Meats and provisions	10	11,331	849	5.9	--	159	381	379	2	--
Other food and grocery specialties	687	248,133	48,131	19.[illegible]	3	5,642	12,328	12,151	178	-
Hardware	55	16,088	1,357	8.4	2	250	713	709	4	-
Specialty lines	55	16,088	1,357	8.4	2	250	713	709	4	---
Jewelry	29	9,569	[illegible]	6.6	4	105	446	446	-	--

[illegible] Employees and pay roll include full executives of corporations but not the number and compensation of unincorporated businesses.

TABLE 1.—SALES, EXPENSES, PERSONNEL, PAY ROLL AND STOCKS

[Type of Operation or Kind of Business]

UNITED STATES SUMMARY

TYPE OF OPERATION KIND OF BUSINESS	NUMBER OF ESTABLISHMENTS	SALES	OPERATING EXPENSES			Average for	PAY ROLL	Full-time		(add 000)
	MANUFACTURERS' SALES OFFICES (Without stocks)—Con.									
KINDS OF BUSINESS										
MANUFACTURERS' SALES OFFICES (Without stocks)—Con.										
Lumber and construction materials	334	$260,790	$27,120	10.6	4	4,489	$12,[illegible]	$12,[illegible]	[illegible]	
Lumber	21	12,611	1,690	13.3	3	348	728	728	[illegible]	
Lumber and millwork	13	2,018	182	9.0	1	59	14[illegible]	15[illegible]	[illegible]	---
Millwork	15	3,130	564	18.0	--	43	279	279	[illegible]	---
Brick, tile, and terra cotta	72	30,583	1,648	5.4	--	32[illegible]	940	939	[illegible]	
Cement, lime, and plaster	86	79,[illegible]	9,072	11.4	---	1,448	4,285	4,284	[illegible]	--
Glass	29	46,609	1,112	2.4	---	237	[illegible]	619	4	---
All other	94	86,649	13,252	15.3	---	1,957	5,792	5,788	4	--
Machinery--equipment--supplies	1,094	505,669	41,380	8.2	6	7,658	[illegible]	41,748	1[illegible]	
Commercial equipment and supplies:										
Office machines and equipment	177	10,468	1,985	19.0	1	848	[illegible]	1,571	18	
Restaurant and hotel supply houses	4	3,263	114	3.5	--	29	79	79		---
Garage and filling station equipment	19	5,005	350	7.0		5[illegible]	94	94		---
Store fixtures and equipment	18	2,596	836	34.9	--	195	435	424	[illegible]	--
All other	24	983	181	18.4	---	62	114	114		-
Industrial machinery, equipment, and supplies:										
Industrial (general line)	40	24,199	1,920	7.9	---	426	1,217	1,208	9	---
Belting, hose, and packing	25	9,703	909	9.4	---	131	4[illegible]4	4[illegible]	1	---
Road building	27	6,938	979	14.1	---	20[illegible]	[illegible]	[illegible]	[illegible]	-
Machine tools	43	10,459	1,005	9.6	---	142	546	546		--
Mine and mill supplies	26	4,135	361	8.7	---	79	2[illegible]	[illegible]		-
Oil well supply houses	18	6,019	657	10.9	---	138	314	305	[illegible]	-
Power plant and power transmission	98	54,944	10,277	15.8	---	1,594	4,496	4,496	---	---
Printing and lithographing (except paper)	62	10,129	2,104	20.8	2	365	1,215	1,2[illegible]	9	---
Textile	16	6,567	427	6.5	---	86	282	282	---	---
All other	326	209,127	9,922	4.7	2	1,96[illegible]	6,115	6,027	[illegible]	--
Service equipment and supplies:										
Barber and beauty supply houses	6	172	4[illegible]	27.9	---	19	3[illegible]	3[illegible]	---	---
Upholsterers' supplies	21	9,520	776	8.2	---	157	427	427	---	---
All other	22	7,118	1,494	20.9	1	334	904	9[illegible]	[illegible]	-
Transportation equipment and supplies:										
Railroad	40	61,911	5,443	8.8	---	537	2,2[illegible]	2,2[illegible]	5	---
Marine	6	44,992	450	1.0	---	58	204	204	--	--
Other	22	3,564	475	13.3	---	92	2[illegible]	2[illegible]		--
All other	54	3,866	647	16.7	---	159	3[illegible]	3[illegible]	24	---
Metals and metal work (except scrap)	530	1,647,674	34,298	2.1	---	6,003	19,077	18,938	139	- -
Building metal work	63	29,957	2,019	6.5	---	369	1,373	1,3[illegible]	2[illegible]	---
Iron and steel products (general line)	113	714,834	9,173	1.3	---	1,764	5,422	5,3[illegible]	110	--
Iron and steel products (semi-finished)	15	27,745	3,440	12.4	---	340	1,383	1,[illegible]	-	- -
Iron and steel products (flat)	37	165,719	2,028	1.2	--	373	1,191	1,191	- -	---
Wire and wire products	55	29,413	1,471	5.0	---	378	849	849		---
Iron and steel finished products (N.E.C.)	172	428,401	10,067	2.3	---	1,733	5,437	5,429	[illegible]	---
Copper	6	61,409	1,011	1.6	---	114	576	576		---
All other	69	190,216	5,390	2.8	---	932	2,846	2,848	1	---
Paper and its products	309	187,434	10,263	5.5	1	2,002	6,442	6,435	7	---
Wrapping or coarse paper and products	186	145,355	7,779	5.3	---	1,411	4,707	4,700	7	--
Printing and writing papers	29	29,794	1,092	3.7	---	171	594	594	--	---
All other	94	12,105	1,392	11.5	1	420	1,141	1,141	---	- -
Petroleum and its products	21	19,620	3,809	19.4	---	306	992	992	--	-
Plumbing and heating equipment and supplies	210	41,798	5,831	13.5	1	1,116	[illegible]	[illegible]	14	-
Plumbing and heating (general line)	8	9,337	665	7.4	---	86	1,[illegible]	1,[illegible]	[illegible]	-
Heating (including stoves and ranges)	28	5,381	745	13.8	---	179	475	475	--	---
Plumbing fixtures, equipment, and supplies	62	7,242	974	13.4	---	221	468	465	[illegible]	--
All other	112	20,229	3,247	16.1	1	648	1,687	1,675	12	---
Tobacco and products (except leaf)	136	279,963	3,118	1.1	1	1,074	2,131	2,121	-	--
All other products	287	140,466	9,439	6.7	4	1,876	4,727	4,6[illegible]	1[illegible]	---
Books, periodicals, and newspapers	73	13,337	2,444	18.3	1	879	1,[illegible]	1,467	---	---
Forest products (except lumber)	15	16,731	918	5.5	-	99	3[illegible]	377	---	---
Leather and shoe findings	7	3,612	93	2.6	---	19	5[illegible]	[illegible]	---	--
Leather goods	4	1,973	140	7.1	2	25	76	75	---	-
Oils and greases (animal and vegetable)	27	28,098	1,464	5.2	---	190	5[illegible]	[illegible]	---	-
Optical goods	5	140	39	27.9	--	15	27	27	---	---
Textiles and materials (other than dry goods)	21	10,967	417	3.8	---	26[illegible]	2[illegible]	2[illegible]	---	-
Yarns	18	42,379	1,718	4.1	---	173	742	742	[illegible]	-
Miscellaneous kinds of business	110	23,218	2,206	9.5	1	402	1,008	[illegible]	[illegible]	-
PETROLEUM BULK STATIONS AND TERMINALS										
Petroleum and its products	38,925	3,807,908	420,648	11.0	23,061	99,926	132,366	[illegible]	[illegible]	[illegible]
AGENTS AND BROKERS										
KINDS OF BUSINESS										
AGENTS AND BROKERS	20,903	11,261,638	307,752	2.7	18,609	78,511	134,[illegible]	[illegible]	[illegible]	[illegible]
Amusement and sporting goods	192	21,[illegible]	1,427	7.5	172	336	[illegible]	[illegible]	[illegible]	[illegible]
Bicycles and supplies	3	69	9	13.0	1	2	[illegible]	[illegible]	-	
Cameras and photographic supplies	3	58	51	6.0	4	[illegible]	1[illegible]	14	-	[illegible]
Motion picture equipment and supplies (except films)	7	761	84	11.0	4	15	59	[illegible]	[illegible]	4
Motion picture film exchanges	11	4[illegible]	117	24.2	[illegible]	[illegible]	[illegible]	[illegible]	---	
Sporting goods	37	8,2[illegible]	551	6.6	37	[illegible]	161	[illegible]	---	[illegible]
Toys, novelties, and fireworks	110	11,994	821	6.9	102	13[illegible]	[illegible]	3[illegible]	[illegible]	12
All other	19	9[illegible]	84	8.6	18	21	21	21	1	[illegible]

* Employees and pay roll include paid executives of corporations but not the number and compensation of proprietors of unincorporated businesses.

TABLE 1.—SALES, EXPENSES, PERSONNEL, PAY ROLL AND STOCKS

UNITED STATES SUMMARY

TYPE OF OPERATION—KIND OF BUSINESS—Continued

TYPE OF OPERATION KIND OF BUSINESS	NUMBER OF ESTABLISHMENTS	SALES (add 000)	OPERATING EXPENSES (excluding pay roll) Amount (add 000)	OPERATING EXPENSES Percent of sales	Active proprietors devoted entirely to business	Number of employees* (full-time and part-time) Average for year	PAY ROLL* Total (add 000)	PAY ROLL* Full-time (add 000)	PAY ROLL* Part-time (add 000)	Stocks on hand, end of year, at cost (add 000)
	AGENTS AND BROKERS—Con.									
KINDS OF BUSINESS										
AGENTS AND BROKERS—Con.										
Automotive	331	$121,426	$3,645	3.0	289	846	$1,856	$1,780	$76	$648
Automobiles (new and used)	12	13,765	247	1.8	9	105	149	122	27	31
Trucks and tractors	19	3,200	228	7.1	14	59	133	133	---	41
Automotive accessories and equipment	179	64,522	2,000	3.1	160	404	946	915	31	423
Automotive parts	106	38,704	1,086	2.8	92	248	583	569	14	133
Tires and tubes	15	1,235	84	6.8	14	30	45	41	4	20
Beer, wines, and liquors	102	30,051	1,167	3.9	79	270	471	461	10	861
Beer and ale	19	4,316	160	3.7	21	33	60	59	1	11
Wines and liquors	83	25,735	1,007	3.9	58	237	411	402	■	850
Chemicals and paints	331	116,246	5,000	4.3	242	947	2,514	2,459	55	1,127
Dyestuffs	3	585	17	2.8	3	2	3	3	---	24
Explosives	12	2,493	123	4.9	6	31	67	42	25	28
Industrial chemicals	68	28,610	1,648	5.8	38	322	933	926	7	538
Naval stores	24	15,969	584	3.7	14	104	265	265	---	65
Paints and varnishes	89	14,639	610	4.2	69	169	294	287	7	34
All other	135	53,950	2,018	3.7	112	319	952	936	16	438
Clothing and furnishings	1,409	439,389	15,895	3.2	1,375	3,601	6,987	6,888	99	1,075
Clothing and furnishings (general line)	184	65,085	1,857	2.9	180	506	985	965	20	33
Men's and boys'	220	55,877	2,561	4.6	193	574	1,263	1,239	24	722
Women's and children's	605	244,242	6,870	2.8	611	1,897	3,679	3,646	33	142
Furs, dressed, and fur clothing	111	24,000	943	3.9	110	257	427	418	9	92
Millinery and millinery supplies	182	31,171	1,276	4.1	172	312	558	550	8	41
Shoes and other footwear	107	19,014	388	2.0	109	55	75	70	5	45
Coal and coke	301	404,269	17,633	4.4	77	2,752	8,265	8,207	58	3,010
Drugs and drug sundries	147	34,546	3,005	8.7	114	760	1,518	1,504	14	392
Dry goods (general line	27	219,694	2,136	1.0	24	724	1,474	1,463	11	105
Dry goods (specialty lines	1,470	1,433,117	36,706	2.6	1,392	6,833	20,879	20,792	87	5,267
Hosiery and lingerie	193	104,343	4,165	4.0	172	784	2,189	2,163	26	258
Notions	167	40,840	1,953	4.8	153	638	905	900	5	129
Piece goods:										
General line	25	247,558	3,823	1.5	27	592	2,478	2,478	---	1,020
Cotton	296	669,285	16,879	2.5	220	2,782	9,795	9,787	8	3,028
Silk, linen, rayon, and velvet	168	59,397	1,289	2.2	109	349	670	664	6	122
Woolen and worsted	150	185,620	5,548	3.0	164	975	3,299	3,285	14	415
Other	369	95,994	2,248	2.3	379	482	1,069	1,050	19	149
Other dry goods specialties	162	30,080	1,001	3.3	168	231	474	465	9	146
Electrical goods	837	130,532	7,098	5.4	737	1,855	3,342	3,272	70	880
Electrical merchandise (general line	21	9,333	509	5.5	15	119	289	286	3	49
Apparatus and equipment	166	22,893	1,329	5.8	140	314	685	679	6	91
Wiring supplies and construction materials	197	36,401	1,968	5.4	166	478	877	857	20	204
Radios and equipment	112	22,271	822	3.7	106	221	335	321	14	130
Refrigerators and equipment (household)	17	988	93	9.4	15	22	34	34	---	12
All other	324	38,646	2,377	6.2	295	701	1,142	1,115	27	394
Farm products—raw materials	3,091	2,960,657	51,413	1.7	3,376	21,136	24,450	22,486	1,964	23,653
Cotton	485	547,168	4,770	1.4	527	954	1,667	1,618	49	8,653
Grains	395	512,296	7,169	1.4	293	1,580	3,588	3,552	36	5,948
Hides, skins, and raw furs	172	72,918	1,669	2.3	139	343	816	803	13	612
Horses and mules	35	16,750	771	4.6	35	364	304	247	57	262
Livestock	1,327	1,536,703	20,854	1.4	1,582	7,230	9,582	8,985	597	2,703
Silk (raw	8	9,119	58	.6	7	9	34	34	---	107
Tobacco (leaf)	468	274,591	12,851	4.7	617	10,037	7,122	5,966	1,156	2,712
Wool and mohair	123	108,378	1,686	1.6	123	353	877	830	47	2,078
All other	78	82,734	1,605	1.9	53	266	660	651	9	578
Farm products—consumer goods	1,287	731,026	27,134	3.7	1,113	6,750	13,339	12,741	598	3,296
Dairy products	51	33,045	911	2.8	34	176	365	364	1	217
Dairy and poultry products	53	41,969	641	1.5	43	129	307	297	10	294
Poultry and poultry products	131	65,829	2,474	3.8	101	685	1,290	1,212	78	1,068
Fruits and vegetables (fresh)	840	401,235	18,861	4.7	777	4,658	9,108	8,759	349	1,578
Fresh fruits only	186	185,523	4,099	2.2	133	1,066	2,188	2,029	159	107
All other	26	3,425	148	4.3	25	56	81	80	1	34
Farm supplies	198	108,108	2,600	2.4	145	525	1,349	1,331	18	315
Feed	108	68,258	1,741	2.6	75	328	909	902	7	273
Fertilizer	53	31,925	561	1.8	44	116	304	293	11	12
Seeds	14	3,385	143	4.2	8	45	71	71	---	18
All other	25	4,540	155	3.4	18	36	65	65	---	12
Furniture and house furnishings	789	100,956	6,602	6.5	713	1,744	3,206	3,057	149	682
China, glassware, and crockery	138	20,756	1,308	6.3	118	327	667	654	13	106
Floor coverings	57	8,017	673	8.4	44	167	312	310	2	125
Furniture (general line)	159	24,468	1,786	7.3	145	497	957	875	82	202
Furniture (household)	64	8,326	568	6.8	65	140	246	226	20	86
Furniture (office)	36	2,630	251	9.5	30	71	125	122	3	44
House furnishings (except as specified)	326	34,867	1,899	5.4	304	494	836	809	27	113
Musical instruments and sheet music	9	1,912	119	6.2	7	28	63	61	2	■
Groceries and foods (specialty lines	2,729	2,085,424	36,879	1.8	2,422	8,165	17,781	17,571	210	12,258
Breakfast cereals	6	1,413	30	2.1	6	9	20	20	---	---
Canned foods	635	358,436	8,725	2.4	573	2,083	4,668	4,621	45	2,067
Coffee, tea, and spices	155	151,704	1,538	1.0	167	331	806	801	5	501
Confectionery	63	15,978	650	4.1	60	104	215	207	8	2

* Employees and pay roll include paid executives of corporations but not the number and compensation of proprietors of unincorporated businesses.

TABLE 1.—SALES, EXPENSES, PERSONNEL, PAY ROLL AND STOCKS

TYPES OF OPERATION BY KINDS OF BUSINESS—Continued

UNITED STATES SUMMARY

TYPE OF OPERATION KIND OF BUSINESS	NUMBER OF ESTABLISHMENTS	SALES (add 000)	OPERATING EXPENSES (including pay roll) Amount (add 000)	OPERATING EXPENSES Percent of sales	Active proprietors of unincorporated businesses	Number of employees (full-time and part-time) Average for year	PAY ROLL* Total (add 000)	PAY ROLL* Full-time (add 000)	PAY ROLL* Part-time (add 000)	Stocks on hand, end of year, at cost (add 000)
	AGENTS AND BROKERS—Con.									
KINDS OF BUSINESS										
AGENTS AND BROKERS—Con.										
Groceries and foods (specialty lines)—Con.										
Fish and sea foods	70	$11,811	$729	6.2	53	188	$372	$363	$9	$73
Flour	149	65,901	1,276	1.9	142	268	562	559	3	91
Fruits and vegetables (frosted)	12	4,133	129	3.1	11	36	60	60	-	---
Meats and provisions	84	115,615	1,379	1.2	85	263	572	560	12	628
Other food and grocery specialties	1,555	1,360,433	22,423	1.6	1,325	4,903	10,508	10,380	128	8,896
Hardware	392	61,860	2,926	4.7	361	757	1,365	1,336	29	309
Jewelry	210	18,737	916	4.9	204	156	320	315	5	221
Jewelry (general line)	8	2,988	91	3.0	7	11	30	30	---	---
Clocks and watches	14	4,007	217	5.4	14	45	116	116	---	40
Diamonds and other precious stones	40	2,893	115	4.0	42	20	22	22	---	87
All other	148	8,849	493	5.6	141	80	152	147	5	94
Lumber and construction materials	944	213,760	10,833	5.1	752	2,261	4,928	4,853	275	709
Builders' supplies (general line)	35	5,289	257	4.9	32	85	140	121	19	16
Lumber	474	159,187	6,585	4.2	380	1,201	2,851	2,771	80	337
Lumber and millwork	17	2,330	113	4.8	14	29	55	51	[illegible]	7
Millwork	47	7,112	489	6.9	35	113	212	188	24	30
Brick, tile, and terra cotta	74	13,001	1,041	8.0	53	193	513	504	[illegible]	70
Cement, lime, and plaster	13	3,102	307	9.9	9	60	146	142	[illegible]	3
Glass	17	3,519	109	3.1	13	26	50	50	---	26
All other	263	24,220	1,952	8.0	216	554	961	826	135	220
Machinery--equipment -supplies	2,890	366,685	32,641	8.9	2,361	8,499	18,363	17,987	376	8,299
Commercial equipment and supplies:										
Office machines and equipment	353	24,118	8,459	35.1	159	2,824	6,087	6,067	20	2,218
Restaurant and hotel supply houses	40	4,728	269	5.7	34	87	127	124	3	24
Garage and filling station equipment	43	4,213	443	10.5	35	108	227	222	5	156
Soda fountain equipment and supplies	6	113	16	14.2	6	2	2	2	---	[illegible]
Store machines	22	718	83	11.6	21	26	38	38	---	29
Store fixtures and equipment	95	3,361	551	16.4	90	201	278	268	10	135
All other	105	8,758	994	11.3	94	247	399	374	25	285
Farm and dairy:										
Dairy equipment	13	711	76	10.7	13	26	32	31	1	17
Farm implements	7	593	35	5.9	7	15	15	14	1	18
Farm machinery and equipment	51	3,752	405	10.8	47	116	221	216	5	55
Industrial machinery, equipment, and supplies:										
Industrial (general line)	4	636	62	9.7	7	26	25	21	4	32
Belting, hose, and packing	45	6,139	373	6.1	40	97	167	160	7	138
Construction (except road building)	40	8,268	489	5.9	29	108	286	276	10	74
Road building	50	8,329	546	6.6	45	118	242	235	7	185
Machine tools	133	51,917	2,891	5.6	87	488	1,772	1,766	6	180
Mine and mill supplies	56	7,538	444	5.9	44	102	224	219	5	180
Oil well supply houses	59	14,468	897	6.2	44	184	504	500	4	241
Power plant and power transmission	131	12,998	963	7.4	123	227	496	484	12	63
Printing and lithographing (except paper)	44	2,412	263	10.9	48	108	156	152	4	66
Rope, cordage, and twine	30	10,406	671	6.4	20	138	347	345	2	447
Textile	27	4,934	280	5.7	22	52	127	127	-	15
Used machinery and equipment	17	2,670	147	5.5	16	32	73	[illegible]	[illegible]	53
All other	1,086	122,079	8,991	7.4	967	2,211	4,414	4,259	[illegible]	[illegible]
Professional equipment and supplies:										
Dental supply houses	7	374	39	10.4	6	6	6	[illegible]	[illegible]	10
Religious supply houses	4	217	21	9.7	6	6	9	4	5	10
School equipment and supplies	29	3,481	271	7.8	30	105	126	105	21	38
Surgical, medical, and hospital	39	7,078	313	4.4	33	112	171	165	6	147
All other	29	1,570	185	11.8	28	57	96	77	19	43
Service equipment and supplies:										
Barber and beauty supply houses	9	218	15	7.0	10	4	3	3	---	7
Laundry and dry cleaning	12	1,488	283	19.0	9	25	151	146	5	38
Tailors' supplies	5	320	35	10.9	3	14	15	13	2	14
Undertakers' supplies	4	129	21	16.3	4	8	11	11	---	---
Upholsterers' supplies	28	8,653	386	4.5	21	67	191	190	1	6
All other	73	3,461	328	9.5	64	92	144	137	7	25
Transportation equipment and supplies:										
Aircraft and aeronautical	12	6,176	526	8.5	5	87	274	273	1	47
Railroad	136	24,843	1,456	5.9	106	2[illegible]	668	668	18	64
Marine	35	4,396	[illegible]	8.5	29	[illegible]	206	199	2	64
Other	11	425	50	11.8	[illegible]	25	24	22	2	19
Metals and metal work (except scrap)	608	389,125	7,648	2.1	522	1,611	3,990	3,915	175	3,175
Building metal work	118	11,053	762	6.9	117	298	443	367	76	38
Iron and steel products (general line)	102	35,516	1,163	3.3	90	293	588	577	11	239
Iron and steel products (semi-finished)	95	81,291	1,992	2.3	79	297	915	896	11	1,901
Iron and steel products (flat)	38	55,046	798	1.4	28	124	373	366	7	11
Wire and wire products	37	7,396	321	4.3	31	76	200	192	8	16
Iron and steel finished products (N.E.C.)	93	28,342	1,182	4.7	76	[illegible]	564	531	33	242
Copper	7	563	12	2.1	6	7	3	2	1	3
All other	118	142,898	1,577	1.1	98	321	889	861	28	685
Paper and its products	470	92,607	5,243	5.1	352	1,097	2,894	2,845	48	777
Wrapping or coarse paper and products	270	52,839	2,866	5.4	201	[illegible]	1,413	1,384	29	674
Printing and writing papers	30	38,214	1,154	3.0	14	[illegible]	728	723	5	9
All other	170	9,054	1,023	11.3	143	[illegible]	553	539	14	94
Petroleum and its products	146	91,930	2,[illegible]	2.9	68	368	1,128	1,101	27	78

* Employees and pay roll include paid executives of corporations but not the number and compensation of proprietors of unincorporated businesses.

TABLE 1.—SALES, EXPENSES, PERSONNEL, PAY ROLL AND STOCKS

UNITED STATES SUMMARY

Expense Operations by Kinds of Business—Continued

KIND OF BUSINESS	NUMBER OF ESTABLISHMENTS	SALES (add 000)	OPERATING EXPENSES		Average proprietors and partners engaged in business	Number employees (full-time and part-time equivalent)	PAY ROLL*			Stocks on hand, end of year at cost (add 000)
							Total (add 000)	Full-time (add 000)	Part-time (add 000)	
							AGENTS AND BROKERS—Con.			
KINDS OF BUSINESS										
AGENTS AND BROKERS—Con.										
Plumbing and heating equipment and supplies	112	$32,[illegible]	$3,[illegible]	7.3	45	1,[illegible]	$1,841	$1,787	$54	$626
Plumbing and heating (general line)	23	[illegible],955	181	6.3	24	51	73	67	6	28
Heating (including stoves and ranges)	32	17,647	1,623	9.2	209	443	710	684	26	253
Plumbing fixtures, equipment, and supplies	17	21,396	990	4.6	94	267	495	485	10	196
All other	42	11,302	1,081	9.6	123	301	563	551	12	149
Tobacco and products (except leaf)	25	16,135	577	3.6	32	272	207	206	1	124
Waste materials	121	74,181	3,032	4.1	82	310	1,152	1,139	13	1,266
Iron and steel scrap	51	50,736	2,262	4.5	25	221	316	310	6	553
Junk and scrap (general line)	5	229	13	4.3	5	5	3	2	1	---
Waste paper, rags, and rubber	37	11,[illegible]	479	4.2	35	88	194	192	2	6
Nonferrous metals	5	2,747	60	2.2	2	9	34	34	---	30
All other	23	8,878	216	2.5	15	29	103	102	1	677
All other products	1,340	911,296	21,271	2.3	1,125	4,796	10,699	10,390	309	4,852
Books, periodicals, and newspapers	79	18,299	1,960	10.7	62	610	917	905	12	40
Flowers and nursery stock	56	9,245	1,477	16.1	36	419	739	736	3	61
Forest products (except lumber)	94	20,175	1,371	6.8	60	362	619	550	69	558
General merchandise	106	200,336	3,609	1.8	81	954	2,055	2,030	25	544
Leather and shoe findings	164	74,482	1,995	2.7	154	391	1,004	994	10	210
Leather goods	57	6,045	309	4.7	56	50	92	84	8	234
Oils and greases (animal and vegetable)	86	273,361	1,545	.9	67	236	679	654	25	529
Optical goods	7	441	28	6.3	6	4	6	6	---	11
Textiles and materials (other than dry goods)	83	55,519	1,820	3.3	77	438	1,039	1,036	3	78
Yarns	112	146,209	2,833	1.9	78	501	1,527	1,427	100	680
Miscellaneous kinds of business	492	204,067	4,324	2.1	448	851	2,022	1,968	54	1,709
							ASSEMBLERS (Mainly farm products)			
KINDS OF BUSINESS										
ASSEMBLERS (Mainly farm products)	29,122	3,088,571	251,068	8.1	19,493	137,041	114,582	95,050	19,532	229,718
Farm products--raw materials	15,639	1,809,317	86,059	4.8	8,776	43,368	38,884	35,162	3,722	195,586
Cotton	1,429	296,918	5,753	1.9	1,416	1,711	2,147	1,986	161	27,962
Grains	9,435	739,424	44,225	6.0	3,303	21,540	20,801	19,198	1,603	60,054
Hides, skins, and raw furs	320	13,950	1,079	7.7	342	513	458	387	71	1,082
Horses and mules	138	6,526	497	7.6	144	215	168	160	8	498
Livestock	3,281	500,486	13,392	2.7	2,910	5,195	4,779	4,319	460	4,978
Tobacco (leaf)	285	133,063	14,346	10.8	130	9,489	7,300	6,464	836	89,960
Wool and mohair	287	49,843	1,597	3.2	220	658	709	595	114	1,734
All other	466	69,095	5,170	7.5	311	4,047	2,522	2,053	469	9,318
Farm products--consumer goods	12,132	1,148,158	143,775	12.5	9,444	78,777	65,987	51,971	13,966	21,711
Dairy products	2,901	295,757	23,876	8.0	1,709	7,304	9,655	9,339	316	3,671
Dairy and poultry products	3,522	99,619	7,098	7.1	3,359	4,519	3,015	2,665	350	1,989
Poultry and poultry products	2,717	183,724	15,208	8.3	2,499	8,633	6,549	5,599	950	2,895
Fruits and vegetables (fresh)	1,726	178,844	30,419	17.0	1,354	16,113	13,145	8,879	4,266	4,773
Fresh fruits only	1,204	383,519	66,759	17.4	488	41,758	33,203	25,213	7,990	7,285
All other	62	6,695	611	9.2	35	450	300	276	24	1,101
Farm supplies	482	35,283	3,501	9.9	444	1,589	1,406	1,229	177	3,799
Feed	164	10,659	1,028	9.6	152	504	430	403	27	746
Seeds	170	13,349	1,405	10.5	156	595	550	464	86	2,146
All other	148	11,275	1,070	9.5	136	490	426	362	64	907
Groceries and foods (specialty lines)	819	92,618	17,309	18.7	804	13,093	8,141	6,429	1,712	8,211
Fish and sea foods	580	30,371	8,533	28.1	631	8,467	4,440	3,206	1,234	1,285
Other food and grocery specialties	239	62,247	8,776	14.1	173	4,626	3,701	3,223	478	6,926
All other products	50	3,195	424	13.3	25	214	284	259	25	411
Flowers and nursery stock	3	437	50	11.4	---	19	27	24	3	16
Forest products (except lumber)	31	1,482	154	10.4	19	97	102	88	14	90
Miscellaneous kinds of business	16	1,276	220	17.2	6	98	155	147	8	305

* Employees and pay roll include paid executives of corporations but not the number and compensation of proprietors of unincorporated businesses.

TABLE 1A.– ESTABLISHMENTS, SALES, PERSONNEL, AND PAY ROLL

TYPES OF OPERATION BY KINDS OF BUSINESS

UNITED STATES SUMMARY

TYPE OF OPERATION KIND OF BUSINESS	Number of establishments	Sales (add 000)	Average per month number of employees (including proprietors)	Number of employees, average for year	TOTAL PAY ROLL* (add 000)
	SERVICE AND LIMITED-FUNCTION WHOLESALERS				
WHOLESALE MERCHANTS (For data on wholesale merchants, see table 4.)					
VOLUNTARY GROUP WHOLESALERS	703	$753,586	170	30,177	$47,808
Drugs and drug sundries	13	5,533	5	198	291
Farm products—consumer goods	14	6,989	7	370	470
Groceries (general line)	638	658,253	149	24,385	39,501
Groceries and foods (specialty lines)	10	4,569	6	192	291
Hardware	8	12,654	1	799	1,230
All other	22	65,588	2	4,233	6,025
CONVERTERS (Textile)	631	425,167	287	9,190	21,069
Dry goods (specialty lines)	610	410,405	273	8,938	20,260
Piece goods	605	409,315	271	8,894	20,173
All other	5	1,090	2	44	87
All other	21	14,762	14	252	809
EXPORT MERCHANTS	586	778,001	360	9,414	18,848
Amusement and sporting goods	9	5,119	2	464	1,698
Motion picture film exchanges	5	4,785	1	423	1,648
All other	4	334	1	41	50
Automotive	11	38,772	2	442	1,073
Chemicals and paints	21	26,162	7	140	399
Industrial chemicals	10	18,186	2	74	267
Naval stores	8	7,325	---	45	101
All other	7	651	5	16	31
Clothing and furnishings	39	3,612	42	181	271
Clothing and furnishings (general line)	16	2,179	18	128	189
Men's and boys'	7	414	5	13	19
Women's and children's	11	776	11	37	60
All other	5	243	8	3	3
Drugs and drug sundries (specialty lines)	13	2,559	7	255	586
Dry goods (specialty lines)	50	26,326	37	541	1,125
Piece goods	38	24,669	30	465	1,003
All other	12	1,657	7	76	122
Electrical goods	19	8,450	7	254	689
Farm products—raw materials	161	314,220	123	3,925	3,785
Cotton	93	225,665	86	1,175	3,315
Grains	15	65,131	6	397	518
Hides, skins, and raw furs	9	1,226	2	31	77
Tobacco (leaf)	36	20,617	24	2,289	1,825
All other	8	1,581	5	33	50
Farm products—consumer goods	11	2,236	7	40	60
Farm supplies	5	2,074	2	13	23
Groceries and foods (specialty lines)	26	16,212	17	129	261
Canned foods	3	3,221	1	32	32
Fish and sea foods	3	520	1	11	22
All other	20	12,471	15	86	207
Jewelry	7	1,634	3	110	126
Lumber and construction materials	44	18,144	20	382	756
Lumber	39	15,626	16	335	620
All other	5	2,518	4	47	136
Machinery—equipment—supplies	29	29,415	11	358	821
Metals and metal work (except scrap)	12	73,739	---	552	1,[illegible]
Paper and its products	8	3,907	1	61	183
Petroleum and its products	9	14,983	---	78	432
Plumbing and heating equipment and supplies	5	4,458	2	91	162
Waste materials	38	38,226	19	711	1,985
Iron and steel scrap	16	35,857	4	523	902
Waste paper, rags, and rubber	6	1,845	3	60	71
Non-ferrous metals	6	1,064	5	76	62
All other	10	460	7	52	47

TYPE OF OPERATION KIND OF BUSINESS	Number of establishments	Sales (add 000)	Average per month number of employees (including proprietors)	Number of employees, average for year	TOTAL PAY ROLL* (add 000)
	SERVICE AND LIMITED-FUNCTION WHOLESALERS—Con.				
CONVERTERS (Textile,—Con.					
All other products	71	$146,752	47	697	$1,639
Books, periodicals, and newspapers	3	90	3	6	11
Forest products (except lumber	15	1,422	7	71	163
General merchandise	23	137,845	15	422	1,046
Leather and shoe findings	5	[illegible]	1	29	67
Miscellaneous kinds of business	25	6,175	21	169	352
IMPORTERS	2,158	1,379,575	1,302	22,006	53,411
Amusement and sporting goods	73	10,731	62	665	1,284
Cameras and photographic supplies	8	3,663	[illegible]	227	577
Toys, novelties, and fireworks	48	6,458	53	372	637
All other	17	610	9	[illegible]	70
Beer, wines, and liquors	98	70,419	15	1,134	4,305
Beer and ale	13	3,872	4	124	228
Wines and liquors	93	66,547	11	1,410	4,077
Chemicals and paints	58	37,619	18	783	2,710
Dyestuffs	12	7,885	1	271	1,031
Industrial chemicals	17	13,172	6	195	706
Paints and varnishes	12	4,983	3	84	279
All other	17	11,599	8	233	694
Clothing and furnishings	99	27,476	68	749	1,568
Clothing and furnishings (general line)	6	391	7	10	33
Men's and boys'	14	1,602	9	83	167
Women's and children's	38	7,445	27	298	555
Furs, dressed, and fur clothing	9	2,279	9	26	65
Millinery and millinery supplies	27	13,970	13	283	670
Shoes and other footwear	5	1,792	3	43	58
Drugs and drug sundries (specialty lines)	31	5,361	20	365	846
Proprietary medicines	14	1,267	2	91	178
Toiletries	14	3,623	5	264	657
Drug specialties and sundries	7	491	13	10	12
Dry goods (specialty lines	282	64,405	184	2,592	5,838
Hosiery and lingerie	7	1,150	5	50	99
Notions	97	20,714	49	1,047	2,322
Piece goods	150	36,780	109	1,219	2,766
Other dry goods specialties	28	5,761	22	236	621
Electrical goods	11	1,040	6	101	78
Farm products—raw materials	147	251,365	94	920	3,038
Hides, skins, and raw furs	63	34,180	30	274	476
Silk	14	80,906	7	169	744
Wool and mohair	13	14,608	14	65	202
All other	57	71,671	37	392	1,240
Farm products—consumer goods	97	71,850	28	[illegible]	[illegible]
Dairy products	18	[illegible]	11	[illegible]	312
Fresh fruits only	72	63,633	2	[illegible]	715
All other	7	1,024	14	18	34
Farm supplies	21	23,750	4	151	413
Furniture and house furnishings	273	47,105	169	2,413	5,383
China, glassware, and crockery	103	16,123	59	1,051	2,359
Floor coverings	70	14,903	40	411	1,120
Furniture (household)	11	867	1	62	118
House furnishings (except as specified)	77	12,966	56	819	1,385
Musical instruments and sheet music	12	2,244	3	275	404
Groceries and food specialties	367	256,508	310	5,952	13,039
Canned foods	51	28,284	20	403	927
Coffee, tea, and spices	95	94,728	31	1,807	4,908
Coffee roasting and spice grinding	25	34,650	3	2,044	3,667
Confectionery	9	418	2	31	59
Fish and sea foods	21	3,104	6	37	147
Meats and provisions	8	2,962	2	149	234
All other	160	97,079	237	1,457	3,962
Jewelry	219	32,344	152	961	2,129
Clocks and watches	37	9,386	19	305	958
Diamonds and other precious stones	123	20,671	134	328	696
All other	59	6,517	35	348	481
Lumber and construction materials	28	3,592	7	139	294
Machinery—equipment—supplies	103	28,217	46	687	1,[illegible]
Industrial machinery, equipment, and supplies:					
Printing and lithographing (except paper)	[illegible]	239	3	12	44
Rope, cordage, and twine	4	724	[illegible]	21	47
Textile	8	1,954	5	86	218
All other	29	6,687	11	127	423

For footnotes, see end of table.

TABLE 1A.—ESTABLISHMENTS, SALES, PERSONNEL, AND PAY ROLL

UNITED STATES SUMMARY

KIND OF BUSINESS	Establishments	Sales (add 000)	Proprietors and unpaid family employees	Paid employees	TOTAL PAY ROLL* (add 000)
SERVICE AND LIMITED-FUNCTION WHOLESALERS—Con.					
IMPORTERS—Con.					
Machinery--equipment--supplies--Con.					
Professional equipment and supplies:					
Scientific equipment and supplies	[illegible]	$899	[illegible]	32	$[illegible]
Surgical, medical, and hospital	[illegible]	[illegible]	[illegible]	28	68
All other	11	1,288	7	48	158
Service equipment and supplies	[illegible]	[illegible]	4	186	407
All other	[illegible]	918	7	53	119
Metals and metal work (except scrap)	30	11,791	[illegible]	176	635
Paper and its products	[illegible]	3,269	[illegible]	132	[illegible]
Waste materials	[illegible]	[illegible]	2	12	36
All other	[illegible]	[illegible]	71	[illegible],726	8,785
Books, periodicals, and newspapers	[illegible]	1,639	4	81	125
Forest products (except lumber)	7	3,774	2	45	117
General merchandise	[illegible]	[illegible]	4	1,010	3,489
Leather and shoe findings	24	2,360	18	57	120
Leather goods	7	[illegible]	5	88	145
Oils and greases (animal and vegetable)	[illegible]	[illegible]	3	222	789
Optical goods	[illegible]	643	--	63	118
Textiles and materials (other than dry goods)	11	17,508	3	151	468
Farms	16	2,828	7	90	204
Miscellaneous kinds of business	93	190,733	39	919	3,210
INDUSTRIAL DISTRIBUTORS For data on industrial distributors, see table 4.					
CASH-AND-CARRY WHOLESALERS	1,198	108,902	775	2,360	2,835
Automotive equipment and parts	13	646	11	19	25
Drugs and drug sundries (specialty lines)	16	279	18	16	8
Dry goods (specialty lines)	14	327	13	14	14
Farm products—consumer goods	242	5,751	280	285	218
Dairy products	12	324	12	18	12
Dairy and poultry products	16	279	12	16	9
Poultry and poultry products	66	1,416	79	72	41
Fruits and vegetables (fresh)	120	3,139	143	147	129
Fresh fruits only	32	593	34	33	27
Farm supplies	16	486	19	28	20
Groceries (general line)	382	62,668	3	1,184	1,897
Groceries and foods (specialty lines)	224	8,002	212	318	296
Machinery--equipment--supplies	10	520	8	13	27
Tobacco and products (except leaf)	171	28,541	109	331	411
All other	110	1,682	102	152	119
DROP SHIPPERS OR DESK JOBBERS	937	474,891	386	5,148	14,490
Chemicals and paints	6	515	6	14	37
Coal and coke	390	240,615	81	2,469	6,942
Electrical goods	4	645	7	10	15
Farm supplies	7	1,213	5	15	23
Furniture and house furnishings	11	2,551	3	75	168
Groceries and foods (specialty lines)	7	1,970	6	26	53
Lumber and construction materials	418	185,937	234	2,173	6,100
Builders' supplies (general line)	4	1,246	1	28	40
Lumber	349	165,663	198	1,859	5,225
Lumber and millwork	24	13,609	12	150	505
Millwork	11	1,396	6	25	41
Brick, tile, and terra cotta	11	1,600	7	37	72
All other	19	2,423	10	74	217
Machinery--equipment--supplies	14	2,543	5	44	136
Metals and metal work (except scrap)	3	626	2	13	31
Paper and its products	16	26,359	7	122	553
Petroleum and its products	8	5,800	---	71	187
All other	53	6,117	32	116	245

KIND OF BUSINESS	Establishments	Sales	Proprietors and unpaid family employees	Paid employees	TOTAL PAY ROLL*
SERVICE AND LIMITED-FUNCTION WHOLESALERS—Con.					
[illegible]					
Automotive	18	[illegible]	[illegible]	[illegible]	[illegible]
Clothing and furnishings	[illegible]	75	[illegible]	[illegible]	[illegible]
Dry goods (specialty lines)	6	[illegible]	[illegible]	1	1
Farm products--consumer goods	488	18,519	457	1,145	1,480
Dairy products	155	11,361	126	818	1,224
Dairy and poultry products	28	947	36	47	44
Poultry and poultry products	40	1,127	44	44	31
Fruits and vegetables (fresh)	250	4,647	266	213	162
Fresh fruits only	23	407	21	23	19
Groceries and foods (specialty lines)	1,193	33,094	1,175	1,[illegible]	1,762
Coffee, tea, and spices	21	229	26	19	15
Confectionery	359	7,693	386	217	179
Fish and sea foods	33	529	30	36	32
Meats and provisions	171	5,689	169	136	140
Other food and grocery specialties	609	18,914	584	1,092	1,396
Machinery--equipment--supplies	7	75	7	1	(1)
Petroleum and its products	369	14,896	341	385	462
Tobacco and products (except leaf)	149	7,279	142	41	39
All other	158	6,118	156	211	213
RETAILER-COOPERATIVE WAREHOUSES	222	222,996	---	5,398	8,553
Drugs and drug sundries	23	29,709	---	1,273	1,858
Farm products--consumer goods	14	2,182	---	90	113
Groceries (general line)	136	154,651	---	3,015	4,808
Groceries and foods (specialty lines)	20	[illegible],348	---	153	235
Canned foods	7	1,307	---	32	37
Other food and grocery specialties	13	5,041	---	121	198
Hardware	10	8,996	---	353	610
All other	19	21,110	--	514	929
MANUFACTURERS' SALES BRANCHES (With stocks)[2]					
MANUFACTURERS' SALES OFFICES (Without stocks)[2]					
PETROLEUM BULK STATIONS AND TERMINALS[2]					
AGENTS AND BROKERS					
AUCTION COMPANIES	649	434,283	790	10,205	7,828
Automotive (automobiles, new and used)	4	1,608	3	65	67
Clothing and furnishings	3	5,593	3	141	220
Dry goods (specialty lines)	5	606	9	18	24
Farm products--raw materials	539	274,682	898	8,795	5,742
Tobacco (leaf)	409	217,415	576	7,091	4,928
All other	130	57,269	116	1,704	814
Farm products--consumer goods	25	143,721	5	683	1,382
Furniture and house furnishings	36	2,248	31	154	164
Jewelry	3	1,149	1	10	37
Machinery--equipment--supplies	6	672	6	42	53
All other products	28	4,004	40	297	139
General merchandise	14	1,344	16	69	74
Miscellaneous kinds of business	14	2,660	24	228	65
BROKERS (Merchandise)	4,710	3,390,695	4,240	10,724	23,828
Amusement and sporting goods	8	669	7	10	12
Automotive	7	1,292	8	7	8
Beer, wines, and liquors	37	13,727	29	123	188
Chemicals and paints	26	9,132	29	28	56
Clothing and furnishings	16	2,080	17	9	7
Coal and coke	57	17,037	5	140	436

*For footnotes, see end of table.

TABLE 1A.—ESTABLISHMENTS, SALES, PERSONNEL, AND PAY ROLL

[Table 1. Operations by Kinds of Business—Continued]

UNITED STATES SUMMARY

TYPE OF OPERATION KIND OF BUSINESS	Number of establishments	Net sales (add 000)	Average number of employees	Number of proprietors and firm members	TOTAL PAY ROLL*
		AGENTS AND BROKERS—Con.			
BROKERS (Merchandise)—Con.					
Dry goods (specialty lines)	161	$2[illegible],431	114	272	$829
Piece goods	9[illegible]	[illegible]	1[illegible]	271	828
All other	9	1,[illegible]4	11	1	1
Electrical goods	10	3,100	16	23	23
Farm products--raw materials	880	624,326	900	1,316	2,550
Cotton	326	327,262	375	462	705
Grains	290	197,985	193	270	530
Hides, skins, and raw furs	104	54,531	78	215	514
Livestock	132	92,380	154	172	283
Tobacco (leaf)	17	7,485	13	54	122
Wool and mohair	62	47,270	64	64	169
All other	39	38,241	33	79	187
Farm products--consumer goods	563	230,443	479	1,054	2,176
Dairy products	27	18,699	22	57	140
Dairy and poultry products	40	33,533	32	70	174
Poultry and poultry products	16	4,982	14	29	60
Fruits and vegetables (fresh)	377	150,745	327	735	1,455
Fresh fruits only	82	22,162	63	152	334
All other	21	2,372	21	11	13
Farm supplies	110	74,908	83	310	818
Feed	67	50,953	49	234	684
Fertilizer	22	19,498	18	46	91
All other	21	4,477	16	30	43
Furniture and house furnishings	17	831	15	19	19
Groceries and foods (specialty lines)	2,000	1,641,431	1,817	5,634	12,159
Canned foods	462	259,517	409	1,455	3,344
Coffee, tea, and spices	120	104,213	136	207	493
Confectionery	23	5,675	26	32	76
Fish and sea foods	36	4,554	36	59	87
Flour	124	57,896	117	200	423
Fruits and vegetables (frosted)	11	3,466	11	17	30
Meats and provisions	53	98,710	82	106	252
All other	1,171	1,107,400	1,020	3,560	7,454
Hardware	9	899	8	4	4
Jewelry	58	1,849	59	12	13
Diamonds and other precious stones	32	1,229	32	10	11
All other	26	620	27	2	2
Lumber and construction materials	192	61,555	155	485	1,086
Lumber	162	56,693	134	419	924
All other	30	4,862	21	66	162
Machinery--equipment--supplies	96	10,927	77	160	273
Metals and metal work (except scrap)	37	66,315	26	124	336
Paper and its products	114	10,021	88	132	300
Petroleum and its products	63	57,609	29	194	698
Tobacco and products (except leaf)	4	420	4	2	9
Waste materials	83	39,475	58	252	796
All other products	222	266,768	206	395	1,002
Books, periodicals, and newspapers	13	5,932	11	59	114
Forest products (except lumber)	21	4,035	16	38	109
General merchandise	11	2,981	10	20	23
Oils and greases (animal and vegetable)	54	150,201	48	118	335
Yarns	22	10,864	22	30	81
Miscellaneous kinds of business	101	92,755	99	132	322
COMMISSION MERCHANTS	2,758	2,748,072	2,679	16,982	34,018
Amusement and sporting goods	4	322	2	11	13
Automotive	10	1,709	9	22	52
Beer, wines, and liquors	8	5,905	5	44	68
Chemicals and paints	16	14,661	5	81	285
Clothing and furnishings	24	8,209	23	67	182
Coal and coke	15	8,872	1[illegible]	80	246
Drugs and drug sundries	5	1,047	3	21	34
Dry goods (specialty lines	67	324,983	38	1,704	6,282
Piece goods	56	318,685	31	1,656	6,130
All other	11	6,298	7	48	152
Electrical goods	12	1,920	10	29	3[illegible]

TYPE OF OPERATION KIND OF BUSINESS	Number of establishments	Net sales	Average number of employees	Number of proprietors and firm members	TOTAL PAY ROLL*
		AGENTS AND BROKERS—Con.			
COMMISSION MERCHANTS—Con.					
Farm products--raw materials	1,545	$1,874,927	1,690	[illegible]	$13,459
Cotton	[illegible]	[illegible]	130	432	[illegible]
Grains	[illegible]	[illegible]	[illegible]	1,[illegible]	2,680
Hides, skins, and raw furs	[illegible]	[illegible]	[illegible]	78	159
Horses and mules	[illegible]	11,317	[illegible]	173	177
Livestock	1,[illegible]	[illegible]	1,330	5,544	[illegible]
Tobacco (leaf)	24	11,157	22	448	403
Wool and mohair	45	46,067	42	270	470
All other	1[illegible]	[illegible]	[illegible]	73	121
Farm products--consumer goods	542	528,[illegible]	600	4,714	9,240
Dairy products	9	2,465	4	31	42
Dairy and poultry products	13	8,386	11	59	133
Poultry and poultry products	167	58,709	85	806	1,194
Fruits and vegetables (fresh)	4[illegible]	[illegible]	441	3,692	7,306
Fresh fruits only	67	27,440	56	282	498
All other	[illegible]	[illegible]	3	44	87
Farm supplies	46	2[illegible],448	32	117	336
Furniture and house furnishings	37	4,303	21	111	208
Groceries and foods (specialty lines)	99	89,[illegible]	78	537	1,153
Machinery--equipment--supplies	42	4,022	39	108	194
Paper and its products	10	3,459	4	32	96
Plumbing and heating equipment and supplies	5	1,[illegible]	2	26	48
Waste materials	7	2,540	2	11	49
All other products	174	60,575	118	1,033	2,043
Flowers and nursery stock	57	8,997	36	418	737
Forest products (except lumber)	12	1,100	7	28	71
Leather and shoe findings	12	10,107	14	91	175
Yarns	25	23,005	8	135	583
Miscellaneous kinds of business	68	17,366	53	301	497
EXPORT AGENTS	654	571,449	437	5,034	8,308
Amusement and sporting goods	8	890	4	14	50
Automotive	40	26,908	28	173	389
Chemicals and paints	15	13,438	9	73	270
Clothing and furnishings	38	8,5[illegible]	31	92	138
Drugs and drug sundries	9	1,149	8	17	20
Dry goods	39	8,353	41	71	109
Electrical goods	42	7,850	22	177	351
Farm products--raw materials	49	123,557	35	2,589	2,163
Cotton	18	17,280	19	37	68
Grains	8	59,387	5	94	378
Tobacco (leaf)	14	38,069	4	2,442	1,665
All other	9	8,821	7	16	52
Farm products--consumer goods	21	4,794	10	36	53
Farm supplies	3	4,606	1	17	74
Furniture and house furnishings	9	471	6	17	19
Groceries and foods (specialty lines)	52	44,714	4[illegible]	191	420
Canned foods	18	18,714	11	96	227
All other	34	26,000	29	95	193
Hardware	16	2,105	14	28	44
Lumber and construction materials	44	19,107	19	180	5[illegible]
Machinery--equipment--supplies	91	40,600	53	381	1,199
Metals and metal work (except scrap)	23	48,780	9	127	364
Petroleum and its products	21	22,771	15	34	[illegible]
Waste materials	15	[illegible]	7	[illegible]	[illegible]
Iron and steel scrap	[illegible]	[illegible]	[illegible]	[illegible]	[illegible]
All other	[illegible]	[illegible]	6	18	56
All other products	1,7[illegible]	[illegible]	[illegible]	55[illegible]	[illegible]
General merchandise	57	[illegible]	34	[illegible]	1,361
Miscellaneous kinds of business	6[illegible]	14,005	[illegible]	17[illegible]	2[illegible]

For footnotes, see end of table.

TABLE 1A.—ESTABLISHMENTS, SALES, PERSONNEL, AND PAY ROLL

TYPES OF OPERATION BY KINDS OF BUSINESS—Continued

UNITED STATES SUMMARY

TYPE OF OPERATION KIND OF BUSINESS	Number of establishments	Sales (add 000)	Active proprietors	Number of employees* average for year	TOTAL PAY ROLL* (add 000)
	AGENTS AND BROKERS—Con.				
IMPORT AGENTS	394	$344,1[illegible]	286	1,265	$3,488
Amusement and sporting goods	9	362	8	7	13
Beer, wines, and liquors	12	1,243	2	22	38
Chemicals and paints	12	5,063	5	56	228
Clothing and furnishings	20	2,269	17	29	47
Drugs and drug sundries	4	54	4	6	6
Dry goods (specialty lines)	26	1,641	26	20	27
Farm products—raw materials	64	55,245	46	188	421
Farm products—consumer goods	14	3,417	11	30	41
Farm supplies	7	2,039	4	11	22
Furniture and house furnishings	11	544	11	13	20
Groceries and foods (specialty lines)	101	121,034	73	401	1,014
Jewelry	9	994	10	12	13
Lumber and construction materials	9	776	6	12	29
Machinery—equipment—supplies	21	4,416	14	49	136
Metals and metal work (except scrap)	10	34,184	2	126	330
Paper and its products	3	6,402	2	15	97
All other	62	120,196	43	318	1,004
MANUFACTURERS' AGENTS (With stocks)	1,987	252,056	1,379	9,332	16,937
Amusement and sporting goods	27	2,961	25	76	135
Automotive	53	8,190	45	136	219
Beer, wines, and liquors	7	382	4	9	16
Chemicals and paints	7	19,597	44	266	665
Clothing and furnishings	77	11,928	64	216	407
Drugs and drug sundries	34	3,419	27	113	222
Dry goods (specialty lines)	75	11,087	77	194	318
Electrical goods	108	18,836	76	387	693
Apparatus and equipment	21	1,894	17	63	127
Wiring supplies and construction materials	30	3,881	19	103	146
All other	44	6,881	40	221	370
Farm supplies	7	201	5	19	12
Furniture and house furnishings	89	11,123	66	313	645
Groceries and foods (specialty lines)	81	24,617	49	270	603
Hardware	46	6,320	40	165	277
Jewelry	17	1,690	13	32	100
Lumber and construction materials	83	8,776	49	296	554
Machinery—equipment—supplies	434	81,430	383	4,830	8,796
Commercial equipment and supplies:					
Office machines and equipment	249	20,359	86	2,623	4,935
Garage and filling station equipment	25	1,641	18	79	146
Store fixtures and equipment	36	1,466	33	131	172
All other	59	4,197	32	160	267
Farm and dairy	22	1,321	23	61	56
Industrial machinery, equipment, and supplies	306	45,598	207	1,255	2,794
Professional equipment and supplies	36	2,193	32	120	167
Service equipment and supplies	25	1,979	24	80	124
Transportation equipment and supplies	24	3,075	18	95	214
Metals and metal work (except scrap)	36	12,827	39	289	560
Paper and its products	49	8,641	33	229	344
Petroleum and its products	18	627	10	31	51

TYPE OF OPERATION KIND OF BUSINESS	Number of establishments	Sales (add 000)	Active proprietors	Number of employees* average for year	TOTAL PAY ROLL* (add 000)
	AGENTS AND BROKERS—Con.				
MANUFACTURERS' AGENTS (With stocks)—Con.					
Plumbing and heating equipment and supplies	98	$13,107	74	406	$710
Plumbing and heating (general line)	4	381	4	17	23
Heating (including stoves and ranges)	50	4,683	33	164	311
Plumbing fixtures, equipment, and supplies	21	6,068	19	100	168
All other	21	1,975	1[illegible]	125	208
Tobacco and products (except leaf)	4	244	4	4	11
All other	92	12,383	78	272	400
MANUFACTURERS' AGENTS (Without stocks)	7,871	1,144,961	7,421	11,170	2,192
Amusement and sporting goods	127	12,186	121	147	259
Automotive	206	82,358	191	392	978
Automotive accessories and equipment	121	52,707	116	250	630
Automotive parts	70	28,991	61	132	327
All other	15	670	14	10	21
Beer, wines, and liquors	29	6,121	31	47	103
Beer and ale	5	1,696	5	11	30
Wines and liquors	24	4,425	26	36	73
Chemicals and paints	165	28,743	140	300	560
Industrial chemicals	22	4,073	19	99	186
Paints and varnishes	61	8,711	51	105	202
All other	82	15,959	71	106	202
Clothing and furnishings	707	88,296	719	723	1,131
Clothing and furnishings (general line)	81	12,116	79	77	155
Men's and boys'	147	19,703	142	198	310
Women's and children's	276	34,561	289	302	437
Furs, dressed, and fur clothing	29	2,617	32	28	42
Millinery and millinery supplies	86	8,245	93	91	159
Shoes and other footwear	82	11,054	84	27	28
Drugs and drug sundries	72	15,000	57	230	389
Dry goods (specialty lines)	775	106,801	779	509	790
Hosiery and lingerie	86	15,966	79	110	194
Notions	108	7,123	136	73	98
Piece goods:					
General line	13	2,240	13	6	6
Cotton	102	16,716	99	47	63
Silk, linen, rayon, and velvet	93	7,183	47	72	82
Woolen and worsted	55	8,495	61	24	65
Other	263	36,133	271	111	160
Other dry goods specialties	101	10,938	122	64	132
Electrical goods	634	96,433	603	1,050	1,745
Electrical merchandise (general line)	12	5,676	12	39	75
Apparatus and equipment	134	17,[illegible]	118	209	44[illegible]
Wiring supplies and construction materials	149	27,045	135	319	550
Radios and equipment	95	16,863	87	129	189
Refrigerators and equipment (household)	10	385	10	10	12
All other	244	24,610	241	352	47[illegible]
Farm supplies	19	2,443	17	18	29
Furniture and house furnishings	535	6[illegible],561	515	945	1,423
China, glassware, and crockery	102	1[illegible],595	90	240	501
Floor coverings	29	3,164	29	63	201
Furniture (general line)	108	13,547	101	285	284
Furniture (household)	32	3,367	32	55	57
Furniture (office)	17	933	16	27	39
House furnishings (except as specified)	245	22,71[illegible]	243	265	427
Musical instruments and sheet music	5	347	[illegible]	[illegible]	14
Groceries and foods (specialty lines)	364	1[illegible],595	315	754	1,410
Canned foods	109	41,558	124	241	447
Confectionery	36	5,356	27	[illegible]	69
Other food and grocery specialties	223	61,479	182	463	894
Hardware	330	43,1[illegible]	248	422	746
Jewelry	113	[illegible]	114	64	96
Jewelry (general line)	6	1,591	[illegible]	[illegible]	2
Clocks and watches	1[illegible]	1,533	11	13	14
All other	97	6,052	94	46	64

For footnotes, see end of table.

TABLE 1A.—ESTABLISHMENTS, SALES, PERSONNEL, AND PAY ROLL

TYPES OF OPERATION BY KINDS OF BUSINESS—Continued

UNITED STATES SUMMARY

TYPE OF OPERATION KIND OF BUSINESS	Number of establishments	Sales (add 000)	Active proprietors of unincorporated businesses	Number of employees* (full-time and part-time) Average for year	TOTAL PAY ROLL* (add 000)
	AGENTS AND BROKERS—Con.				
MANUFACTURERS' AGENTS (Without stocks)—Con.					
Lumber and construction materials	440	$53,137	395	637	$1,081
Builders' supplies (general line)	25	1,657	22	43	60
Lumber	143	29,930	131	191	344
Lumber and millwork	9	737	8	9	14
Millwork	35	4,901	30	52	90
Brick, tile, and terra cotta	38	4,656	34	65	161
Cement, lime, and plaster	6	446	5	18	19
Glass	9	449	9	10	22
All other	175	10,561	156	249	371
Machinery--equipment--supplies	1,869	180,064	1,557	2,452	4,720
Commercial equipment and supplies:					
Office machines and equipment	91	3,163	87	175	212
Restaurant and hotel supply houses	29	3,045	26	42	64
Garage and filling station equipment	18	2,454	18	24	75
Soda fountain equipment and supplies	4	87	3	1	2
Store machines	11	323	9	10	10
Store fixtures and equipment	46	1,553	45	61	93
All other	52	2,575	49	81	98
Farm and dairy	32	2,022	31	55	82
Industrial machinery, equipment, and supplies:					
Belting, hose, and packing	34	4,021	30	57	103
Construction (except road building)	22	4,855	19	39	124
Road building	23	4,310	31	29	42
Machine tools	84	22,799	61	231	763
Mine and mill supplies	33	4,901	28	54	111
Oil well supply houses	22	4,544	17	46	107
Power plant and power transmission	103	9,899	102	144	330
Printing and lithographing (except paper)	23	1,455	23	27	45
Rope, cordage, and twine	13	1,291	10	20	36
Textile	16	2,148	12	29	82
All other	741	74,123	717	965	1,622
Professional equipment and supplies	53	4,557	57	74	87
Service equipment and supplies	88	5,497	77	110	202
Transportation equipment and supplies	131	20,442	105	178	430
Metals and metal work (except scrap)	422	95,618	400	702	1,496
Building metal work	95	8,479	92	189	284
Iron and steel products (general line)	70	20,551	71	125	223
Iron and steel products (semi-finished)	57	23,074	48	100	305
Iron and steel products (flat)	25	8,512	19	46	165
Wire and wire products	26	5,100	23	53	125
Iron and steel finished products (N.E.C.)	68	14,813	66	114	288
Copper	5	553	5	1	1
All other	76	14,536	73	74	105
Paper and its products	243	26,710	210	296	529
Wrapping or coarse paper and products	166	19,281	144	165	279
Printing and writing papers	12	3,713	7	21	76
All other	65	3,716	59	110	174
Petroleum and its products	28	2,936	23	44	110
Plumbing and heating equipment and supplies	398	35,099	363	547	959
Plumbing and heating (general line)	17	2,137	19	26	40
Heating (including stoves and ranges)	175	10,589	167	214	308
Plumbing fixtures, equipment, and supplies	88	13,346	72	137	272
All other	118	8,987	105	168	339
Tobacco and products (except leaf)	7	3,211	6	9	23
All other products	618	93,007	565	985	1,635
Books, periodicals, and newspapers	46	7,698	33	342	544
Forest products (except lumber)	25	2,450	16	33	57
General merchandise	7	1,413	6	20	42
Leather and shoe findings	93	36,181	88	135	322
Leather goods	40	2,939	43	18	20
Oils and greases (animal and vegetable	15	3,646	11	27	36
Optical goods	5	240	5	1	1
Textiles and materials (other than dry goods)	42	5,281	41	51	67
Yarns	23	7,873	21	21	30
Miscellaneous kinds of business	322	25,586	303	337	516
SELLING AGENTS	1,487	1,741,777	959	11,456	33,740
Amusement and sporting goods	7	2,694	5	71	131
Automotive	10	5,295	5	45	110
Beer, wines, and liquors	9	2,953	7	25	58
Chemicals and paints	23	18,644	12	88	346
Clothing and furnishings	102	75,292	142	633	1,628
Coal and coke	227	375,255	40	2,494	7,526

TYPE OF OPERATION KIND OF BUSINESS	Number of establishments	Sales (add 000)	Active proprietors of unincorporated businesses	Number of employees* (full-time and part-time) Average for year	TOTAL PAY ROLL* (add 000)
	AGENTS AND BROKERS—Con.				
SELLING AGENTS—Con.					
Drugs and drug sundries	14	$10,440	6	356	$806
Dry goods (specialty lines)	389	687,339	301	3,945	12,303
Hosiery and lingerie	84	85,420	74	614	1,871
Notions	26	29,477	13	483	678
Piece goods	239	566,639	196	2,783	9,632
Other dry goods specialties	20	7,803	18	65	122
Electrical goods	24	11,049	14	170	429
Farm products--raw materials	8	5,612	5	25	63
Farm products--consumer goods	8	12,500	4	140	218
Furniture and house furnishings	60	20,214	44	261	688
Groceries and foods (specialty lines)	44	66,194	29	354	920
Hardware	9	6,028	7	51	111
Jewelry	5	2,711	4	24	73
Lumber and construction materials	133	57,022	95	533	1,384
Lumber	87	40,237	67	356	861
Brick, tile, and terra cotta	13	4,874	4	44	144
All other	36	11,911	24	151	380
Machinery--equipment--supplies	115	35,509	56	573	1,820
Metals and metal work (except scrap)	49	102,026	39	253	835
Paper and its products	47	42,417	22	361	1,085
Wrapping or coarse paper and products	31	21,781	16	252	591
Printing and writing papers	5	18,158	---	62	370
All other	11	2,478	6	47	124
Plumbing and heating equipment and supplies	8	2,705	6	76	114
Tobacco and products (except leaf)	4	7,572	3	52	95
Waste materials	4	4,761	2	18	77
All other products	148	183,975	113	920	2,920
Forest products (except lumber)	7	6,348	3	43	154
Leather and shoe findings	29	18,572	25	93	335
Leather goods	7	1,241	6	2	5
Textiles and materials (other than dry goods)	16	27,766	16	321	836
Farms	35	44,979	26	142	443
Miscellaneous kinds of business	54	85,069	35	295	1,143
OTHER AGENTS	473	574,627	415	5,343	5,292
Clothing and furnishings	362	233,471	362	1,656	1,227
Clothing and furnishings (general line)	44	23,432	50	193	331
Men's and boys'	12	5,234	10	77	74
Women's and children's	231	175,387	232	1,296	2,343
Furs, dressed, and fur clothing	35	10,186	41	64	53
Millinery and millinery supplies	28	14,054	27	45	141
Shoes and other footwear	4	4,447	4	9	20
Dry goods (general line)	12	214,167	[illegible]	[illegible]	[illegible]
Dry goods (specialty lines)	14	38,750	[illegible]	[illegible]	[illegible]
Groceries and food specialties	[illegible]	8,975	---	59	97
Hardware	5	2,465	2	71	160
Lumber and construction materials	5	[illegible]	5	24	45
Machinery—equipment--supplies	13	9,045	6	134	171
All other	35	61,096	22	382	[illegible]
	ASSEMBLERS (Mainly farm products)				
ASSEMBLERS OF FARM PRODUCTS	9,966	796,150	11,171	27,234	27,989
Farm products—raw materials	4,780	351,464	9,269	16,862	11,582
Cotton	1,144	172,419	1,288	968	874
Grains	382	16,990	363	798	926
Hides, skins, and raw furs	296	10,682	252	498	397
Horses and mules	126	4,685	133	274	154
Livestock	2,288	141,989	2,571	2,591	1,800
Tobacco leaf	211	11[illegible],271	89	7,955	6,123
Wool and mohair	170	20,294	151	374	311
All other	253	22,293	219	2,501	1,441

For footnotes, see end of table.

TABLE 1A.—ESTABLISHMENTS, SALES, PERSONNEL, AND PAY ROLL

UNITED STATES SUMMARY

TYPE OF OPERATION	[illegible]	[illegible]	[illegible]	Number of [illegible]	[illegible]
	(add 000)				
ASSEMBLERS (Mainly farm products)—Con.					
ALL ASSEMBLERS [illegible]	[illegible]	[illegible]	[illegible]	[illegible]	[illegible]
Farm products—consumer goods	[illegible]	[illegible]	4,629	[illegible]	[illegible]
Dairy products	[illegible]	[illegible]	101	567	[illegible]
Dairy and poultry products	1,573	[illegible]	1,562	[illegible]	[illegible]
Poultry and poultry products	2,103	[illegible]	2,140	[illegible]	[illegible]
Fruits and vegetables—fresh	889	35,667	[illegible]	[illegible]	1,450
Fresh fruits only	[illegible]	[illegible]	106	[illegible]	[illegible]
All other	[illegible]	1,100	[illegible]	[illegible]	[illegible]
Farm supplies	[illegible]	16,064	[illegible]	780	609
Groceries and foods—specialty lines	117	8,143	[illegible]	372	429
All other	[illegible]	1,128	18	[illegible]	90
COMMISSION BUYERS	[illegible]	[illegible]	1,532	1,872	1,453
Farm products—raw materials	[illegible]	90,801	711	884	[illegible]
Cotton	221	31,745	[illegible]	127	[illegible]
Grains	33	5,320	31	[illegible]	[illegible]
Hides, skins, and raw furs	21	[illegible]	25	7	[illegible]
Horses and mules	[illegible]	[illegible]	11	4	39
Livestock	308	44,777	[illegible]	394	[illegible]
Tobacco leaf	[illegible]	[illegible]	[illegible]	[illegible]	[illegible]
Wool and mohair	[illegible]	4,454	34	[illegible]	17
All other	[illegible]	1,758	[illegible]	[illegible]	[illegible]
Farm products—consumer goods	778	[illegible]	767	876	743
Dairy products	68	1,173	[illegible]	[illegible]	[illegible]
Dairy and poultry products	[illegible]	6,972	319	[illegible]	[illegible]
Poultry and poultry products	[illegible]	9,687	[illegible]	327	[illegible]
Fruits and vegetables—fresh	110	7,973	117	[illegible]	232
Fresh fruits only	[illegible]	2,047	16	[illegible]	[illegible]
All other	[illegible]	171	[illegible]	[illegible]	[illegible]
Farm supplies	[illegible]	1,976	42	64	58
All other	[illegible]	904	[illegible]	[illegible]	[illegible]
INDEPENDENT MARKETING ASSOCIATIONS	[illegible]	611,[illegible]	[illegible]	39,676	34,747
Farm products—raw materials	1,051	[illegible]	---	[illegible]	[illegible]
Cotton	52	50,360	[illegible]	[illegible]	796
Grains	179	[illegible]	---	830	958
Livestock	666	[illegible]	---	1,555	[illegible]
Tobacco leaf	[illegible]	[illegible]	---	[illegible]	166
All other	154	25,789	-	[illegible]	[illegible]

TYPE OF OPERATION	[illegible]	[illegible]	[illegible]	[illegible]	TOTAL [illegible]
	(add 000)				
ASSEMBLERS (Mainly farm products)—Con.					
COOPERATIVE MARKETING ASSOCIATIONS					
Farm products—consumer goods	1,401	[illegible]	---	34,325	[illegible]
Dairy products	[illegible]	[illegible]	-	[illegible]	6,138
Dairy and poultry products	108	7,858		547	[illegible]
Poultry and poultry products	[illegible]	60,871		3,004	2,564
Fruits and vegetables—fresh	219	36,300	--	[illegible]	1,750
Fresh fruits only	457	126,196	--	24,186	16,443
All other	17	[illegible]	--	[illegible]	64
Farm supplies	43	8,714	---	337	[illegible]
Groceries and foods—specialty lines	71	20,211	---	[illegible]	[illegible]
All other	11	1,603	--	112	[illegible]
COOPERATIVE SALES AGENCIES	191	[illegible]	---	4,709	7,996
Farm products—raw materials	44	245,477	---	1,102	[illegible]
Farm products—consumer goods	139	308,551	---	[illegible]	4,611
All other	[illegible]	24,982	--	1,210	[illegible]
GRAIN STATIONS	3,670	48,564	[illegible]	2,448	1,702
INTERIOR GRAIN ELEVATORS:					
Independent	3,180	271,154	[illegible]	[illegible]	7,066
Line	4,061	226,917	474	[illegible]	7,711
Cooperative	1,843	196,430	---	5,018	5,369
PACKERS AND SHIPPERS	2,005	241,675	[illegible]	[illegible]	[illegible]
Farm products—raw materials	71	14,369	36	1,581	1,188
Farm products—consumer goods	1,304	187,710	999	[illegible]	21,992
Groceries and foods (specialty lines)	629	36,365	668	[illegible]	[illegible]
Fish and sea foods	572	29,464	631	8,409	4,360
All other	43	6,901	37	[illegible]	842
All other	18	1,231	13	106	81

* Employees and pay roll include salaries of executives of corporations but not the number and compensation of proprietors of unincorporated businesses.

[1] Less than $1,000.

[2] See table 1.

TABLE 2.—MONTHLY EMPLOYMENT AND SEX OF EMPLOYEES BY GEOGRAPHIC DIVISIONS AND STATES

DIVISION AND STATE	Active proprietors*	SEX OF EMPLOYEES (full time and part time combined) Men	Women	Per cent women	Number of All Paid Employees** Average number	January	February	March	April	May	June	July	August	September	October	November	December
UNITED STATES TOTAL	133,698	1,260,886	301,082	19.3	1,561,948	1,524,658	1,512,879	1,518,043	1,517,965	1,524,615	1,539,656	1,545,015	1,578,668	1,604,213	1,634,754	1,625,105	1,619,767
GEOGRAPHIC DIVISIONS:																	
New England	5,476	76,847	17,287	18.4	94,134	93,291	92,806	92,554	92,138	92,808	93,575	94,316	94,476	95,082	95,406	96,425	96,721
Middle Atlantic	30,176	333,153	95,235	22.2	428,388	417,474	418,363	420,880	421,914	423,583	426,728	428,925	431,348	435,352	438,794	439,330	437,958
East North Central	26,829	249,594	56,697	18.5	306,291	298,230	298,221	299,425	301,056	302,765	[illegible]	307,366	308,699	312,350	314,947	313,873	313,420
West North Central	21,845	138,643	28,006	16.8	166,649	160,176	159,795	161,519	162,617	163,938	[illegible]	[illegible]	[illegible]	[illegible]	171,461	[illegible]	169,963
South Atlantic	11,759	138,326	33,695	19.6	172,021	168,796	164,534	161,852	157,569	153,935	[illegible]	[illegible]	[illegible]	186,195	[illegible]	199,251	191,221
East South Central	6,292	54,687	9,213	14.4	63,900	72,385	66,049	62,136	60,658	[illegible]	[illegible]	60,748	[illegible]	[illegible]	62,422	[illegible]	[illegible]
West South Central	13,298	97,560	14,392	12.9	111,952	108,562	108,722	110,803	110,906	111,608	[illegible]	108,803	[illegible]	[illegible]	113,485	119,224	120,321
Mountain	4,609	32,098	5,369	14.3	37,467	36,554	35,697	36,124	35,783	35,134	36,226	36,591	37,382	39,977	40,134	[illegible]	39,451
Pacific	13,414	139,978	41,168	22.7	181,146	169,190	168,692	170,750	175,324	180,152	185,926	186,194	189,614	192,435	196,855	183,052	175,532
New England:																	
Maine	608	6,419	867	11.9	7,286	7,261	7,376	7,509	7,444	7,289	6,999	6,893	[illegible]	7,434	7,446	7,454	7,434
New Hampshire	198	2,215	319	12.6	2,534	2,428	2,434	2,432	2,456	2,495	2,549	[illegible]	[illegible]	[illegible]	2,589	2,570	2,590
Vermont	209	2,066	288	12.2	2,354	2,244	2,244	2,244	2,280	2,335	2,431	[illegible]	[illegible]	2,426	2,373	2,364	2,352
Massachusetts	5,190	47,339	11,816	20.0	59,155	58,133	58,108	58,061	58,009	58,589	[illegible]	59,501	59,647	[illegible]	[illegible]	[illegible]	60,398
Rhode Island	456	5,958	1,472	19.8	7,430	7,293	7,243	7,311	7,359	7,322	[illegible]	7,411	7,424	7,498	7,587	7,626	7,615
Connecticut	815	12,850	2,525	16.4	15,375	15,932	15,401	14,997	14,590	14,778	[illegible]	15,353	15,442	15,230	15,217	16,277	16,332
Middle Atlantic:																	
New York	19,577	219,941	72,866	24.9	292,807	285,292	285,967	287,653	288,320	289,431	[illegible]	[illegible]	[illegible]	[illegible]	300,299	[illegible]	299,421
New Jersey	1,928	31,174	5,435	14.9	36,609	35,479	35,436	35,758	35,949	36,054	[illegible]	[illegible]	[illegible]	37,415	37,483	[illegible]	37,519
Pennsylvania	8,671	82,038	16,934	17.1	98,972	98,705	96,960	97,469	97,645	98,098	[illegible]	[illegible]	99,362	[illegible]	[illegible]	[illegible]	[illegible]
East North Central:																	
Ohio	6,021	62,804	13,171	17.3	75,975	73,907	73,919	74,054	74,700	75,127	[illegible]	[illegible]	[illegible]	[illegible]	[illegible]	78,061	77,889
Indiana	3,358	24,510	4,045	14.2	28,555	27,893	27,609	27,655	27,970	28,347	[illegible]	[illegible]	[illegible]	[illegible]	29,174	29,087	29,323
Illinois	9,555	97,289	25,452	20.7	122,741	119,926	120,048	120,587	121,147	[illegible]	[illegible]	[illegible]	[illegible]	[illegible]	125,901	125,948	125,642
Michigan	4,878	42,438	9,854	18.9	52,292	50,625	50,527	50,759	50,755	[illegible]	[illegible]	[illegible]	52,959	[illegible]	54,735	53,695	53,365
Wisconsin	3,017	22,553	4,175	15.6	26,728	25,879	26,118	26,390	26,484	[illegible]	26,716	[illegible]	[illegible]	27,155	27,137	27,132	[illegible]
West North Central:																	
Minnesota	4,077	30,975	6,548	17.5	37,523	36,342	36,213	36,452	36,396	[illegible]	36,939	37,413	[illegible]	[illegible]	39,234	[illegible]	38,548
Iowa	4,307	20,642	3,478	14.4	24,120	22,858	22,858	23,304	23,775	[illegible]	[illegible]	[illegible]	[illegible]	[illegible]	24,968	[illegible]	24,239
Missouri	5,202	51,369	13,004	20.2	64,373	62,777	62,786	63,186	63,496	[illegible]	[illegible]	[illegible]	[illegible]	[illegible]	[illegible]	[illegible]	65,076
North Dakota	1,300	5,394	507	8.6	5,901	5,492	5,411	5,512	5,505	5,541	5,596	[illegible]	6,246	[illegible]	[illegible]	6,335	6,366
South Dakota	1,100	4,093	604	12.9	4,697	4,387	4,356	4,396	4,519	4,554	4,632	[illegible]	4,876	[illegible]	[illegible]	[illegible]	4,871
Nebraska	2,338	12,951	2,087	13.9	15,038	14,329	14,285	14,549	14,556	14,742	[illegible]	[illegible]	15,364	[illegible]	15,480	[illegible]	15,553
Kansas	3,521	13,219	1,778	11.9	14,997	13,991	13,886	14,120	14,380	14,649	[illegible]	[illegible]	[illegible]	[illegible]	15,139	[illegible]	[illegible]
South Atlantic:																	
Delaware	189	2,407	539	18.3	2,946	2,870	2,873	2,875	2,870	2,911	2,926	3,051	[illegible]	[illegible]	[illegible]	[illegible]	2,989
Maryland	1,906	19,132	4,401	18.7	23,533	23,848	23,663	23,143	21,903	[illegible]	[illegible]	22,955	[illegible]	[illegible]	[illegible]	25,315	[illegible]
District of Columbia	437	8,734	1,516	14.8	10,250	9,991	9,993	10,043	10,086	[illegible]	[illegible]	[illegible]	[illegible]	[illegible]	[illegible]	[illegible]	[illegible]
Virginia	1,500	21,414	6,822	24.2	28,236	29,085	27,600	26,261	24,902	[illegible]	[illegible]	[illegible]	[illegible]	[illegible]	[illegible]	[illegible]	[illegible]
West Virginia	757	10,126	1,399	12.1	11,525	11,212	11,115	11,214	11,214	11,244	[illegible]	11,653	11,713	[illegible]	[illegible]	[illegible]	[illegible]
North Carolina	2,075	23,076	7,271	24.0	30,347	23,557	20,773	20,319	19,555	19,633	19,996	20,766	44,729	[illegible]	[illegible]	[illegible]	[illegible]
South Carolina	1,102	7,263	978	11.9	8,241	7,117	7,202	7,240	7,316	7,316	[illegible]	[illegible]	[illegible]	[illegible]	[illegible]	[illegible]	[illegible]
Georgia	2,094	19,819	4,682	19.1	24,501	23,351	23,230	23,475	23,405	23,463	23,758	24,937	[illegible]	[illegible]	[illegible]	[illegible]	[illegible]
Florida	1,699	26,355	6,087	18.9	32,442	37,765	38,085	37,282	36,318	32,843	28,208	[illegible]	21,224	[illegible]	[illegible]	[illegible]	[illegible]
East South Central:																	
Kentucky	1,673	16,646	2,853	14.6	19,499	28,145	22,454	18,864	[illegible]	17,260	16,701	16,560	[illegible]	[illegible]	[illegible]	[illegible]	[illegible]
Tennessee	1,912	19,672	3,499	15.1	23,171	23,753	23,132	22,693	22,345	21,960	22,718	23,337	[illegible]	[illegible]	[illegible]	[illegible]	[illegible]
Alabama	1,571	12,332	1,870	13.2	14,202	13,842	13,829	13,889	[illegible]	14,305	14,222	[illegible]	[illegible]	[illegible]	[illegible]	[illegible]	14,560
Mississippi	1,136	6,037	991	14.1	7,028	6,645	6,634	6,690	[illegible]	6,977	[illegible]	[illegible]	[illegible]	[illegible]	[illegible]	[illegible]	[illegible]
West South Central:																	
Arkansas	1,488	7,052	838	10.6	7,890	7,608	7,641	7,681	7,770	7,946	8,121	[illegible]	[illegible]	[illegible]	[illegible]	[illegible]	[illegible]
Louisiana	1,434	20,665	3,359	14.0	24,024	23,501	23,400	24,109	23,936	23,762	23,528	[illegible]	[illegible]	[illegible]	[illegible]	[illegible]	24,573
Oklahoma	2,769	13,958	1,601	10.3	15,559	14,858	14,875	14,998	[illegible]	15,177	16,074	[illegible]	[illegible]	[illegible]	15,728	[illegible]	[illegible]
Texas	7,627	55,885	8,594	13.3	64,479	62,595	62,806	64,015	64,147	64,923	[illegible]	61,597	[illegible]	[illegible]	65,031	[illegible]	[illegible]
Mountain:																	
Montana	599	3,640	492	11.9	4,132	3,925	3,915	3,917	[illegible]	[illegible]	4,038	[illegible]	[illegible]	[illegible]	[illegible]	4,274	[illegible]
Idaho	606	3,960	735	15.7	4,695	4,551	4,535	4,268	4,091	3,608	4,091	[illegible]	[illegible]	[illegible]	[illegible]	5,821	[illegible]
Wyoming	512	1,094	116	9.6	1,210	1,172	1,111	1,147	1,168	1,218	1,219	[illegible]	[illegible]	[illegible]	1,282	[illegible]	[illegible]
Colorado	1,576	11,365	2,310	16.9	13,675	13,141	12,840	12,931	12,913	13,013	13,292	[illegible]	[illegible]	[illegible]	14,356	14,562	[illegible]
New Mexico	414	2,206	257	10.4	2,463	2,344	2,337	2,330	2,401	2,444	2,497	2,543	[illegible]	[illegible]	[illegible]	2,522	[illegible]
Arizona	390	3,447	407	10.6	3,854	4,393	3,938	4,433	4,101	3,588	3,681	3,591	3,328	[illegible]	[illegible]	3,831	4,446
Utah	604	5,706	999	14.9	6,705	6,346	6,360	6,404	6,491	6,559	6,673	[illegible]	[illegible]	[illegible]	7,062	[illegible]	[illegible]
Nevada	108	680	53	7.2	733	682	663	694	696	[illegible]	[illegible]	[illegible]	[illegible]	[illegible]	[illegible]	[illegible]	761
Pacific:																	
Washington	1,820	21,060	6,365	23.2	27,425	25,139	24,569	24,765	[illegible]	[illegible]	[illegible]	[illegible]	[illegible]	[illegible]	[illegible]	[illegible]	[illegible]
Oregon	1,025	[illegible]	3,286	21.3	15,443	14,086	14,202	[illegible]	14,039	[illegible]	[illegible]	[illegible]	[illegible]	[illegible]	16,782	[illegible]	[illegible]
California	10,609	106,761	31,517	22.8	138,278	129,965	129,921	[illegible]	[illegible]	[illegible]	[illegible]	[illegible]	[illegible]	144,158	[illegible]	[illegible]	[illegible]

* Based on count for October.
** Employees include paid executives of corporations but not proprietors of unincorporated businesses.

UNITED STATES SUMMARY

TABLE 2.—MONTHLY EMPLOYMENT AND SEX OF EMPLOYEES

Types of Operators by Kind of Business

Kind of Business	Number of Establishments	Number of Employees	Male	Female	Percent Female	Number of Proprietors	January	February	March	April	May	June	July	August	September	October	November	December
UNITED STATES	133,698	1,260,886	301,062	19.3	1,561,948	1,524,658	1,512,879	1,516,043	1,517,965	1,524,615	1,539,656	1,545,015	1,578,868	1,604,213	1,634,754	1,625,105	1,619,767
SERVICE AND LIMITED-FUNCTION WHOLESALERS	72,150	756,292	176,947	19.0	933,239	908,325	906,676	911,106	912,553	915,960	923,640	930,913	943,061	955,490	962,484	984,828	983,874
Wholesale merchants	56,351	656,135	149,637	18.6	805,772	783,207	781,138	785,447	787,257	790,816	798,130	804,448	813,992	823,866	831,516	834,938	834,532
Voluntary group wholesalers	170	24,956	5,221	17.3	30,177	29,855	29,714	29,741	29,632	29,506	29,786	30,158	30,371	31,321	31,150	30,651	30,244
Converters (textile)	287	6,635	2,555	27.8	9,190	8,944	9,049	9,092	9,109	9,117	9,080	9,159	9,296	9,405	9,351	9,358	9,341
Export merchants	360	6,430	2,984	31.7	9,414	9,070	9,341	9,123	8,678	8,449	8,324	8,345	10,372	11,200	10,359	9,877	9,827
Importers	1,502	15,492	6,514	29.6	22,006	21,658	21,673	21,889	21,939	21,920	21,634	21,827	21,891	22,237	22,344	22,446	22,416
Industrial distributors	185	33,646	6,843	16.9	40,489	39,659	39,906	39,818	39,979	40,130	40,416	40,701	40,835	40,981	41,309	41,134	41,231
Cash-and-carry wholesalers	775	2,119	241	10.2	2,360	2,320	2,331	2,327	2,309	2,308	2,324	2,349	2,352	2,400	2,427	2,438	2,430
Drop shippers or desk jobbers	386	3,634	1,514	29.4	5,148	5,180	5,355	5,178	5,090	5,095	5,070	5,113	5,108	5,130	5,154	5,160	5,149
Wagon distributors	2,338	3,002	283	8.6	3,285	3,077	3,091	3,123	3,204	3,282	3,337	3,387	3,429	3,429	3,375	3,354	3,325
Retailer-cooperative warehouses	- -	4,243	1,155	21.4	5,398	5,355	5,318	5,359	5,356	5,377	5,359	5,426	5,412	5,501	5,499	5,474	5,379
MANUFACTURERS' SALES BRANCHES (With stocks)	260	217,865	47,737	18.0	265,602	257,990	258,971	261,192	261,654	262,595	266,463	268,689	270,032	270,224	270,028	269,828	268,595
MANUFACTURERS' SALES OFFICES (Without stocks)	125	36,331	12,408	25.5	48,739	47,885	48,145	48,207	48,578	48,998	49,403	49,746	48,960	48,772	48,858	48,754	48,548
PETROLEUM BULK STATIONS AND TERMINALS	23,061	94,472	4,344	4.4	98,816	97,056	97,059	97,488	98,004	98,398	99,231	99,666	99,864	99,668	99,402	99,956	100,038
Independent bulk stations	5,295	19,967	1,841	8.4	21,808	21,044	21,088	21,236	21,501	21,588	21,768	21,941	22,058	22,217	22,350	22,472	22,427
Commission stations	17,486	20,996	871	4.0	21,879	20,839	20,901	21,116	21,482	21,655	21,934	21,984	21,955	21,929	21,798	21,683	21,579
Salary stations	271	46,564	1,264	2.6	47,828	47,844	47,722	47,754	47,615	47,662	47,871	47,913	47,880	47,763	47,484	48,133	48,313
Cooperative bulk stations	- -	2,082	64	3.9	2,146	2,025	2,028	2,055	2,134	2,179	2,195	2,221	2,228	2,216	2,194	2,147	2,133
Distributing terminals	9	5,171	264	4.8	5,435	5,304	5,320	5,304	5,292	5,315	5,463	5,607	5,633	5,543	5,576	5,521	5,586
AGENTS AND BROKERS	18,609	56,014	22,499	28.7	78,511	86,187	73,933	74,337	69,434	69,144	69,345	71,637	85,447	85,253	89,394	87,038	90,987
Auction companies	796	9,521	864	8.7	10,205	15,332	9,409	5,990	4,329	3,845	3,609	5,170	12,294	12,425	15,741	14,548	20,163
Brokers (merchandise)	4,240	6,784	3,258	31.2	10,724	10,208	10,501	10,506	10,617	10,608	10,660	10,728	10,733	10,939	10,951	10,932	10,886
Commission merchants	2,679	13,893	3,289	19.4	16,982	16,479	16,227	16,301	16,273	16,514	16,803	17,156	17,829	17,401	17,922	17,485	17,398
Export agents	437	2,794	2,240	44.5	5,034	5,550	3,254	3,167	3,164	3,170	3,054	3,052	8,513	7,962	8,077	7,403	6,023
Import agents	289	766	477	37.7	1,265	1,216	1,224	1,233	1,246	1,246	1,253	1,255	1,256	1,282	1,312	1,331	1,326
Manufacturers' agents (with stocks)	1,379	6,591	1,741	20.9	8,332	7,944	8,022	8,040	8,185	8,233	8,286	8,305	8,329	8,528	8,659	8,767	8,684
Manufacturers' agents (without stocks)	7,421	6,774	4,456	39.9	11,170	10,673	10,742	10,854	10,952	11,025	11,090	11,242	11,328	11,463	11,538	11,593	11,561
Selling agents	959	7,316	3,940	34.4	11,456	11,203	11,331	11,356	11,326	11,222	11,276	11,406	11,691	11,821	11,767	11,549	11,518
Other agents	419	1,521	1,822	54.5	3,343	3,160	3,222	3,290	3,340	3,279	3,294	3,323	3,472	3,432	3,427	3,430	3,430
ASSEMBLERS (Mainly farm products)	19,493	99,914	37,127	27.1	137,041	133,245	128,095	127,732	127,742	128,522	131,554	124,384	131,304	144,806	164,588	154,701	147,725
Assemblers of farm products	10,171	19,713	7,901	28.8	27,614	25,764	22,233	21,903	22,255	22,142	22,455	22,175	31,514	34,901	38,444	36,142	33,609
Commission buyers	1,532	1,664	208	11.1	1,872	1,656	1,764	1,790	1,813	1,821	1,777	1,778	1,974	1,871	2,027	2,107	2,087
Cooperative marketing associations	---	26,609	13,067	32.9	39,676	37,530	38,146	38,615	40,276	40,214	42,304	40,004	38,836	40,306	45,601	38,472	38,769
Cooperative sales agencies	---	3,586	1,121	23.8	4,709	5,152	3,867	3,849	3,768	4,954	4,988	3,804	3,881	5,253	6,247	5,521	5,227
Cream stations	3,053	2,110	338	12.8	2,448	2,236	2,351	2,300	2,406	2,496	2,517	2,521	2,497	2,466	2,423	2,528	2,637
Country grain elevators:																	
Independent	2,545	6,845	727	9.6	7,572	7,003	6,970	6,969	6,899	6,995	7,998	8,702	7,990	7,974	8,092	7,785	7,492
Line	474	7,400	1,145	18.4	8,545	7,856	7,716	7,725	7,569	7,846	9,077	9,925	9,432	9,206	9,313	8,587	8,277
Cooperative	---	4,641	376	7.5	5,018	4,617	4,568	4,607	4,647	4,668	5,323	5,874	5,545	5,287	5,274	4,970	4,838
Packers and shippers	1,718	27,343	12,244	30.9	39,587	41,431	40,458	39,974	38,109	37,385	35,135	29,601	29,835	37,542	49,167	48,589	47,789
SERVICE AND LIMITED-FUNCTION WHOLESALERS:																	
Amusement and sporting goods	864	6,530	2,906	30.8	9,436	9,141	9,137	9,198	9,268	9,319	9,455	9,420	9,471	9,544	9,596	9,701	10,011
Bicycles and supplies	19	288	62	17.7	350	334	331	341	346	349	354	362	362	354	357	351	359
Cameras and photographic supplies	65	719	316	30.5	1,035	968	994	1,009	1,030	1,044	1,073	1,081	1,083	1,081	1,027	1,022	1,008
Motion picture equipment and supplies (except films)	15	318	121	27.6	439	451	436	444	437	431	430	428	456	448	438	434	440
Motion picture film exchanges	64	1,002	677	40.3	1,679	1,695	1,680	1,683	1,704	1,653	1,695	1,643	1,656	1,660	1,661	1,871	1,751
Sporting goods	118	1,554	535	25.6	2,089	2,015	2,004	2,020	2,056	2,085	2,095	2,117	2,113	2,105	2,125	2,122	2,212
Toys, novelties, and fireworks	468	2,095	916	30.4	3,011	2,886	2,884	2,877	2,879	2,946	2,996	2,965	2,967	3,038	3,139	3,221	3,369
All other	115	554	279	33.5	833	802	808	824	816	811	812	824	834	856	849	860	872

* Based on count for October.

† Employees include paid executives of corporations but not proprietors of unincorporated businesses.

451724 O - 42 - 6

UNITED STATES SUMMARY

TABLE 2. MONTHLY EMPLOYMENT AND SEX OF EMPLOYEES

TYPES OF OPERATIONS BY KINDS OF BUSINESS—Continued

TYPE OF OPERATION KIND OF BUSINESS	Average number	SEX OF EMPLOYEES* Men	Women	Percent women	Number of All Paid Employees on Pay Roll Paid Nearest 15th of Each Month** January	February	March	April	May	June	July	August	September	October	November	December
SERVICE AND LIMITED-FUNCTION WHOLESALERS—Con.																
Automotive	5,230	62,593	9,411	13.1	72,004	69,208	69,362	70,112	71,098	71,588	72,108	72,706	72,988	73,199	74,287	73,786	73,641
Automobiles (new and used)	218	14,663	2,728	15.7	17,391	16,459	16,601	16,998	17,273	17,278	17,362	17,454	17,434	17,576	18,477	17,949	17,828
Trucks and tractors	415	3,661	344	8.8	4,005	3,756	3,796	3,795	3,924	3,984	4,025	4,075	4,114	4,102	4,118	4,186	4,189
Automotive accessories and equipment	1,851	19,184	3,077	13.8	22,261	21,685	21,575	21,726	22,011	22,194	22,327	22,500	22,631	22,681	22,430	22,674	22,710
Automotive parts	2,245	21,904	2,844	11.5	24,808	23,968	24,026	24,191	24,406	24,570	24,800	25,018	25,158	25,213	25,635	25,374	25,346
Tires and tubes	507	3,121	418	11.8	3,539	3,342	3,364	3,412	3,484	3,542	3,592	3,659	3,649	3,627	3,627	3,603	3,568
Beer, wines, and liquors	4,997	39,193	5,982	13.2	46,175	43,083	42,983	43,212	43,761	44,705	45,864	46,487	46,502	46,539	46,188	46,211	46,588
Beer and ale	3,854	21,352	2,013	8.6	23,365	21,692	21,719	21,909	22,523	23,256	24,358	24,964	25,015	24,607	23,810	23,359	23,170
Wines and liquors	653	17,841	3,969	18.2	21,810	21,391	21,264	21,303	21,238	21,449	21,506	21,523	21,487	21,932	22,378	22,852	23,418
Chemicals and paints	795	8,382	2,511	21.1	11,831	11,537	11,480	11,705	11,947	12,075	12,075	12,014	11,975	12,013	12,052	11,962	11,853
Dyestuffs	29	540	240	30.8	780	751	753	763	760	763	772	803	808	794	803	798	793
Explosives	25	104	15	12.6	119	116	114	117	118	114	121	122	125	119	122	121	120
Industrial chemicals	87	2,086	710	25.4	2,796	2,692	2,703	2,712	2,745	2,792	2,809	2,822	2,843	2,873	2,868	2,848	2,835
Naval stores	10	328	50	13.2	378	355	360	370	369	379	382	376	378	390	394	392	382
Paints and varnishes	328	2,645	587	17.1	3,432	3,322	3,298	3,350	3,453	3,491	3,507	3,517	3,506	3,485	3,461	3,421	3,377
Paints with glass and/or wallpaper	136	2,179	412	15.9	2,591	2,583	2,507	2,573	2,606	2,629	2,647	2,603	2,573	2,583	2,593	2,587	2,614
All other	170	1,298	497	27.7	1,795	1,718	1,745	1,810	1,896	1,908	1,837	1,771	1,742	1,769	1,811	1,795	1,732
Clothing and furnishings	3,444	18,733	7,392	28.3	26,125	25,209	25,490	25,874	25,908	25,701	25,630	25,649	26,204	26,912	27,187	27,109	26,642
Clothing and furnishings (general line)	428	2,398	777	24.5	3,175	3,089	3,065	3,068	3,093	3,100	3,132	3,155	3,166	3,225	3,321	3,353	3,312
Men's and boys'	1,048	4,297	1,494	25.8	5,791	5,582	5,627	5,733	5,758	5,703	5,698	5,702	5,755	5,970	6,079	6,041	5,845
Women's and children's	819	5,396	3,117	36.6	8,513	8,192	8,266	8,394	8,363	8,287	8,295	8,281	8,606	8,839	8,923	8,901	8,816
Furs, dressed, and fur clothing	455	1,038	355	24.4	1,373	1,266	1,276	1,264	1,275	1,313	1,358	1,408	1,434	1,453	1,487	1,492	1,456
Millinery and millinery supplies	345	2,507	951	27.5	3,458	3,336	3,439	3,578	3,586	3,473	3,355	3,310	3,405	3,576	3,554	3,476	3,406
Shoes and other footwear	349	3,099	716	18.8	3,817	3,744	3,800	3,837	3,833	3,825	3,792	3,793	3,838	3,850	3,843	3,846	3,807
Coal and coke	293	8,080	1,429	15.0	9,485	9,878	10,318	9,919	9,311	8,951	8,975	8,911	9,036	9,356	9,700	9,702	9,731
Drugs (general line)	39	12,831	3,879	23.2	16,710	16,712	16,659	16,679	16,804	16,582	16,633	16,695	16,716	16,736	16,770	16,811	16,905
Service wholesalers (without liquor)	26	9,233	2,787	23.1	12,020	12,067	12,006	12,013	11,957	11,915	11,958	12,012	12,012	12,036	12,033	12,064	12,151
Service wholesalers (with liquor)	8	2,563	698	21.4	3,261	3,235	3,237	3,239	3,227	3,243	3,250	3,253	3,262	3,264	3,292	3,307	3,319
Cooperatives and voluntary groups	5	1,035	394	27.6	1,429	1,410	1,416	1,427	1,420	1,424	1,425	1,430	1,442	1,436	1,445	1,440	1,435
Drugs and drug sundries (specialty lines)	774	5,605	5,360	48.9	10,965	10,697	10,687	10,729	10,768	10,727	10,787	10,873	10,881	11,041	11,376	11,453	11,507
Proprietary medicines	231	1,900	983	34.1	2,883	2,899	2,902	2,869	2,855	2,854	2,832	2,828	2,832	2,899	2,932	2,918	2,924
Toiletries	172	1,806	3,438	65.6	5,244	5,024	5,050	5,069	5,106	5,101	5,109	5,166	5,161	5,292	5,535	5,621	5,697
Drug specialties and sundries	371	1,899	939	33.1	2,838	2,774	2,735	2,791	2,807	2,772	2,846	2,879	2,888	2,850	2,909	2,914	2,886
Dry goods (general line)	124	8,662	2,373	21.5	11,035	10,897	10,831	10,793	10,788	10,743	10,758	11,076	11,089	11,296	11,356	11,377	11,408
Dry goods (specialty lines)	2,831	21,217	8,640	29.0	29,865	29,218	29,528	29,594	29,564	29,453	29,382	29,639	30,038	30,431	30,671	30,500	30,321
Hosiery and lingerie	283	1,557	926	37.3	2,483	2,379	2,393	2,449	2,465	2,468	2,448	2,459	2,492	2,537	2,556	2,564	2,586
Notions	731	4,905	2,304	32.0	7,209	7,047	7,151	7,160	7,110	7,046	7,081	7,113	7,257	7,392	7,470	7,367	7,316
Piece goods:																	
General line	47	528	184	25.8	712	706	708	705	709	708	711	714	708	713	723	718	720
Cotton	350	3,907	1,890	32.6	5,797	5,761	5,799	5,795	5,794	5,792	5,774	5,575	5,827	5,849	5,940	5,782	5,847
Silk, linen, rayon, and velvet	487	4,945	1,427	22.4	6,598	6,234	6,334	6,333	6,282	6,278	6,253	6,279	6,367	6,464	6,513	6,556	6,543
Woolen and worsted	285	1,805	495	21.5	2,300	2,337	2,344	2,314	2,311	2,283	2,250	2,304	2,324	2,322	2,311	2,266	2,219
Other	279	2,258	883	28.1	3,141	2,957	3,002	3,052	3,113	3,099	3,099	3,203	3,214	3,266	3,256	3,249	3,211
Other dry goods specialties	289	1,315	540	29.1	1,855	1,797	1,796	1,776	1,800	1,779	1,766	1,992	1,849	1,888	1,922	2,018	1,879
Electrical goods	1,565	29,763	8,058	21.3	37,821	36,803	36,987	37,224	37,369	37,525	37,663	37,949	38,085	38,219	38,392	38,592	39,072
Electrical merchandise (general line)	49	9,069	2,837	22.8	11,706	11,467	11,466	11,539	11,534	11,557	11,640	11,661	11,705	11,748	11,841	12,012	12,283
Apparatus and equipment	124	1,456	227	13.5	1,683	1,619	1,620	1,627	1,632	1,644	1,670	1,725	1,715	1,725	1,740	1,740	1,743
Wiring supplies and construction materials	565	5,607	1,538	21.5	7,140	7,083	7,076	7,088	7,090	7,102	7,009	7,062	7,148	7,220	7,271	7,259	7,320
Radios and equipment	428	4,768	1,313	21.8	6,081	5,876	5,929	5,972	5,940	5,986	6,037	6,037	6,106	6,165	6,253	6,321	6,366
Refrigerators and equipment (household)	53	3,786	1,025	21.3	4,815	4,649	4,734	4,795	4,869	4,887	4,897	4,921	4,937	4,958	4,802	4,735	4,697
All other	326	5,080	1,318	20.8	6,398	6,109	6,160	6,227	6,304	6,369	6,410	6,523	6,474	6,503	6,485	6,525	6,663

* Based on count for October.

** Employees include paid executives of corporations but not proprietors of unincorporated businesses.

UNITED STATES SUMMARY

TABLE 2.—MONTHLY EMPLOYMENT AND SEX OF EMPLOYEES

TYPES OF OPERATION BY KINDS OF BUSINESS—Continued

TYPE OF OPERATION KIND OF BUSINESS	Sales (thousands of dollars) reported on payrolls	SEX OF EMPLOYEES* (Men, women, part-time and women)			Number of All Paid Employees (Payroll Period Including Nearest Day of Each Month)													
		Men	Women	Percent of women	Average number	January	February	March	April	May	June	July	August	September	October	November	December
SERVICE AND LIMITED-FUNCTION WHOLESALERS—Con.																		
Farm products--raw materials	1,569	18,197	6,310	25.7	24,507	26,689	24,368	21,848	19,057	18,936	19,142	20,[illegible]52	29,030	30,016	28,304	27,712	26,333
Cotton	208	2,454	354	12.6	2,808	2,771	2,799	2,662	2,654	2,616	2,625	2,[illegible]27	2,746	3,301	3,060	3,045	3,032
Grains	210	4,764	460	8.8	5,224	5,017	4,929	4,874	4,903	5,030	5,430	5,[illegible]71	5,478	5,276	5,136	5,046	5,040
Hides, skins, and raw furs	530	3,175	404	11.3	3,579	3,996	3,782	3,537	3,342	3,314	3,421	3,[illegible]3	3,330	3,450	3,520	3,757	4,194
Horses and mules	33	119	4	3.0	123	157	155	126	108	105	87	75	87	123	136	139	146
Livestock	103	342	34	9.0	376	357	352	360	362	379	390	391	392	389	396	385	379
Silk (raw)	8	125	63	33.5	188	193	193	192	191	187	187	188	188	186	185	184	185
Tobacco (leaf)	124	4,170	3,918	48.4	8,088	10,222	8,291	6,167	3,771	3,426	2,111	3,[illegible]3	13,340	12,629	10,983	10,552	10,979
Wool and mohair	153	1,157	216	15.7	1,373	1,309	1,247	1,204	1,228	1,451	1,554	1,500	1,489	1,484	1,432	1,286	1,289
All other	200	1,891	857	31.2	2,748	2,667	2,620	2,726	2,498	2,428	2,349	2,369	2,421	3,068	3,430	3,313	3,089
Farm products—consumer goods	10,296	79,421	10,523	11.7	89,944	85,357	85,613	86,849	87,854	89,298	91,019	91,306	90,873	91,506	91,663	94,212	93,783
Dairy products	1,325	30,173	3,353	10.0	33,526	31,883	31,983	32,282	32,857	33,743	34,575	35,115	34,980	34,677	33,779	33,362	33,075
Dairy and poultry products	633	5,570	1,366	19.7	8,936	6,653	6,579	6,657	6,767	6,906	6,943	6,948	6,929	6,921	7,135	7,386	7,403
Poultry and poultry products	1,657	6,903	1,780	20.5	8,683	7,455	7,491	7,773	8,174	8,359	8,351	8,187	8,103	8,386	8,651	11,594	11,702
Fruits and vegetables (fresh)	5,762	32,785	3,606	9.9	36,391	35,108	35,272	35,811	35,807	35,938	36,674	36,587	36,373	36,865	37,498	37,441	37,356
Fresh fruits only	892	3,756	394	9.5	4,150	4,005	4,036	4,068	4,008	4,102	4,220	4,212	4,235	4,368	4,334	4,174	4,044
All other	27	234	[illegible]	[illegible]	256	253	252	258	241	250	256	256	253	299	266	255	255
Farm supplies	1,075	11,837	2,565	[illegible]	14,405	14,365	14,252	14,430	14,301	13,747	14,169	15,070	14,356	14,895	14,503	14,431	14,397
Feed	642	4,593	482	[illegible]	5,075	4,971	4,956	5,030	5,055	5,026	5,102	5,135	5,101	5,193	5,107	5,124	5,145
Fertilizer	61	508	105	7.1	[illegible]	640	624	682	682	622	580	561	572	596	596	610	598
Seeds	261	4,926	1,657	[illegible]	[illegible]	6,736	6,621	6,584	6,394	5,965	6,419	7,275	6,580	6,869	6,564	6,513	6,483
All other	111	1,810	324	[illegible]	[illegible]	2,018	2,051	2,134	2,170	2,134	2,068	2,099	2,103	2,237	2,240	2,184	2,171
Furniture and house furnishings	1,448	13,346	4,644	25.8	17,990	17,435	17,431	17,563	17,682	17,718	17,724	17,692	17,946	18,351	18,891	18,817	18,800
China, glassware, and crockery	206	1,817	775	29.9	2,592	2,559	2,482	2,511	2,492	2,502	2,495	2,526	2,547	2,606	2,742	2,755	2,824
Floor coverings	249	3,985	1,231	23.6	5,216	5,056	5,070	5,084	5,145	5,189	5,183	5,152	5,205	5,344	5,421	5,403	5,336
Furniture (general line)	26	638	116	15.4	754	762	763	746	741	742	743	745	738	753	758	763	795
Furniture (household)	175	2,113	572	21.3	2,685	2,582	2,586	2,594	2,637	2,642	2,660	2,655	2,680	2,725	2,801	2,830	2,830
Furniture (office)	36	118	40	25.6	156	131	138	140	141	142	146	146	148	177	179	196	191
House furnishings (except as specified)	680	3,511	1,399	28.5	4,910	4,744	4,752	4,809	4,851	4,844	4,835	4,824	4,926	5,019	5,082	5,138	5,073
Musical instruments and sheet music	74	1,166	511	30.5	1,677	1,621	1,640	1,679	1,675	1,657	1,652	1,621	1,702	1,687	1,708	1,730	1,751
Groceries (general line)	1,558	65,801	10,374	13.7	75,975	75,131	74,882	75,307	75,095	75,080	75,565	76,250	76,281	78,009	77,173	76,616	76,383
Not sponsoring cooperative or voluntary groups	1,406	41,412	5,979	12.6	47,391	46,606	46,562	46,972	46,846	46,847	47,185	47,635	47,580	48,273	47,976	47,814	47,772
Voluntary group wholesalers	149	20,655	5,732	15.3	24,385	24,293	24,139	24,146	24,075	24,092	24,234	24,398	24,493	24,755	24,972	24,802	24,455
Retailer-cooperative warehouses	---	2,421	594	19.7	3,015	3,036	2,987	2,995	2,998	2,974	2,987	3,028	3,014	3,103	3,050	3,030	2,990
Cash-and-carry depots	3	1,115	69	5.8	1,184	1,196	1,194	1,194	1,176	1,167	1,179	1,189	1,194	1,218	1,175	1,170	1,166
Groceries and foods (specialty lines)	10,450	63,615	18,339	22.4	81,954	79,595	79,476	81,159	80,944	80,763	81,399	81,626	81,179	83,260	84,552	85,238	84,254
Breakfast cereals	8	711	126	15.0	837	621	674	694	683	660	1,197	1,327	1,151	874	748	766	643
Canned foods	295	2,790	600	17.7	3,390	3,353	3,360	3,456	3,417	3,448	3,388	3,331	3,338	3,389	3,372	3,413	3,410
Coffee, tea, and spices	464	5,752	1,931	25.2	7,683	7,626	7,664	7,750	7,752	7,723	7,671	7,574	7,551	7,806	7,665	7,675	7,691
Coffee roasting and spice grinding	162	5,615	2,361	29.6	7,976	7,644	7,756	8,126	7,874	7,804	7,987	8,024	7,909	8,231	8,271	8,150	8,058
Confectionery	2,004	4,996	1,728	25.7	6,724	6,384	6,413	6,493	6,549	6,667	6,742	6,716	6,726	6,958	7,081	7,075	6,864
Fish and sea foods	981	7,455	1,094	12.8	8,549	8,326	8,192	8,411	8,476	8,391	8,515	8,423	8,348	8,817	8,969	9,022	8,902
Flour	223	[illegible]	200	13.9	1,442	1,433	1,444	1,437	1,435	1,434	1,424	1,437	1,456	1,471	1,460	1,443	1,425
Fruits and vegetables (frosted)	24	[illegible]	52	21.8	238	227	234	243	252	253	255	224	235	229	228	242	239
Meats and provisions	2,503	16,[illegible]	1,859	10.2	18,032	17,516	17,460	17,524	17,610	17,775	17,850	18,046	18,077	18,340	18,597	18,771	18,823
Other food and grocery specialties	3,786	19,[illegible]	8,408	31.0	27,103	26,465	26,299	27,025	26,896	26,608	26,670	26,524	26,388	27,342	28,165	28,681	28,171
Hardware	607	32,389	7,064	17.9	39,423	38,731	38,670	38,787	38,930	39,121	39,299	39,447	39,537	39,818	40,226	40,180	40,343
General line (with industrial department)	76	21,556	4,743	18.0	26,299	25,845	25,785	25,876	25,955	26,137	26,211	26,276	26,401	26,590	26,862	26,789	26,866
General line (without industrial department)	143	7,909	1,495	15.9	9,404	9,276	9,249	9,266	9,304	9,319	9,386	9,429	9,408	9,471	9,537	9,569	9,638
Specialty lines	388	2,994	826	22.2	3,720	3,610	3,636	3,645	3,671	3,665	3,702	3,742	3,728	3,757	3,827	3,822	3,839

* Based on count for October.

** Employees include paid executives of corporations but not proprietors of unincorporated businesses.

UNITED STATES SUMMARY

TABLE 2.—MONTHLY EMPLOYMENT AND SEX OF EMPLOYEES

TYPE OF OPERATIONS BY KINDS OF BUSINESS—Continued

TYPE OF OPERATION KIND OF BUSINESS	SEX OF EMPLOYEES** (Number and percent of employees)				Number of Employees													
		Men	Women	Women	[illegible]	[illegible]	[illegible]	[illegible]	[illegible]	[illegible]	[illegible]	[illegible]	[illegible]	[illegible]	[illegible]	[illegible]	[illegible]	[illegible]
SERVICE AND LIMITED-FUNCTION WHOLESALERS—Con.																		
Jewelry	1,564	5,928	3,798	39.0	9,726	9,583	9,595	9,658	9,533	9,523	9,403	9,440	9,629	9,681	9,984	10,179	10,216	
Jewelry (general line)	139	1,324	1,325	50.0	2,649	2,601	2,575	2,556	2,553	2,572	2,586	2,570	2,592	2,636	2,703	2,806	3,012	
Clocks and watches	131	1,004	362	26.5	1,366	1,310	1,334	1,345	1,297	1,306	1,333	1,245	1,279	1,418	1,457	1,475	1,382	
Diamonds and other precious stones	429	558	171	23.5	729	676	675	714	729	722	722	695	742	754	763	778	778	
All other	865	3,042	1,940	38.9	4,982	4,996	5,011	5,042	4,954	4,921	4,842	4,727	4,712	4,843	5,061	5,111	5,034	
Lumber and construction materials	1,498	31,667	4,294	11.9	35,961	34,1[illegible]	34,42[illegible]	34,948	35,103	35,973	36,132	35,[illegible]51	36,[illegible]	37,[illegible]	37,340	37,420	37,[illegible]59	
Builders' supplies (general line)	74	3,704	357	8.9	4,061	3,905	3,851	3,992	3,964	4,121	4,143	4,135	4,185	4,180	4,281	4,1[illegible]	4,171	
Lumber	648	9,118	1,682	15.5	10,770	10,511	1,[illegible]	10,591	10,670	10,72[illegible]	[illegible]	[illegible]	10,835	1,[illegible]5	1,[illegible]5	11,122	11,019	
Lumber and millwork	61	2,127	257	10.8	2,384	2,[illegible]	2,017	2,246	2,285	2,748	2,360	2,416	2,411	2,4[illegible]	2,[illegible]	2,[illegible]	2,555	
Millwork	99	3,726	460	11.0	4,186	3,996	3,904	3,918	3,977	4,281	4,172	4,219	4,256	4,369	4,478	4,479	4,438	
Brick, tile, and terra cotta	73	610	104	14.5	714	683	698	684	683	699	715	712	755	769	738	738	716	
Cement, lime, and plaster	27	820	80	8.9	900	826	816	853	891	921	919	929	928	945	948	921	911	
Glass	171	3,064	387	11.2	3,451	3,271	3,329	3,364	3,335	3,384	3,343	3,403	3,465	3,843	3,629	3,675	3,629	
All other	345	8,498	997	10.5	9,495	8,835	8,819	9,086	9,318	9,626	9,729	9,680	9,852	9,761	9,818	9,798	9,620	
Machinery—equipment—supplies	5,501	62,807	15,502	19.9	78,309	76,489	76,685	76,992	77,927	78,098	78,467	78,[illegible]	78,774	79,364	79,551	79,342	79,144	
Commercial equipment and supplies:																		
Office machines and equipment	157	1,620	572	26.1	2,192	2,595	2,563	2,174	2,309	2,124	2,097	2,086	1,990	2,[illegible]3	2,180	2,172	2,157	
Restaurant and hotel supply houses	322	3,146	790	20.1	3,936	4,050	3,873	3,882	3,934	3,912	3,963	3,951	3,892	3,942	3,938	3,924	3,995	
Garage and filling station equipment	127	720	134	15.7	854	798	809	828	833	851	875	879	[illegible]	[illegible]	828	872	871	
Soda fountain equipment and supplies	24	97	28	22.3	125	123	124	121	126	134	137	124	122	143	123	122	126	
Store machines	42	136	34	19.9	170	154	161	162	166	171	173	170	175	179	174	175	177	
Store fixtures and equipment	230	1,585	264	14.3	1,847	1,727	1,744	1,796	1,864	1,877	1,896	1,902	1,923	1,909	1,858	1,837	1,841	
All other	221	1,689	456	21.3	2,145	2,057	2,110	2,114	2,149	2,132	2,156	2,167	2,162	2,177	2,142	2,183	2,207	
Farm and dairy:																		
Dairy equipment	61	805	192	19.3	997	943	958	991	994	1,015	1,030	1,022	1,019	1,006	998	994	1,002	
Farm implements	14	168	69	29.1	237	227	228	244	245	249	242	237	229	228	236	238	233	
Farm machinery and equipment	88	1,256	286	18.5	1,542	1,420	1,436	1,475	1,517	1,520	1,538	1,533	1,566	1,649	1,653	1,624	1,564	
Industrial machinery, equipt, and supplies:																		
Industrial (general line)	27	3,480	614	15.0	4,094	3,999	4,013	4,022	4,045	4,051	4,102	4,134	4,115	4,147	4,184	4,175	4,164	
Belting, hose, and packing	95	1,038	235	18.5	1,273	1,253	1,254	1,273	1,272	1,276	1,274	1,270	1,277	1,287	1,294	1,296	1,290	
Construction (except road building)	49	1,597	205	12.8	1,602	1,587	1,570	1,605	1,612	1,631	1,607	1,597	1,605	1,607	1,603	1,596	1,610	
Road building	95	3,010	410	12.0	3,420	3,255	3,274	3,316	3,380	3,439	3,507	3,470	3,539	3,487	3,513	3,464	3,398	
Machine tools	76	865	217	20.1	1,082	1,064	1,069	1,063	1,065	1,073	1,072	1,081	1,084	1,094	1,100	1,113	1,109	
Mine and mill supplies	167	4,832	1,039	17.7	5,871	5,629	5,632	5,708	5,762	5,803	5,877	5,884	5,922	6,016	6,083	6,087	6,077	
Oil well supply houses	218	4,835	302	5.9	5,137	5,055	5,128	5,069	5,157	5,129	5,108	5,276	5,184	5,182	5,218	5,198	5,295	
Power plant and power transmission	40	526	105	16.7	631	609	617	621	637	643	652	644	632	628	629	641	618	
Printing and lithographing (except paper)	106	1,014	281	21.7	1,295	1,274	1,274	1,292	1,306	1,303	1,292	1,270	1,290	1,305	1,311	1,322	1,299	
Rope, cordage, and twine	21	370	131	26.1	501	491	497	497	494	501	507	512	500	498	499	500	497	
Textile	49	546	121	18.1	667	671	661	667	667	668	657	655	661	674	680	678	665	
Used machinery and equipment	250	1,244	179	12.6	1,423	1,331	1,361	1,381	1,426	1,430	1,430	1,407	1,421	1,430	1,437	1,416	1,407	
All other	942	8,691	1,998	18.7	10,689	10,347	10,347	10,486	10,667	10,778	10,812	10,927	10,830	10,814	10,765	10,716	10,653	
Professional equipment and supplies:																		
Dental supply houses	155	2,536	864	25.4	3,400	3,369	3,373	3,407	3,398	3,388	3,405	3,412	3,415	3,421	3,411	3,409	3,386	
Religious supply houses	73	408	312	43.3	720	716	714	726	728	722	714	692	689	711	738	756	742	
School equipment and supplies	72	1,353	574	29.8	1,927	1,809	1,800	1,833	1,837	1,791	1,814	1,931	2,079	2,193	2,063	1,943	2,003	
Surgical, medical, and hospital	183	3,001	1,232	29.1	4,233	4,156	4,183	4,196	4,170	4,182	4,219	4,259	4,272	4,298	4,270	4,242	4,306	
All other	58	844	331	28.2	1,175	1,151	1,157	1,173	1,158	1,161	1,178	1,176	1,190	1,193	1,183	1,198	1,175	
Service equipment and supplies:																		
Barber and beauty supply houses	677	3,702	1,410	27.6	5,112	4,977	5,000	5,049	5,098	5,117	5,135	5,159	5,128	5,164	5,165	5,149	5,158	
Laundry and dry cleaning	82	1,456	375	20.5	1,831	1,778	1,792	1,806	1,806	1,829	1,822	1,836	1,844	1,867	1,893	1,867	1,841	
Tailors' supplies	67	164	39	19.2	203	198	197	202	205	203	203	201	202	206	204	200	207	
Undertakers' supplies	66	316	101	24.2	417	408	411	411	415	421	419	419	416	423	420	421	429	
Upholsterers' supplies	114	1,396	516	27.0	1,912	1,884	1,885	1,890	1,882	1,883	1,890	1,901	1,911	1,923	1,933	1,970	1,957	
All other	444	2,464	647	20.8	3,111	3,035	3,059	3,079	3,096	3,136	3,091	3,139	3,140	3,156	3,162	3,159	3,147	
Transportation equipment and supplies:																		
Aircraft and aeronautical	1	236	69	22.7	305	250	258	264	280	289	308	303	314	332	344	355	363	
Railroad	19	704	150	17.6	854	808	821	825	840	844	848	9[illegible]3	846	874	878	876	880	
Marine	82	1,082	213	16.4	1,295	1,225	1,225	1,276	1,369	1,377	1,345	1,329	1,316	1,303	1,262	1,251	1,263	
Other	7	77	7	8.1	84	68	76	78	88	84	83	81	88	92	102	82	88	

* Based on count for October.

** Employees include paid executives of corporations but not proprietors of unincorporated businesses.

UNITED STATES SUMMARY

TABLE 2.—MONTHLY EMPLOYMENT AND SEX OF EMPLOYEES
[Table 1.—Operations by Kinds of Business.—Continued]

Kind of business	Number of establishments	Sex of employees: Men	Women	Per cent women	Number of employees, last pay period in January	February	March	April	May	June	July	August	September	October	November	December
SERVICE AND LIMITED-FUNCTION WHOLESALERS—Con.																
Metals and metal work (except scrap)	479	14,022	2,366	14.4	16,390	15,537	15,538	15,677	15,918	15,922	16,094	16,460	16,581	17,130	17,448	17,226	17,171
Building metal work	95	896	105	10.5	1,003	948	943	915	989	987	981	978	1,049	1,034	1,069	1,105	1,062
Iron and steel products (general line)	3	2,979	569	12.5	4,547	4,145	4,121	4,226	4,262	4,301	4,447	4,617	4,655	4,936	5,008	4,926	4,921
Iron and steel products (semi-finished)	20	556	95	14.5	653	655	644	635	648	650	652	648	624	640	666	681	686
Iron and steel products (flat)	69	3,267	536	14.1	3,803	3,665	3,646	3,701	3,754	3,689	3,658	3,685	3,729	3,943	4,069	4,063	4,036
Wire and wire products	34	369	62	14.4	431	417	417	414	422	420	436	437	442	437	445	441	449
Iron and steel finished products (N.E.C.)	157	3,022	405	11.8	3,427	3,251	3,292	3,317	3,370	3,402	3,438	3,558	3,537	3,584	3,613	3,391	3,374
Copper	19	353	102	22.4	455	441	442	435	446	444	449	457	456	469	465	475	483
All other	51	1,576	495	23.9	2,071	2,007	2,033	2,034	2,047	2,029	2,035	2,080	2,089	2,087	2,113	2,144	2,160
Paper and its products	1,093	24,109	6,804	22.0	30,913	30,653	30,450	30,444	30,451	30,390	30,381	30,549	30,715	31,137	31,612	31,912	32,242
Wrapping or coarse paper and products	1,126	13,313	3,124	19.0	16,437	16,214	16,265	16,325	16,346	16,268	16,299	16,367	16,429	16,587	16,730	16,725	16,697
Printing and writing papers	121	6,596	1,567	19.2	8,163	8,107	8,111	8,154	8,138	8,126	8,152	8,163	8,150	8,194	8,262	8,207	8,190
Stationery and stationery supplies	325	2,522	1,667	39.8	4,189	3,909	3,908	3,915	3,888	3,933	3,931	4,037	4,147	4,321	4,528	4,806	4,942
Wallpaper	116	1,678	446	21.0	2,124	2,423	2,166	2,070	2,085	2,065	1,999	1,982	1,989	2,035	2,092	2,174	2,413
Petroleum and its products	817	5,668	862	13.2	6,530	6,408	6,502	6,476	6,424	6,366	6,411	6,433	6,441	6,592	6,784	6,799	6,730
Plumbing and heating equipment and supplies	1,035	18,243	3,713	16.9	21,950	21,286	21,295	21,372	21,431	21,627	21,924	22,092	22,234	22,501	22,647	22,535	22,510
Plumbing and heating, general line	207	9,374	1,689	18.2	10,243	9,899	9,889	9,964	10,053	10,149	10,250	10,323	10,396	10,441	10,476	10,514	10,536
Heating (including stoves and ranges)	190	2,219	429	16.2	2,648	2,563	2,518	2,513	2,497	2,504	2,549	2,627	2,676	2,810	2,808	2,843	2,771
Plumbing fixtures, equipment, and supplies	506	6,227	1,123	15.3	7,350	7,109	7,140	7,146	7,201	7,284	7,412	7,439	7,458	7,531	7,523	7,459	7,498
All other	133	1,423	292	17.0	1,715	1,715	1,748	1,749	1,680	1,690	1,713	1,703	1,704	1,719	1,740	1,719	1,705
Tobacco and products (except leaf)	2,337	15,277	3,203	17.3	18,480	18,198	18,181	18,191	18,286	18,322	18,451	18,623	18,643	18,684	18,656	18,785	18,781
Waste materials	5,956	34,703	7,317	17.4	42,020	39,206	39,082	39,586	40,062	40,597	41,118	41,462	41,972	42,915	45,902	46,423	45,932
Iron and steel scrap	1,741	14,947	942	5.9	15,889	14,501	14,537	14,911	15,047	15,200	15,544	15,676	16,099	16,515	17,506	17,802	17,658
Junk and scrap (general line)	2,062	8,246	1,214	13.7	9,562	8,864	8,740	8,931	9,059	9,528	9,419	9,475	9,535	9,755	10,583	10,639	10,472
Waste paper, rags, and rubber	1,001	7,182	4,500	38.5	11,682	11,380	11,291	11,252	11,284	11,317	11,362	11,464	11,461	11,827	12,533	12,556	12,454
Non-ferrous metals	381	1,917	162	7.8	2,079	1,908	1,925	1,967	2,002	2,021	2,015	2,047	2,082	2,139	2,262	2,299	2,259
All other	772	2,409	399	14.2	2,808	2,613	2,589	2,605	2,670	2,731	2,778	2,797	2,795	2,879	3,018	3,127	3,089
All other products	3,814	36,925	11,319	23.5	48,244	47,089	47,182	47,100	47,149	47,250	47,514	48,048	48,409	49,367	49,863	49,806	50,117
Books, periodicals, and newspapers	497	9,746	2,800	22.3	12,546	12,352	12,380	12,418	12,276	12,287	12,374	12,676	12,680	12,807	12,718	12,635	12,831
Flowers and nursery stock	679	2,229	612	21.1	2,901	2,812	2,843	2,904	3,032	2,976	2,787	2,727	2,740	2,948	2,906	2,953	3,168
Forest products (except lumber)	505	3,028	286	8.7	3,308	3,179	3,064	3,220	3,199	3,275	3,300	3,413	3,360	3,371	3,481	3,470	3,333
General merchandise	93	6,593	2,663	28.8	9,256	8,934	8,856	8,826	8,781	8,766	8,881	9,114	9,375	9,630	9,852	9,981	10,075
Leather and shoe findings	808	3,299	695	17.4	3,994	3,966	3,933	3,948	3,971	3,942	3,960	4,001	3,994	4,057	4,069	4,071	4,035
Leather goods	96	662	221	25.0	883	889	896	857	868	870	954	868	871	878	910	908	933
Oils and greases (animal and vegetable)	31	617	227	26.9	844	826	831	827	835	833	822	840	827	840	879	900	881
Optical goods	225	5,251	1,038	16.5	6,289	6,178	6,192	6,192	6,205	6,237	6,262	6,317	6,327	6,389	6,375	6,366	6,422
Textiles and materials (other than dry goods)	264	1,437	1,016	41.4	2,453	2,305	2,349	2,359	2,353	2,382	2,395	2,420	2,455	2,568	2,652	2,594	2,607
Yarns	120	751	619	44.9	1,370	1,460	1,392	1,333	1,312	1,271	1,222	1,269	1,358	1,449	1,483	1,478	1,425
Miscellaneous kinds of business	498	3,256	1,144	26.0	4,400	4,187	4,406	4,316	4,320	4,411	4,457	4,403	4,422	4,450	4,386	4,450	4,437
MANUFACTURERS' SALES BRANCHES (With stocks):																	
Amusement and sporting goods	2	7,134	5,020	41.3	12,154	11,828	11,942	11,981	11,843	11,997	12,220	12,419	12,401	12,336	12,207	12,290	12,408
Cameras and photographic supplies	---	1,660	688	29.3	2,348	2,236	2,231	2,253	2,292	2,343	2,416	2,507	2,488	2,427	2,355	2,301	2,353
Motion picture film exchanges	---	4,586	3,982	46.5	8,568	8,408	8,509	8,535	8,329	8,392	8,536	8,637	8,674	8,654	8,608	8,720	8,814
Sporting goods	---	511	245	32.4	756	738	741	738	760	771	766	769	761	770	769	762	731
All other	2	377	105	21.8	482	446	462	455	462	491	502	506	478	485	495	507	510
Automotive	12	18,436	2,981	13.3	22,417	21,414	21,620	21,845	21,926	22,316	22,463	22,726	22,880	23,154	23,090	22,787	22,780
Automobiles, trucks, and tractors	1	10,244	989	8.8	11,233	10,617	10,720	10,893	10,908	11,063	11,233	11,294	11,342	11,702	11,722	11,630	11,660
Automotive accessories, equipment, and parts	11	2,650	449	14.5	3,099	2,986	3,022	2,995	3,019	3,056	3,040	3,144	3,207	3,198	3,176	3,217	3,132
Tires and tubes	---	6,542	1,543	19.1	8,085	7,811	7,878	7,957	7,999	8,197	8,190	8,288	8,331	8,254	8,192	7,940	7,988

* Based on count for October.
** Employees include paid executives of corporations but not proprietors of unincorporated businesses.

TABLE 2.- MONTHLY EMPLOYMENT AND SEX OF EMPLOYEES

Year ... Operation by Kinds of Business - Continued

Kind of Operation (Kind of Business)	[illegible]	Sex of Employees (Number and Percent Distribution)			Number of All Paid Employees - Per Cent Point Total Is Of Nearest 15th of Last Month** (Number of full-time employees)												
		Men	Women	Per Cent	Average for Year	January	February	March	April	May	June	July	August	September	October	November	December
MANUFACTURERS' SALES BRANCHES (With stocks - Con.)																	
Beer, wines, and liquors	5	5,428	913	14.4	6,341	6,133	6,131	6,377	6,163	6,241	6,269	6,403	6,445	6,497	6,466	6,487	6,475
Beer and ale	2	3,215	225	6.5	3,440	3,228	3,263	3,456	3,262	3,351	3,484	3,562	3,625	3,627	3,519	3,433	3,461
Wines and liquors	3	2,213	688	23.7	2,901	2,905	2,868	2,921	2,901	2,890	2,785	2,841	2,820	2,870	2,947	3,054	3,014
Chemicals and paints	9	11,066	2,929	20.9	13,995	13,596	13,724	13,779	13,880	14,380	14,075	14,070	14,132	14,246	14,125	14,122	14,109
Dyestuffs	---	725	191	20.9	916	898	901	900	901	905	918	927	929	929	924	928	934
Explosives	-	539	112	17.2	650	645	646	649	653	650	650	652	648	651	651	651	652
Industrial chemicals	---	2,293	719	23.9	3,012	2,935	2,944	2,977	2,972	2,995	3,016	3,040	3,036	3,064	3,049	3,058	3,055
Paints and varnishes	4	4,344	1,197	21.5	5,531	5,391	5,423	5,474	5,546	5,586	5,587	5,529	5,534	5,601	5,608	5,582	5,518
Paints with glass and/or wallpaper	3	1,568	121	7.2	1,689	1,643	1,643	1,643	1,666	1,710	1,703	1,722	1,711	1,731	1,702	1,702	1,694
All other	2	1,598	599	27.3	2,197	2,084	2,167	2,136	2,142	2,234	2,203	2,200	2,272	2,270	2,191	2,201	2,256
Clothing and furnishings	59	5,811	2,260	28.0	8,071	7,932	7,921	7,963	8,049	7,990	8,007	8,175	8,131	8,195	8,237	8,168	8,080
Men's and boys'	29	2,098	969	31.7	3,057	2,991	2,968	3,005	3,057	3,033	3,031	3,124	3,135	3,124	3,109	3,061	3,045
Women's and children's	29	793	452	36.3	1,245	1,215	1,223	1,228	1,248	1,235	1,229	1,232	1,217	1,247	1,288	1,283	1,272
Shoes and other footwear	---	2,862	805	22.0	3,667	3,636	3,630	3,619	3,621	3,604	3,638	3,699	3,684	3,730	3,745	3,728	3,668
All other	1	68	34	33.3	102	90	100	111	123	118	109	100	95	94	95	96	95
Coal and coke	-	210	40	16.1	250	264	273	275	268	266	258	246	243	232	230	224	223
Drugs and drug sundries	4	5,323	3,116	36.9	8,439	8,187	8,138	8,148	8,197	8,196	8,209	8,254	8,673	8,777	8,961	8,757	8,770
Dry goods (specialty lines)	17	2,785	1,839	32.7	5,624	5,403	5,514	5,576	5,558	5,562	5,559	5,619	5,693	5,747	5,774	5,749	5,732
Hosiery and lingerie	1	483	438	47.6	921	899	910	915	916	920	916	916	926	934	944	951	919
Notions	9	954	409	30.0	1,363	1,317	1,341	1,356	1,344	1,334	1,331	1,358	1,362	1,393	1,398	1,407	1,411
Piece goods:																	
Cotton	---	315	300	38.8	815	751	804	815	799	797	797	830	835	840	839	835	836
Silk, linen, rayon, and velvet	4	1,134	430	27.5	1,564	1,512	1,531	1,555	1,570	1,571	1,559	1,560	1,586	1,588	1,591	1,576	1,568
Woolen and worsted	1	130	43	24.9	173	176	172	171	167	170	172	173	177	175	177	178	183
Other	2	230	83	26.5	313	306	309	311	308	306	307	307	313	318	322	323	324
Other dry goods specialties	---	339	136	28.8	475	442	447	452	454	464	477	475	494	499	503	499	491
Electrical goods	4	9,838	2,710	21.8	12,548	12,380	12,482	12,515	12,503	12,441	12,458	12,619	12,600	12,563	12,538	12,608	12,682
Apparatus and equipment	---	8,106	2,061	20.3	10,167	10,175	10,143	10,141	10,130	10,088	10,093	10,227	10,234	10,206	10,159	10,201	10,226
Wiring materials and construction materials	2	795	391	33.0	1,186	1,186	1,187	1,188	1,183	1,181	1,179	1,175	1,172	1,165	1,208	1,198	1,207
Radios and equipment	---	166	47	22.1	213	219	200	203	192	198	179	205	209	217	240	246	243
Refrigerators and equipment (household)	---	490	118	19.4	608	604	579	608	627	638	644	640	616	607	554	580	603
All other	2	279	93	25.0	372	376	373	375	371	356	363	372	369	368	377	383	383
Farm products - consumer goods	3	5,626	993	15.0	6,619	5,948	6,055	6,190	6,309	6,858	6,995	7,188	7,173	7,051	6,781	6,554	6,531
Farm supplies	6	1,310	191	12.7	1,501	1,465	1,561	1,633	1,661	1,625	1,489	1,383	1,405	1,450	1,442	1,444	1,425
Feed	5	300	10	3.3	310	298	302	299	310	305	308	316	317	317	315	320	312
Fertilizer	1	966	175	15.3	1,141	1,148	1,208	1,281	1,299	1,259	1,137	1,044	1,051	1,086	1,082	1,062	1,052
All other	- -	44	6	11.1	50	49	51	53	52	61	44	23	37	47	65	62	61
Furniture and house furnishings	4	2,941	1,034	26.0	3,975	3,860	3,886	3,910	3,981	4,004	4,034	3,978	3,983	4,078	4,052	3,981	3,975
Floor coverings	---	1,267	492	28.0	1,759	1,687	1,709	1,742	1,766	1,780	1,787	1,774	1,770	1,842	1,805	1,735	1,758
Furniture (general line)	---	156	36	19.0	192	173	177	164	184	189	202	181	191	202	221	203	219
Furniture (general line)	---	413	97	19.1	510	493	490	496	512	513	511	512	515	522	520	517	515
Piece goods (retail)	---	437	66	13.1	503	510	509	500	509	506	505	501	499	498	498	499	501
House furnishings (except as specified)	4	570	285	33.3	857	853	854	853	862	880	867	854	850	855	857	852	847
All other	---	96	58	37.7	154	144	147	155	148	156	162	156	155	159	153	155	157
Groceries and foods (specialty lines)	11	52,195	5,479	9.5	57,674	56,798	56,960	57,056	57,097	56,929	57,437	57,730	57,951	58,033	58,340	59,154	58,506
Breakfast cereals	--	280	65	18.8	345	335	336	340	338	336	337	352	353	354	356	357	352
Canned foods	---	4,508	891	16.5	5,397	5,343	5,435	5,477	5,482	5,368	5,334	5,312	5,286	5,307	5,489	5,496	5,482
Dairy products	5	1,009	321	24.1	1,330	1,382	1,292	1,310	1,300	1,280	1,267	1,275	1,273	1,286	1,425	1,449	1,421
Fish and sea foods	3	470	47	9.9	523	517	503	517	480	497	501	490	501	504	537	537	599
Flour	3	2,355	364	13.4	2,719	2,717	2,718	2,725	2,723	2,723	2,716	2,701	2,709	2,706	2,716	2,739	2,730
Fruits and vegetables (fresh)	---	336	59	15.0	395	379	387	395	399	406	411	408	399	395	397	383	381
Meats and provisions	7	22,721	1,727	7.1	24,437	24,171	24,154	24,012	24,365	23,829	24,163	24,430	24,623	24,693	24,715	25,373	25,019
Other food and grocery specialties	17	20,913	2,005	8.9	22,528	21,954	22,153	22,280	22,310	22,492	22,706	22,777	22,807	22,788	22,727	22,720	22,624

* Based on count for October.

** Employees include part executives of corporations but not proprietors of unincorporated businesses.

UNITED STATES SUMMARY

TABLE 2.—MONTHLY EMPLOYMENT AND SEX OF EMPLOYEES

TYPES OF OPERATION BY KINDS OF BUSINESS—Continued

TYPE OF OPERATION KIND OF BUSINESS	[illegible]	SEX OF EMPLOYEES** [illegible]		[illegible]	NUMBER OF PAID EMPLOYEES [illegible]													
	[illegible]	Men	Women	[illegible]	Average [illegible]	January	February	March	April	May	June	July	August	September	October	November	December
MANUFACTURERS' SALES BRANCHES (With stocks)—Con.																		
Hardware	---	1,204	255	17.5	1,459	1,405	1,421	1,454	1,448	1,457	1,474	1,466	1,454	1,464	1,479	1,495	1,503
Jewelry	1	563	316	35.9	879	852	843	845	861	861	864	853	866	886	905	943	968
Lumber and construction materials	13	8,344	942	11.1	9,286	8,699	8,782	8,819	8,941	9,084	9,186	9,347	9,618	9,677	9,712	9,821	9,742
Lumber	6	477	37	7.2	514	474	495	499	505	507	521	525	550	549	541	505	501
Millwork	4	658	70	9.6	728	685	668	677	709	714	720	713	740	750	771	809	778
Brick, tile, and terra cotta	1	341	32	8.6	373	359	380	366	377	381	387	392	381	381	377	363	364
Cement, lime, and plaster	---	1,088	96	8.1	1,184	1,104	1,098	1,097	1,111	1,172	1,174	1,203	1,332	1,242	1,227	1,245	1,237
Glass	---	3,438	287	7.7	3,725	3,421	3,464	3,478	3,505	3,564	3,626	3,732	3,817	3,935	3,997	4,091	4,025
All other	2	2,342	420	15.1	2,762	2,656	2,697	2,702	2,734	2,726	2,758	2,786	2,828	2,820	2,799	2,808	2,827
Machinery--equipment--supplies	45	45,034	8,552	16.0	53,586	52,189	52,280	53,060	53,193	53,610	54,126	54,406	54,409	54,420	54,797	53,839	53,339
Commercial equipment and supplies:																	
Office machines and equipment	6	9,945	1,632	14.1	11,577	11,418	11,438	11,478	11,456	11,473	11,506	11,587	11,605	11,686	11,723	11,790	11,784
Restaurant and hotel supply houses	---	77	14	15.1	91	95	89	87	95	89	97	92	91	89	90	85	94
Garage and filling station equipment	7	493	48	8.9	541	502	493	523	547	547	545	549	551	556	575	564	585
Store machines	---	162	18	10.1	180	181	180	181	181	180	179	180	180	180	179	180	180
Store fixtures and equipment	4	1,093	121	10.0	1,214	1,194	1,201	1,206	1,215	1,217	1,235	1,221	1,225	1,221	1,220	1,208	1,200
All other	2	2,993	382	11.3	3,375	3,393	3,329	3,390	3,306	3,340	3,312	3,356	3,399	3,408	3,285	3,367	3,615
Farm and dairy:																	
Dairy equipment	---	820	242	22.[illegible]	1,062	1,048	1,043	1,055	1,059	1,059	1,082	1,076	1,070	1,[illegible]64	1,057	1,072	1,063
Farm implements	---	5,270	414	[illegible]	5,684	5,446	5,428	5,521	5,632	5,682	5,864	5,886	5,890	5,876	5,854	5,76[illegible]	5,827
Farm machinery and equipment	---	4,749	1,000	1[illegible]	5,749	5,445	5,519	5,615	5,727	5,773	5,975	6,047	6,[illegible]	5,864	5,754	5,662	5,525
Industrial machinery, equipt, and supplies:																	
Belting, hose, and packing	6	1,272	369	22.5	1,641	1,597	1,610	1,623	1,612	1,636	1,636	1,659	1,673	1,667	1,657	1,66[illegible]	1,651
Construction (except road building)	2	70	22	23.6	92	94	90	98	89	90	86	91	98	90	89	91	95
Road building	---	149	21	12.4	170	176	163	170	183	173	178	185	166	166	164	166	173
Machine tools	---	400	121	23.3	521	510	510	514	516	517	515	521	522	529	527	537	535
Mine and mill supplies	3	645	137	17.6	780	784	783	769	767	767	769	776	786	795	803	809	799
Oil well supply houses	2	1,851	119	6.0	1,970	1,921	1,868	1,915	1,891	1,954	1,974	2,017	1,998	2,042	2,046	1,993	2,025
Power plant and power transmission	---	1,511	259	14.6	1,770	1,883	1,762	1,852	1,801	1,783	1,797	1,824	1,860	1,759	1,694	1,712	1,716
Printing and lithographing (except paper)	2	1,770	405	18.6	2,175	2,131	2,132	2,149	2,169	2,186	2,184	2,185	2,181	2,199	2,189	2,192	2,196
Rope, cordage, and twine	---	135	43	24.4	178	173	176	176	177	177	181	185	177	180	176	175	177
All other	4	5,194	1,098	17.5	6,292	6,069	6,168	6,288	6,324	6,427	6,439	6,377	6,347	6,308	6,316	6,265	6,170
Professional equipment and supplies:																	
Dental supply houses	---	607	289	32.2	896	907	895	896	897	887	898	901	902	903	894	888	888
School equipment and supplies	---	323	83	20.5	406	305	241	343	306	409	449	397	395	564	517	470	472
Surgical, medical, and hospital	6	1,294	459	26.2	1,753	1,717	1,739	1,737	1,761	1,762	1,767	1,774	1,765	1,766	1,747	1,749	1,749
All other	1	500	249	33.3	749	721	732	731	736	741	756	761	769	755	760	765	763
Service equipment and supplies:																	
Barber and beauty supply houses	---	237	95	28.6	332	335	335	333	334	336	324	333	329	326	338	330	329
Laundry and dry cleaning	---	745	168	18.4	913	914	915	917	921	914	926	924	924	904	897	899	905
Undertakers' supplies	---	625	126	16.8	751	759	757	755	754	751	752	752	749	749	742	747	753
Upholsterers' supplies	---	636	185	22.5	821	807	809	815	812	818	817	819	827	821	830	837	836
All other	---	1,301	415	24.2	1,716	1,705	1,712	1,738	1,740	1,735	1,758	1,775	1,779	1,765	1,753	1,768	1,312
Transportation equipment and supplies	---	169	18	9.6	187	179	183	185	185	182	184	187	185	192	191	192	199
Metals and metal work (except scrap)	2	8,223	1,411	14.6	9,634	9,318	9,400	9,468	9,421	9,471	9,492	9,547	9,616	9,799	10,046	10,025	10,330
Building metal work	---	941	100	9.6	1,041	1,031	1,045	1,035	1,036	992	1,054	1,054	1,039	1,033	1,088	1,054	1,029
Iron and steel products (general line)	---	3,061	377	11.0	3,438	3,287	3,313	3,347	3,321	3,383	3,345	3,385	3,437	3,548	3,661	3,637	3,626
Iron and steel products (flat)	1	970	150	13.4	1,120	1,064	1,071	1,081	1,078	1,063	1,065	1,067	1,106	1,162	1,230	1,226	1,227
Wire and wire products	---	1,443	372	20.5	1,815	1,811	1,810	1,813	1,812	1,812	1,816	1,822	1,814	1,814	1,812	1,821	1,820
Iron and steel finished products (N.E.C.)	---	586	55	8.4	651	636	630	644	643	663	650	647	644	651	646	673	681
Copper	---	401	137	25.5	538	517	521	519	524	530	545	535	538	532	586	555	548
All other	1	811	220	21.3	1,031	1,002	1,010	1,029	1,015	1,028	1,017	1,037	1,038	1,039	1,044	1,055	1,071

* Based on count for October.

** Employees include paid executives of corporations but not proprietors of unincorporated businesses.

UNITED STATES SUMMARY

TABLE 2. MONTHLY EMPLOYMENT AND SEX OF EMPLOYEES

TYPE OF OPERATION BY KINDS OF BUSINESS—Continued

TYPE OF OPERATION KIND OF BUSINESS	[illegible]	SEX OF EMPLOYEES* [illegible]		[illegible]	Number of All Paid Employees on Payroll [illegible]														
	[illegible]	Men	Women	[illegible]	[illegible]	[illegible]	[illegible]	[illegible]	[illegible]	[illegible]	[illegible]	[illegible]	[illegible]	[illegible]	[illegible]	[illegible]	[illegible]	[illegible]	[illegible]
MANUFACTURERS' SALES BRANCHES (With stocks,—Con.																			
Paper and its products	1	4,569	1,482	24.5	6,051	5,988	5,966	5,945	5,975	5,986	6,037	6,066	6,065	6,022	6,132	6,173	6,205		
Wrapping or coarse paper and products	---	2,952	935	24.1	3,887	3,829	3,815	3,830	3,846	3,861	3,895	3,924	3,921	3,921	3,921	3,924	3,941		
Printing and writing papers	---	741	183	19.8	924	895	911	905	925	909	920	919	921	932	940	940	951		
All other	1	876	364	29.4	1,240	1,264	1,242	1,210	1,204	1,196	1,218	1,215	1,227	1,235	1,261	1,299	1,312		
Petroleum and its products	---	646	248	27.7	894	886	892	891	889	913	911	909	896	887	887	883	881		
Plumbing and heating equipment and supplies	9	8,395	1,720	17.0	10,115	9,785	9,730	9,886	9,914	10,023	10,132	10,152	10,197	10,275	10,376	10,461	10,335		
Plumbing and heating (general line)	---	5,047	959	16.0	6,006	5,691	5,678	5,865	5,893	5,956	6,016	6,028	6,058	6,124	6,170	6,201	6,219		
Heating (including stoves and ranges)	3	1,556	372	19.3	1,928	1,936	1,922	1,900	1,895	1,918	1,922	1,918	1,924	1,924	1,928	1,926	1,847		
Plumbing fixtures, equipment, and supplies	4	1,279	273	17.6	1,552	1,539	1,507	1,518	1,522	1,524	1,556	1,549	1,569	1,576	1,582	1,587	1,579		
All other	2	513	116	18.4	629	619	623	603	604	625	622	657	656	620	635	623	642		
Tobacco and products (except leaf)	6	3,813	540	12.4	4,353	3,876	3,895	3,982	4,028	4,235	5,385	5,390	5,326	4,285	4,279	4,152	3,991		
All other products	27	6,973	2,766	28.4	9,739	9,544	9,552	9,597	9,639	9,690	9,737	9,736	9,811	9,114	9,954	9,872	9,831		
Books, periodicals, and newspapers	10	1,369	1,276	48.2	2,645	2,612	2,610	2,601	2,593	2,589	2,597	2,637	2,730	2,656	2,741	2,691	2,694		
Forest products (except lumber)	---	432	44	9.2	476	454	426	471	462	509	501	483	438	495	481	492	547		
Leather and shoe findings	---	837	90	9.7	927	929	921	933	905	927	919	924	926	924	923	929	925		
Leather goods	3	133	38	22.2	171	159	164	170	170	171	171	175	175	179	176	171	172		
Oils and greases (animal and vegetable)	---	294	92	23.8	386	382	384	384	387	388	385	387	389	388	384	[illegible]	389		
Optical goods	5	2,347	592	20.1	2,939	2,867	2,881	2,875	2,874	2,896	2,932	2,947	2,964	3,011	3,111	[illegible]	3,060		
Textiles and materials (other than dry goods)	2	320	124	27.9	444	441	443	444	445	448	450	451	444	445	444	4[illegible]	4[illegible]		
Yarns	3	767	375	32.8	1,142	1,122	1,146	1,142	1,122	1,122	1,126	1,136	1,093	1,184	1,170	1,175	1,166		
Miscellaneous kinds of business	4	474	135	27.2	609	578	577	577	581	599	623	645	646	630	630	651	581		
MANUFACTURERS' SALES OFFICES (Without stocks):																			
Amusement and sporting goods	---	707	785	52.8	1,492	1,545	1,478	1,459	1,464	1,462	1,468	1,461	1,481	1,465	1,519	1,514	1,577		
Automotive	---	624	246	28.3	870	864	853	867	865	867	867	874	880	871	888	886	870		
Automotive accessories and equipment	---	125	31	20.1	156	152	150	151	161	160	154	156	158	157	157	159	156		
Automotive parts	---	416	189	31.2	605	606	600	598	591	593	597	603	607	608	613	614	619		
All other	---	83	26	23.5	109	106	103	118	113	114	116	115	115	106	[illegible]	103	95		
Beer, wines, and liquors	---	1,420	227	13.8	1,647	1,618	1,602	1,675	1,658	1,681	1,698	1,627	1,633	1,641	1,656	1,626	1,651		
Beer and ale	---	292	20	6.4	312	302	300	308	313	325	334	330	323	318	304	[illegible]	291		
Wines and liquors	---	1,128	207	15.5	1,335	1,316	1,302	1,367	1,345	1,356	1,364	1,297	1,310	1,323	1,334	1,340	1,360		
Chemicals and paints	7	2,816	1,219	30.2	4,035	3,990	4,000	4,002	4,010	4,026	4,036	4,041	4,052	4,042	4,069	4,076	4,071		
Explosives	---	278	67	19.5	345	339	339	340	339	339	342	351	349	350	347	351	349		
Industrial chemicals	6	1,552	863	35.7	2,415	2,404	2,408	2,405	2,397	2,399	2,412	2,410	2,415	2,425	2,433	2,447	2,447		
Paints and varnishes	---	641	179	21.8	820	794	802	808	822	835	827	828	828	827	830	825	826		
All other	1	345	110	24.2	455	453	451	449	452	453	455	454	460	460	459	453	453		
Clothing and furnishings	63	1,267	899	41.5	2,166	2,136	2,151	2,154	2,151	2,157	2,168	2,170	2,178	2,192	2,215	2,193	2,142		
Men's and boys'	28	567	361	38.9	928	925	927	922	917	923	903	915	927	926	944	937	929		
Women's and children's	24	533	416	43.8	949	928	940	946	948	947	951	962	961	964	962	945	919		
Shoes and other footwear	2	100	57	36.2	157	154	155	155	155	155	157	157	157	158	160	159	157		
All other	9	67	65	49.2	132	129	129	131	131	132	135	134	133	134	133	137	132		
Coal and coke	---	44	12	20.7	56	56	56	56	55	54	54	56	53	[illegible]	[illegible]	56	56		
Drugs and drug sundries	6	530	511	49.1	1,041	1,012	1,005	1,009	1,006	1,010	1,035	1,044	1,045	1,134	1,167	1,169	1,[illegible]		
Dry goods (specialty lines)	5	1,405	614	30.4	2,019	1,994	1,997	2,016	2,028	2,026	2,006	2,014	2,013	[illegible]	[illegible]	[illegible]	2,034		
Hosiery and lingerie	1	184	127	40.9	311	304	309	318	316	310	303	306	302	308	314	321	[illegible]		
Piece goods:																			
Cotton	---	328	146	30.9	474	461	462	463	467	474	475	478	478	478	482	482	484		
Woolen and worsted	---	375	137	26.8	512	511	515	520	524	523	512	503	504	505	506	511	507		
Other	---	282	70	19.9	352	350	349	354	352	352	352	354	357	364	361	364	363		
Other dry goods specialties	4	236	134	36.2	370	368	362	361	369	367	366	273	372	372	376	376	372		

* Based on count for October.

** Employees include paid executives of corporations but not proprietors of unincorporated businesses.

UNITED STATES SUMMARY

TABLE 2.—MONTHLY EMPLOYMENT AND SEX OF EMPLOYEES

TYPES OF OPERATION BY KINDS OF BUSINESS—Continued

TYPE OF OPERATION BY KIND OF BUSINESS	Active Proprietors, Partners, Officials	SEX OF EMPLOYEES* (Number of full-time equivalent employees) Men	Women	Sex not reported	Number of All Paid Employees on Pay Roll in Pay Period Nearest 15th of Each Month** (Including full-time equivalents) Average number	January	February	March	April	May	June	July	August	September	October	November	December
MANUFACTURERS' SALES OFFICES (Without stocks)—Con.																	
Electrical goods	3	1,233	494	28.6	1,727	1,716	1,717	1,720	1,722	1,726	1,740	1,715	1,719	1,737	1,737	1,738	1,734
Apparatus and equipment	---	680	261	27.7	941	928	929	933	935	935	951	940	943	963	946	942	941
Wiring supplies and construction materials	2	325	143	30.6	468	459	463	463	466	468	468	466	473	471	471	477	473
Radios and equipment	---	80	41	33.6	121	126	125	123	123	124	124	119	119	119	119	119	119
All other	1	148	49	24.9	197	203	200	201	198	199	197	190	184	184	201	200	201
Farm products--consumer goods	3	266	59	18.1	325	440	442	306	315	331	313	326	312	305	280	270	262
Farm supplies	---	110	32	22.3	142	145	144	146	146	146	142	141	141	138	138	139	142
Feed	---	72	9	11.1	81	83	83	84	84	84	81	81	81	77	77	77	80
Fertilizer	---	38	23	37.7	61	62	61	62	62	62	61	60	60	61	61	62	62
Furniture and house furnishings	12	724	245	25.3	969	970	957	959	963	961	969	957	970	976	978	982	980
Floor coverings	3	322	82	20.3	404	403	395	396	398	402	400	403	409	409	406	405	405
Furniture	---	105	42	28.6	147	142	143	144	145	139	147	144	148	151	151	150	150
House furnishings (except as specified)	8	185	62	30.7	267	271	265	265	266	266	267	261	263	262	266	271	270
All other	1	112	39	25.8	151	154	154	154	154	154	155	149	150	154	155	156	155
Groceries and foods (specialty lines)	3	5,957	1,434	19.4	7,391	6,885	7,079	7,213	7,601	7,963	8,272	7,988	7,363	7,141	7,119	7,156	6,914
Breakfast cereals	---	157	33	17.2	190	189	190	188	190	190	190	192	190	190	192	193	193
Canned foods	---	597	305	33.8	902	905	901	907	934	904	872	876	892	896	919	916	911
Flour	---	403	62	13.4	465	455	464	462	452	470	464	473	470	476	463	461	457
Meats and provisions	---	134	25	15.6	159	168	172	171	160	159	169	157	137	137	154	155	151
Other food and grocery specialties	3	4,666	1,009	17.8	5,675	5,168	5,352	5,485	5,865	6,230	6,577	6,290	5,674	5,442	5,391	5,431	5,202
Hardware	2	166	64	27.9	230	230	229	227	228	228	229	231	231	232	230	232	229
Jewelry	4	79	26	24.5	105	104	105	104	104	104	104	105	105	105	106	105	105
Lumber and construction materials	4	3,645	844	18.8	4,489	4,434	4,477	4,496	4,520	4,487	4,505	4,479	4,549	4,533	4,498	4,449	4,434
Lumber and millwork	4	432	94	17.9	526	551	559	556	543	537	521	485	547	545	521	474	472
Brick, tile, and terra cotta	---	257	63	19.7	320	316	316	316	319	320	320	321	322	325	321	320	319
Cement, lime, and plaster	---	1,137	312	21.5	1,449	1,427	1,439	1,446	1,455	1,436	1,463	1,461	1,457	1,455	1,448	1,455	1,449
Glass	---	190	47	19.9	237	235	237	238	237	237	237	237	236	236	236	236	236
All other	---	1,629	328	16.7	1,957	1,905	1,926	1,940	1,966	1,957	1,964	1,975	1,987	1,972	1,972	1,964	1,958
Machinery--equipment--supplies	6	5,966	1,692	22.1	7,658	7,745	7,732	7,577	7,533	7,589	7,595	7,640	7,728	7,638	7,693	7,716	7,712
Commercial equipment and supplies:																	
Office machines and equipment	1	668	180	21.2	848	981	934	798	793	796	801	828	827	824	843	866	889
Store fixtures and equipment	--	182	13	6.7	195	203	210	196	195	199	189	183	231	178	192	194	174
All other	---	126	13	9.4	139	131	132	135	133	139	139	141	145	144	139	139	137
Industrial machinery, equipt, and supplies:																	
Industrial (general line)	---	316	110	25.9	426	420	424	435	426	427	419	425	424	423	427	432	435
Belting, hose, and packing	---	99	32	24.4	131	130	130	130	130	132	131	131	133	132	132	132	134
Road building	---	173	30	14.6	203	193	201	198	197	199	199	199	203	205	206	219	213
Machine tools	---	111	31	21.8	142	137	138	138	141	144	142	145	146	145	144	143	142
Mine and mill supplies	---	72	7	8.8	79	77	79	79	78	78	78	80	80	80	80	80	80
Oil well supply houses	---	123	13	9.6	136	137	137	139	137	134	134	136	137	138	138	128	132
Power plant and power transmission	---	1,305	289	18.1	1,594	1,612	1,609	1,578	1,560	1,575	1,586	1,605	1,614	1,598	1,607	1,593	1,595
Printing and lithographing (except paper)	2	288	80	21.7	368	367	367	367	366	368	371	370	369	369	368	367	368
Textile	---	63	23	26.7	86	88	88	88	87	88	89	86	84	83	85	85	84
All other	2	1,422	538	27.4	1,960	1,918	1,931	1,941	1,942	1,957	1,964	1,955	1,979	1,972	1,984	1,987	1,985
Service equipment and supplies:																	
Upholsterers' supplies	---	116	41	26.1	157	158	159	159	158	157	158	156	155	155	156	157	155
All other	1	274	79	22.4	353	358	353	356	353	356	354	360	355	351	348	346	348
Transportation equipment and supplies:																	
Railroad	---	400	137	25.6	537	535	536	535	535	536	537	536	538	537	540	540	542
Other	---	107	38	26.2	145	143	145	144	144	143	144	144	145	144	143	146	147
All other	---	121	38	23.9	159	157	159	161	160	161	160	160	161	162	161	162	152

* Based on count for October.

** Employees include paid executives of corporations but not proprietors of unincorporated businesses.

UNITED STATES SUMMARY

TABLE 2.—MONTHLY EMPLOYMENT AND SEX OF EMPLOYEES

TYPE OF OPERATION BY KINDS OF BUSINESS—Continued

TYPE OF OPERATION KIND OF BUSINESS	Active proprietorships, partnerships, corporations	SEX OF EMPLOYEES* (Reference date for first of month)			Number of All Paid Employees, Pay Roll, Payroll Hours, Payroll Expenditures, Sales Made** for time and portion of month													
		Men	Women	Women % of total	Average number	January	February	March	April	May	June	July	August	September	October	November	December
MANUFACTURERS' SALES OFFICES (Without stocks.—Con.																		
Metals and metal work (except scrap)	---	4,460	1,543	25.7	6,003	5,780	5,837	5,976	6,024	5,982	5,876	6,492	6,039	6,030	6,051	6,022	5,959
Building metal work	---	293	76	20.6	369	376	359	361	365	358	363	366	364	386	389	382	378
Iron and steel products (general line)	---	1,276	488	27.7	1,764	1,596	1,695	1,822	1,842	1,742	1,628	2,223	1,766	1,744	1,725	1,705	1,681
Iron and steel products (semi-finished)	---	301	39	11.4	340	330	334	333	335	334	336	335	332	350	352	351	351
Iron and steel products (flat)	---	272	101	27.0	373	361	366	367	366	369	372	374	376	381	384	379	382
Wire and wire products	---	316	62	16.3	378	346	335	341	349	396	399	406	400	388	413	400	384
Iron and steel, finished products (N.E.C.)	---	1,303	430	24.8	1,733	1,715	1,717	1,720	1,726	1,737	1,737	1,740	1,743	1,744	1,743	1,750	1,727
Copper	---	71	43	37.4	114	111	111	111	114	115	114	115	117	116	116	115	115
All other	---	628	304	32.6	932	923	920	921	926	929	936	939	941	954	930	940	941
Paper and its products	1	1,546	456	22.8	2,002	2,002	1,993	1,984	1,989	1,987	1,992	2,001	2,018	2,015	2,015	2,016	2,016
Wrapping or coarse paper and products	---	1,090	321	22.7	1,411	1,410	1,403	1,396	1,396	1,402	1,403	1,411	1,424	1,421	1,421	1,423	1,424
Printing and writing papers	---	119	52	30.7	171	169	169	170	171	171	172	173	175	176	172	170	169
All other	1	337	83	19.7	420	423	421	418	422	414	417	417	419	418	422	423	423
Petroleum and its products	---	234	72	23.8	306	307	308	308	303	305	305	302	304	305	305	312	312
Plumbing and heating equipment and supplies	1	866	250	22.4	1,116	1,096	1,093	1,091	1,095	1,114	1,113	1,104	1,117	1,143	1,144	1,146	1,156
Heating (including stoves and ranges)	---	141	57	20.9	178	172	176	179	178	176	173	174	173	184	187	187	184
Plumbing fixtures, equipment, and supplies	---	161	60	27.1	221	222	218	217	219	225	221	223	222	224	225	219	219
All other	1	564	153	21.3	717	702	699	695	700	713	719	707	722	735	732	740	734
Tobacco and products (except leaf)	1	940	134	12.5	1,074	1,056	1,057	1,059	1,062	1,068	1,070	1,072	1,078	1,077	1,080	1,082	1,123
All other products	4	1,326	550	29.3	1,876	1,780	1,833	1,803	1,736	1,724	1,846	1,932	1,955	1,954	1,986	1,959	2,010
Books, periodicals, and newspapers	1	653	226	25.7	879	818	876	851	760	735	858	909	921	919	971	947	1,020
Forest products (except lumber)	---	60	39	39.4	99	95	96	96	96	98	98	99	100	100	101	104	106
Oils and greases (animal and vegetable)	---	107	73	40.6	180	183	178	178	179	178	179	180	180	182	181	180	178
Textiles and materials (other than dry goods)	---	49	37	43.0	86	85	85	85	86	87	87	87	87	87	86	88	87
Yarns	---	110	63	36.4	173	173	173	175	174	174	173	173	172	172	172	171	171
Miscellaneous kinds of business	3	347	112	24.4	459	426	425	438	441	452	471	485	495	499	477	454	448
PETROLEUM BULK STATIONS AND TERMINALS:																	
Petroleum and its products	23,061	94,472	4,344	4.4	98,816	97,056	97,059	97,468	98,304	98,398	99,231	99,666	99,864	99,888	99,433	99,956	100,038
AGENTS AND BROKERS:																	
Amusement and sporting goods	172	199	137	40.9	336	323	323	329	327	337	334	335	340	341	343	345	349
Sporting goods	37	55	24	30.5	79	69	69	70	70	86	84	83	83	84	84	84	85
Toys, novelties, and fireworks	102	97	90	48.1	187	184	184	189	188	182	182	184	189	189	187	190	189
All other	33	47	23	32.9	70	70	70	70	69	69	68	68	68	68	72	74	74
Automotive	299	595	251	29.7	846	824	821	827	837	847	848	856	857	861	859	862	888
Automobiles (new and used)	9	101	4	3.7	136	134	103	104	104	104	104	102	102	109	109	110	109
Automotive accessories and equipment	160	269	135	33.4	404	395	394	395	406	406	401	413	412	408	407	408	411
Automotive parts	92	160	88	35.4	248	237	235	239	245	248	251	249	253	256	251	255	255
All other	28	65	24	27.0	89	87	89	89	88	89	92	91	90	88	88	89	92
Beer, wines, and liquors	79	191	79	29.3	270	255	272	278	279	243	275	274	266	286	270	262	254
Chemicals and paints	242	598	349	36.9	947	903	910	911	921	937	980	954	957	980	978	980	978
Industrial chemicals	58	210	112	34.8	322	305	317	312	311	324	341	330	332	328	318	322	319
Naval stores	14	68	36	34.7	104	103	103	104	104	104	106	104	105	104	104	104	103
Paints and varnishes	69	96	73	43.0	169	161	161	164	170	186	187	170	171	174	178	178	177
All other	121	224	128	36.4	352	334	329	331	336	343	346	350	348	374	360	379	377

* Based on count for October.

** Employees include paid executives of corporations but not proprietors of unincorporated businesses.

UNITED STATES SUMMARY

TABLE 2.—MONTHLY EMPLOYMENT AND SEX OF EMPLOYEES

TYPES OF OPERATION BY KINDS OF BUSINESS—Continued

TYPE OF OPERATION KIND OF BUSINESS	SEX OF EMPLOYEES**				NUMBER OF ALL PAID EMPLOYEES*												
		Men	Women	Percent women	Week ending nearest 15th	January	February	March	April	May	June	July	August	September	October	November	December
AGENTS AND BROKERS—Con.																	
Clothing and furnishings	1,375	1,880	1,721	47.8	3,601	3,490	3,500	3,514	3,576	3,553	3,532	3,542	3,633	3,680	3,731	3,728	3,741
Clothing and furnishings (general line)	180	266	240	47.5	506	495	490	495	492	495	501	509	503	515	521	528	533
Men's and boys'	193	349	225	39.2	574	560	561	564	569	567	570	571	579	580	593	589	587
Women's and children's	611	895	1,002	52.8	1,897	1,825	1,842	1,859	1,868	1,860	1,862	1,859	1,919	1,946	1,974	1,981	1,965
Furs, dressed, and fur clothing	110	169	88	34.1	257	252	244	226	285	274	242	245	254	253	255	260	293
Millinery and millinery supplies	172	166	146	46.9	312	304	309	314	308	301	302	304	323	330	331	315	308
Shoes and other footwear	109	35	20	36.2	55	54	54	56	54	56	55	54	55	56	57	55	55
Coal and coke	77	1,902	850	30.9	2,752	2,765	2,789	2,773	2,755	2,709	2,717	2,708	2,735	2,762	2,789	2,794	2,729
Drugs and drug sundries	114	385	375	49.3	760	734	735	740	758	745	746	737	739	782	813	792	799
Dry goods (general line)	24	292	432	59.6	724	705	708	727	731	725	728	732	728	729	740	713	726
Dry goods (specialty lines)	1,392	4,558	2,275	33.3	6,833	6,710	6,769	6,793	6,780	6,757	6,758	6,820	6,847	6,927	6,967	6,916	6,952
Hosiery and lingerie	172	510	274	35.0	784	750	755	763	768	770	774	782	786	801	815	818	820
Notions	153	426	212	33.3	638	674	684	668	636	606	593	606	629	638	650	632	641
Piece goods:																	
General line	27	413	179	30.3	592	573	591	591	584	588	595	597	603	601	596	597	594
Cotton	220	1,828	954	34.3	2,782	2,759	2,765	2,768	2,771	2,781	2,778	2,803	2,761	2,786	2,801	2,795	2,815
Silk, linen, rayon, and velvet	109	200	149	42.8	349	346	350	354	353	351	354	341	337	348	351	349	352
Woolen and worsted	164	713	262	26.9	975	939	953	967	982	959	959	979	1,004	1,022	1,005	968	968
Other	376	321	161	33.5	482	444	447	456	459	474	476	483	493	498	510	518	523
Other dry goods specialties	168	147	84	36.4	231	225	224	226	227	228	229	229	234	233	239	239	239
Electrical goods	737	1,174	681	36.7	1,855	1,729	1,740	1,757	1,780	1,807	1,813	1,873	1,865	1,901	1,952	2,021	2,020
Electrical merchandise (general line)	15	76	41	34.2	119	115	116	114	115	115	117	118	117	115	120	132	132
Apparatus and equipment	140	188	126	40.0	314	296	298	300	300	309	309	314	321	321	334	341	324
Wiring supplies and construction materials	166	334	144	30.1	478	463	465	462	464	471	472	506	483	496	490	484	479
Radios and equipment	106	122	99	44.6	221	209	211	211	213	220	223	227	226	222	223	232	233
All other	310	452	271	37.5	723	646	650	670	688	692	692	708	716	747	785	832	852
Farm products--raw materials	3,376	17,310	3,826	18.1	21,136	24,859	18,367	14,455	12,982	12,578	12,312	14,156	26,705	26,162	30,062	28,482	32,511
Cotton	527	810	144	15.1	954	890	871	856	848	843	838	868	925	1,095	1,157	1,153	1,108
Grains	293	1,229	351	22.2	1,580	1,520	1,508	1,488	1,481	1,502	1,650	1,741	1,866	1,614	1,607	1,595	1,595
Hides, skins, and raw furs	139	242	101	29.5	343	352	350	330	330	324	323	339	346	342	344	358	382
Horses and mules	33	355	9	2.6	364	403	384	395	414	354	295	306	302	366	357	377	416
Livestock	1,582	6,550	680	9.4	7,230	6,931	6,901	6,873	6,946	6,986	7,051	7,218	7,438	7,679	7,681	7,507	7,444
Tobacco (leaf)	617	7,666	2,371	23.6	10,037	14,160	7,798	3,935	2,375	1,874	1,435	2,961	15,422	14,414	18,292	16,819	20,962
Wool and mohair	123	281	72	20.5	353	337	290	310	319	414	437	453	337	379	350	286	321
All other	60	177	98	35.6	275	266	265	268	269	281	283	270	269	273	274	289	283
Farm products--consumer goods	1,113	5,454	1,296	19.2	6,750	6,390	6,365	6,438	6,519	6,710	7,034	7,114	7,315	6,972	6,851	6,640	6,847
Dairy products	34	100	76	43.3	176	170	171	172	178	174	175	178	180	182	181	180	179
Dairy and poultry products	43	88	41	31.5	129	127	127	127	127	127	128	128	130	128	128	138	141
Poultry and poultry products	101	554	111	16.7	665	618	628	624	656	661	674	687	667	685	664	711	708
Fruits and vegetables (fresh)	777	3,764	894	19.2	4,658	4,438	4,434	4,464	4,518	4,642	4,791	4,873	4,996	4,909	4,756	4,526	4,532
Fresh fruits only	133	905	161	15.1	1,066	999	970	1,012	996	1,054	1,203	1,198	1,301	1,008	1,027	1,003	1,015
All other	25	43	13	23.1	56	38	35	39	44	52	63	50	41	60	95	82	72
Farm supplies	145	310	215	41.0	525	520	521	526	521	519	518	511	523	530	536	536	534
Feed	75	196	132	40.2	328	332	327	321	319	320	319	317	329	333	337	340	342
Fertilizer	44	70	46	39.3	116	109	115	122	119	118	118	114	114	116	117	113	111
All other	28	44	37	45.7	81	79	79	83	83	81	81	80	80	81	84	83	81
Furniture and house furnishings	713	1,167	577	33.1	1,744	1,672	1,685	1,694	1,702	1,716	1,737	1,760	1,772	1,781	1,806	1,807	1,798
China, glassware, and crockery	118	178	149	45.5	327	314	320	322	323	324	327	330	326	338	338	332	335
Floor coverings	44	131	56	30.0	187	189	187	186	188	184	188	189	191	191	188	192	183
Furniture	240	527	181	25.6	708	683	677	688	685	702	705	707	718	722	735	728	723
House furnishings (except as specified)	304	312	182	36.9	494	465	479	475	471	484	493	504	506	506	509	520	521
Musical instruments and sheet music	7	19	9	32.4	28	21	22	23	27	22	24	30	31	34	36	35	36

* Based on count for October.

** Employees include paid executives of corporations but not proprietors of unincorporated businesses.

UNITED STATES SUMMARY

TABLE 2.—MONTHLY EMPLOYMENT AND SEX OF EMPLOYEES

[Table 2.—Operations by Kinds of Business—Continued]

Kind of Operation and Kind of Business	Average Number of Proprietors and Partners of Unincorporated Businesses	Sex of Employees* (full-time or part-time combined)			Number of All Paid Employees on Payroll in Period Ended Nearest 15th of Each Month** (full-time and part-time combined)													
		Men	Women	Percent women	Average for year	January	February	March	April	May	June	July	August	September	October	November	December
AGENTS AND BROKERS--Con.																		
Groceries and foods (specialty lines)	2,422	5,206	2,979	36.4	8,185	8,058	8,021	8,054	8,193	8,146	8,147	8,239	8,179	8,315	8,323	8,334	8,209
Canned foods	573	1,206	877	42.1	2,063	2,044	2,057	2,060	2,080	2,078	2,067	2,100	2,095	2,118	2,103	2,109	2,059
Coffee, tea, and spices	167	244	87	26.3	331	331	331	332	332	331	332	327	329	331	334	337	330
Confectionery	60	67	37	35.3	104	109	110	109	108	106	104	102	100	103	102	102	93
Fish and sea foods	53	155	33	17.7	188	182	181	180	180	184	188	187	189	194	202	196	197
Flour	142	154	114	42.4	268	262	263	267	269	268	270	270	268	268	272	266	267
Meats and provisions	85	190	73	27.8	263	252	249	253	263	267	262	251	253	272	282	279	266
Other food and grocery specialties	1,342	3,190	1,758	35.6	4,948	4,876	4,850	4,853	4,961	4,912	4,904	5,001	4,944	5,029	5,028	5,045	4,996
Hardware	361	480	277	36.8	757	729	733	744	740	741	749	769	770	767	776	784	784
Jewelry	204	96	60	38.8	156	149	152	152	155	154	154	156	160	162	160	159	159
Lumber and construction materials	752	1,481	780	34.5	2,261	2,157	2,189	2,190	2,240	2,238	2,274	2,286	2,335	2,318	2,325	2,287	2,285
Lumber and millwork	429	808	535	39.8	1,343	1,319	1,328	1,334	1,334	1,336	1,341	1,341	1,361	1,364	1,358	1,348	1,351
Brick, tile, and terra cotta	53	151	42	21.8	193	180	192	184	185	186	191	193	197	195	214	203	193
All other	270	522	203	28.0	725	658	669	672	721	716	742	752	777	759	753	736	741
Machinery--equipment--supplies	2,361	6,408	2,091	24.8	8,499	8,176	8,239	8,263	8,371	8,392	8,412	8,485	8,510	8,632	8,752	8,863	8,895
Commercial equipment and supplies:																		
Office machines and equipment	159	2,589	255	8.3	2,824	2,736	2,774	2,757	2,805	2,812	2,808	2,766	2,746	2,849	2,898	2,986	2,988
Restaurant and hotel supply houses	34	60	27	31.8	87	84	85	86	86	88	92	86	90	90	88	89	85
Garage and filling station equipment	33	83	25	22.8	108	100	99	101	101	101	101	113	112	115	122	120	117
Store fixtures and equipment	90	170	31	15.4	201	195	194	196	197	200	200	200	201	204	206	207	206
All other	121	191	84	30.5	275	253	240	248	266	254	256	296	301	287	296	304	319
Farm and dairy	67	99	58	36.9	157	144	150	151	156	160	161	163	158	150	157	157	159
Industrial machinery, equipt, and supplies:																		
Construction (except road building)	29	80	28	26.0	108	106	104	106	107	107	105	113	111	105	109	113	108
Road building	43	90	28	23.5	118	112	111	124	116	122	119	121	116	123	119	122	119
Machine tools	87	335	153	31.4	488	481	480	484	481	482	485	487	491	494	493	498	503
Mine and mill supplies	44	66	36	35.0	102	101	103	101	101	104	102	102	104	103	104	103	102
Oil well supply houses	44	131	53	28.6	184	180	182	183	178	186	186	194	195	181	182	185	185
Power plant and power transmission	123	140	87	38.4	227	229	229	228	223	225	226	229	226	223	225	235	236
Printing and lithographing (except paper)	48	72	36	33.3	108	108	109	109	99	111	110	108	103	107	110	113	112
Rope, cordage, and twine	20	91	47	34.1	138	134	135	135	135	136	139	142	140	140	139	140	140
All other	1,052	1,805	807	33.5	2,412	2,285	2,309	2,325	2,350	2,352	2,382	2,415	2,442	2,463	2,505	2,547	2,569
Professional equipment and supplies:																		
School equipment and supplies	30	70	35	33.3	105	107	88	90	115	99	100	99	99	133	130	98	97
Surgical, medical, and hospital	33	55	57	51.3	112	103	104	108	108	110	110	118	124	117	113	112	115
All other	42	50	19	27.5	69	67	70	66	79	71	66	67	75	70	69	64	64
Service equipment and supplies	111	187	63	25.2	250	251	249	251	252	253	248	248	252	247	250	252	255
Transportation equipment and supplies:																		
Railroad	106	134	116	46.5	250	246	248	246	247	249	247	246	246	250	254	257	258
Other	41	110	66	37.5	176	174	176	169	169	170	169	172	180	181	183	181	180
Metals and metal work (except scrap)	522	1,054	557	34.6	1,611	1,496	1,519	1,538	1,571	1,584	1,588	1,605	1,601	1,680	1,704	1,744	1,710
Building metal work	117	216	82	27.5	298	264	278	272	288	296	284	309	311	345	306	308	304
Iron and steel products (general line)	90	174	99	36.3	273	247	251	269	264	266	259	262	258	284	301	312	319
Iron and steel products (semi-finished)	79	189	108	36.4	297	290	290	290	300	291	292	297	301	301	304	304	300
Iron and steel products (flat)	25	82	42	33.9	124	115	111	115	117	121	121	121	124	132	141	143	141
Wire and wire products	31	56	20	26.3	76	78	75	75	76	81	79	75	71	73	74	74	78
Iron and steel finished products (N.S.C.)	76	151	68	31.1	219	198	208	207	213	210	227	219	219	231	232	245	224
All other	104	166	138	42.8	324	304	306	310	313	319	326	323	319	314	346	358	344
Paper and its products	362	705	392	35.7	1,097	1,076	1,080	1,085	1,086	1,083	1,083	1,099	1,101	1,113	1,105	1,132	1,126
Wrapping or coarse paper and products	205	430	220	33.8	650	638	642	646	648	641	646	650	650	656	650	669	664
Printing and writing papers	14	96	43	30.9	139	140	138	139	140	141	141	140	139	141	139	139	138
All other	143	179	129	41.9	308	298	300	300	298	301	296	309	312	316	316	324	324

* Based on count for October.

** Employees include paid executives of corporations but not proprietors of unincorporated businesses.

UNITED STATES SUMMARY

TABLE 2 - MONTHLY EMPLOYMENT AND SEX OF EMPLOYEES

[illegible]

[illegible]	SEX OF EMPLOYEES				[illegible]													
	[illegible]	[illegible]	[illegible]	[illegible]	[illegible]	[illegible]	[illegible]	[illegible]	[illegible]	[illegible]	[illegible]	[illegible]	[illegible]	[illegible]	[illegible]	[illegible]	[illegible]	[illegible]
AGENT AND BROKER - Con.																		
[illegible] and [illegible] products	[illegible]	218	184	34.7	396	363	362	372	377	393	[illegible]	[illegible]	390	408	[illegible]	391	391
[illegible] equipment and supplies	45	727	373	51.5	1,462	1,004	1,011	1,027	1,037	1,031	[illegible]	[illegible]	1,[illegible]	1,15[illegible]	[illegible]	1,[illegible]	[illegible]
Heating, plumbing, stoves and ranges	20[illegible]	29[illegible]	147	33.3	447	411	4[illegible]	41[illegible]	417	41[illegible]	[illegible]	447	4[illegible]	[illegible]	4[illegible]	4[illegible]	471
Plumbing fixtures, equipment, and supplies	34	1[illegible]	17	32.4	267	25[illegible]	25[illegible]	261	264	257	[illegible]	[illegible]	2[illegible]	2[illegible]	2[illegible]	2[illegible]	2[illegible]
All other	147	251	1[illegible]	29.7	352	328	341	347	340	35[illegible]	367	3[illegible]	3[illegible]	3[illegible]	3[illegible]	338	334
Tobacco and products (except leaf	32	260	3	1.2	272	76	[illegible]	79	[illegible]	75	81	78	864	85[illegible]	[illegible]	74	74
Waste materials	42	213	14[illegible]	40.1	390	352	343	351	352	351	340	340	3[illegible]	34[illegible]	34[illegible]	356	3[illegible]
All other products	1,145	3,117	1,[illegible]3	35.1	4,7[illegible]	4,672	4,8[illegible]	4,713	4,7[illegible]4	4,729	4,74[illegible]	4,740	[illegible]	4,54[illegible]	4,63[illegible]	4,93[illegible]	[illegible]
Books, periodicals, and newspapers	62	33[illegible]	[illegible]	45.9	610	601	[illegible]	607	[illegible]	[illegible]	[illegible]	[illegible]	[illegible]	621	[illegible]	617	621
Flowers and nursery stock	3[illegible]	3[illegible]	[illegible]	15.7	419	417	414	42[illegible]	4[illegible]	46[illegible]	41[illegible]	436	41	410	4[illegible]	42[illegible]	42[illegible]
Forest products (except lumber)	60	33[illegible]	3[illegible]	13.0	3[illegible]	228	313	347	3[illegible]	33[illegible]	3[illegible]	3[illegible]	3[illegible]	4[illegible]	3[illegible]	7[illegible]	7[illegible]
General merchandise	81	526	4[illegible]	43.7	9[illegible]4	900	906	9[illegible]	3[illegible]	912	9[illegible]	907	9[illegible]	9[illegible]	9[illegible]	1,012	1,07[illegible]
Leather and shoe findings	164	37[illegible]	112	24.7	391	3[illegible]4	3[illegible]	3[illegible]	3[illegible]	3[illegible]	3[illegible]	3[illegible]	[illegible]	3[illegible]	[illegible]	3[illegible]	3[illegible]
Meat and produce (animal and vegetable	47	142	54	4[illegible].[illegible]	2[illegible]	23[illegible]	2[illegible]	[illegible]	23[illegible]	231	[illegible]	231	[illegible]	[illegible]	[illegible]	2[illegible]	14[illegible]
Textiles and notions, other than dry goods	37	24[illegible]	17[illegible]	40.6	438	431	44[illegible]	451	44[illegible]	4[illegible]	4[illegible]	4[illegible]	471	4[illegible]	1[illegible]	48[illegible]	44[illegible]
Furs	[illegible]	29[illegible]	2[illegible]	40.3	5[illegible]	505	5[illegible]	[illegible]	511	3[illegible]	5[illegible]	5[illegible]	3[illegible]	4[illegible]	4[illegible]	4[illegible]	4[illegible]
Miscellaneous kinds of business	51[illegible]	81[illegible]	2[illegible]	32.4	90[illegible]	850	857	871	2[illegible]	[illegible]	[illegible]	[illegible]	[illegible]	3[illegible]	[illegible]	9[illegible]	[illegible]
ASSEMBLING (Mainly farm products)																		
Farm products--raw materials	2,77[illegible]	34,740	8,628	19.9	43,368	40,80[illegible]	37,336	36,214	35,846	35,998	38,77[illegible]	41,735	[illegible]	53,31[illegible]	[illegible]	42,436	4[illegible],490
Grain	1,41[illegible]	1,446	265	11.5	1,711	1,595	1,494	1,377	1,399	1,469	1,472	1,218	1,[illegible]	2,264	[illegible]	2,210	1,93[illegible]
Grain, hay, and raw furs	2,[illegible]2	19,738	1,782	8.3	21,542	12,773	19,595	13,711	12,799	15,981	21,[illegible]	22,058	22,57[illegible]	24,[illegible]	23,[illegible]	21,[illegible]	[illegible]
Hides, wool, and raw furs	342	472	43	7.7	513	589	515	491	440	483	439	455	491	471	494	581	692
Horses and mules	144	211	4	1.9	215	245	247	250	235	197	177	161	170	232	217	224	234
Livestock	2,91[illegible]	4,842	352	6.8	5,195	5,083	5,947	5,823	5,057	5,148	5,18[illegible]	5,215	5,1[illegible]	5,289	5,41[illegible]	5,399	5,351
Tobacco, leaf	130	5,190	4,269	45.3	9,489	8,071	6,0[illegible]7	4,951	4,535	4,413	4,[illegible]7	4,[illegible]	15,[illegible]	17,061	16,497	14,081	12,549
Wool and mohair	220	590	68	10.3	658	477	49[illegible]	504	[illegible]	857	1,053	901	731	624	54[illegible]	526	554
All other	311	2,236	1,617	44.6	4,047	4,015	3,954	3,917	3,831	3,659	3,493	3,409	3,4[illegible]	4,429	5,1[illegible]	4,922	4,537
Farm products--consumer goods	9,444	56,1[illegible]4	22,613	28.7	78,277	75,84[illegible]	76,351	78,037	81,130	81,964	82,223	73,208	[illegible]	75,84[illegible]	87,561	82,763	[illegible]
Dairy products	1,7[illegible]	[illegible]	1,[illegible]	13.8	7,304	6,906	7,[illegible]	6,966	7,203	7,430	7,[illegible]	7,705	7,640	7,492	9,[illegible]	7,257	7,144
Dairy and poultry products	2,[illegible]	7,[illegible]	[illegible]	14.4	4,519	3,972	3,9[illegible]	4,173	4,415	4,56[illegible]	4,59[illegible]	4,534	4,48[illegible]	4,48[illegible]	4,44[illegible]	3,781	3,741
Poultry and poultry products	2,4[illegible]	[illegible]	2,431	28.2	8,632	7,765	7,271	7,486	8,087	8,438	8,087	7,943	7,653	7,995	[illegible]	11,93[illegible]	[illegible]
Fruits and vegetables (fresh)	1,5[illegible]	14,83[illegible]	1,17[illegible]	7.3	17,112	16,046	15,[illegible]	16,063	16,015	14,591	16,7[illegible]	12,682	14,149	13,[illegible]	1[illegible],344	16,890	1[illegible],741
Fresh fruits only	4[illegible]	24,[illegible]9	17,079	40.9	41,756	40,712	4[illegible],3[illegible]	42,991	42,947	41,436	42,[illegible]	38,947	37,41[illegible]	41,747	50,36[illegible]	41,07[illegible]	3[illegible],599
All other	35	18[illegible]	264	58.7	456	444	377	356	363	469	46[illegible]	459	429	538	[illegible]	48[illegible]	341
Farm supplies	444	1,352	237	14.9	1,589	1,451	1,409	1,433	1,393	1,358	1,502	1,642	1,715	1,78[illegible]	1,926	1,78[illegible]	1,65[illegible]
Feed	152	429	75	14.9	504	463	453	424	405	50[illegible]	574	537	511	535	5[illegible]7	47[illegible]	487
Seeds	15[illegible]	4[illegible]	105	17.6	595	50[illegible]	476	477	430	395	53[illegible]	651	69[illegible]	77[illegible]	85[illegible]	78[illegible]	640
All other	13[illegible]	423	57	11.6	490	480	480	492	468	435	450	474	51[illegible]	47[illegible]	540	530	521
Groceries and foods (specialty lines)	8[illegible]4	7,463	5,[illegible]0	43.0	13,093	14,829	12,787	11,835	9,184	8,891	6,847	7,539	7,[illegible]	13,644	21,370	20,487	18,934
Fish and sea foods	631	5,463	3,004	35.5	8,467	9,957	9,431	8,926	7,763	5,860	6,003	5,861	5,980	9,023	10,961	11,407	11,242
Other food and grocery specialties	173	2,000	2,026	50.6	4,626	4,972	3,356	2,907	2,421	3,131	2,844	1,678	2,535	4,619	10,409	9,080	7,540
All other products	23	19[illegible]	16	8.9	214	211	212	213	219	211	207	200	221	219	209	227	220

* Based on count for October.
-+ Employees include paid executives of corporations but not proprietors of unincorporated businesses.

UNITED STATES SUMMARY

TABLE 3.—ANALYSIS OF EMPLOYMENT AND PAY ROLL BY OCCUPATIONAL GROUPS

TYPES OF OPERATION BY KINDS OF BUSINESS

Figures are for week ended October 21, 1939, except where such period is not representative. In such cases [illegible]

TYPE OF OPERATION, KIND OF BUSINESS	Establishments reporting employees by occupational groups: Number	Sales (add 000)	Total employees reported by occupational groups: Full-time: Number	Full-time: Pay roll for week	Part-time: Number	Part-time: Pay roll for week	Number of executives and salaried corporation officers	Office and clerical employees: Full-time: Number	Full-time: Pay roll for week	Number of part-time	Inside selling employees: Full-time: Number	Full-time: Pay roll for week	Number of part-time	Outside selling employees: Full-time: Number	Full-time: Pay roll for week	Number of part-time	Warehouse employees: Full-time: Number	Full-time: Pay roll for week	Number of part-time	All other: Full-time: Number	Full-time: Pay roll for week	Number of part-time
TYPES OF OPERATION																						
SERVICE AND LIMITED-FUNCTION WHOLESALERS	69,186	$20,370,736	809,476	$26,431,082	37,421	$397,315	59,031	177,811	$4,664,977	3,836	64,597	$1,920,990	1,326	161,846	$6,615,727	3,164	173,385	$3,995,030	9,296	172,806	$3,951,264	19,799
Wholesale merchants	62,875	18,252,791	697,787	22,301,685	32,679	350,195	50,864	143,810	3,888,904	2,860	57,302	1,668,214	1,191	140,960	5,643,661	2,796	144,447	[illegible]	7,552	150,584	[illegible]	18,130
Voluntary group wholesalers	528	681,103	27,033	854,644	695	7,839	1,104	6,378	157,749	86	873	28,930	26	5,477	228,125	12	[illegible]	[illegible]	423	2,393	[illegible]	142
Converters (textile)	554	402,233	7,848	352,661	281	3,421	839	2,899	92,228	10	405	13,549	1	1,755	93,438	107	1,516	33,579	155	434	[illegible]	8
Export merchants	377	583,443	7,240	277,101	570	[illegible]	584	3,420	132,442	29	172	12,881		256	13,107	9	1,065	19,749	395	1,743	25,368	138
Importers	1,597	1,093,93[illegible]	19,339	871,810	973	7,377	2,152	5,724	207,254	45	1,036	18,207	34	3,353	133,223	193	3,279	92,147	80	2,447	[illegible]	739
Industrial distributors	1,234	642,016	36,568	1,261,090	1,590	13,630	2,253	10,830	286,726	685	3,785	114,754	30	7,120	333,848	21	9,566	229,530	456	8,919	[illegible]	398
Cash and carry wholesalers	542	74,932	1,662	39,288	191	1,306	60	127	2,794	22	596	14,024	39	149	4,142	9	567	11,858	41	253	3,265	80
Drop shippers or desk jobbers	628	385,320	4,302	246,518	162	2,564	786	1,915	62,434	70	129	8,723	1	1,244	61,359	67	20	573	1	298	2,490	23
Wagon distributors	535	37,577	2,448	65,423	173	1,358	115	218	4,472	12	73	2,146	3	1,332	37,394	40	113	2,585	18	193	12,091	100
Retailer cooperative warehouses	195	214,390	5,193	150,342	107	1,315	274	1,492	39,974	17	229	6,732	1	300	12,410	1	2,452	[illegible]	77	445	11,221	21
MANUFACTURERS' SALES BRANCHES (With stocks)	11,176	9,163,591	236,471	9,423,217	7,514	120,133	6,209	67,107	2,142,431	964	9,334	446,148	141	73,433	4,036,663	[illegible]	[illegible]	[illegible]	[illegible]	[illegible]	[illegible]	3,384
MANUFACTURERS' SALES OFFICES (Without stocks)	3,781	4,142,696	43,555	2,361,022	932	14,533	1,621	16,197	552,474	151	1,291	66,524	35	19,888	1,297,523	334	---	-	---	4,138	[illegible]	412
														SALESMEN			TRUCK OPERATORS AND CHAUFFEURS					
PETROLEUM BULK STATIONS AND TERMINALS *	8,093	2,333,290	64,022	2,256,195	3,535	52,960	2,365	9,877	291,814	350	--	--	-	11,331	498,500	210	[illegible]	773,371	1,121	17,535	528,123	1,354
Independent bulk stations	3,101	453,715	16,336	477,321	911	9,455	1,580	2,609	62,771	191	--	--	-	2,225	68,587	41	5,362	[illegible]	202	[illegible]	79,158	471
Commission stations	140	15,292	550	13,552	33	388	32	55	1,440	1	---	---	--	181	8,670	3	179	3,477	2	123	3,321	27
Salary stations	4,242	1,552,035	40,719	1,529,076	2,022	34,755	534	6,133	200,416	93	--	--	-	7,840	374,198	155	14,644	532,821	722	11,568	372,584	1,052
Cooperative bulk stations	425	28,292	1,627	45,074	178	1,189	152	184	4,069	46	---	--	---	353	11,695	10	723	21,097	65	215	4,722	57
Distributing terminals	185	283,916	4,790	185,672	391	7,173	67	698	23,118	19	--	-	--	732	37,354	1	1,403	53,658	124	1,892	64,330	247
														BUYING AND SELLING EMPLOYEES								
AGENTS AND BROKERS	8,273	7,184,477	65,547	2,411,179	12,935	117,015	3,571	21,345	636,945	1,264	--	-	-	15,135	[illegible]	356	--	-	-	23,496	392,123	[illegible]
Auction companies	493	383,343	13,055	269,786	9,793	72,511	296	2,351	88,557	505	---	-	-	711	[illegible]	142	--		-	[illegible]	[illegible]	[illegible]
Brokers (merchandise)	1,904	2,141,069	7,723	346,962	583	7,810	1,225	3,544	96,791	158	---	--	---	2,239	114,601	154	---	--	---	715	[illegible]	271
Commission merchants	1,119	1,479,133	10,765	447,566	956	9,960	1,015	3,472	110,388	67		--	---	2,619	130,226	91	---	-	---	3,659	[illegible]	738
Export agents	341	447,336	7,603	172,836	45	551	386	1,602	51,001	29	---	---	--	269	19,250	5	---	-		5,348	59,103	11
Import agents	161	234,449	908	48,974	44	840	165	566	19,491	10	-	-		[illegible]	7,154	[illegible]	-	---	---	68	[illegible]	18
Manufacturers' agents (with stocks)	1,355	[illegible]	6,784	264,324	411	5,764	566	1,926	47,658	97	-		-	[illegible]	113,315	[illegible]			-	[illegible]	[illegible]	217
Manufacturers' agents (without stocks)	2,153	614,555	7,454	295,968	824	15,013	965	2,929	70,746	222	--		---	2,843	126,581	283	--	-	--	717	17,532	[illegible]
Selling agents	763	1,169,463	8,108	445,242	161	3,114	734	3,789	116,984	39		-	---	2,461	170,620	36	-	-	-	1,124	[illegible]	26
Other agents	290	546,311	3,147	119,621	118	1,452	199	1,486	36,031	37	---	---	--	1,319	60,183	12		--	--	143	4,083	69
ASSEMBLERS (Mainly farm products)	11,354	2,106,769	104,726	2,102,554	53,405	640,199	3,152	7,957	207,267	1,529	--	-	---	11,074	293,066	1,896	-	-		82,543	[illegible]	49,980
Assemblers of farm products	[illegible]	[illegible]	17,306	236,340	8,539	75,762	317	1,081	[illegible]	184	--		---	2,994	55,580	[illegible]	--	-	---	[illegible]	[illegible]	[illegible]
Commission buyers	317	[illegible]	1,251	24,879	725	6,812	48	119	2,645	43	-		-	281	7,834	41	--		---	[illegible]	[illegible]	[illegible]
Cooperative marketing associations	1,525	[illegible]	35,038	732,014	15,716	212,143	1,019	2,351	64,448	561	--	--	-	1,614	43,433	[illegible]			-	[illegible]	[illegible]	[illegible]
Cooperative sales agencies	164	514,688	5,373	161,833	160	1,871	165	1,144	[illegible]	44	--		-	1,002	49,123	21	-		-	[illegible]	[illegible]	[illegible]
Cream stations	381	[illegible]	948	20,346	352	1,837	20	86	1,398	25	-	--	--	413	[illegible]	139				[illegible]	[illegible]	[illegible]
Country grain elevators:																						
Independent	1,610	131,385	5,327	111,023	1,228	12,264	405	707	16,150	49		--	-	920	21,567	128	---		-	3,295	[illegible]	1,051
Line	[illegible]	136,988	4,170	[illegible]	1,866	[illegible]	211	458	10,064	24	--	---	--	1,833	[illegible]	298	-	-	-	[illegible]	[illegible]	[illegible]
Cooperative	1,251	150,149	3,757	86,461	[illegible]	[illegible]	395	672	[illegible]	52		-	-	1,111	27,349	[illegible]	---	-	-	[illegible]	[illegible]	[illegible]
Packers and shippers	1,440	193,902	31,556	581,788	[illegible]	[illegible]	[illegible]	1,339	[illegible]	547	---	--	--	856	[illegible]	244		-		[illegible]	[illegible]	23,219

SERVICE AND LIMITED-FUNCTION WHOLESALERS

KINDS OF BUSINESS	Establishments: Number	Sales (add 000)	Total full-time: Number	Total full-time: Pay roll	Total part-time: Number	Total part-time: Pay roll	Executives	Office: Number	Office: Pay roll	Office: Part-time	Inside selling: Number	Inside selling: Pay roll	Inside selling: Part-time	Outside selling employees: Number	Outside selling: Pay roll	Outside selling: Part-time	Warehouse employees: Number	Warehouse: Pay roll	Warehouse: Part-time	All other: Number	All other: Pay roll	All other: Part-time
SERVICE AND LIMITED-FUNCTION WHOLESALERS	69,186	20,370,736	809,476	26,431,062	37,421	397,315	59,031	177,811	4,664,977	3,836	64,597	1,920,990	1,326	161,846	[illegible]	3,164	173,385	[illegible]	9,296	172,806	3,951,264	19,799
Amusement and sporting goods	[illegible]	[illegible]	8,196	282,556	369	4,936	721	2,716	76,626	96	909	26,361	17	1,332	[illegible]	[illegible]	1,315	[illegible]	37	[illegible]	[illegible]	[illegible]
Bicycles and supplies	[illegible]	[illegible]	245	[illegible]	25	266	36	49	1,192	7	28	742	1	53	[illegible]	-	43	953	6	36	[illegible]	11
Cameras and photographic supplies	94	[illegible]	952	[illegible]	[illegible]	245	68	288	6,737	9	107	3,173	1	[illegible]	[illegible]	3	151	[illegible]	- -	213	[illegible]	[illegible]
Motion picture equipment and supplies (except films)	40	[illegible]	336	[illegible]	39	657	23	181	4,886	30	14	369		64	[illegible]	3	3	[illegible]	-	31	[illegible]	[illegible]
Motion picture film exchanges	128	[illegible]	1,304	[illegible]	33	375	129	768	31,849	7	45	4,141	--	145	[illegible]	5	125	[illegible]	4	[illegible]	[illegible]	17
Sporting goods	[illegible]	34,764	1,957	[illegible]	57	733	140	550	12,188	8	346	8,771	3	407	17,399	8	283	6,443	4	251	[illegible]	[illegible]
Toys, novelties, and fireworks	[illegible]	[illegible]	[illegible]	[illegible]	146	1,906	276	827	14,407	27	331	[illegible]	12	[illegible]	[illegible]	38	[illegible]	[illegible]	[illegible]	[illegible]	[illegible]	[illegible]
All other	[illegible]	[illegible]	[illegible]	[illegible]	47	754	49	273	5,367	10	38	1,015	-	[illegible]	[illegible]	[illegible]	82	[illegible]	1	126	[illegible]	31

[illegible] taxes.

TABLE 3.—ANALYSIS OF EMPLOYMENT AND PAY ROLL BY OCCUPATIONAL GROUPS

TYPES OF OPERATION BY KINDS OF BUSINESS—Continued

UNITED STATES SUMMARY

Figures are for week ended October 21, 1939, except where such period is not representative. For footnotes see end of table.

TYPE OF OPERATION KIND OF BUSINESS	ESTABLISHMENTS REPORTING EMPLOYES BY OCCUPATIONAL GROUPS		TOTAL EMPLOYES REPORTED BY OCCUPATIONAL GROUPS				Number of executives and salaried corporation officers	OFFICE AND CLERICAL EMPLOYES			INSIDE SELLING EMPLOYES			OUTSIDE SELLING EMPLOYES			WAREHOUSE EMPLOYES			ALL OTHER		
			Full-time		Part-time			Full-time			Full-time			Full-time			Full-time			Full-time		
	Number	Sales (add 000)	Number	Pay-roll for week	Number	Pay-roll for week		Number	Pay-roll for week	Number of part-time	Number	Pay-roll for week	Number of part-time	Number	Pay-roll for week	Number of part-time	Number	Pay-roll for week	Number of part-time	Number	Pay-roll for week	Number of part-time
	SERVICE AND LIMITED-FUNCTION WHOLESALERS—Con.																					
KINDS OF BUSINESS																						
SERVICE AND LIMITED-FUNCTION WHOLESALERS—Con.																						
Automotive	5,762	$1,806,343	62,536	$1,987,793	1,142	$15,065	3,882	12,492	$345,202	277	9,881	$272,597	81	11,489	$465,191	96	8,381	$203,076	215	16,411	$412,171	473
Automobiles (new and used)	410	1,245,823	15,196	558,748	199	3,025	654	4,064	139,964	39	922	32,192	4	2,733	139,719	14	2,100	37,722	48	4,723	129,085	94
Trucks and tractors	98	20,406	837	30,010	54	976	84	176	4,615	9	58	2,687	2	144	6,064	-	49	1,284	1	326	8,745	42
Automotive accessories and equipment	2,203	233,666	20,413	611,308	350	4,153	1,471	3,944	93,429	95	3,830	100,474	36	4,055	152,216	46	2,825	63,172	49	4,286	102,324	127
Automotive parts	2,602	227,750	22,818	682,044	490	6,381	1,428	3,665	89,231	126	4,702	125,374	35	3,885	149,827	32	2,956	70,372	114	6,187	150,969	183
Tires and tubes	451	78,698	3,272	105,683	49	530	245	643	17,963	8	369	11,870	2	677	26,358	4	451	17,316	3	687	20,548	32
Beer, wines, and liquors	4,694	1,154,399	42,016	1,373,355	1,806	22,013	2,587	7,773	190,956	198	972	31,116	25	15,052	546,028	333	6,720	162,920	405	8,912	218,171	845
Beer and ale	3,457	449,963	21,446	599,795	1,162	12,787	1,248	2,949	66,470	148	401	10,518	21	7,951	228,879	206	2,625	62,987	214	6,272	154,968	573
Wines and liquors	1,237	704,436	20,570	773,560	644	9,226	1,339	4,824	124,486	50	571	20,598	4	7,101	317,149	127	4,095	99,933	191	2,640	63,203	272
Chemicals and paints	1,220	249,282	10,741	434,407	390	5,411	1,383	2,858	79,889	75	1,099	31,228	11	2,276	103,749	77	1,802	44,090	86	1,323	37,884	141
Dyestuffs	48	21,639	750	48,776	4	111	61	230	7,255	-	3	(x)	---	141	16,731	1	85	2,457	2	250	7,623	1
Explosives	23	1,783	77	2,556	14	219	23	13	265	1	1	(x)	---	23	732	1	7	177	---	10	265	12
Industrial chemicals	235	106,579	2,554	125,184	107	1,444	358	928	27,411	23	62	2,419	--	565	28,420	7	459	12,449	41	202	8,006	36
Naval stores	20	12,928	205	8,366	18	111	38	68	2,241	1	7	268	---	27	1,302	6	47	1,026	5	18	402	6
Paints and varnishes	458	46,323	3,155	107,640	95	1,396	446	682	17,080	25	447	12,046	5	687	25,698	21	575	13,726	12	318	7,261	34
Paints with glass and/or wallpaper	254	26,105	2,349	72,911	74	1,165	253	436	10,811	12	546	15,017	6	342	11,516	2	379	8,764	15	391	10,135	39
All other	182	33,425	1,651	68,974	78	965	224	499	14,826	13	33	1,259	2	491	19,352	39	250	5,491	11	154	4,192	13
Clothing and furnishings	2,839	633,125	24,854	895,035	722	9,922	2,598	5,469	128,249	102	3,647	110,909	111	5,421	242,111	228	4,566	86,508	93	3,153	77,825	188
Clothing and furnishings (general line)	307	59,808	3,095	95,021	124	1,765	231	649	14,452	15	664	17,953	35	677	26,827	27	504	9,948	13	370	8,026	34
Men's and boys'	728	135,025	5,407	192,325	217	2,502	609	1,261	28,895	41	687	20,691	39	1,236	53,728	45	854	18,121	26	760	15,843	66
Women's and children's	818	203,870	8,065	300,356	232	3,410	756	1,721	40,295	21	1,103	37,713	18	1,514	74,464	107	1,656	35,416	32	1,315	38,028	54
Furs, dressed, and fur clothing	280	53,797	1,326	62,041	24	356	275	287	6,925	4	204	7,928	-	203	9,467	2	124	3,539	3	233	6,892	15
Millinery and millinery supplies	371	71,257	3,363	107,727	57	637	347	671	15,530	14	789	20,347	13	697	26,990	10	510	9,076	2	349	6,282	15
Shoes and other footwear	335	109,368	3,598	137,565	68	1,252	380	880	22,152	7	200	6,167	6	1,094	50,635	37	918	20,400	14	126	2,754	4
Coal and coke	692	447,700	7,812	352,231	622	7,024	756	2,312	73,331	38	186	10,683	3	1,430	84,522	47	867	47,364	43	2,259	68,469	491
Drugs (general line)	280	352,361	16,039	510,828	138	1,295	826	4,566	117,600	29	811	22,195	3	2,179	111,669	1	6,548	150,531	68	1,109	27,486	37
Service wholesalers (without liquor)	214	249,004	11,432	367,248	92	866	654	3,278	83,557	24	622	16,642	3	1,821	83,796	1	4,579	104,527	41	676	15,490	23
Service wholesalers (with liquor)	42	69,576	3,163	103,281	45	(x)	122	856	23,022	4	157	4,801	---	500	25,771	--	1,224	27,644	27	304	8,294	14
Cooperatives and voluntary groups	24	33,761	1,444	40,299	1	(x)	50	432	11,021	1	32	752	- -	58	2,102	- -	745	18,360	---	127	3,702	---
Drugs and drug sundries (specialty lines)	907	137,610	9,552	308,526	400	3,750	783	2,557	64,059	58	1,016	24,184	79	2,298	87,384	65	1,537	30,309	54	1,361	25,250	124
Proprietary medicines	300	41,211	2,679	64,319	107	1,138	268	866	21,242	13	164	4,156	45	531	19,379	15	522	10,863	17	328	6,409	17
Toiletries	266	38,563	4,198	139,178	155	1,107	257	1,043	26,848	14	599	13,222	34	1,103	40,332	46	609	11,883	19	587	11,593	22
Drug specialties and sundries	341	57,836	2,675	85,029	158	1,505	258	648	15,969	31	253	6,812	---	664	27,673	24	406	7,563	18	446	7,248	85
Dry goods (general line)	206	201,105	10,841	352,365	201	2,028	515	2,616	63,242	8	2,587	63,061	58	2,454	114,388	16	1,900	41,517	9	769	17,095	110
Dry goods (specialty lines)	2,703	904,679	27,356	1,039,541	791	9,183	2,845	7,728	199,034	71	2,348	77,215	34	5,922	273,186	316	5,085	108,635	200	3,428	67,598	170
Hosiery and lingerie	274	77,843	2,345	84,381	87	558	223	568	13,771	11	262	6,800	20	573	27,523	24	397	8,202	12	322	6,213	20
Notions	878	103,916	6,984	224,710	225	2,698	620	1,498	33,226	30	574	16,296	5	1,470	61,360	107	1,347	26,985	18	1,375	24,676	65
Piece goods:																						
General line	47	16,285	646	22,499	3	16	53	175	4,076	---	114	3,399	1	155	7,103	1	106	2,387	1	43	840	---
Cotton	378	227,040	4,902	212,872	37	637	445	2,104	61,776	9	239	10,699	4	956	51,630	12	856	18,564	2	302	6,259	10
Silk, linen, rayon, and velvet	614	277,738	6,015	245,906	149	2,050	796	1,585	39,873	6	450	17,672	2	1,375	58,160	126	1,327	28,305	1	482	12,471	14
Woolen and worsted	236	84,315	1,985	79,033	22	186	221	561	14,617	1	236	8,433	---	400	21,378	15	382	8,579	1	185	3,927	5
Other	271	85,099	2,860	116,203	223	2,630	326	830	21,861	7	262	8,485	--	617	33,117	31	404	8,267	160	421	8,122	25
Other dry goods specialties	205	32,443	1,719	53,937	45	408	161	407	9,854	7	211	5,451	2	376	12,915	---	266	5,326	5	298	5,090	51
Electrical goods	2,488	731,214	34,807	1,285,738	561	7,649	2,654	11,101	296,590	151	3,964	123,655	27	7,033	348,743	119	5,388	132,061	71	4,667	123,809	213
Electrical merchandise (general line)	417	273,480	10,753	410,859	60	702	575	3,898	108,931	15	1,426	50,762	5	2,177	111,143	4	1,898	51,057	9	779	19,195	27
Apparatus and equipment	138	21,450	1,392	54,305	37	430	131	323	8,830	10	86	3,153	1	200	11,029	1	126	3,675	8	526	15,169	17
Wiring supplies and construction materials	776	119,216	6,659	222,499	136	1,695	766	1,792	44,406	31	976	26,500	5	1,147	47,631	42	1,253	27,024	5	725	17,136	53
Radios and equipment	522	108,289	5,953	214,001	107	1,015	464	1,815	42,215	36	775	21,439	10	1,232	63,853	6	848	18,826	15	819	21,732	40
Refrigerators and equipment (household)	156	112,824	4,440	188,385	77	1,548	225	1,751	55,722	7	205	7,383	2	934	56,131	23	498	13,626	18	827	26,347	27
All other	497	95,975	5,610	195,689	144	2,259	493	1,522	36,466	32	496	14,418	4	1,343	58,956	43	765	17,853	16	961	24,230	49

x Withheld to avoid disclosure.

TABLE 3.—ANALYSIS OF EMPLOYMENT AND PAY ROLL BY OCCUPATIONAL GROUPS

TYPE OF OPERATION BY KINDS OF BUSINESS—Continued

[Figures are for week ended October 21, 1939, except where such period is not representative. In such cases one week of representative employment is given]

TYPE OF OPERATION KIND OF BUSINESS	ESTABLISHMENTS REPORTING EMPLOYEES BY OCCUPATIONAL GROUPS		TOTAL EMPLOYEES REPORTED BY OCCUPATIONAL GROUPS				Number of executives and salaried corporation officers	OFFICE AND CLERICAL EMPLOYEES			INSIDE SELLING EMPLOYEES			OUTSIDE SELLING EMPLOYEES			WAREHOUSE EMPLOYEES			ALL OTHER		
			Full-time		Part-time			Full-time		Number of part-time	Full-time		Number of part-time	Full-time		Number of part-time	Full-time		Number of part-time	Full-time		Number of part-time
	Number	Sales (add 000)	Number	Pay roll for week	Number	Pay roll for week		Number	Pay roll for week		Number	Pay roll for week		Number	Pay roll for week		Number	Pay roll for week		Number	Pay roll for week	
SERVICE AND LIMITED-FUNCTION WHOLESALERS—Con.																						
KINDS OF BUSINESS																						
SERVICE AND LIMITED-FUNCTION WHOLESALERS—Con.																						
Farm products--raw materials	1,171	$1,058,069	15,262	$478,935	2,875	$32,345	1,141	3,157	$103,104	55	529	$23,396	5	951	$48,547	51	3,829	$81,555	890	5,655	$80,717	1,874
Cotton	118	212,787	1,929	79,758	152	1,517	116	910	33,565	22	101	4,141	--	361	15,154	15	82	1,300	38	359	7,321	77
Grains	271	343,480	3,021	105,693	351	4,543	232	762	22,653	10	127	5,236	2	184	7,402	28	1,112	30,780	167	614	14,049	144
Hides, skins, and raw furs	373	129,205	2,464	104,513	302	4,171	381	503	13,989	15	185	8,014	2	127	5,287	3	752	18,130	96	516	12,505	186
Horses and mules	16	6,311	99	1,685	15	88	3	15	469	2	9	179	-	13	186	- -	1	(x)	1	58	676	12
Livestock	33	3,746	138	3,376	14	(x)	10	11	357		11	227	---	8	277	-	4	(x)	1	34	1,845	13
Silk (raw)	10	75,984	158	10,692	2	(x)	28	110	3,992	--	14	1,992	--	5	651		1	(x)	- -	---	---	2
Tobacco (leaf)	96	38,015	4,598	70,429	1,472	16,512	130	183	5,736	1	29	1,132	1	51	2,207	1	1,251	16,632	326	2,954	25,472	1,143
Wool and mohair	99	156,026	1,169	55,840	102	1,511	99	336	11,665	1	29	1,515	---	140	1,325	4	330	8,017	16	235	7,687	81
All other	155	92,515	1,686	46,949	465	3,844	142	327	10,678	4	24	958	-	62	4,058	---	306	5,954	245	823	10,962	216
Farm products--consumer goods	6,808	1,702,801	70,149	2,124,278	6,028	53,408	3,859	8,949	228,270	278	5,984	185,338	222	15,783	547,094	237	12,531	310,182	1,808	23,043	585,124	3,663
Dairy products	1,545	397,612	27,462	899,204	558	5,858	1,173	2,987	76,570	84	989	24,601	62	3,585	339,419	133	3,259	90,455	78	9,469	271,175	199
Dairy and poultry products	494	207,772	5,595	177,216	502	4,010	439	846	21,352	14	378	12,031	11	1,202	40,440	16	1,023	26,251	51	1,707	44,159	410
Poultry and poultry products	849	162,470	4,935	134,265	1,090	8,346	410	546	13,241	51	560	17,520	44	401	11,750	13	1,090	25,588	84	1,928	41,705	898
Fruits and vegetables (fresh)	3,408	801,691	29,155	826,983	2,761	26,508	1,691	4,139	105,640	117	3,653	117,568	91	4,173	133,477	56	6,398	149,340	1,210	9,101	205,905	1,287
Fresh fruits only	492	128,492	2,779	81,365	1,103	7,815	130	399	10,763	12	390	13,238	11	385	13,819	19	678	17,181	164	797	18,373	377
All other	20	4,764	223	5,245	16	271	16	32	704	---	14	380	3	37	1,189	--	63	1,367	1	41	[illegible]	[illegible]
Farm supplies	977	267,084	10,580	291,172	586	6,151	706	2,101	55,136	33	611	15,759	22	1,618	54,735	57	2,960	61,869	206	2,563	52,411	266
Feed	508	101,370	4,081	105,935	178	1,483	314	680	16,567	9	266	5,901	9	562	16,562	27	946	18,713	63	1,313	26,334	[illegible]
Fertilizer	61	33,835	361	14,628	63	741	24	106	3,159	1	32	1,311	1	87	4,526	8	27	[illegible]	1	85	1,861	52
Seeds	300	77,811	4,654	128,222	291	3,396	272	902	22,360	21	247	7,016	10	796	25,140	22	1,748	36,006	130	689	13,563	168
All other	108	54,068	1,484	42,387	54	531	96	413	11,052	2	66	1,531	2	174	6,507	--	239	6,036	14	496	10,653	36
Furniture and house furnishings	1,537	337,042	16,610	600,860	561	6,380	1,673	4,564	110,041	74	1,593	54,776	22	2,916	141,489	134	3,660	67,459	122	2,204	56,743	209
China, glassware, and crockery	241	31,740	2,390	83,478	93	826	262	612	15,337	17	164	5,972	5	425	19,646	24	562	11,943	16	345	7,197	31
Floor coverings	364	137,560	4,839	188,687	153	2,219	425	1,475	37,663	11	436	14,748	1	942	48,979	34	1,065	[illegible]	48	496	13,454	59
Furniture (general line)	36	8,909	631	19,349	9	108	62	149	3,381	1	51	1,208	--	124	5,148	- -	183	3,431	3	62	1,390	5
Furniture (household)	253	44,714	2,627	94,805	62	719	314	653	15,600	8	315	12,741	2	393	18,180	20	633	13,589	14	319	[illegible]	16
Furniture (office)	27	2,653	129	4,567	14	120	20	40	842	4	6	145		23	962	--	12	247	2	28	725	8
House furnishings (except as specified)	529	96,404	4,579	160,882	216	2,242	473	1,159	27,503	28	489	16,568	13	845	39,393	53	804	16,206	36	809	16,486	84
Musical instruments and sheet music	87	15,062	1,415	49,092	14	146	117	476	9,715	5	112	3,394	1	184	9,161	3	401	9,252	1	145	3,676	4
Groceries (general line)	3,512	2,014,428	69,084	2,055,468	2,734	25,585	3,711	13,426	347,631	194	3,196	87,534	53	14,562	553,705	38	24,260	545,869	1,162	9,929	226,946	1,287
Not sponsoring cooperative or voluntary groups	2,554	1,223,677	43,783	1,242,912	1,997	17,686	2,587	7,877	193,871	113	2,180	57,970	34	9,677	353,004	29	14,380	292,578	675	7,082	156,973	1,146
Voluntary group wholesalers	579	597,222	21,612	699,964	603	6,509	935	4,680	130,112	58	573	[illegible]	11	4,697	153,505	9	8,194	209,175	405	[illegible]	59,821	120
Retailer-cooperative warehouses	123	151,209	2,872	91,332	88	1,065	171	804	21,836	13	163	4,694	1	148	5,886	- -	1,296	[illegible]	55	29	[illegible]	19
Cash-and-carry depots	256	42,320	817	21,260	46	325	18	65	1,810	10	280	6,930	7	40	1,310	—	39	[illegible]	[illegible]	[illegible]	562	[illegible]
Groceries and foods (specialty lines)	7,557	1,648,877	71,292	2,178,290	4,104	39,986	4,872	11,496	301,045	261	5,094	[illegible]	222	17,645	[illegible]	305	13,929	[illegible]	[illegible]	[illegible]	[illegible]	2,502
Breakfast cereals	26	21,907	640	26,150	510	3,765	29	97	3,043	1	---	-		481	18,524	- -	30	660	2	3	44	507
Canned foods	315	99,596	3,029	99,742	84	763	281	700	17,937	9	143	[illegible]	3	853	31,941	14	600	17,154	7	452	8,669	51
Coffee, tea, and spices	476	141,672	6,611	224,864	145	1,657	429	1,381	40,875	29	140	4,712	4	2,033	77,726	19	1,642	38,314	[illegible]	986	22,457	63
Coffee roasting and spice grinding	256	134,942	7,816	251,222	256	2,291	310	1,290	36,433	9	86	2,393	2	2,058	80,166	68	1,961	[illegible]	[illegible]	[illegible]	47,782	105
Confectionery	1,019	100,590	5,857	144,576	246	2,061	409	880	18,958	39	430	8,771	20	2,088	59,242	29	[illegible]	[illegible]	41	1,281	[illegible]	117
Fish and sea foods	844	117,021	7,108	217,242	1,088	11,769	630	1,022	26,894	26	663	25,895	40	804	[illegible]	13	1,455	[illegible]	[illegible]	2,333	57,173	812
Flour	217	40,512	1,291	42,188	61	749	174	238	6,307	5	31	811	--	334	11,929	15	274	[illegible]	15	240	4,617	23
Fruits and vegetables (frosted)	19	5,404	207	6,319	21	219	13	27	607	--	14	561	1	48	1,641		49	[illegible]	12	56	1,179	8
Meats and provisions	1,757	457,884	15,964	519,319	503	4,841	1,007	1,991	54,251	61	2,368	77,685	95	2,465	86,230	28	2,591	[illegible]	45	5,542	148,120	274
Other food and grocery specialties	2,628	529,349	22,769	646,666	1,190	11,871	1,590	3,870	97,740	102	1,019	23,389	57	6,481	[illegible]	119	4,557	[illegible]	370	[illegible]	97,937	542
Hardware	1,083	533,009	35,904	1,145,170	724	9,105	2,291	10,162	[illegible]	95	4,038	[illegible]	35	[illegible]	[illegible]	24	[illegible]	[illegible]	[illegible]	[illegible]	[illegible]	212
General line (with industrial department)	375	358,142	24,019	774,831	491	6,634	1,324	7,139	[illegible]	63	2,574	[illegible]	14	[illegible]	[illegible]		[illegible]	[illegible]	299	1,406	[illegible]	110
General line (without industrial department)	323	127,921	8,479	261,527	136	1,381	577	2,095	51,961	12	1,062	28,396	16	[illegible]	[illegible]	[illegible]	[illegible]	[illegible]	[illegible]	[illegible]	[illegible]	[illegible]
Specialty lines	385	46,946	3,406	108,812	97	1,090	390	926	21,811	20	402	11,339	5	[illegible]	[illegible]	10	[illegible]	[illegible]	[illegible]	[illegible]	[illegible]	46
Jewelry	931	193,859	8,967	350,718	167	2,535	923	3,117	72,981	49	944	30,147	[illegible]	1,347	94,392	[illegible]	[illegible]	[illegible]	[illegible]	[illegible]	[illegible]	69
Jewelry (general line)	173	58,129	2,600	99,435	26	250	238	933	22,381	10	501	16,363	2	400	22,202	[illegible]	228	4,954	2	[illegible]	7,873	2
Clocks and watches	99	41,254	1,314	53,169	19	315	98	649	15,924	1	63	2,043	1	228	16,241	14	[illegible]	1,254	-	219	[illegible]	3
Diamonds and other precious stones	147	29,036	635	34,506	21	278	145	229	6,355	4	41	1,745	--	101	7,554	5	45	2,298	---	74	3,048	12
All other	512	65,440	4,418	163,608	121	1,692	444	1,306	26,321	30	339	9,996	5	618	46,395	[illegible]	657	13,914	3	[illegible]	[illegible]	52

x Withheld to avoid disclosure.

TABLE 3.—ANALYSIS OF EMPLOYMENT AND PAY ROLL BY OCCUPATIONAL GROUPS

Type of Operation by Kinds of Business—Continued

Figures are for week ended October 21, 1939, except where such period is not representative

Type of operation—kind of business	Establishments reporting employees by occupational groups: Number	Sales (add 000)	Total employees: Full-time Number	Full-time Pay roll for week	Part-time Number	Part-time Pay roll for week	Number of executives and salaried officers	Office and clerical: Full-time Number	Full-time Pay roll for week	Part-time Number	Inside selling: Full-time Number	Full-time Pay roll for week	Part-time Number	Outside selling: Full-time Number	Full-time Pay roll for week	Part-time Number	Warehouse: Full-time Number	Full-time Pay roll for week	Part-time Number	[illegible]: Full-time Number	Full-time Pay roll for week	Part-time Number
								SERVICE AND LIMITED-FUNCTION WHOLESALERS—Con.														
KINDS OF BUSINESS																						
SERVICE AND LIMITED-FUNCTION WHOLESALERS—Con.																						
Lumber and construction materials	2,536	$704,048	31,033	$1,102,077	2,056	$27,597	2,857	6,310	$180,437	152	1,028	$38,828	5	3,916	[illegible]	[illegible]	7,544	$197,815	519	8,378	[illegible]	[illegible]
Builders' supplies (general line)	167	63,322	3,789	106,230	215	2,630	196	642	17,538	19	169	6,082	-	366	[illegible]	1	[illegible]	23,677	53	1,331	[illegible]	[illegible]
Lumber	903	324,751	8,964	350,262	937	11,95[illegible]	1,052	2,229	66,209	61	310	13,964	3	1,241	[illegible]	54	[illegible]	[illegible]	[illegible]	[illegible]	[illegible]	[illegible]
Lumber and millwork	110	37,953	1,751	61,273	62	884	159	330	9,674	12	60	2,199		[illegible]	[illegible]	1	[illegible]	13,664	17	[illegible]	[illegible]	[illegible]
Millwork	224	59,332	3,995	146,482	169	2,496	264	801	23,320	17	111	[illegible]	-	[illegible]	[illegible]	14	1,672	45,72[illegible]	[illegible]	[illegible]	[illegible]	[illegible]
Brick, tile, and terra cotta	102	16,416	585	24,439	21	400	93	164	4,261	3	33	1,115	---	127	[illegible]	5	57	1,373	3	[illegible]	[illegible]	[illegible]
Cement, lime, and plaster	84	20,666	772	28,944	49	903	93	133	3,734	1	13	542	-	96	4,553	1	165	[illegible]	18	332	[illegible]	29
Glass	229	27,562	2,955	101,323	119	2,171	227	478	12,337	8	72	[illegible]	--	392	[illegible]	4	1,791	32,217	22	[illegible]	[illegible]	[illegible]
All other	717	158,036	8,222	283,124	489	6,163	773	1,533	43,344	31	260	8,386	2	[illegible]	[illegible]	[illegible]	1,391	[illegible]	130	[illegible]	93,919	[illegible]
Machinery—equipment—supplies	6,055	988,079	59,810	2,130,886	2,021	25,267	[illegible]	15,874	416,251	293	[illegible]	156,150	66	13,520	563,064	[illegible]	[illegible]	234,223	412	[illegible]	[illegible]	[illegible]
Commercial equipment and supplies:																						
Office machines and equipment	129	13,581	1,260	42,564	44	679	97	352	8,117	14	64	1,845	1	292	11,317	20	[illegible]	5,004	4	236	5,576	5
Restaurant and hotel supply houses	263	34,645	2,732	87,431	42	382	245	626	15,078	7	290	7,787	4	651	24,924	8	481	10,545	9	459	[illegible]	14
Garage and filling station equipment	83	7,145	609	20,214	21	291	80	153	4,485	7	49	1,267	---	177	7,361	2	65	1,614	1	105	2,437	11
Soda fountain equipment and supplies	18	1,435	101	[illegible]	5	59	15	20	431	1	3	57	---	18	536	2	10	235	---	35	868	2
Store machines	28	2,384	131	3,726	10	127	20	36	755	2	6	183	---	23	758	--	15	339	1	31	778	7
Store fixtures and equipment	170	10,762	1,126	34,574	74	1,200	111	200	4,074	7	92	2,330	1	241	9,121	18	115	2,480	12	367	9,453	36
All other	212	23,499	1,649	[illegible]	32	432	169	384	10,467	7	172	5,242	--	258	9,857	5	238	4,987	1	428	10,333	19
Farm and dairy:																						
Dairy equipment	78	16,105	836	30,376	25	276	87	257	6,637	10	24	811	1	265	10,829	3	124	2,793	4	79	[illegible]	7
Farm implements	12	1,672	162	6,45[illegible]	16	254	13	71	1,919	2	23	684	- -	31	[illegible]	-	[illegible]	[illegible]	4	4	[illegible]	10
Farm machinery and equipment	133	25,526	1,207	39,859	101	2,031	129	300	7,644	8	93	2,454	7	254	10,251	3	243	5,677	23	188	[illegible]	60
Industrial machinery, equipment, and supplies:																						
Industrial (general line)	106	64,376	3,823	138,110	93	[illegible]	289	1,189	32,100	3	390	11,973	---	765	[illegible]	1	841	[illegible]	[illegible]	349	[illegible]	[illegible]
Belting, hose, and packing	165	17,351	1,173	47,361	60	[illegible]	163	345	8,929	10	58	1,953	2	348	14,099	36	187	4,525	2	72	[illegible]	[illegible]
Construction (except road building)	74	15,488	870	36,663	42	784	80	172	4,988	1	23	768	1	202	10,789	1	185	5,238	9	208	[illegible]	30
Road building	142	52,276	2,259	94,547	55	618	194	457	13,505	12	70	2,634	4	482	26,728	---	439	13,273	5	617	[illegible]	[illegible]
Machine tools	93	24,472	962	42,610	14	143	95	279	7,559	7	61	2,688	---	241	13,017	1	[illegible]	3,211	1	165	[illegible]	5
Mine and mill supplies	301	85,889	5,018	178,284	145	1,433	437	1,483	40,660	18	507	14,380	5	979	42,461	4	1,016	[illegible]	28	596	13,715	89
Oil well supply houses	527	119,968	3,132	123,076	234	2,778	164	601	20,419	8	402	14,708	2	625	43,022	9	463	13,852	80	657	15,402	135
Power plant and power transmission	64	8,631	511	19,004	29	472	68	148	3,899	---	46	1,381	1	124	5,217	4	51	1,123	---	74	1,918	24
Printing and lithographing (except paper)	73	8,052	813	31,651	32	384	61	196	6,053	10	34	1,031	--	260	11,643	4	79	2,290	---	183	5,395	18
Rope, cordage, and twine	44	12,926	419	17,252	11	285	48	169	4,391	2	1	(x)	---	128	5,857	9	62	[illegible]	---	11	234	--
Textile	59	8,765	543	20,598	12	121	65	138	3,490	2	36	1,725	---	73	3,869	—	41	1,084	3	190	5,103	7
Used machinery and equipment	157	11,587	1,039	31,472	86	1,047	99	177	4,149	8	44	1,533	1	50	2,030	5	275	6,830	10	394	8,843	62
All other	926	134,534	7,579	280,652	239	2,654	890	2,075	54,677	54	422	14,643	5	1,404	63,392	24	1,452	35,559	59	1,336	34,465	97
Professional equipment and supplies:																						
Dental supply houses	238	28,717	2,875	91,923	19	210	234	753	17,169	4	573	15,519	5	623	24,552	1	240	4,489	1	452	9,583	8
Religious supply houses	64	7,513	662	21,378	33	462	72	193	4,879	10	106	2,507	6	87	3,739	---	98	2,456	7	106	2,186	10
School equipment and supplies	102	20,583	1,800	52,689	115	1,223	135	608	13,301	8	64	1,562	8	322	12,586	4	463	6,862	27	208	5,574	68
Surgical, medical, and hospital	182	37,241	2,630	100,569	30	282	223	880	22,491	9	231	7,877	8	702	33,052	1	365	8,811	7	229	4,698	5
All other	56	6,689	494	17,645	23	254	50	168	4,566	6	55	1,763	8	71	3,043	3	96	2,319	---	54	1,135	6
Service equipment and supplies:																						
Barber and beauty supply houses	557	38,914	4,657	133,726	78	837	375	1,039	22,446	19	451	10,968	5	1,629	52,907	11	680	[illegible]	8	483	9,340	35
Laundry and dry cleaning	161	31,228	1,592	66,478	68	490	156	470	14,299	5	20	521	---	567	28,942	5	240	6,118	43	139	3,312	15
Tailors' supplies	29	2,261	171	4,577	8	(x)	29	27	473	1	50	1,212	4	34	1,037	1	9	177	-	[illegible]	308	---
Undertakers' supplies	[illegible]	3,545	350	11,359	33	348	48	54	1,115	2	5	146	2	68	3,010	6	51	1,196	2	124	2,728	21
Upholsterers' supplies	[illegible]	26,449	1,713	62,244	23	299	186	504	11,675	2	235	6,339	4	321	14,077	3	279	[illegible]	7	168	3,962	7
All other	395	[illegible]	[illegible]	83,664	96	1,285	319	696	15,961	16	290	7,614	1	758	25,972	30	323	6,544	4	315	6,237	45
Transportation equipment and supplies:																						
Aircraft and aeronautical	9	[illegible]	325	11,348	1	(x)	14	112	3,641	---	13	926	---	3	147	-	49	1,139	---	123	3,564	1
Railroad	53	[illegible]	735	48,376	20	272	91	261	11,821	2	19	1,402	-	61	6,552	[illegible]	103	2,350	- -	180	6,795	16
Marine	112	[illegible]	[illegible]	39,740	36	569	163	267	7,637	7	170	5,337	---	150	5,853	3	161	4,486	1	168	[illegible]	25
Other	[illegible]	[illegible]	[illegible]	1,931	18	325	9	12	351	1	11	(x)	---	7	173	---	[illegible]	316	--	10	145	17
Metals and metal work (except scrap)	795	[illegible]	[illegible]	[illegible]	567	6,958	1,559	4,083	131,446	50	658	27,199	11	1,892	102,844	15	[illegible]	182,546	169	1,991	[illegible]	262
Building metal work	93	[illegible]	[illegible]	24,447	117	1,474	84	149	3,889	1	23	757	3	93	3,900	2	153	[illegible]	18	293	6,381	93
Iron and steel products (general line)	79	[illegible]	[illegible]	[illegible]	90	1,486	142	1,383	50,528	15	235	10,696	1	492	30,182	[illegible]	2,091	60,366	17	280	[illegible]	55
Iron and steel products (semi-finished)	52	[illegible]	626	[illegible]	20	313	93	162	4,427	7	17	733	---	75	[illegible]	[illegible]	[illegible]	5,659	[illegible]	149	[illegible]	4
Iron and steel products (flat)	182	69,833	[illegible]	[illegible]	101	1,406	287	836	24,532	7	102	4,063	5	[illegible]	21,503	[illegible]	1,789	46,293	[illegible]	378	[illegible]	19
Wire and wire products	48	6,712	393	[illegible]	35	272	46	90	2,584	1	22	644	1	63	3,165	3	[illegible]	2,494	12	81	1,719	18
Iron and steel finished products (N.E.C.)	226	48,575	3,063	[illegible]	124	1,732	243	626	17,628	13	85	3,901	1	346	18,591	4	[illegible]	26,804	36	683	17,592	70
Copper	32	[illegible]	[illegible]	21,504	1	(x)	58	181	5,871	1	27	1,006	---	57	2,911	---	[illegible]	2,646	---	51	1,238	- -
All other	[illegible]	[illegible]	[illegible]	81,143	19	(x)	106	656	21,987	5	147	5,399	-	288	14,990	--	669	[illegible]	11	76	1,969	3

x Withheld to avoid disclosure.

TABLE 3.—ANALYSIS OF EMPLOYMENT AND PAY ROLL BY OCCUPATIONAL GROUPS

TYPES OF OPERATION BY KINDS OF BUSINESS—Continued

[Figures are for week ended October 21, 1939, except where such period is not representative. In such cases one week of representative employment is given]

TYPE OF OPERATION KIND OF BUSINESS	ESTABLISHMENTS REPORTING EMPLOYEES BY OCCUPATIONAL GROUPS		TOTAL EMPLOYEES REPORTED BY OCCUPATIONAL GROUPS				Number of executives and salaried corporation officers	OFFICE AND CLERICAL EMPLOYEES			INSIDE SELLING EMPLOYEES			OUTSIDE SELLING EMPLOYEES			WAREHOUSE EMPLOYEES			ALL OTHER		
			Full-time		Part-time			Full-time		Number of part-time	Full-time		Number of part-time	Full-time		Number of part-time	Full-time		Number of part-time	Full-time		Number of part-time
	Number	Sales (add 000)	Number	Pay roll for week	Number	Pay roll for week		Number	Pay roll for week		Number	Pay roll for week		Number	Pay roll for week		Number	Pay roll for week		Number	Pay roll for week	
SERVICE AND LIMITED-FUNCTION WHOLESALERS—Con.																						
KINDS OF BUSINESS																						
SERVICE AND LIMITED-FUNCTION WHOLESALERS—Con.																						
Paper and its products	2,249	$525,154	28,499	$1,020,251	921	$10,543	2,381	7,371	$183,230	135	1,853	$55,951	17	7,947	$347,928	171	6,216	$145,732	331	2,731	$61,613	267
Wrapping or coarse paper and products	1,289	275,548	15,349	536,873	456	4,894	1,331	3,635	89,036	53	621	18,325	8	4,861	197,174	101	3,265	76,181	143	1,636	36,739	151
Printing and writing papers	376	192,563	7,936	329,155	89	1,163	579	2,095	56,921	9	497	18,331	1	2,233	118,467	18	2,035	50,773	40	434	12,976	21
Stationery and stationery supplies	336	36,883	3,230	93,416	277	3,102	287	1,143	25,431	64	202	4,752	5	603	23,571	38	570	11,232	116	425	8,167	54
Wallpaper	248	20,160	1,984	60,807	90	1,384	184	495	11,842	9	533	14,543	3	250	8,716	14	346	7,546	32	176	3,731	41
Petroleum and its products	474	113,418	3,852	142,363	169	1,920	436	887	23,931	35	131	4,440	3	980	39,112	43	470	12,379	15	948	24,557	72
Plumbing and heating equipment and supplies	1,829	349,907	19,641	676,639	1,310	9,526	1,994	5,482	146,279	690	1,521	47,481	20	3,467	145,119	40	4,795	122,006	201	2,362	57,[illegible]	359
Plumbing and heating (general line)	810	171,596	8,872	309,378	905	4,474	787	2,675	73,086	621	591	18,202	14	1,632	7[illegible],887	1	2,453	60,904	108	734	17,937	161
Heating (including stoves and ranges)	282	33,050	2,549	87,803	132	2,070	299	593	15,440	24	206	6,663	1	415	17,391	16	[illegible]	13,[illegible]	[illegible]	[illegible]	13,[illegible]	72
Plumbing fixtures, equipment, and supplies	755	122,729	6,643	219,563	203	1,873	745	1,748	45,346	33	583	17,498	5	1,087	41,069	10	1,572	40,414	58	[illegible]	[illegible]	97
All other	182	22,532	1,577	59,895	70	1,109	163	466	12,407	12	141	5,118	-	330	15,772	13	263	5,789	16	214	6,139	29
Tobacco and products (except leaf)	1,855	1,005,453	17,283	494,620	372	3,057	1,081	3,408	76,908	70	1,515	34,452	[illegible]	5,751	[illegible],212	44	3,111	66,917	73	2,417	51,[illegible]	134
Waste materials	3,469	569,364	37,224	847,162	2,643	26,153	1,851	2,919	75,572	73	494	19,355	10	562	[illegible]	3	11,199	186,196	584	21,[illegible]	367,674	1,973
Iron and steel scrap	1,222	283,141	14,107	348,540	1,086	11,777	700	1,143	31,206	28	195	9,950	4	185	7,95[illegible]	1	2,193	45,363	143	9,595	179,[illegible]	[illegible]
Junk and scrap (general line)	921	79,465	8,080	154,720	798	6,997	283	503	10,994	17	143	3,750	1	103	3,509	1	1,890	3[illegible],464	[illegible]	5,153	67,605	620
Waste paper, rags, and rubber	738	123,218	10,814	242,947	427	4,115	583	867	23,735	13	71	3,380	---	270	12,164	1	4,934	86,450	221	4,089	64,004	192
Non-ferrous metals	244	46,769	1,951	47,740	117	1,258	144	177	4,262	8	21	531	3	26	1,069	--	694	14,754	36	889	15,035	70
All other	344	36,771	2,272	53,215	215	2,006	141	229	5,375	7	64	1,738	2	78	4,3[illegible]	--	493	8,540	25	1,267	21,914	151
All other products	3,630	1,115,543	43,762	1,365,941	2,481	22,523	2,941	12,317	325,279	200	2,785	84,319	85	5,516	222,045	235	6,524	165,682	563	11,673	261,7[illegible]	1,398
Books, periodicals, and newspapers	703	160,503	11,314	326,766	1,008	6,816	336	4,102	109,816	65	326	7,857	26	1,817	59,21[illegible]	124	2,325	52,539	252	[illegible]	[illegible],521	541
Flowers and nursery stock	343	37,944	2,565	76,903	189	1,886	249	428	10,505	15	575	17,426	16	187	6,797	6	434	5,419	95	692	13,674	57
Forest products (except lumber)	367	38,687	2,445	87,649	561	5,776	235	347	9,312	9	35	1,138	2	124	3,458	2	400	8,270	87	1,3[illegible]4	25,[illegible]1	461
General merchandise	115	345,219	9,150	287,720	118	1,247	348	3,497	95,106	36	518	18,21[illegible]	15	1,208	52,937	6	2,735	59,754	38	944	[illegible]	23
Leather and shoe findings	581	94,003	3,609	117,670	115	1,365	485	750	18,235	23	529	11,520	7	853	3[illegible],643	14	544	[illegible]	19	445	3,777	52
Leather goods	86	12,023	817	27,094	30	328	102	184	4,188	10	78	1,997	---	166	6,4[illegible]	10	114	2,607	3	[illegible]	3,5[illegible]	7
Oils and greases (animal and vegetable)	65	62,741	733	40,782	9	56	95	213	6,130	1	7	477	---	104	7,977	1	215	5,763	6	[illegible]	4,3[illegible]	1
Optical goods	491	38,693	5,809	163,581	32	290	325	1,009	22,374	14	324	12,876	1	263	11,324	---	336	7,2[illegible]	2	3,552	[illegible]	15
Textiles and materials (other than dry goods)	210	48,077	2,215	61,052	125	944	137	398	12,904	9	57	1,875	1	174	3,379	---	613	11,1[illegible]	13	836	13,466	[illegible]
Yarns	138	70,408	1,376	53,940	50	705	163	315	8,279	2	131	4,923	6	136	6,506	10	217	4,3[illegible]	4	414	[illegible]	[illegible]
Miscellaneous kinds of business	521	207,245	3,729	136,784	244	3,112	466	1,074	28,430	16	207	6,118	11	584	26,100	62	590	13,561	44	508	[illegible],526	[illegible]
MANUFACTURERS' SALES BRANCHES (WITH STOCKS)																						
KINDS OF BUSINESS																						
MANUFACTURERS' SALES BRANCHES (With stocks)	11,176	8,163,591	236,471	9,423,217	7,514	120,123	6,209	67,107	2,042,431	864	9,934	446,148	141	78,433	4,036,683	668	39,704	1,074,388	2,537	35,[illegible]	1,085,776	3,304
Amusement and sporting goods	289	221,319	8,097	292,789	752	11,710	280	4,353	125,339	14	158	8,765	4	1,171	73,444	62	1,432	34,7[illegible]	1	[illegible]	15,7[illegible]	671
Cameras and photographic supplies	18	52,419	979	30,251	---	---	10	286	7,907	---	[illegible]	170	---	109	5,280	--	290	7,944	---	[illegible]	7,310	
Motion picture film exchanges	214	144,841	5,857	216,598	749	11,678	204	3,577	104,812	11	62	5,826	4	714	48,900	62	905	21,66[illegible]	1	[illegible]	7,318	671
Sporting goods	27	10,657	737	22,380	3	32	48	298	7,426	3	56	1,596	---	168	6,695	--	154	3,477	---	13	224	--
All other	30	13,602	524	23,560	---	---	18	192	5,194	---	35	1,173	---	180	12,569	--	83	1,7[illegible]	---	[illegible]	336	--
Automotive	856	686,513	21,443	854,808	486	8,917	618	6,681	212,186	124	828	44,[illegible]	67	5,883	309,608	1	[illegible],621	[illegible]	140	4,812	[illegible]	154
Automobiles, trucks, and tractors	370	422,656	11,083	440,271	185	4,740	359	2,635	91,260	12	247	12,445	62	2,554	132,317	---	1,269	[illegible]	[illegible]	[illegible]	[illegible]	[illegible]
Automotive accessories, equipment, and parts	211	48,605	2,985	97,144	24	295	74	1,382	37,069	1	56	3,5[illegible]	-	449	22,155	--	[illegible]	[illegible]	4	[illegible]	11,[illegible]	18
Tires and tubes	275	215,252	7,375	317,393	277	3,882	185	2,664	83,857	111	515	26,49[illegible]	5	2,880	[illegible],136	1	[illegible]	[illegible]	120	415	11,95[illegible]	31
Beer, wines, and liquors	321	260,874	6,001	280,929	164	1,800	100	1,194	43,309	6	274	8,755	--	3,010	161,023	54	525	15,594	48	[illegible]	34,16[illegible]	56
Beer and ale	241	68,803	3,065	118,802	105	1,494	53	403	11,225	5	12	[illegible]	--	1,390	59,[illegible]	[illegible]	396	12,042	37	611	30,[illegible]	56
Wines and liquors	80	192,071	2,936	162,127	59	306	47	791	32,084	1	262	8,2[illegible]1	--	1,620	101,4[illegible]	47	129	3,552	11	[illegible]	3,3[illegible]	---
Chemicals and paints	605	518,980	12,859	588,518	324	5,487	365	4,632	153,953	34	500	16,235	-	4,204	267,[illegible]	9	1,977	57,945	148	1,151	46,[illegible]	133
Dyestuffs	25	37,824	914	54,146	---	---	16	335	12,616	---	---	---		177	[illegible],254		127	4,226	---	[illegible]	[illegible]	---
Industrial chemicals	145	200,111	2,684	131,941	17	315	44	1,105	38,349	12	50	(x)		921	[illegible]	--	402	11,589	4	[illegible]	[illegible]	1
Paints and varnishes	253	150,107	5,192	218,755	191	3,149	166	1,850	54,160	18	319	9,379	--	2,01[illegible]	114,[illegible]	[illegible]	789	20,922	74	[illegible]	[illegible]	44
Paints with glass and or wallpaper	49	18,421	1,357	48,587	84	1,497	59	293	9,500	2	111	3,189	-	245	[illegible]	---	395	11,742	57	254	[illegible]	[illegible]
All other	133	112,427	2,712	135,089	32	526	80	1,049	39,328	2	20	(x)	---	891	56,[illegible]	4	264	9,427	13	[illegible]	[illegible]	5

x Withheld to avoid disclosure.

451724 O - 42 - 7

TABLE 3. ANALYSIS OF EMPLOYMENT AND PAY ROLL BY OCCUPATIONAL GROUPS

UNITED STATES SUMMARY

KINDS OF BUSINESS	Establishments reporting employees by occupational groups	Total employees reported in occupational groups: Number	Total employees reported in occupational groups: Payroll	Office and other home employees: Number	Office and other home employees: Payroll	Outside salesmen: Number	Outside salesmen: Payroll	Outside selling employees: Number	Outside selling employees: Payroll	Warehouse employees: Number	Warehouse employees: Payroll	All other: Number	All other: Payroll	Number of paid hours
MANUFACTURERS' SALES BRANCHES (WITH STOCKS) — Con.														
Clothing and furnishings	243	$260,400	2,907	$303,217	73	$464	217	1,175	$67,[illegible]	3	20	$1,[illegible]	2	2,1[illegible]	$116,345	33	2,945	$36,7[illegible]	16	430	$10,246	11
Men's and boys'	117	12,327	2,388	14,753	11	82	117	996	31,42[illegible]	-	184	[illegible]	-	624	[illegible]	-	567	13,706	2	220	3,796	8
Women's and children's	84	33,075	1,061	48,541	40	205	77	296	[illegible]	2	2	4,97[illegible]	2	2	12,129	33	162	3,531		108	3,289	4
Shoes and other footwear	24	193,175	2,799	1,9,47[illegible]	1	[illegible]	[illegible]	[illegible]	[illegible]	1	1,[illegible]	[illegible]	-	[illegible]	[illegible]	-	801	13,120	14	4	(x)	1
All other	16	4,125	30	4,230	1	x	[illegible]	[illegible]	[illegible]	21	[illegible]	2	-	[illegible]	[illegible]	-	15	345		1	(x)	1
Coal and coke	[illegible]	6,461	332	7,936			1	[illegible]	[illegible]					14	[illegible]		6	29[illegible]		11	588	-
Drugs and drug sundries	214	191,370	5,638	344,521	39	[illegible]	107	[illegible]	[illegible]	7	[illegible]	[illegible]		[illegible]	[illegible]	29	1,484	38,243	13	742	22,994	50
Dry goods (specialty lines)	197	235,231	5,601	266,816	43	680	570	1,388	5,[illegible]	4	[illegible]	1,[illegible]	-	1,4[illegible]	[illegible]	8	1,084	3,[illegible]	2	921	12,351	17
Hosiery and lingerie	5	27,[illegible]	[illegible]	40,591	1	156	27	287	[illegible]	-	23	1,[illegible]	-	24	[illegible]	1	299	9,573		55	1,069	1
Notions	77	36,120	1,340	52,394	7	68	72	461	1,503	2	16	71	-	3[illegible]	[illegible]	1	342	7,350	2	65	1,619	2
Piece goods:																						
Cotton	12	52,780	834	32,954		-	27	480	11,359	--	10	(x)		[illegible]	[illegible]		46	957	-	71	1,427	
Silk, linen, rayon, and velvet	43	57,810	1,535	67,836	-	--	85	497	14,265	-	12	[illegible]	-	[illegible]	[illegible]	-	150	3,452		322	6,513	-
Woolen and worsted	6	15,712	169	11,050	6	(x)	37	72	1,907	-	2	(x)		57	5,527	5	6	136	-	26	636	1
Other	7	4,056	323	12,707	2	(x)	7	100	[illegible]	-	96	4,420	--	[illegible]	2,356	-	31	834	-	17	679	1
Other dry goods specialties	19	13,457	487	12,425	17	338	14	95	[illegible]	1	-	32[illegible]		1[illegible]	[illegible]	13	[illegible]	[illegible]		22	400	3
Electrical goods	355	586,345	11,194	512,929	55	579	143	4,294	157,165	16	177	[illegible]	--	[illegible]	[illegible]	1	817	28,565	19	1,867	101,138	17
Apparatus and equipment	192	487,970	8,719	411,672	27	339	69	3,267	130,381	9	127	[illegible]	--	1,935	154,028	1	729	23,803	9	1,591	92,357	8
Wiring supplies and construction materials	66	75,167	1,201	61,275	2	(x)	16	537	14,107	-	[illegible]	393	-	351	37,376	---	92	2,243	1	14	706	1
Radios and equipment	11	5,529	227	8,451	11	74	9	62	[illegible]	-	[illegible]	214	--	12	2,416	---	37	666	6	51	1,361	2
Refrigerators and equipment (household)	19	8,508	681	26,074	5	(x)	23	241	3,696	--	12	482	--	176	6,646	---	14	545	1	159	5,066	4
All other	47	9,175	366	15,527	6	62	33	127	1,758	4	23	39[illegible]	-	105	5,115	---	40	1,020	2	49	1,618	2
Farm products—consumer goods	527	186,874	8,218	204,993	34	3,[illegible]	185	1,[illegible]	28,947	13	113	3,47	12	[illegible]	[illegible]	27	742	19,655	43	1,329	37,964	252
Farm supplies	134	51,093	1,491	48,7[illegible]	34	[illegible]	72	[illegible]	10,311	3	[illegible]	[illegible]	---	[illegible]	[illegible]	4	117	[illegible]	25	156	2,702	12
Fertilizer	52	43,477	1,070	40,363	21	381	21	44	15,065	3	2	123	--	447	1,321	4	23	1,093	12	56	1,069	2
All other	82	7,621	331	8,347	13	109	11	48	1,246	-	1[illegible]	47[illegible]		72	[illegible]		84	1,834	3	100	1,633	10
Furniture and house furnishings	284	113,037	3,497	148,959	125	1,845	186	1,[illegible]	39,346	14	175	[illegible]	[illegible]	964	[illegible]	7	855	21,437	46	55	1,389	58
Floor coverings	54	50,355	1,469	64,347	18	321	65	647	13,951	12	82	3,[illegible]	-	205	13,124	---	37	9,331	4	3	(x)	2
Furniture (general line)	9	2,962	138	4,753	39	[illegible]	11	41	912		4	[illegible]		4[illegible]	[illegible]	2	36	906		6	211	37
Furniture (household)	89	13,878	422	18,589	47	462	15	101	2,615	1	32	1,115	---	143	10,448	1	114	2,972	35	17	406	10
Furniture (office)	32	7,901	486	19,679	- -		21	118	5,190	- -	3	(x)		23	[illegible]	---	113	3,244	---	3	(x)	---
House furnishings (except as specified)	82	32,360	836	34,667	13	181	36	292	8,075	-	43	2,127	-	247	14,562	4	199	4,415	2	19	370	7
All other	8	5,601	146	6,924	8	205	8	76	2,616	1	1	(x)	---	29	[illegible]	---	23	968	7	7	200	---
Groceries and foods (specialty lines)	2,331	2,202,483	52,957	1,898,687	1,801	23,240	407	9,596	285,360	190	3,614	178,564	18	22,37[illegible]	922,276	312	9,176	259,584	747	7,786	209,563	624
Breakfast cereals	19	23,437	791	13,642	--	-	19	53	1,419	-	29	1,110	--	149	8,871	--	1	(x)	---		---	-
Canned foods	114	111,520	3,863	156,194	106	1,289	32	913	24,102	4	47	4,955	---	2,272	100,960	1	389	10,591	62	219	4,154	34
Confectionery	55	66,988	1,298	51,546	123	3,156	12	411	12,048	---	36	1,079		563	28,979	115	237	6,699	8	19	540	---
Fish and sea foods	28	8,574	484	14,742	43	680	3	113	3,992	2	33	1,359	- -	62	1,953	4	142	4,350	34	131	3,308	3
Flour	152	144,967	2,642	103,257	42	788	8	620	18,234	9	95	7,[illegible]	---	1,49[illegible]	66,069	46	330	7,158	9	122	3,696	18
Fruits and vegetables (fresh)	7	9,383	400	16,094		- -	5	159	4,[illegible]		41	[illegible]	-	116	4,421	- -	47	(x)	--	32	1,528	---
Meats and provisions	831	991,756	21,983	712,301	991	10,816	147	3,239	96,826	45	2,389	13[illegible],364	10	1,246	159,353	55	6,154	179,319	427	5,308	136,270	454
Other food and grocery specialties	1,126	851,615	22,009	836,511	457	6,853	193	4,088	124,352	40	444	29,507	8	13,443	542,770	87	1,876	42,408	207	1,965	60,067	115
Hardware	90	20,735	1,385	47,531	[illegible]	73	43	373	9,621	1	35	1,071	4	572	[illegible]	---	314	7,946	3	48	1,923	1
Jewelry	28	51,818	799	30,591	6	185	7[illegible]	354	[illegible]	8	5	[illegible]		204	13,993	---	196	4,152	--	43	1,047	---
Lumber and construction materials	292	199,418	7,906	332,397	556	13,017	276	2,047	68,650	24	147	7,443	4	2,144	127,904	5	2,701	81,252	410	595	18,612	117
Lumber	31	15,929	581	15,737	137	2,272	[illegible]	193	[illegible]	3	16	1,023	---	44	[illegible]	3	120	3,356	66	61	1,729	65
Millwork	33	11,302	725	22,930	46	361	27	124	4,737	2	19	795	---	128	5,578	---	341	7,844	7	76	1,655	39
Brick, tile, and terra cotta	42	8,295	324	12,717	10	145	16	[illegible]	1,[illegible]	[illegible]	11	519	---	83	4,966	---	116	3,438	9	35	585	---
Cement, lime, and plaster	49	34,263	1,002	46,955	7	35	18	231	9,545	1	33	2,253	---	314	19,325	---	189	4,231	---	217	7,614	6
Glass	72	50,180	3,382	117,653	342	10,098	81	683	29,891	9	48	1,655	---	666	29,168	2	1,714	54,611	328	61	1,723	3
All other	65	81,449	2,092	116,405	14	122	179	627	18,[illegible]	6	17	1,253	4	909	65,401	---	215	6,772	--	145	5,306	4

x Withheld to avoid disclosure.

TABLE 3. ANALYSIS OF EMPLOYMENT AND PAY ROLL BY OCCUPATIONAL GROUPS

Type of Operation, by Kinds of Business—Continued

(Figures are for week ended October 21, 1939, except where [illegible] period is not representative [illegible])

MANUFACTURERS' SALES BRANCHES (WITH STOCKS)—Con.

TYPE OF OPERATION KIND OF BUSINESS	Establishments reporting employees by occupational groups: Number	Sales ($1,000)	Total employees reported by occupational groups: Full-time Number	Full-time Pay roll for week	Part-time Number	Part-time Pay roll for week	Number [illegible]	Office and clerical employees: Full-time Number	Full-time Pay roll for week	Number of part-time	Inside [illegible] employees: Full-time Number	Full-time Pay roll for week	Number of part-time	Outside selling employees: Full-time Number	Full-time Pay roll for week	Number of part-time	Warehouse employees: Full-time Number	Full-time Pay roll for week	Number of part-time	All other: Full-time Number	Full-time Pay roll for week	Number of part-time
MANUFACTURERS' SALES BRANCHES (WITH STOCKS)—Con.																						
Machinery, equipment, supplies	[illegible]	$492,298	[illegible]	[illegible]	1,447	$24,164	[illegible]	11,721	[illegible]	315	1,759	[illegible]	18	[illegible]	$775,217	59	5,260	$134,504	283	9,923	$335,269	772
Commercial equipment and supplies:																						
Office machines and equipment	497	55,439	7,158	323,589	23	306	[illegible]	1,132	39,493	16	[illegible]	[illegible]	-	2,347	137,639	2	146	3,201	---	[illegible]	153,769	5
Restaurant and hotel supply houses	5	5,818	90	[illegible]	-	--	1	3	[illegible]		13	[illegible]	-	23	1,456	---	53	1,375	-	-	-	---
Garage and filling station equipment	56	7,395	[illegible]	19,016	2	(x)	14	[illegible]	[illegible]		[illegible]	144	-	243	10,933	2	4	(x)	---	159	5,474	---
Store machines	13	1,265	175	[illegible]			17	[illegible]	[illegible]		3	(x)		[illegible]	[illegible]	---	-	---	---	8	277	---
Store fixtures and equipment	21	[illegible]	273	[illegible]			[illegible]	49	[illegible]	---	[illegible]	[illegible]	-	[illegible]	[illegible]	---	3	(x)	-	12	271	---
All other	114	41,472	[illegible]	[illegible]	72	[illegible]	[illegible]	611	[illegible]	[illegible]	171	4,715	---	[illegible]	[illegible]	---	13	492	---	1,470	36,183	6
Farm machinery:																						
Dairy equipment	57	22,478	[illegible]	38,596	2	(x)	[illegible]	453	[illegible]	1	3	(x)	-	389	19,943	---	103	2,913	1	64	2,678	---
Farm implements	90	136,385	5,716	200,735	158	[illegible]	[illegible]	1,337	35,734	34	[illegible]	[illegible]	--	1,515	61,362	2	1,155	30,716	27	[illegible]	44,865	95
Farm machinery and equipment	160	131,181	5,369	204,146	246	[illegible]	[illegible]	1,907	50,955	43	74	3,935	3	1,754	[illegible]	7	[illegible]	25,221	143	527	14,964	50
Industrial machinery, equipment, and supplies:																						
Belting, hose, and packing	124	39,810	1,392	70,918	11	[illegible]	30	552	16,914	3	43	[illegible]	-	551	42,753	---	169	4,472	4	47	[illegible]	4
Contractors' (including road building)	18	4,218	123	5,246	4	72	5	22	[illegible]	--	---	---	-	36	[illegible]	--	30	973	---	30	1,154	4
Machine tools	45	17,411	502	[illegible]	3	(x)	21	138	[illegible]	3	20	1,842	---	222	17,121	-	51	1,738	-	---	---	---
Mine and mill supplies	54	28,559	765	47,633	3	(x)	15	379	20,257	--	3	(x)	--	259	21,987	3	62	1,967	---	47	1,907	---
Oil well supply houses	235	50,547	1,581	58,968	181	2,509	72	267	6,498	1	406	13,656	11	334	17,830	---	262	5,339	46	280	[illegible]	121
Power plant and power transmission	84	35,301	1,695	[illegible]	12	[illegible]	17	381	11,052	3	269	[illegible]	---	465	[illegible]	---	95	2,117	2	467	[illegible]	---
Printing and lithographing (except paper)	138	30,597	1,520	60,760	37	1,275	[illegible]	437	11,367	1	13	1,646	1	469	36,801	---	193	5,139	2	338	12,868	33
Rope, cordage, and twine	19	[illegible]	165	9,434	9	160	17	56	1,753	3	14	[illegible]	1	57	3,854	---	21	[illegible]	4	--	---	1
All other	420	156,939	5,688	215,962	284	7,234	[illegible]	1,738	53,363	18	211	6,141	1	1,872	112,734	33	658	17,845	25	1,044	36,845	207
Professional equipment and supplies:																						
Dental supply houses	19	9,877	686	26,862	---	--	39	202	5,649	---	97	2,568	-	155	8,883	---	80	1,376	---	113	3,787	---
School equipment and supplies	10	3,755	285	10,987	227	2,346	11	105	[illegible]	---	4	(x)	-	41	2,247	---	47	1,060	---	77	3,683	227
Surgical, medical, and hospital	163	25,034	1,561	[illegible]	16	131	[illegible]	467	[illegible]	[illegible]	21	1,331	--	[illegible]	31,176	---	262	6,394	4	160	4,569	1
All other	60	9,523	728	21,778	4	[illegible]	25	214	5,765	3	35	1,437	---	144	5,922	---	93	2,205	1	217	4,054	---
Service equipment and supplies:																						
Barber and beauty supply houses	17	3,413	334	[illegible]	---	--	4	[illegible]	2,318	--	11	[illegible]	--	174	7,198	---	17	430	---	38	1,004	--
Laundry and dry cleaning	44	[illegible]	[illegible]	43,190	[illegible]	(x)	11	[illegible]	5,964	-	[illegible]	759	--	[illegible]	[illegible]	-	176	6,143	---	132	4,539	5
Undertakers' supplies	44	[illegible]	[illegible]	28,741	[illegible]	(x)	18	[illegible]	4,431	1	77	[illegible]	--	154	8,164	--	84	2,885	2	218	5,900	3
Upholsterers' supplies	66	15,533	746	33,720	10	148	23	314	8,482	-	82	[illegible]	---	175	[illegible]	---	94	[illegible]	9	58	645	1
All other	96	15,867	[illegible]	[illegible]	29	[illegible]	47	[illegible]	7,987	8	44	2,766	1	473	[illegible]	10	281	5,402	2	116	2,747	6
Transportation equipment and supplies	10	4,057	188	9,497	3	29	9	36	1,438	--	2	(x)	-	45	3,019	---	65	1,968	2	31	1,566	1
Metals and metal work (except scrap)	394	419,971	8,751	343,829	362	8,602	162	4,400	82,186	39	351	[illegible]	1	1,936	115,136	6	3,602	102,548	[illegible]	160	5,874	216
Building metal work	[illegible]	16,226	[illegible]	[illegible]	201	5,817	11	179	[illegible]		49	[illegible]	1	153	5,226	---	427	12,921	--	43	965	[illegible]
Iron and steel products (general line)	83	[illegible]	3,451	114,913	[illegible]	[illegible]	17	[illegible]	[illegible]	1	[illegible]	5,487		[illegible]	[illegible]	--	1,863	46,469	45	[illegible]	2,174	14
Iron and steel products (flat)	31	[illegible]	[illegible]	[illegible]	[illegible]	77	18	165	[illegible]		4	[illegible]	---	[illegible]	[illegible]	1	717	[illegible]	7	1	(x)	—
Wire and wire products	85	[illegible]	1,679	[illegible]	14	[illegible]	72	[illegible]	[illegible]		33	[illegible]	--	[illegible]	[illegible]	--	[illegible]	[illegible]	13	27	612	1
Iron and steel (and products (N.E.C.)	[illegible]	[illegible]	[illegible]	[illegible]	31	[illegible]	14	[illegible]	[illegible]	[illegible]	[illegible]	[illegible]	--	[illegible]	[illegible]	--	146	3,974	27	[illegible]	[illegible]	
Copper	[illegible]	[illegible]	531	[illegible]	33	[illegible]	1	[illegible]	[illegible]	[illegible]	61	[illegible]	—	[illegible]	[illegible]	---	[illegible]	[illegible]	1	1	(x)	—
All other	51	[illegible]	797	[illegible]	14	373	[illegible]	[illegible]	[illegible]		46	[illegible]	---	[illegible]	[illegible]	5	171	5,197	7	26	1,300	--
Paper and its products	253	[illegible]	5,366	212,401	24	244	170	1,768	[illegible]	7	387	[illegible]	-	[illegible]	84,066	5	1,020	24,571	[illegible]	365	[illegible]	2
Wrapping or coarse paper and products	135	125,765	3,569	147,624	6	67	[illegible]	1,246	38,209	3	[illegible]	[illegible]		980	52,681	--	706	17,905	3	[illegible]	6,331	---
Printing and writing papers	41	21,921	936	34,709	8	79	[illegible]	290	[illegible]	2	[illegible]	[illegible]		[illegible]	[illegible]	--	[illegible]	4,666	4	[illegible]	1,193	2
All other	77	11,664	861	[illegible]	10	98	[illegible]	[illegible]	[illegible]	[illegible]	41	1,734		[illegible]	[illegible]	[illegible]	92	[illegible]	3	[illegible]	1,472	--
Petroleum and its products	45	26,832	[illegible]	[illegible]	4	125	37	[illegible]	7,244	---	[illegible]	[illegible]	—	413	[illegible]	---	[illegible]	[illegible]	3	[illegible]	1,134	1
Plumbing and heating equipment and supplies	[illegible]	[illegible]	[illegible]	[illegible]	[illegible]	[illegible]	[illegible]	3,536	[illegible]	77	231	[illegible]	[illegible]	[illegible]	[illegible]	[illegible]	[illegible]	[illegible]	[illegible]	[illegible]	[illegible]	[illegible]
Plumbing and heating (general line)	[illegible]	[illegible]	[illegible]	[illegible]	[illegible]	[illegible]	[illegible]	[illegible]	[illegible]	[illegible]	[illegible]	[illegible]	[illegible]	1,406	[illegible]	—	[illegible]	[illegible]	231	[illegible]	11,061	45
Heating (including stoves and ranges)	[illegible]	[illegible]	[illegible]	[illegible]	43	[illegible]	[illegible]	[illegible]	[illegible]	[illegible]	[illegible]	(x)	--	[illegible]	[illegible]	13	[illegible]	[illegible]	[illegible]	[illegible]	[illegible]	2
Plumbing fixtures, equipment, and supplies	[illegible]	[illegible]	[illegible]	[illegible]	[illegible]	[illegible]	36	507	[illegible]	3	[illegible]	[illegible]	-	[illegible]	[illegible]	5	[illegible]	[illegible]	[illegible]	71	2,451	4
All other	[illegible]	[illegible]	120	[illegible]	[illegible]	[illegible]	18	[illegible]	[illegible]	-	2	(x)	--	141	[illegible]	--	[illegible]	[illegible]	2	13	[illegible]	[illegible]
Tobacco and products (except leaf)	[illegible]	[illegible]	[illegible]	[illegible]	[illegible]	[illegible]	[illegible]	539	[illegible]	4	68	[illegible]		2,324	[illegible]	5	[illegible]	[illegible]	--	15	406	-
All other products	[illegible]	[illegible]	[illegible]	[illegible]	274	[illegible]	432	3,691	[illegible]	48	[illegible]	11,719	1	[illegible]	[illegible]	13	[illegible]	38,268	171	[illegible]	[illegible]	41
Books, periodicals, and newspapers	[illegible]	[illegible]	[illegible]	[illegible]	[illegible]	[illegible]	[illegible]	1,367	[illegible]	31	[illegible]	[illegible]	--	[illegible]	[illegible]	---	[illegible]	[illegible]	31	[illegible]	[illegible]	[illegible]
Forest products (except lumber)	[illegible]	[illegible]	[illegible]	[illegible]	40	[illegible]	[illegible]	61	[illegible]	3	2	(x)	--	[illegible]	[illegible]	--	[illegible]	4,443	[illegible]	[illegible]	[illegible]	[illegible]
Leather and shoe findings	[illegible]	[illegible]	[illegible]	[illegible]	[illegible]	[illegible]	[illegible]	144	[illegible]	--	[illegible]	[illegible]		[illegible]	[illegible]	---	[illegible]	[illegible]	[illegible]	67	[illegible]	3
Leather goods	19	[illegible]	[illegible]	[illegible]	2	(x)	17	71	[illegible]	1	10	(x)	--	45	[illegible]	--	[illegible]	447	1	4	60	--
Optical goods	[illegible]	[illegible]	[illegible]	[illegible]		--	[illegible]	[illegible]	[illegible]	-	88	[illegible]	-	[illegible]	[illegible]	---	224	[illegible]	---	1,362	[illegible]	--
Textiles and materials (other than dry goods)	[illegible]	[illegible]	[illegible]	[illegible]	[illegible]	(x)	20	160	[illegible]	3	21	717	--	[illegible]	[illegible]	9	47	1,392	---	[illegible]	[illegible]	---
Yarns	[illegible]	[illegible]	1,145	[illegible]	13	[illegible]	13	621	[illegible]	9	22	[illegible]	-	[illegible]	[illegible]	---	195	5,154	4	[illegible]	4,315	
Miscellaneous kinds of business	76	[illegible]	[illegible]	[illegible]	13	[illegible]	42	[illegible]	[illegible]	1	35	[illegible]	1	[illegible]	14,812	4	126	3,896	4	68	4,297	3

x Withheld to avoid disclosure.

TABLE 3.—ANALYSIS OF EMPLOYMENT AND PAY ROLL BY OCCUPATIONAL GROUPS

UNITED STATES SUMMARY

Type of Operation by Kinds of Business [illegible]

Figures are for week ended October 21, 1939, except where such period is not representative [illegible]

Type of operation — Kind of business	Establishments reporting employees by occupational groups		Total employees reported by occupational groups: Full time		Total employees reported by occupational groups: Part time		Number of proprietors and firm members	Office and clerical employees: Full time		Office and clerical employees: Number part time	Inside selling employees: Full time		Inside selling employees: Number part time	Outside selling employees: Full time		Outside selling employees: Number part time	Warehouse employees: Full time		Warehouse employees: Number part time	All other: Full time		All other: Number part time
	Number	Sales, 1939	Number	Payroll for week	Number	Payroll for week		Number	Payroll for week		Number	Payroll for week		Number	Payroll for week		Number	Payroll for week		Number	Payroll for week	
MANUFACTURERS' SALES OFFICES (WITHOUT STOCKS)																						
KINDS OF BUSINESS																						
MANUFACTURERS' SALES OFFICES (Without stocks	3,781	$4,147,096	43,588	$2,361,027	932	$14,533	1,621	15,197	$552,474	151	1,291	$66,524	35	19,988	$1,297,523	334	--	--	--	4,988	$141,606	412
Amusement and sporting goods	57	38,492	1,239	48,156	40	726	47	534	16,029	16	85	2,372	1	142	12,992			--	--	424	9,191	23
Automotive	43	58,562	815	41,056	4	50	30	330	10,839	2	56	3,064	--	342	20,774	-	--	--	--	57	2,302	2
Beer, wines, and liquors	80	129,347	1,563	91,099	6	45	19	329	7,855	1	18	522	--	954	68,929	--	--	--		238	10,218	5
Beer and ale	27	2,761	203	7,159	5	(x)	6	19	517	--	3	110	--	141	4,952	--	-	--	--	34	1,137	8
Wines and liquors	53	126,586	1,360	83,940	1	(x)	13	310	7,338	1	15	412	--	813	63,977	--	--	--	-	204	9,081	--
Chemicals and paints	78	224,453	3,347	199,694	77	2,231	132	2,043	84,540	3	76	4,797	-	1,285	78,717	18	-	--	-	311	10,511	40
Clothing and furnishings	196	114,110	2,044	112,591	33	678	185	842	22,888	8	91	4,711	-	599	49,522	20	-	-		327	9,450	5
Men's and boys'	73	54,845	894	49,330	8	246	86	443	11,253	--	23	1,380	-	263	16,701	7		-	--	79	2,012	1
Women's and children's	90	40,907	843	57,819	21	345	83	305	8,744	5	55	2,673	-	278	27,480	13		--	--	221	6,763	2
All other	33	13,358	207	12,452	4	87	16	94	2,891	3	13	658	--	58	5,341		--			26	655	1
Drugs and drug sundries	44	38,406	1,021	53,888	34	529	57	371	9,602	1	65	1,801	19	453	30,184	14	--	--	--	75	1,918	--
Dry goods (specialty lines	112	215,866	2,008	116,271	15	187	112	1,071	36,637	7	71	4,328	--	585	46,309	8	-	-		169	4,774	
Electrical goods	225	211,135	1,066	107,956	27	625	34	693	22,743	4	33	1,709	-	656	74,913	18	-		--	50	2,241	5
Apparatus and equipment	87	86,679	921	52,341	3	48	4	398	13,954	3	10	(x)	--	480	36,261				--	23	1,596	--
Wiring supplies and construction materials	69	82,983	454	28,811	6	97	21	193	5,736	1	20	1,092	--	205	18,563	--	-			15	528	5
All other	49	42,373	291	26,804	18	480	9	102	3,073	--	3	(x)	--	165	22,089	18			-	12	323	--
Farm products--consumer goods	65	20,599	431	15,581	35	341	17	89	2,821	1	5	94	2	229	9,086	7	-		--	91	2,490	25
Farm supplies	16	11,610	139	7,543	--	--	7	48	1,605	--	--	--	--	70	3,756	--		--	--	14	(x)	--
Furniture and house furnishings	105	60,970	890	48,870	4	28	47	308	8,636	1	47	2,228		412	28,662	-	-	--	--	76	1,765	3
Groceries and foods (specialty lines)	431	335,773	6,528	282,473	207	2,457	172	1,523	50,128	13	184	8,462	1	3,706	164,653	68		-	--	943	22,129	125
Breakfast cereals	27	19,547	194	9,635	--	--	21	30	717	--	8	(x)	--	135	6,495		--	--	-	-	--	--
Canned foods	30	45,192	834	28,378	58	1,069	8	126	5,002	2	1	(x)	--	381	16,071	--	--	--	--	318	5,567	56
Flour	17	16,942	459	16,977	3	26	1	116	3,224	--	14	1,015	--	203	9,089	3	--	-	--	125	3,527	--
Meats and provisions	15	14,282	156	7,397	2	11	4	31	915	--	13	1,184	--	92	4,334	--	-	--	--	18	559	2
Other food and grocery specialties	342	239,810	4,883	220,086	144	1,349	138	1,220	40,270	11	148	5,987	1	2,895	128,664	65	--	--	--	482	12,476	67
Hardware	37	12,553	190	12,027	1	3	14	87	2,432	--	-	--	--	89	7,293	--	-	--	--	--	--	1
Jewelry	17	6,029	82	7,247	--	--	2	24	595	--	7	181	--	48	6,216	--	--	--	--	1	(x)	--
Lumber and construction materials	278	239,775	4,079	221,016	31	459	163	1,355	50,914	24	52	2,786	3	2,209	137,406	--	--	--	--	306	8,704	4
Lumber and millwork	33	15,782	468	20,093	14	203	42	149	4,350	8	14	756	2	62	3,541	--	--	--	--	201	5,707	4
Brick, tile, and terra cotta	83	29,911	305	17,704	2	(x)	5	99	3,173	2	--	--	--	193	13,705	--	--	--	--	8	350	--
Cement, lime, and plaster	84	78,089	1,418	82,028	3	(x)	28	550	25,357	3	24	1,326	--	795	50,244	--	--	-	--	21	540	--
Glass	22	42,133	215	11,816	4	55	11	60	2,565	4	--	--	--	81	6,101	--	--	-		63	1,914	--
All other	76	73,850	1,673	89,375	8	156	77	497	15,471	7	14	704	1	1,078	63,815	--	--	--	--	7	193	--
Machinery--equipment--supplies	762	431,173	6,448	365,783	83	1,355	229	2,536	82,632	23	240	12,435	8	2,615	193,354	16	--	--	--	828	35,520	38
Commercial equipment and supplies	58	9,694	504	26,220	6	153	15	83	1,976	--	14	678	--	330	20,102	--	--	--	--	62	1,928	6
Industrial machinery, equipment, and supplies:																						
Industrial (general line)	38	20,316	419	23,392	3	(x)	6	185	6,041	--	61	4,040	--	156	12,430	--			--	11	364	3
Belting, hose, and packing	23	4,611	123	6,876	2	(x)	8	45	1,177	1	2	(x)	--	67	4,458	1	--	--	--	1	(x)	--
Road building	25	6,906	184	9,137	21	255	8	44	1,131	--	--	--	--	118	7,053	-	--	--	--	14	438	21
Oil well supply houses	12	5,661	126	5,608	--	--	1	23	859	--	2	(x)	--	62	3,802	--	--	--	--	36	754	--
Power plant and power transmission	88	63,885	1,588	87,941	--	--	47	812	26,851	--	5	329	--	368	30,363	--	--	--	--	356	18,776	--
Printing and lithographing (except paper)	40	9,512	344	21,753	4	64	8	94	2,696	1	2	(x)	--	138	13,241	--	--	--	--	102	4,318	3
All other	334	141,026	1,871	104,300	19	250	66	651	20,231	18	87	3,824	--	917	65,967	3	--	--	--	150	5,361	--
Service equipment and supplies:																						
Upholsterers' supplies	19	9,432	155	8,077	--	--	25	58	1,447	--	16	825	--	53	4,255	--	--	--	--	3	46	--
All other	27	7,276	334	15,955	5	36	8	131	4,250	3	20	974	--	111	5,968	1	--	--	--	64	2,346	1
Transportation equipment and supplies	56	109,426	686	50,902	4	57	34	378	15,059	2	14	809	--	229	22,209	2	--	--	--	11	693	--
All other	42	3,428	134	5,622	19	412	3	32	940	--	17	544	8	66	3,506	3	-	--	--	16	457	2

x Withheld to avoid disclosure.

TABLE 3. ANALYSIS OF EMPLOYMENT AND PAY ROLL BY OCCUPATIONAL GROUPS

UNITED STATES SUMMARY

TYPE OF OPERATION KIND OF BUSINESS	ESTABLISHMENTS REPORTING EMPLOYEES BY OCCUPATIONAL GROUP	TOTAL EMPLOYEES REPORTED BY OCCUPATIONAL GROUP				OFFICE AND CLERICAL EMPLOYEES				INSIDE SALESMEN EMPLOYEES		OUTSIDE SELLING EMPLOYEES		WAREHOUSE EMPLOYEES		ALL OTHER		
		Full-time		Part-time														
		Number	Pay roll	Number	Pay roll	Number	Pay roll	Number	Pay roll	Number	Pay roll	Number	Pay roll	Number	Pay roll	Number	Pay roll	Number
MANUFACTURERS' SALES OFFICES (WITHOUT STOCKS)—Con.																		
Metals and metal work (except scrap)	404	$1,322,342	4,490	$525,290	187	$2,4[illegible]	155	2,359	$88,1[illegible]	13	12	$7,767	1	1,974	$192,417	2	--	--
Building metal work	49	25,018	250	14,956	34	953	9	82	2,748	3	4	(x)	1	13	12,156	--	--	--
Iron and steel products (general line)	70	488,353	979	63,954	7	1,381	9	579	24,343	1	9	622	--	362	34,948	--	--	--
Iron and steel products (semi-finished)	12	76,980	351	35,367			40	195	9,114	--	--	--	--	110	12,526	--	--	--
Iron and steel products (flat)	16	113,793	269	12,460			11	111	7,615	--	--	--	--	119	12,442	--	--	--
Wire and wire products	45	12,451	336	14,171	2	(x)	6	47	1,546	2	9	505	--	112	7,905	--	--	154
Iron and steel finished products (N.E.C.)	191	418,290	1,082	176,421	19	134	41	837	34,977	7	22	4,211	--	[illegible]	92,351	1	--	19
Copper	8	81,449	111	11,982	1	(x)	9	87	3,758	1	5	(x)	---	13	1,552	--	---	--
All other	57	183,761	354	8,77[illegible]	1	(x)	19	399	14,197		20	1,419	-	337	34,199	1	--	--
Paper and its products	21	198,682	1,402	109,150	19	213	66	637	13,652	5	67	8,941	--	1,[illegible]	70,511	7		69
Wrapping or course paper and products	129	147,620	1,330	77,850	15	194	57	453	11,044	2	40	5,519	-	660	42,[illegible]	7	--	66
Printing and writing papers	28	26,750	171	11,154	--	--	5	85	1,906	--	5	(x)	--	78	7,[illegible]	-		
All other	65	11,312	381	20,341	3	19	4	84	2,346	3	2	(x)	-	284	16,[illegible]	--		7
Petroleum and its products	14	17,807	284	16,132	-	--	15	150	7,7[illegible]		16	1,[illegible]		68	4,472		-	5
Plumbing and heating equipment and supplies	190	37,000	1,024	13,[illegible]	37	659	39	334	9,774	17	17	915	---	414	58,807	1		1[illegible]
Heating (including stoves) and ranges	21	4,927	179	10,060	2	(x)	12	47	1,228	1	1	(x)	---	64	5,710	1	-	43
Plumbing fixtures, equipment, and supplies	52	8,261	156	7,951	9	(x)	3	59	1,321	9	3	(x)	---	97	2,56[illegible]		-	52
All other	107	28,417	667	31,071	26	561	26	228	7,235	7	9	3,0[illegible]		269	17,951	--	--	110
All other products	398	430,365	3,815	173,015	162	1,529	79	869	17,319	6	40	1,489	--	1,7[illegible]	83,249	184	--	169
PETROLEUM BULK STATIONS AND TERMINALS																		
														SALESMEN		TRUCK OPERATORS AND HAULERS		
Petroleum and its products	4,993	2,512,238	64,[illegible]	2,[illegible]	7,93[illegible]	52,965	2,3[illegible]	3,277	291,911	35[illegible]			---	11,581	19[illegible]	11	2[illegible]	[illegible]
AGENTS AND BROKERS																		
														BUYING AND SELLING EMPLOYEES				
AGENTS AND BROKERS	3,[illegible]	7,154,477	58,947	2,411,173	12,935	117,015	3,571	21,245	236,845	1,264			-	15,1[illegible]	174,[illegible]	8[illegible]		32,4[illegible]
Amusement and sporting goods	67	12,574	264	1,353	13	216	39	121	2,729	8	-	-	--	82	3,5[illegible]	0	-	45
Automotive	155	87,410	613	20,966	48	606	79	269	7,370	7	-		-	158	1[illegible],006	11		[illegible]
Beer, wine, and liquors	45	21,436	171	1,197	26	394	48	91	1,560	6				69	3,2[illegible]	[illegible]		[illegible]
Chemicals and paints	156	75,835	711	36,634	49	511	126	326	9,1[illegible]	14				1[illegible]	1,11[illegible]	[illegible]		[illegible]
Clothing and furnishings	4[illegible]	555,[illegible]	7,[illegible]	117,931	93	1,[illegible]	274	1,155	25,[illegible]	32		-	-	1,[illegible]	34,126	3[illegible]		3[illegible]
Clothing and furnishings, general line	9[illegible]	47,261	3[illegible]	10,17[illegible]	15	1[illegible]	44	1[illegible]	3,[illegible]	7				1[illegible]	5,[illegible]	1		4[illegible]
Men's and boys' clothing	5[illegible]	5[illegible],[illegible]	34[illegible]	17,715	14	2[illegible]	4[illegible]	141	3,[illegible]					2[illegible]	3,[illegible]	1		2[illegible]
Women's and misses' clothing	24[illegible]	2[illegible],[illegible]	1,7[illegible]	46,7[illegible]	49	744	47	[illegible]	11,[illegible]	1[illegible]			--	82	3[illegible]	17		1[illegible]
Furs, [illegible]	44	1[illegible],[illegible]	208	7,029	4	115	21	94	1,961				--	43	1,[illegible]			[illegible]
Millinery and [illegible]	6	1[illegible],[illegible]	292	6,[illegible]	4	63	23	[illegible]	1,941	2			--	1[illegible]	3,[illegible]	1		[illegible]
Shoes and [illegible]	[illegible]	[illegible]	50	1,[illegible]	7	[illegible]	3	[illegible]	[illegible]	2			--	[illegible]	[illegible]	7		[illegible]
[illegible]	[illegible]	[illegible]	1,[illegible]	[illegible]	[illegible]	[illegible]	17[illegible]	[illegible]	[illegible]	[illegible]				[illegible]	22,[illegible]	1[illegible]		[illegible]
Drugs and [illegible]	6[illegible]	[illegible]	4[illegible]	[illegible]	[illegible]	1[illegible]	[illegible]	1[illegible]	[illegible]	4				1[illegible]	[illegible]	1		[illegible]
Dry goods [illegible]	[illegible]	[illegible]	[illegible]	[illegible]	[illegible]	[illegible]	1[illegible]	[illegible]	[illegible]	[illegible]				[illegible]	[illegible]	2		[illegible]

x Withheld to avoid [illegible]

TABLE 3.—ANALYSIS OF EMPLOYMENT AND PAY ROLL BY OCCUPATIONAL GROUPS

UNITED STATES SUMMARY

AGENTS AND BROKERS—Con.

KINDS OF BUSINESS	ESTABLISHMENTS PERFORMING BUSINESS IN OCCUPATIONAL GROUP	TOTAL EMPLOYEES REPORTED IN OCCUPATIONAL GROUP																							
AGENTS AND BROKERS—Con.																									
Dry goods (specialty lines)	486	$1,085,090	5,837	$333,873	117	$1,289	369	3,017	$96,431	17	-	-	-	-	1,271	$12[illegible]	83	-	-	-	680	$18,571	17
Hosiery and lingerie	95	79,920	697	35,586	36	302	77	354	8,321	2	-	-	-	-	286	1,7[illegible]	33	-	-	-	41	521	1
Notions	46	30,654	548	15,619	15	124	28	204	5,519	-	-	-	-	-	51	2,[illegible]	14	-	-	-	273	6,428	1
Piece goods:																									
General line	10	1[illegible],511	558	39,715	-	-	32	344	1[illegible]	-	-	-	-	-	1[illegible]	[illegible]	-	-	-	-	13	215	
Cotton	116	135,389	2,375	158,068	3	34	124	1,339	4[illegible],323	1	-	-	-	-	[illegible]	[illegible]	1	-	-	-	173	6,407	1
Silk, linen, rayon, and velvet	36	15,381	282	11,924	8	63	27	1[illegible]	2,400	2	-	-	-	-	181	1,[illegible]	3	-	-	-	19	1,069	3
Woolen and worsted	64	127,273	783	46,487	12	177	42	379	11,694	7	-	-	-	-	298	2[illegible],941	6	-	-	-	76	1,913	3
Other	74	52,453	406	19,120	29	383	49	291	5,944	6	-	-	-	-	127	7,743	20	-	-	-	48	1,362	2
Other dry goods specialties	43	17,509	188	8,334	14	425	18	96	2,284	7	-	-	-	-	40	2,[illegible]	5	-	-	-	24	548	5
Electrical goods	390	87,603	1,494	54,721	132	1,524	183	635	15,994	48	-	-	-	-	491	20,[illegible]	59	-	-	-	185	4,800	27
Electrical merchandise (general line)	17	8,248	196	4,777	7	141	6	48	1,323	2	-	-	-	-	47	2,3[illegible]	4	-	-	-	9	245	1
Apparatus and equipment	73	19,281	241	10,533	23	562	35	106	2,485	8	-	-	-	-	76	4,[illegible]	5	-	-	-	28	976	12
Wiring supplies and construction materials	94	23,281	344	12,265	25	281	43	147	3,[illegible]	13	-	-	-	-	196	4,711	9	-	-	-	49	1,[illegible]	6
Radios and equipment	50	13,122	176	5,453	11	193	16	96	2,172	6	-	-	-	-	43	1,[illegible]	3	-	-	-	24	4[illegible]	2
All other	146	26,071	626	21,598	66	727	81	248	6,501	17	-	-	-	-	122	7,526	43	-	-	-	75	1,827	6
Farm products—raw materials	1,185	1,471,280	22,924	489,014	9,930	76,038	724	3,[illegible]	131,79[illegible]	643	-	-	-	-	1,[illegible]	75,[illegible]	20[illegible]	-	-	-	17,002	21[illegible],44[illegible]	5,927
Cotton	171	193,336	683	24,986	78	1,136	63	296	8,244	16	-	-	-	-	123	7,[illegible]	16	-	-	-	201	2,345	44
Grains	153	295,457	1,059	46,873	37	642	167	975	18,324	12	-	-	-	-	155	7,355	5	-	-	-	14[illegible]	5,030	20
Hides, skins, and raw furs	66	58,792	282	13,197	21	393	68	89	2,981	3	-	-	-	-	37	2,[illegible]	2	-	-	-	98	2,114	13
Horses and mules	22	9,508	125	2,926	78	681	11	2[illegible]	590	5	-	-	-	-	11	362	4	-	-	-	81	1,226	69
Livestock	324	566,146	2,237	69,175	1,209	8,203	164	531	14,[illegible]	167	-	-	-	-	298	26,[illegible]	124	-	-	-	824	14,637	918
Tobacco (leaf)	339	222,669	18,225	313,328	8,011	63,903	161	1,726	80,5[illegible]	434	-	-	-	-	630	31,[illegible]	43	-	-	-	15,714	188,716	7,924
Wool and mohair	36	62,444	150	7,337	87	946	21	86	2,037	2	-	-	-	-	26	1,932	-	-	-	-	24	927	45
All other	42	64,928	203	10,092	9	74	49	137	3,975	4	-	-	-	-	9	666	1	-	-	-	8	136	4
Farm products—consumer goods	637	513,725	4,745	183,321	503	6,598	528	1,386	43,17[illegible]	59	-	-	-	-	1,1[illegible]	50,[illegible]	27	-	-	-	1,718	44,[illegible]	437
Dairy and poultry products	43	52,541	230	10,865	8	124	40	104	3,11[illegible]	3	-	-	-	-	23	2,57[illegible]	-	-	-	-	31	933	5
Poultry and poultry products	87	47,961	394	16,682	80	1,476	58	96	2,577	3	-	-	-	-	87	3,869	3	-	-	-	153	4,729	72
Fruits and vegetables (fresh)	440	265,557	3,368	123,513	289	3,253	316	869	[illegible],343	28	-	-	-	-	906	39,[illegible]	19	-	-	-	1,277	35,44[illegible]	222
All other	87	147,766	753	32,261	146	2,146	114	319	12,039	5	-	-	-	-	69	4,101	3	-	-	-	251	5,490	138
Farm supplies	72	69,596	288	13,454	16	144	53	156	4,194	6	-	-	-	-	47	2,581	1	-	-	-	32	546	9
Furniture and house furnishings	296	64,431	1,320	51,159	176	3,451	155	442	10,209	29	-	-	-	-	542	24,678	27	-	-	-	191	3,867	80
Groceries and foods (specialty lines)	1,331	1,401,595	6,313	278,352	354	3,169	907	2,949	81,222	102	-	-	-	-	1,996	85,467	63	-	-	-	461	14,541	187
Canned foods	343	288,851	1,722	79,357	96	943	256	832	21,582	37	-	-	-	-	552	27,925	23	-	-	-	82	2,060	36
Coffee, tea, and spices	61	102,404	244	11,818	11	65	27	161	4,915	5	-	-	-	-	62	3,611	1	-	-	-	4	152	5
Fish and sea foods	36	9,334	147	5,791	13	138	36	39	1,151	3	-	-	-	-	42	1,557	1	-	-	-	30	664	9
Flour	48	39,685	188	8,547	8	(x)	27	84	2,683	1	-	-	-	-	65	3,350	5	-	-	-	12	317	2
Meats and provisions	34	75,668	191	9,421	1	(x)	32	79	2,429	-	-	-	-	-	61	3,071	1	-	-	-	19	791	-
Other food and grocery specialties	809	880,657	3,821	163,418	225	1,984	529	1,764	48,482	56	-	-	-	-	1,214	56,187	34	-	-	-	314	6,577	135
Hardware	121	32,422	435	18,336	33	364	62	253	8,17[illegible]	16	-	-	-	-	14[illegible]	7,067	1[illegible]	-	-	-	41	685	7
Jewelry	25	5,048	64	3,526	2	19	7	33	820	2	-	-	-	-	32	1,353	-	-	-	-	12	351	-
Lumber and construction materials	349	1[illegible],240	1,350	65,[illegible]	22[illegible]	4,1[illegible]	477	561	12,22[illegible]	45	-	-	-	-	4[illegible]	20,841	3[illegible]	-	-	-	142	4,595	124
Builders' supplies (general line)	15	1,959	38	1,657	8	179	11	8	171	3	-	-	-	-	12	947	1	-	-	-	7	273	4
Lumber and millwork	195	95,797	859	42,650	112	2,211	167	387	11,[illegible]	33	-	-	-	-	247	13,[illegible]	44	-	-	-	58	2,147	35
Brick, tile, and terra cotta	33	8,109	122	5,832	23	143	29	38	1,042	3	-	-	-	-	36	1,6[illegible]	-	-	-	-	19	508	20
All other	106	14,379	361	15,427	77	1,576	70	128	3,430	6	-	-	-	-	105	4,079	5	-	-	-	38	1,665	65
Machinery—equipment—supplies	1,159	227,030	6,427	265,441	350	5,363	105	2,001	54,720	111	-	-	-	-	2,341	106,23[illegible]	77	-	-	-	1,416	46,195	162
Commercial equipment and supplies	343	30,876	3,098	114,165	56	621	52	612	14,53[illegible]	20	-	-	-	-	1,411	60,1[illegible]	14	-	-	-	1,023	35,661	24
Farm and dairy	28	2,979	129	4,408	11	96	17	49	1,155	6	-	-	-	-	27	9[illegible]	-	-	-	-	32	604	5
Industrial machinery, equipment, and supplies	638	155,993	2,602	119,[illegible]	2[illegible]	[illegible],[illegible]	424	1,113	31,453	60	-	-	-	-	764	38,[illegible]	[illegible]	-	-	-	301	7,939	100
Professional equipment and supplies	39	9,765	183	5,670	42	567	20	118	2,7[illegible]	10	-	-	-	-	23	[illegible]	[illegible]	-	-	-	22	513	23
Service equipment and supplies	43	6,234	157	7,564	14	150	23	51	1,450	5	-	-	-	-	39	1,[illegible]	5	-	-	-	24	831	4
Transportation equipment and supplies	68	19,809	262	14,469	16	280	69	118	3,425	10	-	-	-	-	61	2,[illegible]	2	-	-	-	14	447	6

x Withheld to avoid disclosure.

TABLE 3. ANALYSIS OF EMPLOYMENT AND PAY ROLL BY OCCUPATIONAL GROUPS

[illegible] OPERATION, BY KINDS OF BUSINESS—Continued

Figures are for week ended [illegible] 21, 1939, [illegible]

TYPE OF OPERATION, KIND OF BUSINESS	ESTABLISHMENTS REPORTING EMPLOYEES BY OCCUPATIONAL GROUPS: Number	Sales ($1,000)	TOTAL EMPLOYEES REPORTED BY OCCUPATIONAL GROUPS: Full-time Number	Full-time Pay roll	Part-time Number	Part-time Pay roll	[illegible]	OFFICE AND CLERICAL EMPLOYEES: Full-time Number	Full-time Pay roll	Number part-time	INSIDE SELLING EMPLOYEES: Full-time Number	Full-time Pay roll	Number part-time	PACKING AND SHIPPING EMPLOYEES: Full-time Number	Full-time Pay roll	Number part-time	TRUCK OPERATORS AND CHAUFFEURS: Full-time Number	Full-time Pay roll	Number part-time	ALL OTHER: Full-time Number	Full-time Pay roll	Number part-time
AGENTS AND BROKERS—Con.																						
KINDS OF BUSINESS																						
AGENTS AND BROKERS—Con.																						
Metals and metal work (except scrap)	217	$234,792	1,118	$56,555	110	$2,536	137	500	$15,373	25	-	-	-	326	$18,860	28	-	-	-	155	$4,292	57
Paper and its products	1[illegible]	[illegible],626	81[illegible]	3[illegible],[illegible]	[illegible]	4[illegible]	1[illegible]	343	9,71[illegible]	1[illegible]	-	-	-	28[illegible]	1[illegible],1[illegible]	12	-	-	-	72	1,710	9
Petroleum and its products	66	67,[illegible]58	261	14,674	14	421	57	134	4,037	3	-	-	-	55	2,[illegible]34	3	-	-	-	15	371	8
Plumbing and heating equipment and supplies	1[illegible]	27,[illegible]9	7[illegible]1	2[illegible],[illegible]	[illegible]2	1,204	90	26[illegible]	[illegible]	13	-	-	-	27[illegible]	11,369	[illegible]	-	-	-	86	2,751	24
Heating (including stoves and ranges)	73	[illegible],61[illegible]	27[illegible]	9,566	21	26[illegible]	26	10[illegible]	2,153	3	-	-	-	121	4,[illegible]	[illegible]	-	-	-	31	[illegible]	1[illegible]
Plumbing fixtures, equipment, and supplies	5[illegible]	13,[illegible]	1[illegible]	7,743	32	808	20	74	1,817	3	-	-	-	71	7,742	17	-	-	-	23	60[illegible]	12
All other	60	6,[illegible]	24[illegible]	[illegible],243	9	1[illegible]8	44	91	2,100	7	-	-	-	78	3,075	-	-	-	-	32	1,318	2
Tobacco and its products (except leaf)	1[illegible]	1[illegible],237	103	4,277	747	1,71[illegible]	10	43	1,651	-	-	-	-	[illegible]	1,[illegible]	-	-	-	-	-	-	747
Waste materials	[illegible]	3[illegible],[illegible]	21[illegible]	13,558	3	[illegible]5	38	119	3,75[illegible]	3	-	-	-	3[illegible]	1,[illegible]	-	-	-	-	17	346	-
All other products	514	714,[illegible]14	3,850	180,851	237	3,174	456	1,870	52,628	56	-	-	-	1,014	[illegible],47[illegible]	[illegible]	-	-	-	51[illegible]	13,703	11[illegible]
Books, periodicals, and newspapers	3[illegible]	11,[illegible]04	503	14,705	2[illegible]	147	13	244	5,371	5	-	-	-	11[illegible]	4,17[illegible]	4	-	-	-	1[illegible]	3,[illegible]42	13
Flowers and nursery stock	45	7,979	37[illegible]	11,971	[illegible]	199	47	[illegible]1	1,471	2	-	-	-	151	4,[illegible]63	3	-	-	-	116	[illegible],35[illegible]	3
General merchandise	63	1[illegible]2,1[illegible]6	85[illegible]	4[illegible],765	3[illegible]	[illegible]37	98	55[illegible]	15,[illegible]54	19	-	-	-	1[illegible]	14,1[illegible]	-	-	-	-	2[illegible]	695	12
Leather and shoe findings	65	46,0[illegible]	276	14,732	12	80	44	1[illegible]4	2,643	7	-	-	-	75	4,7[illegible]	-	-	-	-	53	1,39[illegible]	5
[illegible]	41	13[illegible],72[illegible]	198	11,[illegible]32	6	56	41	112	3,897	1	-	-	-	37	[illegible]	-	-	-	-	8	383	5
Textiles and materials (other than dry goods)	2[illegible]	41,2[illegible]	3[illegible]4	1[illegible],52[illegible]	[illegible]	52	1[illegible]	21[illegible]	6,210	1	-	-	-	1[illegible]7	[illegible],47[illegible]	-	-	-	-	[illegible]4	1,441	6
Yarn	6[illegible]	13[illegible],71[illegible]	41[illegible]	2[illegible],[illegible]73	2[illegible]	40[illegible]	48	21[illegible]	[illegible],47[illegible]	2	-	-	-	1[illegible]3	1[illegible],[illegible]4	1[illegible]	-	-	-	1[illegible]	1,3[illegible]	2
Miscellaneous kinds of business	[illegible]7	1[illegible]	[illegible]	4[illegible],848	131	1,998	141	3[illegible]	1[illegible],[illegible]11	13	-	-	-	113	1[illegible],[illegible]	46	-	-	-	[illegible]	3,[illegible]93	[illegible]2
ASSEMBLERS (MAINLY FARM PRODUCTS)																						
KINDS OF BUSINESS																						
ASSEMBLERS (Mainly farm products)	[illegible]1,354	2,100,7[illegible]9	1[illegible]4,[illegible]	2,1[illegible]2,[illegible]4	5[illegible],40[illegible]	64[illegible],1[illegible]	[illegible],15[illegible]	7,9[illegible]7	2[illegible]7,2[illegible]7	1,[illegible]29	-	-	-	11,[illegible]74	[illegible]93,[illegible]	1,[illegible]96	-	-	-	82,543	1,436,[illegible]54	4[illegible]96[illegible]
Farm products—raw materials	[illegible],447	1,1[illegible],[illegible]	[illegible]7,[illegible]	[illegible]73,4[illegible]3	1[illegible],[illegible]6[illegible]	[illegible]9,[illegible]1	1,449	[illegible],4[illegible]2	[illegible],[illegible]53	390	-	-	-	[illegible]	1[illegible]4,347	[illegible],114	-	-	-	1[illegible],[illegible]	[illegible]	[illegible]
Cotton	333	177,948	1,53[illegible]	38,1[illegible]9	349	3,982	7[illegible]	50[illegible]	1[illegible],42[illegible]	[illegible]5	-	-	-	34[illegible]	1[illegible],47[illegible]	42	-	-	-	[illegible]19	8,2[illegible]3	13[illegible]
Grain	4,790	496,497	13,84[illegible]	30[illegible],3[illegible]	3,7[illegible]7	42,[illegible]	1,03[illegible]	1,97[illegible]	46,546	134	-	-	-	[illegible],97[illegible]	[illegible]	504	-	-	-	[illegible]	[illegible]	[illegible],1[illegible]9
Hides, skins, and raw furs	54	7,13[illegible]	[illegible]	[illegible],420	1[illegible]	7[illegible]	16	37	7[illegible]	4	-	-	-	45	7[illegible]	1	-	-	-	12[illegible]	2,[illegible]	[illegible]
Livestock	7[illegible]	35[illegible],[illegible]	2,771	[illegible]	1,[illegible]14	7,[illegible]	147	47[illegible]	11,38[illegible]	1[illegible]	-	-	-	[illegible]	26,[illegible]	12[illegible]	-	-	-	1,342	[illegible]	[illegible]
Tobacco (leaf)	1[illegible]	[illegible]7,73[illegible]	[illegible]	1[illegible],[illegible]46	3,311	30,935	39	21[illegible]	[illegible],458	34	-	-	-	[illegible]	14,[illegible]	365	-	-	-	[illegible],[illegible]74	[illegible]	[illegible],912
Wool and mohair	[illegible]3	3[illegible],094	4[illegible]4	11,[illegible]8	27[illegible]	[illegible],746	30	92	3,72[illegible]	[illegible]	-	-	-	[illegible]	[illegible],7[illegible]	[illegible]	-	-	-	2[illegible]	4,[illegible]4	1[illegible]
All other	2[illegible]	57,[illegible]	2,541	47,149	1,324	11,141	112	200	4,759	9	-	-	-	227	5,315	7	-	-	-	[illegible]	17,177	1,308
Farm products—consumer goods	4,134	[illegible],4[illegible]1	[illegible]	1,34[illegible],[illegible]	3[illegible],7[illegible]	474,1[illegible]	1,471	3,[illegible]5[illegible]	1[illegible]4,[illegible]2	[illegible]6[illegible]	-	-	-	4,42[illegible]	1[illegible],[illegible]	[illegible]	-	-	-	5[illegible],[illegible]	[illegible]	3[illegible],[illegible]
Dairy products	47[illegible]	19[illegible],4[illegible]	1,[illegible]	117,74[illegible]	29[illegible]	[illegible],497	[illegible]	597	14,[illegible]	4[illegible]	-	-	-	[illegible]	2,[illegible]	[illegible]	-	-	-	2,4[illegible]	[illegible]	[illegible]
Dairy and poultry products	767	48,[illegible]	[illegible]	[illegible],[illegible]30	1,279	[illegible],[illegible]2	[illegible]3	215	3,82[illegible]	47	-	-	-	[illegible]	1[illegible],[illegible]	2[illegible]	-	-	-	94[illegible]	[illegible]	[illegible]
Poultry and poultry products	880	11[illegible],[illegible]	4,[illegible]	8[illegible],979	3,[illegible]	3[illegible],[illegible]	125	389	7,936	89	-	-	-	[illegible]	1[illegible],713	[illegible]	-	-	-	[illegible],1[illegible]	4,[illegible]	[illegible],574
Fruits and vegetables (fresh)	1,[illegible]	13[illegible],3[illegible]	1[illegible]	[illegible],4[illegible]	11,[illegible]	1[illegible],2[illegible]	[illegible]31	[illegible]	[illegible],[illegible]1[illegible]	363	-	-	-	[illegible]	[illegible]	[illegible]	-	-	-	1[illegible],[illegible]	[illegible]	[illegible]
Fresh fruits only	917	35[illegible],[illegible]	[illegible]	[illegible],147	[illegible]	[illegible]	[illegible]	1,[illegible]	[illegible]	119	-	-	-	[illegible]	4[illegible]	[illegible]	-	-	-	[illegible]	[illegible]	[illegible]
All other	[illegible]	[illegible]	[illegible]	[illegible]	[illegible]	1,[illegible]	2[illegible]	2[illegible]	47[illegible]	-	-	-	-	23	4[illegible]	1	-	-	-	[illegible]	1,[illegible]4[illegible]	1[illegible]
Farm supplies	[illegible]	[illegible]4,1[illegible]	[illegible]	[illegible]	[illegible]	1,[illegible]4	[illegible]	13[illegible]	[illegible],[illegible]17	[illegible]4	-	-	-	1[illegible]	4,[illegible]	[illegible]	-	-	-	749	1[illegible],13[illegible]	[illegible]
Feed	[illegible]	[illegible]	[illegible]	[illegible]	[illegible]	41[illegible]	[illegible]	4[illegible]	[illegible]	1	-	-	-	[illegible]4	1,[illegible]	[illegible]	-	-	-	[illegible]	[illegible],3[illegible]	[illegible]
Seeds	[illegible]4	[illegible]	[illegible]	[illegible]	1[illegible]4	[illegible],[illegible]	3[illegible]	[illegible]	9[illegible]	[illegible]	-	-	-	3[illegible]	1,[illegible]	[illegible]	-	-	-	4[illegible]	[illegible]	[illegible]
All other	[illegible]	[illegible],45[illegible]	[illegible]	[illegible]	1[illegible]	1,3[illegible]	1[illegible]	47	1,[illegible]	[illegible]	-	-	-	[illegible]	[illegible]	-	-	-	-	[illegible]	[illegible]	11[illegible]
Groceries and food specialty lines	[illegible]11	[illegible]	[illegible],4[illegible]	[illegible]	[illegible]	[illegible]	[illegible]	469	13,13[illegible]	[illegible]4[illegible]	-	-	-	174	4,[illegible]	[illegible]	-	-	-	9,[illegible]	[illegible]	[illegible]
Fish and sea foods	[illegible]	[illegible]	[illegible]	[illegible]	[illegible]	34,173	1[illegible]5	[illegible]	1,4[illegible]	[illegible]	-	-	-	[illegible]	[illegible]	[illegible]4	-	-	-	4,[illegible]	[illegible]	[illegible],60[illegible]
Other food and grocery specialties	153	4[illegible],[illegible]	5,3[illegible]	[illegible]	[illegible]	[illegible],11[illegible]	[illegible]	[illegible]1	[illegible]	144	-	-	-	[illegible]	[illegible],[illegible]4[illegible]	4	-	-	-	4,[illegible]	[illegible]	[illegible]
All other products	[illegible]	1,4[illegible]	[illegible]	[illegible]	[illegible]	[illegible]	10	[illegible]	169	1	-	-	-	4[illegible]	[illegible]	-	-	-	-	3	[illegible]	26

TABLE 4.—BUSINESS SIZE—WHOLESALE MERCHANTS

ESTABLISHMENTS, SALES, EXPENSES, PERSONNEL, AND PAY ROLL

KINDS OF BUSINESS BY NET-SALES-SIZE GROUPS

UNITED STATES SUMMARY

KIND OF BUSINESS / BUSINESS-SIZE GROUP	Number of establishments	Sales (add 000)	OPERATING EXPENSES (including pay roll) Amount (add 000)	Per cent of sales	Active proprietors	Number of employees* Average for year	Total pay roll* (add 000)
UNITED STATES TOTAL	[illegible]794	$[illegible]	$2,[illegible]	13.7	66534	[illegible]	$1,358,[illegible]
$2,000,000 and over	1102	[illegible]	445,878	8.9	224	113,106	219,892
$1,000,000 - $1,999,999	[illegible]	2,792,112	344,558	12.3	653	98,964	184,39[illegible]
$500,000 - $999,999	[illegible]	3,482,371	470,112	13.5	2060	139,676	245,073
$300,000 - $499,999	6195	[illegible]	[illegible]	14.9	[illegible]	110,430	184,631
$200,000 - $299,999	[illegible]	1,641,459	264,246	16.1	3744	85,429	135,151
$100,000 - $199,999	14226	2,017,339	[illegible]	[illegible]	9242	124,492	182,566
$50,000 - $99,999	16971	1,213,777	[illegible]	[illegible]	[illegible]	89,190	117,681
$10,000 - $49,999	[illegible]	810,906	173,558	21.4	[illegible]	[illegible]	83,080
Under $10,000	[illegible]	[illegible]	15,201	[illegible]	[illegible]	[illegible]	6,135
AMUSEMENT AND SPORTING GOODS							
AMUSEMENT AND SPORTING GOODS	1,255	135,765	26,558	19.6	797	8,301	13,462
BICYCLES AND SUPPLIES	40	5,[illegible]	899	18.[illegible]	18	336	496
$200,000 and over	5	2,277	390	17.1	1	127	211
$100,000 - $199,999	14	1,920	322	16.8	6	126	184
$50,000 - $99,999	8	557	130	23.3	3	52	77
$10,000 - $49,999	[illegible]	227	51	22.5	3	23	21
Under $10,000	5	24	6	25.[illegible]	5	6	3
CAMERAS AND PHOTOGRAPHIC SUPPLIES	1[illegible]5	12,356	2,404	19.5	65	798	1,225
$300,000 and over	7	4,825	881	18.3	2	271	472
$200,000 - $299,999	7	1,846	313	17.0	2	83	155
$100,000 - $199,999	18	2,573	519	20.2	10	172	245
$50,000 - $99,999	24	1,814	373	20.6	14	141	203
$10,000 - $49,999	39	1,233	296	24.0	29	121	141
Under $10,000	1	65	22	33.8	8	10	9
MOTION PICTURE EQUIPMENT AND SUPPLIES (EXCEPT FILMS)	64	9,950	1,511	15.2	14	409	759
$300,000 and over	7	3,809	419	11.0	---	111	210
$200,000 - $299,999	15	3,543	542	15.3	---	126	268
$100,000 - $199,999	11	1,447	255	19.7	3	70	154
$50,000 - $99,999	9	678	143	21.1	3	45	71
$10,000 - $49,999	17	453	114	25.2	7	48	50
Under $10,000	5	20	8	40.0	1	7	6
MOTION PICTURE FILM EXCHANGES	203	22,269	4,272	19.2	60	1,231	2,452
$300,000 and over	9	14,609	1,370	9.4	---	224	777
$200,000 - $299,999	7	1,694	476	28.1	---	110	265
$100,000 - $199,999	15	2,005	616	30.7	6	205	358
$50,000 - $99,999	21	1,332	52[illegible]	39.7	3	190	300
$10,000 - $49,999	95	2,357	1,146	48.6	50	431	679
Under $10,000	56	272	135	49.6	21	71	73
SPORTING GOODS	224	36,720	6,786	18.5	114	2,063	3,304
$500,000 and over	11	16,039	2,496	15.6	---	735	1,295
$300,000 - $499,999	14	5,392	1,059	19.6	2	297	529
$200,000 - $299,999	15	3,650	666	18.2	2	212	313
$100,000 - $199,999	34	5,082	1,096	21.6	21	319	511
$50,000 - $99,999	58	4,187	909	21.7	18	283	417
$10,000 - $49,999	76	2,280	537	23.6	62	204	230
Under $10,000	16	90	23	25.6	9	13	9
TOYS, NOVELTIES, AND FIREWORKS	4[illegible]1	37,950	8,080	21.3	413	2,630	3,838
$1,000,000 - $1,999,999	[illegible]	6,768	1,316	19.4	---	265	630
$500,000 - $999,999	9	5,379	968	18.0	5	279	466
$300,000 - $499,999	13	4,839	911	18.8	8	292	413
$200,000 - $299,999	17	4,300	977	22.7	9	339	555
$100,000 - $199,999	[illegible]	4,757	1,10[illegible]	23.2	29	397	554
$50,000 - $99,999	80	5,728	1,360	23.7	67	459	612
Under $50,000	[illegible]	6,179	1,446	23.4	295	539	608
ALL OTHER	13[illegible]	11,515	2,606	[illegible]	113	834	1,389
$500,000 - $999,999	[illegible]	4,113	973	[illegible]	3	311	466
$200,000 - $499,999	7	2,500	540	21.6	2	130	330
$100,000 - $199,999	15	2,141	441	20.6	12	142	257
$50,000 - $99,999	16	1,159	267	23.0	13	91	145
$10,000 - $49,999	[illegible]	1,398	374	26.8	47	136	170
Under $10,000	36	200	51	25.5	36	14	20

KIND OF BUSINESS / BUSINESS-SIZE GROUP	Number of establishments	Sales (add 000)	OPERATING EXPENSES (including pay roll) Amount (add 000)	Per cent of sales	Active proprietors	Number of employees* Average for year	Total pay roll* (add 000)
AUTOMOTIVE							
AUTOMOTIVE	7,912	$1,954,834	$214,821	11.0	5,202	71,513	$114,000
AUTOMOBILES (NEW AND USED)	567	1,300,976	65,253	5.0	215	17,140	31,595
$2,000,000 and over	151	1,102,149	44,142	4.0	3	9,454	19,692
$1,000,000 - $1,999,999	61	91,029	8,591	9.4	15	2,973	4,981
$500,000 - $999,999	81	59,025	6,059	10.3	24	2,414	3,478
$300,000 - $499,999	68	26,832	3,159	11.8	31	1,156	1,709
$200,000 - $299,999	25	6,280	806	12.8	14	290	409
$100,000 - $199,999	57	9,723	1,423	14.6	37	506	751
$50,000 - $99,999	64	4,263	818	19.2	39	267	470
$10,000 - $49,999	53	1,628	245	15.0	43	77	103
Under $10,000	7	47	10	21.3	9	3	2
TRUCKS AND TRACTORS	577	66,296	11,639	17.6	415	3,990	6,455
$1,000,000 - $1,999,999	7	8,911	1,678	18.8	---	460	956
$500,000 - $999,999	18	12,152	2,113	17.4	---	535	1,139
$300,000 - $499,999	23	8,429	1,249	14.8	4	470	871
$200,000 - $299,999	31	7,319	1,139	15.6	11	374	627
$100,000 - $199,999	88	12,219	2,136	17.5	48	772	1,179
$50,000 - $99,999	147	10,542	1,944	18.4	112	767	1,009
$10,000 - $49,999	236	6,549	1,329	20.3	219	584	646
Under $10,000	27	175	51	29.1	21	28	28
AUTOMOTIVE ACCESSORIES AND EQUIPMENT	2,827	257,123	59,971	23.3	1,826	22,186	33,033
$2,000,000 and over	6	15,856	2,320	14.6	---	809	1,351
$1,000,000 - $1,999,999	11	15,277	2,048	13.4	2	828	1,263
$500,000 - $999,999	39	27,794	5,802	20.9	11	1,988	3,288
$300,000 - $499,999	73	27,100	6,759	24.9	24	2,239	3,874
$200,000 - $299,999	131	31,620	7,757	24.5	32	2,634	4,374
$100,000 - $199,999	408	56,609	14,294	25.3	224	5,276	7,921
$50,000 - $99,999	668	47,288	11,959	25.3	373	4,541	6,435
$10,000 - $49,999	1,208	33,895	8,542	25.2	930	3,657	4,341
Under $10,000	283	1,684	490	29.1	230	214	186
AUTOMOTIVE PARTS	3,310	253,482	66,783	26.3	2,240	24,745	37,248
$1,000,000 and over	22	32,139	6,702	20.9	---	1,917	3,260
$500,000 - $999,999	42	29,232	6,996	23.9	3	2,076	3,666
$300,000 - $499,999	59	22,212	5,748	25.9	6	2,019	3,451
$200,000 - $299,999	92	22,173	6,292	28.4	30	2,250	3,743
$100,000 - $199,999	361	49,610	14,190	28.6	152	5,225	8,291
$50,000 - $99,999	733	51,242	13,787	26.9	460	5,510	7,896
$10,000 - $49,999	1,636	44,546	12,326	27.7	1,250	5,408	6,625
Under $10,000	365	2,328	722	31.0	339	340	316
TIRES AND TUBES	631	76,957	11,195	14.5	506	3,452	5,669
$500,000 and over	18	34,494	2,574	7.5	9	546	1,292
$300,000 - $499,999	16	6,077	1,097	18.1	10	283	594
$200,000 - $299,999	33	8,076	1,539	19.1	17	428	687
$100,000 - $199,999	91	12,512	2,466	19.7	73	788	1,274
$50,000 - $99,999	127	9,026	1,940	21.5	85	691	1,006
$10,000 - $49,999	249	6,171	1,432	23.2	213	636	753
Under $10,000	97	601	147	24.5	99	80	63
BEER, WINES, AND LIQUORS							
BEER, WINES, AND LIQUORS	5,986	1,171,509	150,605	12.9	4,342	43,400	69,073
BEER AND ALE	4,652	491,557	76,104	15.5	3,700	23,017	31,442
$1,000,000 and over	11	19,736	3,147	15.9	3	714	1,253
$500,000 - $999,999	97	63,515	9,717	15.3	32	2,676	4,733
$300,000 - $499,999	182	69,130	10,483	15.2	101	2,951	4,689
$200,000 - $299,999	311	75,458	11,496	15.2	203	3,359	4,937
$100,000 - $199,999	889	122,516	19,714	16.1	640	5,872	7,891
$50,000 - $99,999	1,268	90,320	13,550	15.0	1,041	4,500	5,073
Under $50,000	1,894	50,882	7,997	15.7	1,680	2,945	2,866
WINES AND LIQUORS	1,334	679,952	74,501	11.0	642	20,383	37,631
$2,000,000 and over	51	208,182	19,645	9.4	5	4,727	10,682
$1,000,000 - $1,999,999	124	168,584	17,273	10.2	51	4,460	9,214
$500,000 - $999,999	194	138,042	14,959	10.8	69	4,131	7,426
$300,000 - $499,999	191	75,676	9,079	12.0	66	2,536	4,200
$200,000 - $299,999	152	36,778	4,755	12.9	72	1,459	2,185
$100,000 - $199,999	237	34,603	5,261	15.2	134	1,658	2,314
$50,000 - $99,999	166	12,104	2,258	18.7	95	819	1,017
$10,000 - $49,999	192	5,794	1,224	21.1	135	515	577
Under $10,000	27	189	47	24.9	15	16	16

* Employees and pay roll include paid executives of corporations but not the number and compensation of proprietors of unincorporated businesses.

TABLE 4.—BUSINESS SIZE—WHOLESALE MERCHANTS

ESTABLISHMENTS, SALES, EXPENSES, PERSONNEL, AND PAY ROLL—Continued
KINDS OF BUSINESS BY NET SALES SIZE GROUP

UNITED STATES SUMMARY

KIND OF BUSINESS / BUSINESS SIZE GROUP	Number of establishments	Sales (add 000)	OPERATING EXPENSES (including pay roll) Amount (add 000)	OPERATING EXPENSES Per cent of sales	Active proprietors and partners (including partnerships)	Number of employees* Average for year	Total pay roll* (add 000)
CHEMICALS AND PAINTS							
CHEMICALS AND PAINTS	1,593	$216,696	$40,175	18.5	752	10,948	$21,049
DYESTUFFS	57	20,601	3,190	15.5	28	509	1,539
$1,000,000 and over	7	8,973	1,402	15.6	---	243	715
$500,000 - $999,999	10	7,507	951	12.7	4	112	406
$200,000 - $499,999	6	1,965	393	19.8	---	66	215
$100,000 - $199,999	[illegible]	1,024	215	21.0	1	34	102
Under $100,000	26	1,112	229	20.6	23	54	101
EXPLOSIVES	49	2,824	400	14.2	25	119	173
$50,000 and over	18	2,036	271	13.3	6	72	112
$10,000 - $49,999	26	753	121	16.1	13	45	59
Under $10,000	5	35	8	22.9	6	2	2
INDUSTRIAL CHEMICALS	259	80,704	11,078	13.7	78	2,521	6,102
$2,000,000 and over	5	25,566	2,243	8.8	---	311	1,379
$1,000,000 - $1,999,999	8	10,361	1,190	11.5	2	285	608
$500,000 - $999,999	28	20,543	2,572	12.5	1	508	1,371
$300,000 - $499,999	18	6,827	1,203	17.6	2	259	662
$200,000 - $299,999	23	5,680	1,247	22.0	1	350	752
$100,000 - $199,999	48	6,795	1,392	20.5	8	384	715
$50,000 - $99,999	47	3,272	751	23.0	18	236	372
$10,000 - $49,999	61	1,541	444	28.8	28	169	232
Under $10,000	21	119	36	30.3	20	19	11
NAVAL STORES	23	11,528	1,088	9.4	8	328	532
$500,000 and over	6	8,515	624	7.3	3	211	337
$200,000 - $499,999	6	1,899	302	15.9	2	49	111
$100,000 - $199,999	[illegible]	780	91	11.7	2	35	46
Under $100,000	6	334	71	21.3	1	33	38
PAINTS AND VARNISHES	608	46,293	10,859	23.5	322	3,340	5,667
$500,000 and over	[illegible]	7,033	1,436	20.4	2	362	649
$300,000 - $499,999	17	6,452	1,366	21.2	---	362	778
$200,000 - $299,999	22	5,154	1,177	22.8	8	344	696
$100,000 - $199,999	82	11,268	2,733	24.3	32	823	1,422
$50,000 - $99,999	116	7,721	1,934	25.0	41	627	1,035
$10,000 - $49,999	305	6,302	1,603	25.5	190	773	1,039
Under $10,000	58	363	108	29.8	49	49	48
PAINTS WITH GLASS AND/OR WALLPAPER	311	28,675	7,907	27.6	136	2,590	4,012
$500,000 and over	15	6,964	1,893	27.2	---	646	1,006
$200,000 - $299,999	21	5,064	1,418	28.0	4	491	743
$100,000 - $199,999	48	6,457	1,813	28.1	22	537	937
$50,000 - $99,999	89	6,412	1,830	28.5	28	576	892
$10,000 - $49,999	126	3,699	937	25.3	74	334	428
Under $10,000	12	79	16	20.3	8	6	6
ALL OTHER	286	26,071	5,653	21.7	155	1,541	3,024
$500,000 and over	21	13,578	2,282	16.8	6	503	1,216
$200,000 - $299,999	15	3,561	1,029	28.9	11	207	515
$100,000 - $199,999	30	4,030	973	24.1	1	268	533
$50,000 - $99,999	25	1,623	407	25.1	[illegible]	123	215
$10,000 - $49,999	113	2,860	828	29.0	76	369	488
Under $10,000	82	419	134	32.0	67	71	57
CLOTHING AND FURNISHINGS							
CLOTHING AND FURNISHINGS	4,024	668,423	96,493	14.4	3,317	25,179	47,597
CLOTHING AND FURNISHINGS (GENERAL LINE)	422	61,129	8,896	14.6	402	3,016	4,662
$1,000,000 and over	5	11,020	1,640	14.9	6	629	1,048
$500,000 - $999,999	17	11,298	1,489	13.2	17	564	835
$300,000 - $499,999	23	8,191	1,277	15.6	12	374	696
$200,000 - $299,999	39	9,500	1,318	13.9	39	400	681
$100,000 - $199,999	83	12,026	1,756	14.4	84	566	882
$50,000 - $99,999	73	5,125	813	15.9	62	303	396
$10,000 - $49,999	126	3,480	548	15.7	129	216	211
Under $10,000	56	299	55	18.4	53	24	14
MEN'S AND BOYS'	1,155	150,844	21,282	14.1	1,036	5,694	12,347
$1,000,000 and over	23	34,023	3,904	11.5	6	787	2,077
$500,000 - $999,999	31	22,245	2,842	12.2	27	720	1,483
$300,000 - $499,999	68	25,891	3,870	15.1	47	974	1,846
$200,000 - $299,999	73	17,407	2,615	15.0	72	758	1,347
$100,000 - $199,999	158	22,717	3,423	15.1	128	964	1,644
$50,000 - $99,999	222	15,732	2,332	14.8	212	712	997
$10,000 - $49,999	437	11,982	1,992	16.6	396	718	986
Under $10,000	143	943	174	20.6	142	76	62
WOMEN'S AND CHILDREN'S	1,056	$21,[illegible]	$3,[illegible]	15.5	774	3,179	$6,[illegible]
$1,000,000 and over	32	[illegible]	1,127	15.3	18	1,458	3,592
$500,000 - $999,999	85	[illegible]	[illegible]	14.7	45	1,874	4,504
$300,000 - $499,999	89	33,936	[illegible]	16.1	53	1,412	2,671
$200,000 - $299,999	106	26,384	[illegible]	14.3	69	920	1,712
$100,000 - $199,999	199	38,874	4,967	[illegible]	123	1,716	2,861
$50,000 - $99,999	171	12,639	2,080	16.5	127	606	842
$10,000 - $49,999	257	8,362	1,533	18.4	249	545	634
Under $10,000	77	492	108	22.0	71	41	37
FURS, DRESSED, AND FUR CLOTHING	488	61,518	7,486	12.2	441	1,347	3,357
$1,000,000 and over	5	9,055	1,124	12.4	---	136	594
$500,000 - $999,999	14	9,222	1,054	11.4	9	158	501
$300,000 - $499,999	25	9,255	968	10.5	16	152	436
$200,000 - $299,999	33	8,077	911	11.3	21	149	413
$100,000 - $199,999	95	13,391	1,658	12.4	94	330	662
$50,000 - $99,999	119	8,344	1,150	13.8	93	247	493
$10,000 - $49,999	152	3,915	561	14.3	155	185	243
Under $10,000	45	259	60	23.2	53	14	15
MILLINERY AND MILLINERY SUPPLIES	450	62,184	10,391	16.7	331	3,176	5,234
$1,000,000 and over	5	15,786	1,415	9.0	---	235	727
$500,000 - $999,999	9	6,017	705	11.7	4	207	344
$300,000 - $499,999	28	11,524	2,295	19.9	17	644	1,141
$200,000 - $299,999	21	5,103	1,104	21.6	13	327	556
$100,000 - $199,999	77	10,954	2,088	19.0	51	657	1,023
$50,000 - $99,999	111	8,351	1,746	20.9	81	685	902
$10,000 - $49,999	157	4,092	957	23.4	125	388	450
Under $10,000	42	357	83	23.2	40	42	37
SHOES AND OTHER FOOTWEAR	453	116,182	14,838	12.8	339	3,787	7,416
$2,000,000 and over	6	13,659	1,504	11.0	---	369	610
$1,000,000 - $1,999,999	19	25,406	3,131	12.3	5	806	1,827
$500,000 - $999,999	42	28,981	3,689	12.7	24	903	1,861
$300,000 - $499,999	39	14,689	1,938	13.2	31	423	906
$200,000 - $299,999	53	12,837	1,742	13.6	37	440	809
$100,000 - $199,999	85	12,400	1,599	12.9	66	420	691
$50,000 - $99,999	71	5,013	703	14.0	49	233	313
$10,000 - $49,999	106	3,001	490	16.3	96	159	185
Under $10,000	32	196	42	21.4	31	12	12
COAL AND COKE							
COAL AND COKE	520	270,338	27,728	10.3	209	6,969	12,605
$2,000,000 and over	35	156,527	12,829	8.2	2	2,412	5,539
$1,000,000 - $1,999,999	25	34,913	4,036	11.6	---	1,155	1,961
$500,000 - $999,999	44	31,536	3,696	11.7	11	843	1,783
$300,000 - $499,999	40	15,290	1,906	12.4	2	573	928
$200,000 - $299,999	47	11,127	1,726	15.6	5	468	743
$100,000 - $199,999	84	11,945	1,874	15.7	34	691	842
$50,000 - $99,999	68	5,067	867	17.1	47	354	418
Under $50,000	177	3,921	782	19.9	104	393	366
DRUGS (GENERAL LINE)							
DRUGS (GENERAL LINE)	259	323,863	43,340	13.4	32	15,033	25,067
SERVICE WHOLESALERS (WITHOUT LIQUOR)	214	251,534	33,369	13.3	24	11,772	19,401
$2,000,000 and over	31	100,107	13,312	13.3	---	4,481	7,683
$1,000,000 - $1,999,999	64	89,148	11,698	13.1	4	4,258	8,857
$500,000 - $999,999	55	42,613	5,573	13.1	10	2,022	3,288
$300,000 - $499,999	31	13,183	1,619	12.3	3	634	1,013
$200,000 - $299,999	20	5,179	777	15.0	4	325	467
$100,000 - $199,999	7	1,074	146	13.6	1	53	86
Under $100,000	6	230	44	19.1	2	21	28
SERVICE WHOLESALERS (WITH LIQUOR)	45	72,329	9,971	13.8	8	3,261	5,666
$2,000,000 and over	10	38,[illegible]	5,255	14.7	---	1,609	2,975
$1,000,000 - $1,999,999	17	23,623	3,112	13.2	1	1,091	1,771
$500,000 - $999,999	13	10,331	1,245	12.1	7	446	740
$500,000 - $498,999	5	2,343	329	14.0	---	115	178

* Employees and pay roll include paid executives of corporations but not the number and compensation of proprietors of unincorporated businesses.

TABLE 4.—BUSINESS SIZE—WHOLESALE MERCHANTS

ESTABLISHMENTS, SALES, EXPENSES, PERSONNEL, AND PAY ROLL—Continued

KINDS OF BUSINESS BY NET-SALES SIZE GROUPS

UNITED STATES SUMMARY

KIND OF BUSINESS / BUSINESS-SIZE GROUP	Number of establishments	Sales (add 000)	Operating expenses (including pay roll): Amount (add 000)	Operating expenses: Per cent of sales	Active proprietors	Number of employees* (average for year)	Total pay roll* (add 000)
DRUGS AND DRUG SUNDRIES (SPECIALTY LINES)							
DRUGS AND DRUG SUNDRIES (SPECIALTY LINES)	1,242	$147953	$38513	26.0	725	10,307	[illegible]
PROPRIETARY MEDICINES	[illegible]	[illegible]	8,066	[illegible]	[illegible]	2,565	3,948
$500,000 and over	14	12,403	1,385	11.2	4	388	676
$300,000 - $499,999	21	8,141	[illegible]	[illegible]	2	409	824
$200,000 - $299,999	25	6,220	[illegible]	24.2	21	393	[illegible]
$100,000 - $199,999	49	[illegible]	1,171	18.1	[illegible]	397	599
$50,000 - $99,999	66	[illegible]	[illegible]	[illegible]	[illegible]	417	[illegible]
Under $50,000	216	[illegible]	[illegible]	[illegible]	139	551	677
TOILETRIES	[illegible]	45,392	17,278	[illegible]	[illegible]	4,956	7,713
$500,000 and over	19	[illegible]	[illegible]	40.0	[illegible]	[illegible]	[illegible]
$200,000 - $499,999	32	[illegible]	[illegible]	[illegible]	6	[illegible]	2,181
$100,000 - $199,999	[illegible]	[illegible]	[illegible]	29.1	9	441	[illegible]
$50,000 - $99,999	[illegible]	2,648	[illegible]	33.6	14	307	524
$10,000 - $49,999	136	3,748	[illegible]	35.2	59	586	[illegible]
Under $10,000	92	[illegible]	[illegible]	[illegible]	[illegible]	[illegible]	[illegible]
DRUG SPECIALTIES AND SUNDRIES	484	[illegible]	[illegible]	21.8	[illegible]	2,796	4,399
$300,000 and over	25	[illegible]	[illegible]	[illegible]	9	1,026	2,139
$200,000 - $299,999	11	2,739	483	17.6	5	[illegible]	264
$100,000 - $199,999	61	[illegible]	1,529	17.9	40	546	795
$50,000 - $99,999	94	[illegible]	[illegible]	[illegible]	[illegible]	445	[illegible]
$10,000 - $49,999	[illegible]	5,248	1,079	20.6	161	[illegible]	556
Under $10,000	[illegible]	[illegible]	[illegible]	[illegible]	[illegible]	[illegible]	[illegible]
DRY GOODS (GENERAL LINE)							
DRY GOODS (GENERAL LINE)	217	204,037	36,945	15.2	118	10,989	17,885
$2,000,000 and over	16	[illegible]	16,355	[illegible]	2	[illegible]	[illegible]
$1,000,000 - $1,999,999	[illegible]	[illegible]	5,158	14.5	6	[illegible]	[illegible]
$500,000 - $999,999	43	[illegible]	5,405	17.0	15	1,974	3,048
$300,000 - $499,999	[illegible]	10,177	1,467	14.4	13	485	[illegible]
$200,000 - $299,999	31	7,794	[illegible]	[illegible]	[illegible]	448	599
$100,000 - $199,999	[illegible]	6,129	1,009	16.5	[illegible]	341	[illegible]
Under $100,000	[illegible]	1,904	311	16.3	[illegible]	[illegible]	[illegible]
DRY GOODS (SPECIALTY LINES)							
DRY GOODS (SPECIALTY LINES)	2,911	479,593	[illegible]	13.1	[illegible]	17,791	31,760
HOSIERY AND LINGERIE	404	84,461	9,174	10.9	351	2,404	4,491
$1,000,000 and over	[illegible]	24,334	2,371	9.9	11	414	1,262
$500,000 - $999,999	[illegible]	19,070	1,776	9.3	25	417	828
$300,000 - $499,999	39	15,107	1,860	[illegible]	[illegible]	[illegible]	[illegible]
$200,000 - $299,999	[illegible]	[illegible]	[illegible]	[illegible]	[illegible]	[illegible]	[illegible]
$100,000 - $199,999	[illegible]	7,847	[illegible]	[illegible]	47	[illegible]	423
$50,000 - $99,999	76	5,473	[illegible]	13.7	72	[illegible]	[illegible]
$10,000 - $49,999	[illegible]	[illegible]	444	14.1	115	170	163
Under $10,000	[illegible]	[illegible]	32	19.3	26	10	9
NOTIONS	[illegible]	92,549	17,704	[illegible]	668	6,143	9,944
$500,000 and over	[illegible]	[illegible]	5,787	18.8	8	1,729	3,447
$300,000 - $499,999	[illegible]	14,229	[illegible]	21.0	17	914	1,675
$200,000 - $299,999	46	11,007	1,916	17.4	[illegible]	631	1,066
$100,000 - $199,999	[illegible]	[illegible]	[illegible]	18.2	64	[illegible]	1,495
$50,000 - $99,999	[illegible]	[illegible]	2,473	20.4	[illegible]	958	[illegible]
$10,000 - $49,999	[illegible]	[illegible]	1,776	19.1	[illegible]	[illegible]	[illegible]
Under $10,000	124	[illegible]	174	[illegible]	[illegible]	[illegible]	51
PIECE GOODS:							
GENERAL LINE	46	13,769	[illegible]	15.2	43	569	1,092
$500,000 and over	8	8,383	1,314	15.7	8	343	763
$200,000 - $499,999	9	2,638	411	15.6	6	117	190
Under $200,000	[illegible]	2,748	369	13.4	29	109	139
COTTON	282	54,752	6,329	11.6	221	1,598	3,008
$1,000,000 and over	[illegible]	10,638	[illegible]	6.7	11	165	331
$500,000 - $999,999	25	17,547	1,998	11.4	15	448	962
$300,000 - $499,999	25	9,161	[illegible]	[illegible]	[illegible]	255	546
$200,000 - $299,999	21	5,179	771	14.9	13	183	395
$100,000 - $199,999	44	6,176	791	[illegible]	[illegible]	258	372
$50,000 - $99,999	[illegible]	3,517	491	14.0	41	134	194
$10,000 - $49,999	[illegible]	[illegible]	361	15.3	71	[illegible]	157
Under $10,000	[illegible]	[illegible]	[illegible]	[illegible]	23	9	7
DRY GOODS (SPECIALTY LINES)—Con.							
PIECE GOODS—Con.							
SILK, LINEN, RAYON, AND VELVET	366	$78,148	$7,812	10.0	268	1,921	$3,901
$2,000,000 and over	5	12,642	714	5.6	4	158	371
$1,000,000 - $1,999,999	12	15,607	1,233	7.9	6	311	708
$500,000 - $999,999	[illegible]	19,893	1,757	8.8	10	355	851
$300,000 - $499,999	[illegible]	7,894	811	10.3	11	199	398
$200,000 - $299,999	[illegible]	6,390	882	13.8	11	201	443
$100,000 - $199,999	57	7,994	1,242	15.5	36	329	624
$50,000 - $99,999	59	4,255	661	15.5	46	182	288
$10,000 - $49,999	123	3,234	471	14.6	106	175	205
Under $10,000	36	239	41	17.2	38	11	13
WOOLEN AND WORSTED	348	89,046	[illegible]	10.8	270	2,085	4,168
$2,000,000 and over	7	23,535	1,883	8.0	9	307	866
$1,000,000 - $1,999,999	10	15,020	1,059	7.1	9	176	437
$500,000 - $999,999	27	19,291	1,987	10.3	16	428	739
$300,000 - $499,999	21	7,719	1,097	14.2	11	255	577
$200,000 - $299,999	29	7,162	1,015	14.2	17	241	456
$100,000 - $199,999	59	8,323	1,315	15.8	43	347	570
$50,000 - $99,999	69	5,196	811	15.6	58	190	343
$10,000 - $49,999	98	2,632	423	16.1	80	131	171
Under $10,000	28	168	41	24.4	27	10	9
OTHER	309	37,212	5,574	15.0	234	1,577	2,827
$500,000 and over	15	12,718	1,779	14.0	11	482	980
$300,000 - $499,999	23	9,295	1,172	12.6	15	267	596
$200,000 - $299,999	13	3,065	439	14.3	11	114	191
$100,000 - $199,999	37	5,113	909	17.8	21	260	461
$50,000 - $99,999	50	3,461	638	18.4	33	195	317
$10,000 - $49,999	129	3,281	576	17.6	103	241	268
Under $10,000	42	273	61	22.3	40	18	14
OTHER DRY GOODS SPECIALTIES	295	29,656	4,666	15.7	263	1,504	2,329
$500,000 and over	12	11,361	1,540	13.9	5	412	822
$300,000 - $499,999	7	2,478	356	14.4	4	91	197
$200,000 - $299,999	13	3,020	452	15.0	17	155	223
$100,000 - $199,999	42	6,078	1,059	17.4	30	392	521
$50,000 - $99,999	48	3,223	517	16.0	41	185	260
$10,000 - $49,999	134	3,543	686	19.4	123	256	294
Under $10,000	39	253	54	21.3	38	13	12
ELECTRICAL GOODS							
ELECTRICAL GOODS	3,036	777,874	129223	16.6	1,533	37,457	70,816
ELECTRICAL MERCHANDISE (GENERAL LINE)	452	294,966	39,489	13.4	49	11,576	23,234
$2,000,000 and over	26	[illegible]	8,959	[illegible]	---	2,720	[illegible]
$1,000,000 - $1,999,999	58	[illegible]	[illegible]	[illegible]	3	3,138	[illegible]
$500,000 - $999,999	[illegible]	79,136	[illegible]	13.1	6	2,967	5,923
$300,000 - $499,999	116	45,295	5,914	13.1	5	1,665	3,217
$200,000 - $299,999	51	12,439	1,753	14.1	13	525	905
$100,000 - $199,999	67	10,011	[illegible]	15.8	17	492	[illegible]
$50,000 - $99,999	13	984	161	16.4	3	46	64
$10,000 - $49,999	6	[illegible]	57	[illegible]	[illegible]	23	28
APPARATUS AND EQUIPMENT	[illegible]	23,401	5,379	23.0	123	1,669	[illegible]
$300,000 and over	[illegible]	11,758	1,907	16.2	7	397	1,017
$200,000 - $299,999	6	1,814	444	24.5	2	163	331
$100,000 - $199,999	29	3,857	1,207	31.3	8	399	701
$50,000 - $99,999	49	3,420	1,061	31.0	25	385	585
$10,000 - $49,999	90	[illegible]	724	[illegible]	64	304	401
Under $10,000	[illegible]	115	36	31.3	17	21	18
WIRING SUPPLIES AND CONSTRUCTION MATERIALS	942	124,991	21,899	17.5	555	6,996	11,920
$1,000,000 and over	8	13,756	[illegible]	12.1	---	489	965
$500,000 - $999,999	25	16,408	[illegible]	18.0	9	[illegible]	1,694
$300,000 - $499,999	60	22,519	4,003	17.8	12	1,149	2,276
$200,000 - $299,999	[illegible]	19,910	3,294	16.5	40	1,001	1,784
$100,000 - $199,999	[illegible]	27,337	5,029	18.4	[illegible]	1,626	2,712
$50,000 - $99,999	[illegible]	[illegible]	3,354	19.2	148	1,260	1,712
$10,000 - $49,999	264	[illegible]	1,493	[illegible]	185	625	744
Under $10,000	67	402	98	24.4	58	46	33
RADIOS AND EQUIPMENT	[illegible]	111,276	21,178	19.0	431	6,042	10,759
$1,000,000 and over	22	40,396	7,570	18.7	1	1,905	3,970
$500,000 - $999,999	32	21,514	3,404	15.8	4	925	1,686

* Employees and pay roll include paid executives of corporations but not the number and compensation of proprietors of unincorporated businesses.

TABLE 4.—BUSINESS SIZE—WHOLESALE MERCHANTS

ESTABLISHMENTS, SALES, EXPENSES, PERSONNEL, AND PAY ROLL—Continued

KINDS OF BUSINESS BY NET SALES SIZE GROUP

UNITED STATES SUMMARY

KIND OF BUSINESS AND BUSINESS-SIZE GROUP	Number of establishments	Net sales (add 000)	Operating expenses (including pay roll) Amount (add 000)	Operating expenses Per cent of sales	Active proprietors of unincorporated businesses	Number of employees (average for year)	Total pay roll* (add 000)
ELECTRICAL GOODS—Con.							
RADIOS AND EQUIPMENT—Con.							
$300,000 - $499,999	38	$14,449	$2,942	[illegible]	8	783	$1,465
$200,000 - $299,999	42	10,196	[illegible]	18.3	19	493	924
$100,000 - $199,999	70	9,970	2,071	20.8	34	[illegible]	1,075
$50,000 - $99,999	102	6,987	1,430	20.5	74	529	717
$10,000 - $49,999	281	7,264	1,753	24.1	225	761	870
Under $10,000	71	506	138	27.3	66	63	52
REFRIGERATORS AND EQUIPMENT (HOUSEHOLD)	159	118,018	20,116	17.0	53	4,814	[illegible]
$2,000,000 and over	9	52,249	[illegible]	16.9	---	1,769	4,355
$1,000,000 - $1,999,999	21	30,769	4,915	16.0	3	1,208	2,803
$500,000 - $999,999	32	[illegible]	4,107	17.5	6	1,134	2,360
$300,000 - $499,999	11	4,168	[illegible]	20.8	3	255	430
$200,000 - $299,999	13	3,223	[illegible]	17.6	4	144	263
$100,000 - $199,999	16	2,196	383	17.4	4	123	209
$50,000 - $99,999	14	985	179	18.2	9	83	106
$10,000 - $49,999	35	973	246	25.3	16	90	122
Under $10,000	8	48	13	27.1	8	8	5
ALL OTHER	[illegible]	[illegible]	[illegible]	20.1	[illegible]	[illegible]	11,197
$1,000,000 and over	12	[illegible]	3,277	17.5	2	818	1,719
$500,000 - $999,999	34	24,270	4,241	17.5	6	1,110	2,293
$300,000 - $499,999	51	19,955	3,945	19.8	8	1,215	2,158
$200,000 - $299,999	53	13,117	[illegible]	[illegible]	[illegible]	742	[illegible]
$100,000 - $199,999	107	14,757	3,414	23.1	48	1,103	1,759
$50,000 - $99,999	119	8,814	2,061	23.4	60	721	1,088
$10,000 - $49,999	190	5,297	1,395	26.3	154	592	682
Under $10,000	54	299	125	41.8	36	53	71
FARM PRODUCTS—RAW MATERIALS							
FARM PRODUCTS--RAW MATERIALS	1,764	1113431	[illegible]	7.1	1,336	19,632	29,038
COTTON	133	181,956	12,577	6.9	119	[illegible]	[illegible]
$2,000,000 and over	23	[illegible]	7,353	6.1	28	778	1,776
$1,000,000 - $1,999,999	17	[illegible]	[illegible]	7.2	11	192	420
$500,000 - $999,999	[illegible]	[illegible]	2,099	10.4	[illegible]	398	708
$300,000 - $499,999	12	4,413	[illegible]	7.0	[illegible]	52	97
$200,000 - $299,999	17	4,237	297	7.0	15	70	86
$100,000 - $199,999	14	1,892	[illegible]	12.5	[illegible]	54	78
$50,000 - $99,999	6	605	[illegible]	16.2	4	44	60
Under $50,000	14	[illegible]	46	[illegible]	13	32	15
GRAINS	373	[illegible]	24,120	[illegible]	[illegible]	[illegible]	8,296
$2,000,000 and over	53	337,900	15,875	4.7	---	2,365	4,907
$1,000,000 - $1,999,999	36	51,679	2,247	4.3	3	518	952
$500,000 - $999,999	37	27,101	[illegible]	7.4	5	495	767
$300,000 - $499,999	37	14,441	1,421	9.8	[illegible]	[illegible]	516
$200,000 - $299,999	26	6,378	805	12.6	8	270	340
$100,000 - $199,999	[illegible]	9,288	[illegible]	11.1	47	367	452
$50,000 - $99,999	56	[illegible]	500	12.9	49	217	[illegible]
Under $50,000	67	[illegible]	[illegible]	13.6	67	162	123
HIDES, SKINS, AND RAW FURS	609	158,206	[illegible]	8.1	[illegible]	[illegible]	5,633
$2,000,000 and over	7	[illegible]	1,997	5.2	---	360	894
$1,000,000 - $1,999,999	19	26,545	1,619	6.1	7	353	715
$500,000 - $999,999	39	[illegible]	2,254	8.2	17	483	980
$300,000 - $499,999	53	20,150	1,909	9.5	37	463	837
$200,000 - $299,999	66	16,550	1,739	10.5	45	[illegible]	842
$100,000 - $199,999	115	16,531	1,816	11.0	[illegible]	554	762
$50,000 - $99,999	119	8,624	[illegible]	10.9	119	345	[illegible]
$10,000 - $49,999	[illegible]	[illegible]	449	13.4	[illegible]	160	187
Under $10,000	59	[illegible]	[illegible]	[illegible]	54	[illegible]	[illegible]
HORSES AND MULES	[illegible]	[illegible]	[illegible]	[illegible]	[illegible]	118	[illegible]
$100,000 and over	12	6,458	254	[illegible]	18	93	75
$50,000 - $99,999	5	341	[illegible]	11.4	4	16	18
$10,000 - $49,999	[illegible]	193	[illegible]	18.7	9	9	7
LIVESTOCK	[illegible]	[illegible]	1,041	[illegible]	[illegible]	[illegible]	[illegible]
$200,000 and over	10	4,350	[illegible]	12.2	[illegible]	[illegible]	180
$100,000 - $199,999	12	1,705	211	12.4	[illegible]	64	59
$50,000 - $99,999	12	[illegible]	[illegible]	10.1	14	[illegible]	24
$10,000 - $49,999	[illegible]	1,156	181	[illegible]	[illegible]	[illegible]	[illegible]
Under $10,000	[illegible]	119	[illegible]	[illegible]	[illegible]	3	[illegible]
TOBACCO (LEAF)	144	62,189	9,124	[illegible]	34	[illegible]	[illegible]
$2,000,000 and over	7	[illegible]	[illegible]	11.3	---	1,673	1,493
$1,000,000 - $1,999,999	11	14,366	1,838	12.8	[illegible]	1,670	1,051
$500,000 - $999,999	[illegible]	7,477	1,679	22.5	---	1,170	1,011
$300,000 - $499,999	12	[illegible]	[illegible]	21.4	[illegible]	[illegible]	[illegible]
FARM PRODUCTS--RAW MATERIALS—Con.							
TOBACCO (LEAF)—Con.							
$200,000 - $299,999	7	[illegible]	$393	[illegible]	4	[illegible]	$246
$100,000 - $199,999	[illegible]	1,930	470	24.4	11	[illegible]	265
$50,000 - $99,999	[illegible]	1,345	[illegible]	16.1	[illegible]	[illegible]	[illegible]
$10,000 - $49,999	47	[illegible]	[illegible]	[illegible]	44	[illegible]	[illegible]
Under $10,000	14	[illegible]	[illegible]	21.0	10	9	[illegible]
WOOL AND MOHAIR	153	[illegible]	[illegible]	6.6	139	[illegible]	4,089
$2,000,000 and over	20	[illegible]	7,484	6.1	[illegible]	[illegible]	[illegible]
$1,000,000 - $1,999,999	[illegible]	26,716	2,051	7.7	[illegible]	189	[illegible]
$500,000 - $999,999	[illegible]	13,315	956	7.2	[illegible]	162	346
$300,000 - $499,999	14	[illegible]	589	8.0	18	[illegible]	[illegible]
$200,000 - $299,999	15	[illegible]	305	[illegible]	14	40	70
$100,000 - $199,999	29	4,080	[illegible]	8.7	[illegible]	[illegible]	[illegible]
$50,000 - $99,999	[illegible]	[illegible]	95	11.3	11	25	[illegible]
$10,000 - $49,999	11	[illegible]	[illegible]	11.0	13	15	9
Under $10,000	7	5	[illegible]	[illegible]	7		--
ALL OTHER	221	63,737	6,816	10.7	[illegible]	2,411	2,512
$2,000,000 and over	[illegible]	15,305	[illegible]	7.1	---	60	[illegible]
$1,000,000 - $1,999,999	7	8,905	783	8.8	[illegible]	[illegible]	221
$500,000 - $999,999	21	18,952	[illegible]	10.2	16	[illegible]	701
$300,000 - $499,999	24	8,961	[illegible]	[illegible]	12	[illegible]	452
$200,000 - $299,999	11	2,678	418	15.6	[illegible]	189	195
$100,000 - $199,999	31	[illegible]	[illegible]	13.4	19	417	[illegible]
$50,000 - $99,999	38	2,610	398	[illegible]	[illegible]	[illegible]	[illegible]
$10,000 - $49,999	[illegible]	[illegible]	307	18.8	64	139	[illegible]
Under $10,000	21	143	39	27.3	[illegible]	24	16
FARM PRODUCTS—CONSUMER GOODS							
FARM PRODUCTS--CONSUMER GOODS	[illegible]	[illegible]	[illegible]	13.3	9,476	87,027	[illegible]
DAIRY PRODUCTS	1,977	465,744	[illegible]	[illegible]	[illegible]	[illegible]	[illegible]
$2,000,000 and over	37	117,529	18,606	15.8	[illegible]	4,564	[illegible]
$1,000,000 - $1,999,999	54	73,159	18,011	24.6	11	[illegible]	[illegible]
$500,000 - $999,999	[illegible]	84,843	[illegible]	23.0	16	[illegible]	9,469
$300,000 - $499,999	[illegible]	[illegible]	15,160	26.0	[illegible]	4,517	7,554
$200,000 - $299,999	[illegible]	32,403	8,727	26.9	[illegible]	2,900	4,357
$100,000 - $199,999	[illegible]	[illegible]	[illegible]	30.1	[illegible]	5,352	[illegible]
$50,000 - $99,999	400	30,321	8,047	[illegible]	[illegible]	[illegible]	[illegible]
$10,000 - $49,999	609	16,972	4,574	27.0	[illegible]	2,096	[illegible]
Under $10,000	103	[illegible]	[illegible]	25.5	[illegible]	[illegible]	[illegible]
DAIRY AND POULTRY PRODUCTS	[illegible]	[illegible]	20,762	8.6	[illegible]	[illegible]	[illegible]
$2,000,000 and over	[illegible]	[illegible]	[illegible]	4.0	14	[illegible]	[illegible]
$1,000,000 - $1,999,999	[illegible]	[illegible]	[illegible]	9.7	9	[illegible]	[illegible]
$500,000 - $999,999	49	[illegible]	3,643	10.7	[illegible]	[illegible]	[illegible]
$300,000 - $499,999	[illegible]	21,696	2,494	[illegible]	47	[illegible]	[illegible]
$200,000 - $299,999	88	[illegible]	[illegible]	[illegible]	73	[illegible]	[illegible]
$100,000 - $199,999	[illegible]	22,882	[illegible]	13.4	[illegible]	[illegible]	[illegible]
$50,000 - $99,999	[illegible]	[illegible]	[illegible]	11.9	[illegible]	467	[illegible]
$10,000 - $49,999	[illegible]	4,853	560	11.5	[illegible]	[illegible]	204
Under $10,000	[illegible]	96	[illegible]	20.8	18	9	7
POULTRY AND POULTRY PRODUCTS	[illegible]	[illegible]	21,974	9.2	1,534	8,569	9,986
$2,000,000 and over	8	[illegible]	[illegible]	7.6	4	[illegible]	[illegible]
$1,000,000 - $1,999,999	[illegible]	32,306	[illegible]	6.7	19	[illegible]	767
$500,000 - $999,999	[illegible]	46,159	4,005	8.7	46	1,486	1,990
$300,000 - $499,999	101	[illegible]	3,419	[illegible]	[illegible]	[illegible]	1,704
$200,000 - $299,999	116	[illegible]	2,767	[illegible]	[illegible]	[illegible]	[illegible]
$100,000 - $199,999	258	[illegible]	3,761	[illegible]	[illegible]	1,586	1,726
$50,000 - $99,999	[illegible]	[illegible]	[illegible]	[illegible]	[illegible]	1,141	[illegible]
$10,000 - $49,999	[illegible]	14,576	1,838	12.6	[illegible]	1,055	[illegible]
Under $10,000	[illegible]	610	[illegible]	[illegible]	[illegible]	[illegible]	[illegible]
FRUITS AND VEGETABLES (FRESH)	[illegible]	[illegible]	[illegible]	[illegible]	[illegible]	35,537	49,831
$2,000,000 and over	[illegible]	[illegible]	8,842	8.4	[illegible]	2,201	[illegible]
$1,000,000 - $1,999,999	[illegible]	[illegible]	[illegible]	8.6	48	[illegible]	[illegible]
$500,000 - $999,999	[illegible]	[illegible]	[illegible]	[illegible]	[illegible]	7,355	[illegible]
$300,000 - $499,999	[illegible]	149,700	[illegible]	11.7	[illegible]	[illegible]	[illegible]
$200,000 - $299,999	[illegible]	114,580	[illegible]	[illegible]	[illegible]	[illegible]	[illegible]
$100,000 - $199,999	909	130,045	16,176	12.4	[illegible]	[illegible]	7,222
$50,000 - $99,999	923	67,293	[illegible]	[illegible]	[illegible]	[illegible]	[illegible]
$10,000 - $49,999	1,466	[illegible]	[illegible]	[illegible]	[illegible]	[illegible]	[illegible]
Under $10,000	406	[illegible]	[illegible]	[illegible]	[illegible]	[illegible]	[illegible]
FRESH FRUIT (ONLY)	776	81,964	[illegible]	[illegible]	[illegible]	[illegible]	4,059
$2,000,000 and over	[illegible]	[illegible]	974	[illegible]	4	[illegible]	542
$500,000 - $999,999	[illegible]	[illegible]	[illegible]	[illegible]	[illegible]	[illegible]	[illegible]
$300,000 - $499,999	38	14,450	[illegible]	[illegible]	[illegible]	[illegible]	[illegible]
$200,000 - $299,999	[illegible]	[illegible]	[illegible]	11.2	[illegible]	374	513

* Employees and pay roll include paid executives of corporations but not the number and compensation of proprietors of unincorporated businesses.

TABLE 4.—BUSINESS SIZE—WHOLESALE MERCHANTS

ESTABLISHMENTS, SALES, EXPENSES, PERSONNEL, AND PAY ROLL—Continued

KINDS OF BUSINESS BY NET SALES-SIZE GROUP

UNITED STATES SUMMARY

KIND OF BUSINESS AND BUSINESS-SIZE GROUP	Number of establishments	Net sales (add 000)	Operating expenses (including pay roll): Amount (add 000)	Operating expenses: Per cent of sales	Active proprietors of unincorporated businesses	Number of employees* (Average for year)	Total pay roll* (add 000)
FARM PRODUCTS—CONSUMER GOODS—Con.							
FRESH FRUITS ONLY—Con.							
$100,000 - $199,999	[illegible]	$14,786	$1,936	13.1	116	669	$863
$50,000 - $99,999	142	[illegible]	1,308	13.2	151	511	545
$10,000 - $49,999	3[illegible]4	7,427	1,150	15.5	3[illegible]	483	438
Under $10,000	1[illegible]2	65[illegible]	12[illegible]	19.0	11[illegible]	36	27
ALL OTHER	[illegible]	5,328	574	10.8	26	258	303
$100,000 and over	[illegible]	4,687	491	[illegible]	[illegible]	217	265
$50,000 - $99,999	6	398	41	10.3	5	15	17
$10,000 - $49,999	8	19[illegible]	3[illegible]	13.2	7	17	16
Under $10,000	7	45	7	15.6	7	9	5
FARM SUPPLIES							
FARM SUPPLIES	1,424	[illegible]	41,931	13.4	[illegible]	14,156	15,242
FEED	756	126,729	13,926	11.0	629	5,027	6,477
$2,000,000 and over	4	22,365	1,453	6.5	---	494	763
$1,000,000 - $1,999,999	11	14,098	1,474	10.5	5	349	734
$500,000 - $999,999	37	24,549	2,512	10.2	27	549	1,153
$300,000 - $499,999	40	15,171	1,970	13.0	20	635	892
$200,000 - $299,999	57	13,720	1,635	11.9	41	556	745
$100,000 - $199,999	130	16,836	2,168	12.9	85	838	966
$50,000 - $99,999	176	12,517	1,579	12.6	145	711	743
$10,000 - $49,999	265	7,293	1,083	14.8	257	560	460
Under $10,000	44	279	45	16.1	42	30	19
FERTILIZER	80	14,755	1,606	11.9	55	509	818
$500,000 and over	5	7,490	505	6.7	---	93	295
$300,000 - $499,999	7	2,704	472	17.5	4	122	200
$200,000 - $299,999	9	2,101	262	12.5	2	87	142
$100,000 - $199,999	5	743	86	11.6	3	25	40
$50,000 - $99,999	12	903	120	13.3	[illegible]	58	48
$10,000 - $49,999	33	768	147	19.1	34	115	83
Under $10,000	9	53	14	26.4	7	9	10
SEEDS	407	100,348	19,081	19.0	256	6,528	8,984
$1,000,000 and over	17	31,765	6,000	18.9	4	1,822	2,934
$500,000 - $999,999	37	25,731	4,541	17.6	31	1,396	1,919
$300,000 - $499,999	28	10,656	1,928	18.1	7	665	906
$200,000 - $299,999	40	9,580	1,944	20.3	22	604	938
$100,000 - $199,999	99	13,419	2,623	19.5	57	1,047	1,324
$50,000 - $99,999	87	6,395	1,324	20.7	5	622	612
$10,000 - $49,999	9[illegible]	2,691	686	25.5	74	355	336
Under $10,000	19	104	35	33.7	11	17	17
ALL OTHER	175	63,553	6,218	9.8	106	2,122	3,303
$500,000 and over	12	44,871	3,469	7.7	2	1,075	1,679
$300,000 - $499,999	17	6,462	895	13.9	2	257	422
$200,000 - $299,999	9	2,242	316	13.8	6	113	158
$100,000 - $199,999	33	4,960	776	15.6	14	314	373
$50,000 - $99,999	47	3,313	479	14.5	36	217	258
$10,000 - $49,999	51	1,607	271	16.9	41	134	129
Under $10,000	6	40	12	30.0	5	6	4
FURNITURE AND HOUSE FURNISHINGS							
FURNITURE AND HOUSE FURNISHINGS	1,920	319,289	53,413	16.7	1,276	15,422	27,627
CHINA, GLASSWARE, AND CROCKERY	238	20,654	4,706	22.8	149	1,540	2,414
$500,000 and over	6	3,849	725	18.8	3	223	390
$300,000 - $499,999	15	5,453	1,232	22.6	5	335	624
$200,000 - $299,999	9	2,223	634	28.5	---	167	285
$100,000 - $199,999	26	3,567	726	20.4	17	276	417
$50,000 - $99,999	45	2,984	751	25.2	14	271	414
$10,000 - $49,999	106	2,427	593	24.4	87	242	269
Under $10,000	29	146	45	30.8	23	26	15
FLOOR COVERINGS	411	133,462	15,339	11.7	207	4,772	9,504
$2,000,000 and over	12	32,152	4,290	13.4	---	1,144	2,500
$1,000,000 - $1,999,999	14	20,873	2,563	12.3	---	686	1,489
$500,000 - $999,999	51	36,511	4,429	12.1	13	1,081	2,243
$300,000 - $499,999	52	19,728	2,731	13.8	12	684	1,282
$200,000 - $299,999	[illegible]	7,819	1,214	15.5	6	30[illegible]	583
$100,000 - $199,999	[illegible]	8,221	1,521	18.5	3	389	733
$50,000 - $99,999	[illegible]	5,360	954	17.8	46	303	436
$10,000 - $49,999	[illegible]	2,731	511	18.7	71	148	225
Under $10,000	[illegible]	151	[illegible]	[illegible]	[illegible]	[illegible]	13
FURNITURE AND HOUSE FURNISHINGS—Con.							
FURNITURE (GENERAL LINE)	48	$10,432	$2,188	21.0	26	752	$1,150
$500,000 and over	7	6,323	1,367	21.6	4	493	744
$200,000 - $499,999	6	1,636	318	19.4	2	96	174
$100,000 - $199,999	10	1,531	296	19.3	1	101	156
$50,000 - $99,999	8	661	133	20.1	3	37	51
Under $50,000	17	281	74	26.3	16	25	26
FURNITURE (HOUSEHOLD)	319	45,51[illegible]	9,59[illegible]	21.1	174	2,585	4,7[illegible]
$500,000 and over	19	15,847	2,965	18.7	3	702	1,475
$300,000 - $499,999	24	9,262	1,937	20.9	12	470	919
$200,000 - $299,999	26	6,129	1,425	23.3	5	354	714
$100,000 - $199,999	53	6,743	1,530	22.7	19	476	791
$50,000 - $99,999	57	4,244	866	20.4	34	288	413
Under $50,000	143	3,265	866	26.5	101	295	396
FURNITURE (OFFICE)	50	3,044	523	17.2	35	156	254
$100,000 and over	4	1,939	274	14.1	---	48	127
$50,000 - $99,999	7	405	83	20.5	3	39	54
$10,000 - $49,999	23	603	138	22.9	18	55	58
Under $10,000	16	97	25	25.9	14	14	15
HOUSE FURNISHINGS (EXCEPT AS SPECIFIED)	741	89,566	13,706	15.5	616	4,218	7,128
$1,000,000 and over	14	20,956	2,374	11.3	---	629	1,389
$500,000 - $999,999	25	17,327	2,223	12.8	10	532	1,267
$300,000 - $499,999	32	12,200	1,711	14.0	25	478	945
$200,000 - $299,999	42	10,274	1,818	17.7	17	512	931
$100,000 - $199,999	89	12,380	2,202	17.8	74	677	979
$50,000 - $99,999	100	6,906	1,376	19.9	82	526	687
$10,000 - $49,999	305	7,763	1,757	22.6	277	748	834
Under $10,000	134	762	245	32.2	131	116	96
MUSICAL INSTRUMENTS AND SHEET MUSIC	115	17,619	4,461	25.3	69	1,399	2,469
$500,000 and over	9	8,169	1,755	21.5	---	564	971
$300,000 - $499,999	7	2,589	632	24.4	3	168	388
$200,000 - $299,999	9	2,296	712	31.0	3	221	391
$100,000 - $199,999	15	2,126	560	26.3	12	171	298
$50,000 - $99,999	21	1,484	457	30.8	17	138	232
Under $50,000	54	953	345	36.2	34	137	189
GROCERIES (GENERAL LINE)							
GROCERIES (GENERAL LINE)	2,748	1302579	125321	9.6	1,380	47,128	66,625
NOT SPONSORING COOPERATIVE OR VOLUNTARY GROUPS	2,748	1302579	125321	9.6	1,380	47,128	66,625
$2,000,000 and over	57	207552	25170	12.1	17	8,475	14,479
$1,000,000 - $1,999,999	182	237131	23114	9.7	56	8,615	12,724
$500,000 - $999,999	568	381339	34324	9.0	235	12,765	17,979
$300,000 - $499,999	645	252151	22372	8.9	276	8,760	11,516
$200,000 - $299,999	525	128712	11225	8.7	278	4,531	5,537
$100,000 - $199,999	530	79405	7467	9.4	328	3,167	3,582
$50,000 - $99,999	176	14004	1359	9.7	133	654	670
Under $50,000	65	2285	290	12.7	57	161	138
GROCERIES AND FOODS (SPECIALTY LINES)							
GROCERIES AND FOODS (SPECIALTY LINES)	10205	1568483	231239	14.7	8,729	73,803	108681
BREAKFAST CEREALS	32	21,984	9,644	43.9	7	827	1,362
CANNED FOODS	350	77,353	9,201	11.9	252	2,917	4,645
$1,000,000 and over	12	18,959	1,536	8.1	[illegible]	431	844
$500,000 - $999,999	32	22,435	2,831	12.6	19	756	1,400
$300,000 - $499,999	35	13,141	1,617	12.3	24	555	897
$200,000 - $299,999	28	6,616	969	14.6	10	289	430
$100,000 - $199,999	61	8,642	1,084	12.5	48	398	518
$50,000 - $99,999	67	4,854	700	14.4	64	284	331
$10,000 - $49,999	95	2,595	440	17.0	64	195	217
Under $10,000	20	112	24	21.4	19	9	8
COFFEE, TEA, AND SPICES	589	78,956	20,574	26.1	399	5,832	9,582
$2,000,000 and over	5	15,003	3,116	20.8	---	576	1,234
$1,000,000 - $1,999,999	12	17,347	4,725	27.2	---	1,188	2,004
$500,000 - $999,999	15	9,797	2,371	24.2	2	554	1,081
$300,000 - $499,999	21	8,105	2,502	30.9	6	651	1,242

* Employees and pay roll include [illegible] executives of corporations but not the number and compensation of proprietors of unincorporated businesses.

TABLE 4.—BUSINESS SIZE—WHOLESALE MERCHANTS

ESTABLISHMENTS, SALES, EXPENSES, PERSONNEL, AND PAY ROLL—Continued

KINDS OF BUSINESS BY NET SALES SIZE GROUPS

UNITED STATES SUMMARY

KIND OF BUSINESS AND BUSINESS SIZE GROUP	Number of establishments	Net sales (add 000)	Operating expenses: Amount (add 000)	Operating expenses: Per cent of sales	Active proprietors of unincorporated businesses	Number of employees (November 15)	Total pay roll* (add 000)
GROCERIES AND FOODS (SPECIALTY LINES)—Con.							
COFFEE, TEA, AND SPICES—Con.							
$200,000 - $299,999	28	$6,535	$1,790	27.4	2	586	$981
$100,000 - $199,999	62	8,801	2,352	26.7	25	824	1,186
$50,000 - $99,999	89	6,204	1,783	28.7	49	637	949
$10,000 - $49,999	271	6,638	1,819	27.4	228	763	865
Under $10,000	66	526	116	22.1	87	53	40
COFFEE ROASTING AND SPICE GRINDING	275	105,794	19,[illegible]	18.6	153	5,897	9,203
$1,000,000 and over	19	70,843	[illegible]	14.4	--	2,640	4,578
$500,000 - $999,999	16	10,721	2,215	20.8	---	613	941
$300,000 - $499,999	19	7,153	1,989	27.8	2	678	942
$200,000 - $299,999	19	4,727	1,511	32.0	3	506	784
$100,000 - $199,999	38	5,512	1,859	33.7	24	666	972
$50,000 - $99,999	62	4,351	1,370	31.5	42	522	658
$10,000 - $49,999	84	2,396	685	28.7	67	258	319
Under $10,000	16	101	33	32.7	15	14	9
CONFECTIONERY	1,675	122,587	16,574	13.5	1,598	6,425	7,759
$1,000,000 and over	5	9,604	1,547	16.1	5	311	496
$500,000 - $999,999	15	10,596	1,043	9.8	9	392	577
$300,000 - $499,999	37	13,613	1,657	12.2	23	606	849
$200,000 - $299,999	50	12,103	1,910	15.8	38	722	1,003
$100,000 - $199,999	209	29,045	3,964	13.6	169	1,549	1,963
$50,000 - $99,999	378	26,476	3,594	13.6	358	1,540	1,796
$10,000 - $49,999	777	19,917	2,628	13.2	796	1,179	1,009
Under $10,000	204	1,233	231	18.7	200	126	66
FISH AND SEA FOODS	1,104	126,640	25,584	20.2	906	8,410	12,014
$1,000,000 and over	9	14,509	2,185	15.1	1	529	1,080
$500,000 - $999,999	31	22,207	4,273	19.2	15	1,173	2,181
$300,000 - $499,999	54	20,287	3,972	19.6	15	1,113	1,976
$200,000 - $299,999	76	18,439	3,916	21.2	32	1,166	1,806
$100,000 - $199,999	177	24,485	5,257	21.5	111	1,824	2,412
$50,000 - $99,999	220	15,444	3,422	22.2	169	1,343	1,486
$10,000 - $49,999	399	10,358	2,342	22.6	413	1,146	991
Under $10,000	138	881	217	24.6	144	116	82
FLOUR	315	44,385	5,140	11.6	216	1,408	2,357
$500,000 and over	10	9,133	1,003	11.0	7	144	413
$300,000 - $499,999	33	12,497	1,301	10.4	14	[illegible]	577
$200,000 - $299,999	30	7,355	837	11.4	14	239	371
$100,000 - $199,999	54	7,625	1,021	13.4	26	315	573
$50,000 - $99,999	72	4,944	610	12.3	49	236	273
$10,000 - $49,999	100	2,745	355	12.9	93	159	145
Under $10,000	16	86	13	15.1	13	7	5
FRUITS AND VEGETABLES (FROSTED)	28	8,318	800	9.6	20	235	398
$100,000 and over	12	7,757	692	8.9	1	201	349
Under $100,000	16	561	108	19.3	19	34	49
MEATS AND PROVISIONS	2,340	510,276	56,505	11.1	2,292	17,682	28,729
$2,000,000 and over	19	57,605	5,528	9.6	11	1,469	2,747
$1,000,000 - $1,999,999	56	75,413	6,807	9.0	31	1,581	2,576
$500,000 - $999,999	162	111,383	11,180	10.0	114	3,155	5,996
$300,000 - $499,999	237	91,799	10,858	11.8	163	3,302	5,719
$200,000 - $299,999	229	58,860	6,969	11.8	233	2,366	3,586
$100,000 - $199,999	437	62,656	8,015	12.8	454	2,872	3,907
$50,000 - $99,999	490	35,752	4,593	12.8	560	1,829	2,142
$10,000 - $49,999	591	16,122	2,407	14.9	605	1,035	1,009
Under $10,000	119	686	148	21.6	121	73	47
OTHER FOOD AND GROCERY SPECIALTIES	3,497	472,190	67,332	14.3	2,666	24,170	32,632
$2,000,000 and over	17	55,653	8,623	15.5	4	2,649	3,664
$1,000,000 - $1,999,999	34	44,498	5,077	11.4	5	1,295	2,698
$500,000 - $999,999	136	92,592	12,632	13.6	58	3,553	6,031
$300,000 - $499,999	205	78,394	10,370	13.2	91	3,453	5,401
$200,000 - $299,999	233	56,791	7,382	13.0	157	2,736	3,501
$100,000 - $199,999	459	64,878	9,352	14.4	381	3,943	4,611
$50,000 - $99,999	597	43,1[illegible]	6,769	15.7	526	2,927	3,301
$10,000 - $49,999	1,320	33,401	6,431	19.3	1,196	3,311	2,971
Under $10,000	496	2,874	696	24.2	474	403	254
HARDWARE							
HARDWARE	1,308	568,101	105,142	18.5	597	38,138	62,457
GENERAL LINE (WITH INDUSTRIAL DEPARTMENT)	402	377,774	68,959	18.3	76	20,236	41,521
$2,000,000 and over	42	205,1[illegible]	35,855	17.5	---	13,489	22,314
$1,000,000 - $1,999,999	42	54,770	10,040	18.3	1	3,654	6,257
$500,000 - $999,999	91	63,904	[illegible]	19.0	6	4,219	7,162
$300,000 - $499,999	77	29,657	5,644	19.0	23	1,957	3,176
HARDWARE—Con.							
GENERAL LINE (WITH INDUSTRIAL DEPARTMENT)—Con.							
$200,000 - $299,999	53	$13,2[illegible]	$2,775	21.0	7	979	$1.437
$100,000 - $199,999	60	8,896	1,997	22.4	31	717	1,117
$50,000 - $99,999	24	1,781	441	24.8	11	178	[illegible]
$10,000 - $49,999	13	439	92	21.0	7	43	52
GENERAL LINE (WITHOUT INDUSTRIAL DEPARTMENT)	355	139,556	24,963	17.9	142	9,290	14,562
$2,000,000 and over	13	34,097	5,621	16.5	---	2,344	3,575
$1,000,000 - $1,999,999	20	29,426	5,145	17.5	---	1,793	3,022
$500,000 - $999,999	49	32,902	5,966	18.1	8	2,150	3,496
$300,000 - $499,999	43	16,407	2,935	17.9	13	1,049	1,602
$200,000 - $299,999	42	10,787	2,082	19.3	14	732	1,206
$100,000 - $199,999	63	8,816	1,720	19.5	39	610	880
$50,000 - $99,999	75	5,541	1,172	21.2	35	471	656
Under $50,000	50	1,580	322	20.3	37	141	165
SPECIALTY LINES	551	50,771	11,22[illegible]	22.1	379	3,612	6,074
$500,000 and over	13	13,539	3,159	23.3	3	929	1,749
$300,000 - $499,999	19	6,974	1,281	18.4	5	426	762
$200,000 - $299,999	19	4,444	886	19.9	9	268	475
$100,000 - $199,999	86	11,753	2,642	22.4	39	820	1,447
$50,000 - $99,999	103	7,392	1,710	23.1	69	554	905
$10,000 - $49,999	223	6,093	1,413	23.2	177	548	673
Under $10,000	88	546	129	23.6	77	67	63
JEWELRY							
JEWELRY	1,571	199,831	36,263	18.1	1,362	8,63[illegible]	17,486
JEWELRY (GENERAL LINE)	194	62,071	10,635	17.1	139	[illegible]	[illegible]
$1,000,000 and over	10	16,908	2,592	15.3	1	536	1,319
$500,000 - $999,999	23	14,973	2,660	17.8	8	659	1,371
$300,000 - $499,999	36	13,423	2,479	18.5	24	668	1,340
$200,000 - $299,999	19	4,474	777	17.4	17	198	425
$100,000 - $199,999	74	10,612	1,859	17.5	61	500	924
Under $100,000	32	1,681	268	15.9	28	79	121
CLOCKS AND WATCHES	140	38,503	7,156	18.6	111	[illegible]	2,778
$1,000,000 and over	7	25,195	5,12[illegible]	20.3	4	469	1,673
$500,000 - $999,999	7	4,981	649	13.0	3	134	356
$300,000 - $499,999	7	2,439	420	17.2	2	105	255
$200,000 - $299,999	5	1,276	[illegible]	14.1	6	46	[illegible]
$100,000 - $199,999	12	1,661	271	16.3	10	62	[illegible]
$50,000 - $99,999	18	1,272	215	16.9	11	71	112
$10,000 - $49,999	64	1,567	287	18.3	57	90	125
Under $10,000	[illegible]	112	14	12.5	18	3	4
DIAMONDS AND OTHER PRECIOUS STONES	302	26,030	2,694	10.3	294	400	1,060
$300,000 and over	12	6,762	771	11.4	14	64	[illegible]
$200,000 - $299,999	19	4,636	523	11.3	21	66	[illegible]
$100,000 - $199,999	45	6,014	537	8.9	37	91	254
$50,000 - $99,999	73	5,157	483	9.4	75	69	191
$10,000 - $49,999	131	3,303	356	10.8	[illegible]	52	140
Under $10,000	22	158	24	15.2	[illegible]	9	13
ALL OTHER	935	73,227	15,778	21.5	[illegible]	4,597	8,148
$1,000,000 and over	7	14,934	[illegible]	22.3	--	743	[illegible]
$500,000 - $999,999	14	9,541	2,697	28.3	3	1,010	1,557
$300,000 - $499,999	21	8,248	1,955	23.7	10	539	941
$200,000 - $299,999	[illegible]	4,769	953	20.0	13	238	527
$100,000 - $199,999	77	10,631	2,274	21.4	53	585	1,211
$50,000 - $99,999	185	12,713	2,322	18.3	165	720	1,076
$10,000 - $49,999	455	11,462	2,056	17.9	413	707	980
Under $10,000	156	929	197	21.2	151	52	51
LUMBER AND CONSTRUCTION MATERIALS							
LUMBER AND CONSTRUCTION MATERIALS	2,[illegible]	593,211	106,158	17.9	[illegible]	33,215	[illegible]
BUILDERS' SUPPLIES (GENERAL LINE)	183	63,427	10,532	16.6	71	3,993	[illegible]
$1,000,000 and over	12	22,525	3,483	15.5	7	1,340	1,952
$500,000 - $999,999	[illegible]	12,814	2,102	16.4	3	700	1,151
$300,000 - $499,999	35	12,581	[illegible]	16.1	1	863	[illegible]
$200,000 - $299,999	27	6,411	1,154	18.0	17	477	639
$100,000 - $199,999	36	5,868	1,106	18.8	11	419	594
$50,000 - $99,999	32	2,361	502	21.3	17	204	247
Under $50,000	19	567	112	19.8	15	[illegible]	56

* Employees and pay roll include paid executives of corporations but not the number and compensation of proprietors of unincorporated businesses.

TABLE 4.—BUSINESS SIZE—WHOLESALE MERCHANTS

ESTABLISHMENTS, SALES, EXPENSES, PERSONNEL, AND PAY ROLL—Continued

KINDS OF BUSINESS BY NET SALES SIZE GROUPS

UNITED STATES SUMMARY

KIND OF BUSINESS BUSINESS-SIZE GROUP	Number of establishments	Sales (add 000)	Operating expenses (including pay roll) Amount (add 000)	Operating expenses (including pay roll) Percent of sales	Active proprietors (full-time and part-time)	Number of employees* (full-time and part-time) Average for year	Total pay roll* (add 000)
LUMBER AND CONSTRUCTION MATERIALS—Con.							
LUMBER	[illegible]	[illegible]	[illegible]	14.[illegible]	[illegible]	[illegible]	$14,[illegible]
$[illegible] and over	[illegible]	[illegible]	2,124	[illegible]	[illegible]	[illegible]	675
[illegible]	[illegible]	31,872	[illegible]	[illegible]	[illegible]	70	1,775
[illegible]	[illegible]	[illegible]	[illegible]	[illegible]	[illegible]	[illegible]	[illegible]
[illegible]	[illegible]	[illegible]	[illegible]	15.8	27	[illegible]	[illegible]
[illegible]	152	[illegible]	4,656	19.9	[illegible]	[illegible]	[illegible]
[illegible]	[illegible]	[illegible]	[illegible]	19.7	78	[illegible]	[illegible]
[illegible]	[illegible]	[illegible]	[illegible]	[illegible]	147	675	[illegible]
Under $[illegible]	[illegible]	[illegible]	[illegible]	25.6	[illegible]	[illegible]	54
LUMBER AND MILLWORK	[illegible]	[illegible]	[illegible]	17.6	[illegible]	[illegible]	3,650
$[illegible]	[illegible]	[illegible]	[illegible]	[illegible]	[illegible]	[illegible]	[illegible]
[illegible]	[illegible]	[illegible]	[illegible]	[illegible]	[illegible]	391	[illegible]
[illegible]	[illegible]	[illegible]	[illegible]	[illegible]	[illegible]	[illegible]	[illegible]
[illegible]	[illegible]	[illegible]	[illegible]	[illegible]	[illegible]	[illegible]	[illegible]
[illegible]	[illegible]	[illegible]	[illegible]	[illegible]	[illegible]	[illegible]	42[illegible]
[illegible]	[illegible]	[illegible]	[illegible]	[illegible]	[illegible]	[illegible]	[illegible]
Under $[illegible]	19	[illegible]	[illegible]	[illegible]	4	79	96
MILLWORK	[illegible]	[illegible]	[illegible]	[illegible]	[illegible]	4,144	[illegible]
[illegible] - $[illegible]	[illegible]	[illegible]	[illegible]	23.0	[illegible]	700	[illegible]
$500,000 - $999,999	[illegible]	[illegible]	[illegible]	[illegible]	[illegible]	[illegible]	1,620
[illegible]	[illegible]	[illegible]	[illegible]	[illegible]	[illegible]	[illegible]	[illegible]
[illegible]	[illegible]	[illegible]	[illegible]	[illegible]	[illegible]	[illegible]	[illegible]
[illegible]	[illegible]	[illegible]	[illegible]	[illegible]	20	[illegible]	[illegible]
[illegible]	[illegible]	[illegible]	[illegible]	25.2	13	[illegible]	[illegible]
[illegible]	[illegible]	[illegible]	[illegible]	24.8	[illegible]	[illegible]	142
[illegible]	[illegible]	[illegible]	[illegible]	[illegible]	[illegible]	[illegible]	[illegible]
[illegible] AND TERRA COTTA	[illegible]	[illegible]	[illegible]	[illegible]	[illegible]	[illegible]	[illegible]
[illegible]	[illegible]	[illegible]	[illegible]	[illegible]	[illegible]	[illegible]	416
$200,000 - $299,999	[illegible]	[illegible]	[illegible]	[illegible]	[illegible]	[illegible]	[illegible]
[illegible]	[illegible]	[illegible]	[illegible]	17.1	[illegible]	[illegible]	[illegible]
[illegible]	[illegible]	1,900	[illegible]	[illegible]	14	[illegible]	[illegible]
[illegible]	47	1,189	[illegible]	[illegible]	[illegible]	[illegible]	[illegible]
Under $[illegible]	[illegible]	[illegible]	[illegible]	[illegible]	[illegible]	12	
CEMENT, LIME AND PLASTER	[illegible]	[illegible]	[illegible]	[illegible]	27	[illegible]	[illegible]
$[illegible]	[illegible]	[illegible]	[illegible]	12.7	[illegible]	[illegible]	[illegible]
$300,000 - $499,999	[illegible]	[illegible]	[illegible]	[illegible]	[illegible]	[illegible]	[illegible]
[illegible]	[illegible]	[illegible]	[illegible]	[illegible]	[illegible]	[illegible]	[illegible]
[illegible]	[illegible]	[illegible]	[illegible]	[illegible]	[illegible]	[illegible]	[illegible]
[illegible]	[illegible]	[illegible]	[illegible]	[illegible]	[illegible]	[illegible]	[illegible]
Under $[illegible]	[illegible]	[illegible]	[illegible]	[illegible]	[illegible]	[illegible]	[illegible]
GLASS	[illegible]	[illegible]	[illegible]	25.4	[illegible]	[illegible]	[illegible]
$[illegible]	[illegible]	[illegible]	[illegible]	[illegible]	[illegible]	[illegible]	1,457
$[illegible] - $499,999	[illegible]	[illegible]	[illegible]	[illegible]	[illegible]	[illegible]	[illegible]
$[illegible] - $999,999	17	[illegible]	[illegible]	[illegible]	[illegible]	[illegible]	[illegible]
$[illegible] - $[illegible]	[illegible]	[illegible]	[illegible]	[illegible]	[illegible]	[illegible]	1,435
$[illegible] - $[illegible]	[illegible]	[illegible]	[illegible]	[illegible]	[illegible]	[illegible]	[illegible]
$[illegible] - $49,999	[illegible]	[illegible]	[illegible]	[illegible]	[illegible]	[illegible]	495
Under $[illegible]	37	[illegible]	[illegible]	[illegible]	[illegible]	41	[illegible]
ALL OTHER	[illegible]	[illegible]	[illegible]	[illegible]	[illegible]	[illegible]	[illegible]
$[illegible] and over	[illegible]	[illegible]	[illegible]	[illegible]	[illegible]	974	[illegible]
$1,000,000 - $1,999,999	13	[illegible]	[illegible]	[illegible]	[illegible]	[illegible]	[illegible]
$500,000 - $999,999	34	[illegible]	[illegible]	[illegible]	[illegible]	[illegible]	[illegible]
$[illegible] - $[illegible]	[illegible]	[illegible]	[illegible]	[illegible]	[illegible]	[illegible]	[illegible]
$[illegible] - $[illegible]	[illegible]	[illegible]	[illegible]	[illegible]	[illegible]	[illegible]	2,487
$[illegible] - $[illegible]	[illegible]	[illegible]	[illegible]	17.9	[illegible]	[illegible]	[illegible]
$[illegible] - $99,999	190	[illegible]	[illegible]	[illegible]	[illegible]	[illegible]	[illegible]
$[illegible] - $49,999	[illegible]	[illegible]	[illegible]	[illegible]	[illegible]	645	[illegible]
Under $[illegible]	[illegible]	[illegible]	[illegible]	[illegible]	46	[illegible]	77
MACHINERY—EQUIPMENT—SUPPLIES							
MACHINERY—EQUIPMENT—SUPPLIES	[illegible]	[illegible]	[illegible]	20.5	[illegible]	[illegible]	[illegible]
COMMERCIAL EQUIPMENT AND SUPPLIES							
OFFICE MACHINES AND EQUIPMENT	212	17,201	4,999	29.1	56	2,149	2,881
$[illegible] and over	[illegible]	[illegible]	[illegible]	[illegible]	3	[illegible]	1,005
$200,000 - $999,999	[illegible]	[illegible]	[illegible]	[illegible]	[illegible]	[illegible]	[illegible]
$[illegible] - $[illegible]	29	3,896	1,143	[illegible]	20	475	[illegible]
$[illegible] - $[illegible]	32	2,150	644	30.0	[illegible]	[illegible]	416
Under $[illegible]	134	2,953	864	[illegible]	105	400	493
MACHINERY—EQUIPMENT—SUPPLIES—Con.							
COMMERCIAL EQUIPMENT AND SUPPLIES—Con.							
RESTAURANT AND HOTEL SUPPLY HOUSES	434	$47,656	[illegible]	23.6	319	4,906	$6,142
$[illegible] and over	[illegible]	[illegible]	[illegible]	[illegible]	---	1,044	1,757
$[illegible] - $499,999	34	[illegible]	[illegible]	[illegible]	10	676	1,247
$[illegible] - $[illegible]	[illegible]	[illegible]	[illegible]	27.6	7	[illegible]	444
$[illegible] - $[illegible]	[illegible]	[illegible]	[illegible]	[illegible]	[illegible]	[illegible]	1,323
$[illegible] - $[illegible]	[illegible]	5,961	[illegible]	[illegible]	60	576	[illegible]
$[illegible] - $49,999	[illegible]	[illegible]	1,264	[illegible]	168	588	[illegible]
Under $[illegible]	47	[illegible]	71	24.9	45	[illegible]	[illegible]
GARAGE AND FILLING STATION EQUIPMENT	[illegible]	9,877	2,537	25.7	[illegible]	[illegible]	1,339
$[illegible] and over	9	[illegible]	[illegible]	[illegible]	2	[illegible]	[illegible]
$[illegible] - $[illegible]	[illegible]	2,732	711	[illegible]	6	[illegible]	359
$[illegible] - $[illegible]	[illegible]	2,007	510	[illegible]	[illegible]	179	[illegible]
Under $[illegible]	[illegible]	[illegible]	623	[illegible]	[illegible]	[illegible]	318
SODA FOUNTAIN EQUIPMENT AND SUPPLIES	29	[illegible]	[illegible]	[illegible]	24	135	[illegible]
$[illegible] and over	[illegible]	[illegible]	255	24.9	[illegible]	[illegible]	[illegible]
$[illegible] - $[illegible]	[illegible]	[illegible]	82	21.5	1	34	52
Under $[illegible]	14	448	94	21.3	18	[illegible]	43
STORE MACHINES	[illegible]	[illegible]	476	16.4	39	167	[illegible]
$1,[illegible] and over	[illegible]	[illegible]	[illegible]	12.5	4	[illegible]	81
$[illegible] - $[illegible]	[illegible]	[illegible]	[illegible]	[illegible]	7	51	77
$[illegible] - $[illegible]	[illegible]	[illegible]	152	[illegible]	[illegible]	[illegible]	67
Under $[illegible]	[illegible]	[illegible]	[illegible]	[illegible]	[illegible]	[illegible]	4
STORE FIXTURES AND EQUIPMENT	[illegible]	[illegible]	[illegible]	[illegible]	[illegible]	[illegible]	[illegible]
$[illegible] and over	[illegible]	[illegible]	[illegible]	20.7	[illegible]	[illegible]	[illegible]
$[illegible] - $[illegible]	[illegible]	[illegible]	480	26.5	[illegible]	157	324
$[illegible] - $[illegible]	[illegible]	[illegible]	[illegible]	[illegible]	[illegible]	[illegible]	776
$[illegible] - $[illegible]	[illegible]	[illegible]	[illegible]	27.1	44	[illegible]	[illegible]
$[illegible] - $[illegible]	[illegible]	[illegible]	[illegible]	[illegible]	[illegible]	580	[illegible]
Under $10,000	[illegible]	[illegible]	172	[illegible]	56	88	[illegible]
ALL OTHER	339	30,366	6,473	21.3	[illegible]	4,138	3,579
$[illegible] - $[illegible]	[illegible]	[illegible]	1,191	[illegible]	9	[illegible]	[illegible]
$[illegible] - $[illegible]	[illegible]	[illegible]	[illegible]	[illegible]	[illegible]	[illegible]	[illegible]
$[illegible] - $[illegible]	[illegible]	[illegible]	1,072	[illegible]	[illegible]	[illegible]	[illegible]
$[illegible] - $[illegible]	[illegible]	[illegible]	[illegible]	20.4	[illegible]	[illegible]	[illegible]
$[illegible] - $[illegible]	[illegible]	[illegible]	1,140	24.0	[illegible]	[illegible]	[illegible]
$[illegible] - $49,999	[illegible]	[illegible]	[illegible]	[illegible]	104	412	[illegible]
Under $[illegible]	[illegible]	[illegible]	76	33.6	[illegible]	[illegible]	[illegible]
FARM AND DAIRY							
DAIRY EQUIPMENT	[illegible]	[illegible]	[illegible]	18.3	[illegible]	983	[illegible]
$[illegible] and over	[illegible]	[illegible]	1,181	[illegible]	---	[illegible]	[illegible]
$[illegible] - $[illegible]	[illegible]	[illegible]	[illegible]	18.2	[illegible]	[illegible]	588
$[illegible] - $[illegible]	[illegible]	[illegible]	[illegible]	12.9	[illegible]	99	[illegible]
$[illegible] - $[illegible]	[illegible]	[illegible]	[illegible]	18.5	9	139	219
$50,000 - $99,999	24	[illegible]	[illegible]	17.9	[illegible]	[illegible]	182
$[illegible] - $49,999	[illegible]	[illegible]	117	19.5	[illegible]	42	43
Under $[illegible]	[illegible]	[illegible]	21	[illegible]	[illegible]	14	[illegible]
FARM IMPLEMENTS	[illegible]	[illegible]	643	[illegible]	14	[illegible]	[illegible]
$[illegible] and over	[illegible]	[illegible]	564	22.3	---	199	345
Under $[illegible]	14	[illegible]	79	18.3	14	32	37
FARM MACHINERY AND EQUIPMENT	[illegible]	34,[illegible]	[illegible]	15.7	[illegible]	[illegible]	[illegible]
$[illegible] and over	14	[illegible]	[illegible]	12.1	---	401	[illegible]
$[illegible] - $[illegible]	[illegible]	[illegible]	[illegible]	[illegible]	[illegible]	297	[illegible]
$[illegible] - $[illegible]	[illegible]	[illegible]	554	19.2	[illegible]	199	[illegible]
$[illegible] - $[illegible]	[illegible]	[illegible]	[illegible]	[illegible]	[illegible]	278	390
$[illegible] - $[illegible]	41	2,978	[illegible]	19.7	[illegible]	[illegible]	[illegible]
$[illegible] - $[illegible]	[illegible]	[illegible]	[illegible]	[illegible]	[illegible]	136	[illegible]
Under $[illegible]	[illegible]	141	[illegible]	[illegible]	[illegible]	17	6
INDUSTRIAL MACHINERY, EQUIPMENT, AND SUPPLIES							
INDUSTRIAL (GENERAL LINE)	116	70,267	[illegible]	[illegible]	27	[illegible]	7,776
$1,000,000 and over	[illegible]	[illegible]	[illegible]	[illegible]	7	1,548	3,544
$500,000 - $999,999	[illegible]	[illegible]	4,967	20.0	3	1,514	[illegible]
$200,000 - $499,999	[illegible]	8,493	1,730	[illegible]	---	492	1,056
$[illegible] - $[illegible]	11	2,772	[illegible]	17.0	---	145	263
$[illegible] - $190,999	19	[illegible]	[illegible]	22.4	[illegible]	239	398
Under $100,000	11	726	[illegible]	21.8	7	55	77

* Employees and pay roll include part executives of corporations but not the number and compensation of proprietors of unincorporated businesses.

TABLE 4.—BUSINESS SIZE: WHOLESALE MERCHANT

ESTABLISHMENTS, SALES, PAYROLL, PERSONNEL, AND PAY ROLL PER EMPLOYEE, BY KINDS OF BUSINESS AND SIZE OF BUSINESS

UNITED STATES SUMMARY

KIND OF BUSINESS / BUSINESS SIZE GROUP	Establishments	Sales	Payroll	Personnel	Pay roll per employee
MACHINERY—EQUIPMENT—SUPPLIES—Con.					
INDUSTRIAL MACHINERY, EQUIPMENT, AND SUPPLIES—Con.					
HEATING, COOKING, AND PACKING					
$500,000 and over					
$200,000 - $499,999					
$100,000 - $199,999					
$50,000 - $99,999					
$10,000 - $49,999					
Under $10,000					
CONSTRUCTION EQUIPMENT AND BUILDING					
$500,000 and over					
$200,000 - $499,999					
$100,000 - $199,999					
$50,000 - $99,999					
$10,000 - $49,999					
Under $10,000					
ROAD BUILDING					
$1,000,000 and over					
$500,000 - $999,999					
$200,000 - $499,999					
$100,000 - $199,999					
$50,000 - $99,999					
$10,000 - $49,999					
Under $10,000					
MACHINE TOOLS					
$500,000 and over					
$200,000 - $499,999					
$100,000 - $199,999					
$50,000 - $99,999					
$10,000 - $49,999					
Under $10,000					
MINE AND MILL SUPPLIES					
$1,000,000 and over					
$500,000 - $999,999					
$200,000 - $499,999					
$100,000 - $199,999					
$50,000 - $99,999					
$10,000 - $49,999					
Under $10,000					
OIL WELL SUPPLY HOUSES					
$1,000,000 and over					
$500,000 - $999,999					
$200,000 - $499,999					
$100,000 - $199,999					
$50,000 - $99,999					
$10,000 - $49,999					
Under $10,000					
POWER PLANT AND POWER TRANSMISSION					
$500,000 and over					
$200,000 - $499,999					
$100,000 - $199,999					
$50,000 - $99,999					
$10,000 - $49,999					
Under $10,000					
PRINTING AND LITHOGRAPHING (EXCEPT PAPER)					
$500,000 and over					
$200,000 - $499,999					
$100,000 - $199,999					
$50,000 - $99,999					
$10,000 - $49,999					
Under $10,000					
ROPE, CORDAGE, AND TWINE					
$500,000 and over					
$200,000 - $499,999					
$100,000 - $199,999					
$50,000 - $99,999					
$10,000 - $49,999					
Under $10,000					
MACHINERY—EQUIPMENT—SUPPLIES—Con.					
INDUSTRIAL MACHINERY, EQUIPMENT, AND SUPPLIES—Con.					
TEXTILE					
$500,000 and over					
$200,000 - $499,999					
$100,000 - $199,999					
$50,000 - $99,999					
$10,000 - $49,999					
Under $10,000					
WOOD MACHINERY AND EQUIPMENT					
$500,000 and over					
$200,000 - $299,999					
$100,000 - $199,999					
$50,000 - $99,999					
$10,000 - $49,999					
Under $10,000					
ALL OTHER					
$1,000,000 and over					
$500,000 - $999,999					
$200,000 - $499,999					
$100,000 - $199,999					
$50,000 - $99,999					
$10,000 - $49,999					
Under $10,000					
INDUSTRIAL EQUIPMENT AND SUPPLIES:					
[illegible]					
$500,000 and over					
$200,000 - $499,999					
$100,000 - $199,999					
$50,000 - $99,999					
$10,000 - $49,999					
Under $10,000					
RELIGIOUS SUPPLY HOUSES					
$500,000 and over					
$200,000 - $499,999					
$100,000 - $199,999					
$50,000 - $99,999					
$10,000 - $49,999					
Under $10,000					
SCHOOL EQUIPMENT AND SUPPLIES					
$500,000 and over					
$200,000 - $499,999					
$100,000 - $199,999					
$50,000 - $99,999					
$10,000 - $49,999					
Under $10,000					
SURGICAL, MEDICAL, AND HOSPITAL					
$1,000,000 and over					
$500,000 - $999,999					
$200,000 - $499,999					
$100,000 - $199,999					
$50,000 - $99,999					
$10,000 - $49,999					
Under $10,000					
ALL OTHER					
$500,000 and over					
$200,000 - $499,999					
$100,000 - $199,999					
$50,000 - $99,999					
$10,000 - $49,999					
Under $10,000					
SERVICE EQUIPMENT AND SUPPLIES:					
BARBER AND BEAUTY SUPPLY HOUSES					
$200,000 and over					
$100,000 - $199,999					
$50,000 - $99,999					
$10,000 - $49,999					
Under $10,000					

* Employees and pay roll include paid executives of corporations but not the number and compensation of proprietors of unincorporated businesses.

* Withheld to avoid disclosure.

TABLE 4.—BUSINESS SIZE—WHOLESALE MERCHANTS

ESTABLISHMENTS, SALES, EXPENSES, PERSONNEL, AND PAY ROLL—Continued

KINDS OF BUSINESS BY NET-SALES-SIZE GROUPS

UNITED STATES SUMMARY

KIND OF BUSINESS / BUSINESS-SIZE GROUP	Number of establishments	Sales (add 000)	Operating expenses (including pay roll): Amount (add 000)	Operating expenses: Percent of sales	Active proprietors (Unincorporated businesses)	Number of employees* (Full-time and part-time) Average for year	Total pay roll* (add 000)
MACHINERY—EQUIPMENT—SUPPLIES—Con.							
SERVICE EQUIPMENT AND SUPPLIES—Con.							
LAUNDRY AND DRY CLEANING	203	$34,963	$7,228	20.7	80	1,820	$3,773
$500,000 and over	14	12,239	1,924	15.7	---	436	1,000
$300,000 - $499,999	17	6,673	1,331	19.9	1	320	710
$200,000 - $299,999	21	5,311	1,258	23.7	2	278	689
$100,000 - $199,999	37	5,343	1,363	25.5	12	323	680
$50,000 - $99,999	49	3,710	971	26.2	18	297	499
$10,000 - $49,999	59	1,651	371	22.5	43	157	187
Under $10,000	6	36	10	27.8	4	9	8
TAILORS' SUPPLIES	64	2,809	565	20.1	67	202	280
$100,000 and over	8	1,491	309	20.7	6	99	162
$50,000 - $99,999	6	473	74	15.6	6	34	40
$10,000 - $49,999	39	766	161	21.0	38	63	69
Under $10,000	15	79	21	26.6	15	10	9
UNDERTAKERS' SUPPLIES	107	4,545	1,277	28.1	86	417	616
$100,000 and over	13	1,926	571	29.7	3	165	295
$50,000 - $99,999	26	1,253	329	26.3	3	91	151
$10,000 - $49,999	54	1,242	340	27.4	34	136	152
Under $10,000	24	130	37	28.5	24	25	18
UPHOLSTERERS' SUPPLIES	199	26,146	6,015	23.0	114	1,752	3,063
$500,000 - $999,999	10	5,763	1,440	25.0	3	378	775
$300,000 - $499,999	17	6,625	1,529	23.1	4	386	763
$200,000 - $299,999	13	3,098	636	20.5	9	206	325
$100,000 - $199,999	46	6,618	1,521	23.0	17	498	818
$50,000 - $99,999	30	2,144	424	19.8	17	151	200
$10,000 - $49,999	68	1,818	377	20.7	57	141	169
Under $10,000	15	80	28	35.0	7	12	12
ALL OTHER	597	34,422	8,226	23.9	437	3,035	4,735
$500,000 and over	14	6,916	1,223	17.7	3	309	675
$300,000 - $499,999	26	4,896	1,098	22.4	10	397	719
$200,000 - $299,999	55	7,692	1,913	24.9	28	647	1,130
$100,000 - $199,999	94	6,657	1,680	25.2	65	611	927
$50,000 - $99,999	299	7,632	2,120	27.8	222	968	1,198
$10,000 - $49,999	115	687	202	29.4	109	103	86
TRANSPORTATION EQUIPMENT AND SUPPLIES:							
AIRCRAFT AND AERONAUTICAL	11	(x)	(x)	(x)	(x)	(x)	(x)
$100,000 and over	5	2,066	552	26.7	---	223	387
Under $100,000	6	(x)	(x)	(x)	(x)	(x)	(x)
RAILROAD	64	24,015	5,894	24.5	19	834	2,861
$1,000,000 and over	5	12,207	2,867	23.5	1	274	1,328
$500,000 - $999,999	8	5,336	1,472	27.6	3	223	768
$300,000 - $499,999	10	3,517	722	20.5	---	163	384
$100,000 - $199,999	11	1,668	477	28.6	2	97	224
$50,000 - $99,999	13	961	237	24.7	6	42	115
Under $50,000	17	324	119	36.7	7	35	64
MARINE	149	21,020	4,284	20.4	62	1,294	2,407
$500,000 and over	5	4,522	873	19.3	---	228	499
$300,000 - $499,999	9	3,376	522	15.5	6	131	243
$200,000 - $299,999	21	5,184	1,221	23.6	5	370	761
$100,000 - $199,999	34	4,681	997	21.3	18	296	557
$50,000 - $99,999	30	2,839	537	19.0	11	120	213
Under $50,000	50	1,218	284	23.3	22	139	154
OTHER	17	781	165	21.1	7	71	85
$50,000 and over	6	641	132	20.6	2	58	70
Under $50,000	7	140	33	23.6	5	13	15
METALS AND METAL WORK (EXCEPT SCRAP)							
METALS AND METAL WORK (EXCEPT SCRAP)	972	429,819	56,243	13.1	472	15,650	30,260
BUILDING METAL WORK	132	13,164	2,699	20.5	93	1,002	1,480
$300,000 and over	10	5,102	869	17.0	4	328	550
$200,000 - $299,999	11	2,653	663	25.0	6	167	280
$100,000 - $199,999	16	2,075	361	17.4	9	164	216
$50,000 - $99,999	30	1,961	493	25.1	32	146	249
$10,000 - $49,999	44	1,283	338	26.4	40	146	175
Under $10,000	21	130	47	36.2	14	31	28

KIND OF BUSINESS / BUSINESS-SIZE GROUP	Number of establishments	Sales (add 000)	Operating expenses (including pay roll): Amount (add 000)	Operating expenses: Percent of sales	Active proprietors (Unincorporated businesses)	Number of employees* (Full-time and part-time) Average for year	Total pay roll* (add 000)
METALS AND METAL WORK (EXCEPT SCRAP)—Con.							
IRON AND STEEL PRODUCTS (GENERAL LINE)	92	$75,628	$14,721	19.5	30	4,103	$8,402
$2,000,000 and over	7	26,933	4,950	18.4	---	1,353	2,896
$1,000,000 - $1,999,999	13	20,778	4,059	19.5	11	1,015	2,156
$500,000 - $999,999	24	17,606	3,551	20.1	---	1,051	2,115
$300,000 - $499,999	13	5,229	1,082	20.7	4	281	616
$200,000 - $299,999	13	3,230	685	21.2	4	214	420
$100,000 - $199,999	8	1,198	273	22.8	2	145	141
$50,000 - $99,999	7	485	94	19.4	5	30	32
Under $50,000	7	169	47	27.8	4	14	26
IRON AND STEEL PRODUCTS (SEMI-FINISHED)	56	11,387	2,432	21.4	19	604	1,300
$500,000 and over	7	6,826	1,213	17.8	---	234	632
$200,000 - $499,999	6	2,155	498	23.1	---	132	277
$100,000 - $199,999	9	1,232	412	33.4	2	118	220
$50,000 - $99,999	6	422	113	26.8	1	33	56
Under $50,000	28	752	196	26.1	16	87	115
IRON AND STEEL PRODUCTS (FLAT)	193	64,495	13,024	20.2	69	3,851	6,865
$1,000,000 and over	12	20,936	4,262	20.4	---	1,132	2,130
$500,000 - $999,999	26	17,846	3,445	19.3	1	954	1,853
$300,000 - $499,999	29	11,078	2,197	19.8	5	597	1,188
$200,000 - $299,999	26	6,213	1,329	21.4	9	397	722
$100,000 - $199,999	34	5,064	995	19.6	12	297	582
$50,000 - $99,999	34	2,594	554	21.4	16	176	271
Under $50,000	32	764	236	31.2	21	98	119
WIRE AND WIRE PRODUCTS	60	5,915	1,359	23.0	37	411	678
$200,000 and over	6	2,210	400	18.1	2	124	231
$100,000 - $199,999	16	2,175	629	28.9	3	169	301
$50,000 - $99,999	13	991	201	20.3	13	61	84
$10,000 - $49,999	19	508	120	23.6	14	53	59
Under $10,000	6	31	9	29.0	5	4	3
IRON AND STEEL FINISHED PRODUCTS (N.E.C.)	283	53,709	11,437	21.3	156	3,389	6,246
$1,000,000 and over	5	7,952	1,383	17.4	---	281	706
$500,000 - $999,999	24	15,859	3,177	20.0	4	986	1,827
$300,000 - $499,999	24	9,411	2,006	21.3	9	550	1,108
$200,000 - $299,999	28	7,025	1,465	20.9	6	403	867
$100,000 - $199,999	52	7,236	1,735	24.0	28	553	887
$50,000 - $99,999	54	3,874	1,051	27.1	36	345	536
$10,000 - $49,999	82	2,266	592	26.1	65	253	299
Under $10,000	14	86	28	32.6	9	17	16
COPPER	37	49,250	2,043	4.1	19	454	1,090
$300,000 and over	13	46,883	1,495	3.2	1	302	837
$200,000 - $299,999	5	1,134	259	22.8	3	64	118
$100,000 - $199,999	5	692	167	24.1	1	43	84
$50,000 - $99,999	6	383	81	21.1	6	35	41
Under $50,000	8	158	41	25.9	8	10	10
ALL OTHER	118	156,271	8,532	5.5	49	2,036	4,199
$2,000,000 and over	10	122,589	4,654	3.8	4	960	2,271
$1,000,000 - $1,999,999	10	13,519	1,556	11.5	1	449	773
$500,000 - $999,999	17	12,540	1,052	8.4	4	227	538
$300,000 - $499,999	13	3,255	433	13.3	2	105	215
$100,000 - $199,999	19	2,693	445	16.5	11	130	199
$50,000 - $99,999	14	969	189	19.5	3	50	100
$10,000 - $49,999	26	631	186	29.5	12	106	97
Under $10,000	12	71	17	23.9	12	9	6
PAPER AND ITS PRODUCTS							
PAPER AND ITS PRODUCTS	2,851	$41,302	$7,368	18.0	1,674	30,594	55,468
WRAPPING OR COARSE PAPER AND PRODUCTS	1,656	291,926	50,853	17.4	1,118	16,350	28,916
$2,000,000 and over	14	39,116	4,672	11.9	2	1,153	2,612
$1,000,000 - $1,999,999	20	26,623	4,282	16.1	6	1,185	2,457
$500,000 - $999,999	99	65,414	11,570	17.7	32	3,283	6,835
$300,000 - $499,999	126	47,230	8,873	18.8	39	2,801	5,125
$200,000 - $299,999	137	33,647	6,304	18.7	55	2,062	3,682
$100,000 - $199,999	310	43,949	8,259	18.8	195	2,960	4,673
$50,000 - $99,999	318	22,218	4,306	19.4	231	1,677	2,279
$10,000 - $49,999	482	12,724	2,378	18.7	410	1,120	1,185
Under $10,000	158	945	209	21.7	140	89	68

* Employees and pay roll include part proprietors of corporations but not the number and compensation of proprietors of unincorporated businesses.

x Withheld to avoid disclosure.

Table 4.—BUSINESS SIZE—WHOLESALE MERCHANTS

Establishments, Sales, Expenses, Personnel, and Pay Roll—Continued

Kinds of Business by Net-Sales-Size Groups

UNITED STATES SUMMARY

KIND OF BUSINESS BUSINESS-SIZE GROUP	Number of establishments	Sales (add 000)	Operating expenses (including pay roll): Amount (add 000)	Operating expenses: Per cent of sales	Active proprietors of unincorporated businesses	Number of employees* (Average for year)	Total pay roll* (add 000)
PAPER AND ITS PRODUCTS—Con.							
PRINTING AND WRITING PAPERS	416	$183,438	$28,931	15.8	116	8,046	$17,208
$2,000,000 and over	12	39,108	4,544	11.6	---	1,197	2,930
$1,000,000 - $1,999,999	40	53,094	7,744	14.6	---	2,053	4,663
$500,000 - $999,999	58	41,477	7,141	17.2	3	1,820	4,136
$300,000 - $499,999	56	22,075	3,939	17.8	5	1,169	2,376
$200,000 - $299,999	41	9,980	1,989	20.0	4	642	1,165
$100,000 - $199,999	85	12,136	2,426	20.0	23	739	1,344
$50,000 - $99,999	56	4,074	798	19.6	24	283	439
$10,000 - $49,999	54	1,419	318	22.4	45	126	143
Under $10,000	14	95	32	33.7	12	17	12
STATIONERY AND STATIONERY SUPPLIES	503	45,588	10,871	23.8	324	4,134	6,226
$500,000 and over	16	15,233	4,003	26.3	6	1,353	2,378
$300,000 - $499,999	17	6,238	1,289	20.7	4	540	780
$200,000 - $299,999	15	3,557	770	21.6	6	318	447
$100,000 - $199,999	57	7,727	1,777	23.0	28	618	971
$50,000 - $99,999	89	6,194	1,453	23.5	52	605	851
$10,000 - $49,999	239	6,243	1,465	23.5	169	655	755
Under $10,000	70	396	114	28.8	59	45	44
WALLPAPER	276	20,350	6,713	33.0	116	2,064	3,118
$300,000 and over	8	4,312	1,356	31.4	1	435	761
$200,000 - $299,999	10	2,385	800	33.5	6	265	423
$100,000 - $199,999	30	4,317	1,445	33.5	8	375	637
$50,000 - $99,999	74	5,240	1,666	31.8	28	517	748
$10,000 - $49,999	139	4,008	1,417	35.4	58	462	539
Under $10,000	14	88	29	33.0	15	10	10
PETROLEUM AND ITS PRODUCTS							
PETROLEUM AND ITS PRODUCTS	886	158,322	21,950	13.9	474	5,974	10,326
$2,000,000 and over	15	62,519	3,980	6.4	4	864	1,777
$1,000,000 - $1,999,999	13	17,838	1,847	10.4	4	445	833
$500,000 - $999,999	27	19,317	2,953	15.3	---	659	1,297
$300,000 - $499,999	32	11,980	2,941	24.5	7	719	1,315
$200,000 - $299,999	38	9,339	1,764	18.9	13	505	924
$100,000 - $199,999	120	16,966	3,598	21.2	51	997	1,662
$50,000 - $99,999	152	10,469	2,482	23.7	53	857	1,337
$10,000 - $49,999	358	9,054	2,146	23.7	243	813	1,066
Under $10,000	131	851	231	27.2	99	115	115
PLUMBING AND HEATING EQUIPMENT AND SUPPLIES							
PLUMBING AND HEATING EQUIPMENT AND SUPPLIES	2,204	374,806	69,382	18.5	1,025	21,828	37,230
PLUMBING AND HEATING (GENERAL LINE)	675	185,102	32,118	17.4	207	10,244	17,206
$1,000,000 and over	21	34,428	4,949	14.4	---	1,516	2,815
$500,000 - $999,999	74	48,664	8,218	16.9	19	2,883	4,627
$300,000 - $499,999	102	38,425	7,035	18.3	8	2,235	3,773
$200,000 - $299,999	101	24,973	4,778	19.1	13	1,376	2,509
$100,000 - $199,999	182	26,741	4,845	18.1	66	1,434	2,345
$50,000 - $99,999	130	9,615	1,842	19.2	60	615	908
Under $50,000	65	2,256	451	20.0	41	185	229
HEATING (INCLUDING STOVES AND RANGES)	361	35,880	8,533	23.8	189	2,640	4,592
$500,000 and over	10	8,069	1,492	18.5	1	374	823
$300,000 - $499,999	17	6,105	1,530	25.1	4	378	817
$200,000 - $299,999	17	4,207	972	23.1	6	288	482
$100,000 - $199,999	54	7,415	1,980	26.7	22	642	1,114
$50,000 - $99,999	84	5,923	1,439	24.3	34	493	757
$10,000 - $49,999	146	3,969	1,058	26.7	100	430	567
Under $10,000	33	192	62	32.3	22	35	32
PLUMBING FIXTURES, EQUIPMENT, AND SUPPLIES	916	129,282	22,878	17.7	497	7,246	12,200
$1,000,000 and over	7	9,827	1,597	16.3	4	507	981
$500,000 - $999,999	36	23,431	3,815	16.3	5	1,205	2,102
$300,000 - $499,999	60	23,155	3,650	15.8	10	1,081	2,069
$200,000 - $299,999	92	21,929	4,198	19.1	30	1,270	2,263
$100,000 - $199,999	205	29,322	5,359	18.3	112	1,612	2,669
$50,000 - $99,999	192	13,910	2,647	19.0	94	908	1,317
$10,000 - $49,999	272	7,382	1,522	20.6	202	621	761
Under $10,000	52	326	90	27.6	40	42	39
PLUMBING AND HEATING EQUIPMENT AND SUPPLIES—Con.							
ALL OTHER	252	$24,542	$5,853	23.8	132	1,698	$3,232
$500,000 and over	6	5,910	1,557	26.3	---	426	866
$300,000 - $499,999	10	3,745	825	22.0	1	222	509
$200,000 - $299,999	12	2,793	546	19.5	2	112	304
$100,000 - $199,999	40	5,674	1,380	24.3	13	395	755
$50,000 - $99,999	48	3,412	786	23.0	26	222	411
$10,000 - $49,999	107	2,837	713	25.1	67	304	372
Under $10,000	29	171	46	26.9	23	17	15
TOBACCO AND PRODUCTS (EXCEPT LEAF)							
TOBACCO AND PRODUCTS (EXCEPT LEAF)	2,390	1,066,923	52,660	4.9	2,080	18,050	26,320
$2,000,000 and over	79	263,163	12,634	4.8	59	3,937	6,665
$1,000,000 - $1,999,999	175	239,307	10,065	4.2	121	3,461	5,488
$500,000 - $999,999	370	254,306	13,012	5.1	256	4,477	6,677
$300,000 - $499,999	334	131,400	6,780	5.2	264	2,418	3,236
$200,000 - $299,999	[illegible]	75,416	4,216	5.6	296	1,507	1,871
$100,000 - $199,999	460	67,820	3,767	5.6	438	1,415	1,571
$50,000 - $99,999	315	23,554	1,458	6.2	303	547	556
$10,000 - $49,999	296	9,180	679	7.4	293	255	235
Under $10,000	49	277	49	17.7	50	33	21
WASTE MATERIALS							
WASTE MATERIALS	6,007	615,495	93,541	15.2	5,927	41,281	44,900
IRON AND STEEL SCRAP	1,851	298,252	40,036	13.4	1,734	15,354	18,044
$2,000,000 and over	18	105,353	7,025	6.7	3	870	2,099
$1,000,000 - $1,999,999	33	45,054	4,594	10.2	21	1,128	2,074
$500,000 - $999,999	49	34,759	5,337	15.4	34	2,075	2,756
$300,000 - $499,999	69	26,515	4,918	18.5	52	1,926	2,415
$200,000 - $299,999	100	24,301	4,603	18.9	90	1,876	2,110
$100,000 - $199,999	186	26,766	5,644	21.1	162	2,562	2,637
$50,000 - $99,999	235	16,522	3,444	20.8	221	1,897	1,734
$10,000 - $49,999	640	16,198	3,769	23.3	646	2,429	1,891
Under $10,000	521	2,584	702	27.2	505	591	328
JUNK AND SCRAP (GENERAL LINE)	1,888	92,876	17,231	18.6	2,057	9,547	8,316
$1,000,000 and over	8	12,730	1,888	14.8	5	707	912
$500,000 - $999,999	19	12,968	2,166	16.6	8	1,067	1,155
$300,000 - $499,999	24	8,663	1,325	15.3	31	646	609
$200,000 - $299,999	33	8,066	1,604	19.9	37	677	711
$100,000 - $199,999	116	16,199	3,163	19.5	159	1,821	1,564
$50,000 - $99,999	199	13,815	2,597	18.8	251	1,546	1,484
$10,000 - $49,999	743	16,867	3,577	21.2	845	2,393	1,717
Under $10,000	746	3,662	911	24.9	768	700	380
WASTE PAPER, RAGS, AND RUBBER	1,118	132,686	24,794	18.7	998	11,608	13,058
$2,000,000 and over	8	24,777	2,474	10.0	---	943	1,404
$1,000,000 - $1,999,999	13	16,451	2,814	17.1	---	808	1,354
$500,000 - $999,999	29	20,602	3,612	17.5	11	1,554	2,016
$200,000 - $499,999	98	32,160	6,561	20.4	44	2,845	3,347
$100,000 - $199,999	114	15,557	3,423	22.0	65	1,929	1,834
$50,000 - $99,999	163	11,493	2,769	24.1	141	1,435	1,469
$10,000 - $49,999	396	10,127	2,690	26.6	389	1,667	1,426
Under $10,000	297	1,517	449	29.6	341	321	190
NON-FERROUS METALS	389	49,173	5,126	10.4	376	2,004	2,484
$1,000,000 and over	7	11,357	712	6.3	---	199	389
$500,000 - $999,999	17	11,729	1,102	9.4	11	407	589
$300,000 - $499,999	20	7,883	720	9.1	23	259	337
$200,000 - $299,999	15	3,549	387	10.9	21	141	180
$100,000 - $199,999	49	6,915	857	12.4	40	318	399
$50,000 - $99,999	55	4,326	701	16.2	57	263	289
$10,000 - $49,999	112	2,700	486	18.0	116	295	230
Under $10,000	114	615	161	26.2	108	122	72
ALL OTHER	761	42,606	6,354	14.9	762	2,768	2,998
$1,000,000 - $1,999,999	5	7,497	1,043	13.9	11	214	469
$500,000 - $999,999	13	9,031	854	9.5	19	283	358
$300,000 - $499,999	8	3,045	460	15.1	---	198	234
$200,000 - $299,999	14	3,560	434	12.2	11	139	230
$100,000 - $199,999	49	6,750	1,033	15.3	35	419	519
$50,000 - $99,999	65	4,481	738	16.5	76	436	369
$10,000 - $49,999	300	6,817	1,423	20.9	299	833	666
Under $10,000	307	1,427	369	25.9	311	246	133

* Employees and pay roll include paid executives of corporations but not the number and compensation of proprietors of unincorporated businesses.

451724 O - 42 - 8

TABLE 4.—BUSINESS SIZE—WHOLESALE MERCHANTS

Establishments, Sales, Expenses, Personnel, and Pay Roll—Continued

Kinds of Business, by Business-Size Groups

UNITED STATES SUMMARY

KIND OF BUSINESS / BUSINESS-SIZE GROUP	Number of establishments	Net sales (000)	Operating expenses: Amount (000)	Operating expenses: Per cent of sales	Active proprietors	Number of employees*	Total pay roll* (000)
ALL OTHER PRODUCTS							
ALL OTHER PRODUCTS	[illegible]	[illegible]	[illegible]	[illegible]	[illegible]	[illegible]	[illegible]
BOOKS, PERIODICALS, AND NEWSPAPERS	[illegible]	[illegible]	[illegible]	[illegible]	[illegible]	[illegible]	[illegible]
$2,000,000 and over	[illegible]	[illegible]	7,915	[illegible]	-	2,539	[illegible]
$1,000,000 - $1,999,999	[illegible]	19,244	[illegible]	[illegible]	[illegible]	[illegible]	[illegible]
$500,000 - $999,999	[illegible]	[illegible]	[illegible]	[illegible]	[illegible]	1,840	[illegible]
$300,000 - $499,999	[illegible]	[illegible]	[illegible]	[illegible]	[illegible]	1,251	1,712
$200,000 - $299,999	[illegible]	14,258	[illegible]	[illegible]	[illegible]	1,139	1,486
$100,000 - $199,999	[illegible]	17,592	[illegible]	[illegible]	[illegible]	1,613	[illegible]
$50,000 - $99,999	[illegible]	[illegible]	[illegible]	[illegible]	[illegible]	[illegible]	1,321
$10,000 - $49,999	[illegible]	9,177	[illegible]	[illegible]	[illegible]	[illegible]	[illegible]
Under $10,000	[illegible]	[illegible]	76	[illegible]	[illegible]	[illegible]	[illegible]
FLOWERS AND NURSERY STOCK	[illegible]	[illegible]	[illegible]	[illegible]	[illegible]	[illegible]	[illegible]
$500,000 - $999,999	[illegible]	[illegible]	[illegible]	[illegible]	[illegible]	[illegible]	[illegible]
$300,000 - $499,999	14	5,475	[illegible]	17.0	[illegible]	[illegible]	497
$200,000 - $299,999	[illegible]	6,052	1,269	21.0	[illegible]	[illegible]	[illegible]
$100,000 - $199,999	[illegible]	9,923	[illegible]	[illegible]	[illegible]	[illegible]	[illegible]
$50,000 - $99,999	[illegible]	[illegible]	[illegible]	20.3	[illegible]	[illegible]	[illegible]
$10,000 - $49,999	224	5,111	[illegible]	21.4	223	441	459
Under $10,000	274	1,397	[illegible]	[illegible]	[illegible]	[illegible]	[illegible]
FOREST PRODUCTS (EXCEPT LUMBER)	554	[illegible]	[illegible]	[illegible]	494	[illegible]	[illegible]
$500,000 and over	12	13,715	[illegible]	13.7	4	371	571
$300,000 - $499,999	14	5,215	[illegible]	[illegible]	5	192	[illegible]
$200,000 - $299,999	12	[illegible]	[illegible]	[illegible]	[illegible]	[illegible]	[illegible]
$100,000 - $199,999	[illegible]	[illegible]	1,677	[illegible]	[illegible]	[illegible]	[illegible]
$50,000 - $99,999	82	5,633	[illegible]	[illegible]	[illegible]	[illegible]	[illegible]
$10,000 - $49,999	[illegible]	5,664	[illegible]	24.3	237	[illegible]	[illegible]
Under $10,000	[illegible]	[illegible]	[illegible]	[illegible]	[illegible]	[illegible]	[illegible]
GENERAL MERCHANDISE	[illegible]	61,551	9,391	15.2	[illegible]	[illegible]	[illegible]
$2,000,000 and over	6	[illegible]	[illegible]	[illegible]	---	1,421	[illegible]
$1,000,000 - $1,999,999	9	[illegible]	[illegible]	14.9	2	[illegible]	1,186
$500,000 - $999,999	[illegible]	9,813	1,692	17.2	[illegible]	[illegible]	[illegible]
$300,000 - $499,999	[illegible]	[illegible]	[illegible]	17.9	[illegible]	[illegible]	[illegible]
$200,000 - $299,999	14	[illegible]	[illegible]	[illegible]	6	197	[illegible]
$100,000 - $199,999	[illegible]	[illegible]	392	[illegible]	16	152	[illegible]
Under $100,000	35	[illegible]	224	[illegible]	[illegible]	[illegible]	[illegible]
LEATHER AND SHOE FINDINGS	934	112,748	14,515	[illegible]	[illegible]	[illegible]	[illegible]
$2,000,000 and over	5	21,010	924	4.4	---	[illegible]	[illegible]
$1,000,000 - $1,999,999	[illegible]	13,249	1,453	[illegible]	[illegible]	[illegible]	[illegible]
$500,000 - $999,999	[illegible]	14,438	[illegible]	[illegible]	14	[illegible]	[illegible]
$300,000 - $499,999	29	11,141	[illegible]	13.3	[illegible]	[illegible]	[illegible]
$200,000 - $299,999	[illegible]	9,609	[illegible]	[illegible]	[illegible]	[illegible]	[illegible]
$100,000 - $199,999	131	[illegible]	3,178	17.5	[illegible]	[illegible]	[illegible]
$50,000 - $99,999	[illegible]	14,194	2,642	[illegible]	165	[illegible]	[illegible]
$10,000 - $49,999	387	10,259	[illegible]	17.6	[illegible]	[illegible]	[illegible]
Under $10,000	[illegible]	665	144	21.7	113	[illegible]	[illegible]
LEATHER GOODS	137	12,691	2,511	19.8	90	[illegible]	[illegible]
$300,000 and over	12	6,105	903	14.8	---	[illegible]	[illegible]
$200,000 - $299,999	7	1,631	385	23.6	---	155	[illegible]
$100,000 - $199,999	11	1,473	406	27.6	7	97	209
$50,000 - $99,999	29	2,061	435	21.1	19	169	[illegible]
$10,000 - $49,999	53	1,280	344	26.9	39	146	178
Under $10,000	25	141	38	27.0	25	17	[illegible]

KIND OF BUSINESS / BUSINESS-SIZE GROUP	Number of establishments	Net sales (000)	Operating expenses: Amount (000)	Operating expenses: Per cent of sales	Active proprietors	Number of employees*	Total pay roll* (000)
ALL OTHER PRODUCTS—Con.							
OILS AND GREASES (ANIMAL AND VEGETABLE)	[illegible]	[illegible]	[illegible]	[illegible]	[illegible]	[illegible]	[illegible]
[illegible] and over	[illegible]	24,861	[illegible]	[illegible]	5	[illegible]	[illegible]
[illegible]	[illegible]	10,697	[illegible]	13.2	1	[illegible]	[illegible]
[illegible]	[illegible]	2,449	[illegible]	9.8	[illegible]	[illegible]	[illegible]
$200,000 - $299,999	[illegible]	1,499	[illegible]	[illegible]	[illegible]	[illegible]	94
[illegible]	[illegible]	[illegible]	[illegible]	16.8	[illegible]	[illegible]	[illegible]
[illegible]	[illegible]	[illegible]	[illegible]	[illegible]	[illegible]	[illegible]	[illegible]
[illegible]	[illegible]	[illegible]	100	23.1	4	[illegible]	[illegible]
Under $10,000	[illegible]	41	14	34.1	4	[illegible]	[illegible]
OPTICAL GOODS	[illegible]	41,530	14,936	36.0	223	[illegible]	[illegible]
$300,000 and over	17	8,708	[illegible]	[illegible]	[illegible]	[illegible]	[illegible]
[illegible]	[illegible]	4,284	1,585	[illegible]	[illegible]	[illegible]	[illegible]
[illegible]	[illegible]	9,979	3,717	[illegible]	[illegible]	[illegible]	2,424
$50,000 - $99,999	[illegible]	[illegible]	[illegible]	[illegible]	[illegible]	[illegible]	[illegible]
$10,000 - $49,999	[illegible]	7,727	3,087	[illegible]	[illegible]	[illegible]	[illegible]
Under $10,000	74	[illegible]	[illegible]	[illegible]	[illegible]	[illegible]	[illegible]
TEXTILES AND MATERIALS (OTHER THAN DRY GOODS)	[illegible]	[illegible]	[illegible]	[illegible]	[illegible]	[illegible]	[illegible]
$500,000 and over	11	14,776	1,826	12.4	5	[illegible]	[illegible]
[illegible]	9	[illegible]	442	[illegible]	[illegible]	214	[illegible]
[illegible]	15	[illegible]	648	[illegible]	[illegible]	224	[illegible]
[illegible]	[illegible]	[illegible]	[illegible]	[illegible]	24	436	424
[illegible]	[illegible]	3,532	[illegible]	[illegible]	47	[illegible]	[illegible]
[illegible]	[illegible]	3,009	658	21.9	[illegible]	[illegible]	[illegible]
Under $10,000	[illegible]	251	61	24.3	45	35	[illegible]
YARNS	[illegible]	[illegible]	[illegible]	[illegible]	108	1,223	[illegible]
$2,000,000 and over	6	27,370	1,518	[illegible]	---	111	[illegible]
$1,000,000 - $1,999,999	7	[illegible]	[illegible]	[illegible]	4	190	[illegible]
$500,000 - $999,999	[illegible]	12,749	[illegible]	[illegible]	[illegible]	261	611
[illegible]	[illegible]	6,470	719	11.1	[illegible]	[illegible]	356
[illegible]	[illegible]	3,331	[illegible]	17.0	9	[illegible]	[illegible]
[illegible]	[illegible]	[illegible]	[illegible]	13.7	[illegible]	[illegible]	[illegible]
[illegible]	24	1,982	[illegible]	17.1	15	108	143
[illegible]	43	1,138	225	[illegible]	[illegible]	[illegible]	[illegible]
[illegible]	16	104	22	21.2	15	16	[illegible]
MISCELLANEOUS KINDS OF BUSINESS [1]	752	[illegible]	11,453	[illegible]	456	[illegible]	5,918
[illegible] and over	14	17,697	[illegible]	10.7	[illegible]	346	[illegible]
[illegible] - $499,999	18	[illegible]	1,289	20.5	[illegible]	[illegible]	[illegible]
[illegible] - $299,999	21	5,010	[illegible]	19.0	[illegible]	152	[illegible]
[illegible] - $199,999	73	10,437	[illegible]	[illegible]	[illegible]	[illegible]	1,248
[illegible] - $99,999	145	10,033	2,343	[illegible]	[illegible]	[illegible]	[illegible]
$10,000 - $49,999	[illegible]	8,051	2,114	26.3	[illegible]	[illegible]	[illegible]
Under $10,000	141	[illegible]	[illegible]	[illegible]	[illegible]	144	[illegible]

* Employees and pay roll include paid executives of corporations but not the number and compensation of proprietors of unincorporated businesses.
[1] Includes 3 cooperatives and voluntary groups.

TABLE 5.—ANALYSIS OF OPERATING EXPENSES* OF WHOLESALE MERCHANTS

[illegible] BUSINESS AND NET SALES SIZE GROUPS

[illegible] $100,000 [illegible]

UNITED STATES SUMMARY

KIND OF BUSINESS BUSINESS-SIZE GROUP	ALL ESTABLISHMENTS WITH SALES OF $100,000 OR MORE			ESTABLISHMENTS REPORTING EXPENSES OF [illegible]									
	Number	Net sales (add 000)	Operating expenses as % of net sales	Number	Net sales (add 000)	Total	Salaries, wages, and commissions	Selling	Ware-	[illegible]	[illegible]	[illegible]	[illegible]
AMUSEMENT AND SPORTING GOODS													
Bicycles and supplies	19	$4,197	17.0	14	$3,433	16.9	5.6	[illegible]	1.1	2.8	2.4	1.1	[illegible]
Cameras and photographic supplies	[illegible]	9,244	[illegible]	[illegible]	[illegible]	17.7	5.5	7.4	1.4	1.1	1.5	[illegible]	[illegible]
$[illegible] and over	[illegible]	6,671	[illegible]	[illegible]	6,117	17.6	[illegible]	7.7	1.1	1.0	1.3	.8	[illegible]
$[illegible] - $[illegible]	[illegible]	2,573	[illegible]	[illegible]	1,933	18.3	[illegible]	6.6	2.1	1.4	[illegible]	.8	[illegible]
Motion picture equipment and supplies, except [illegible]	[illegible]	8,799	14.2	[illegible]	(x)	10.9	3.5	3.4	1.0	[illegible]	1.5	.9	[illegible]
Motion picture film exchanges	[illegible]	[illegible]	[illegible]	[illegible]	5,898	[illegible]	10.1	4.5	.7	1.5	[illegible]	.5	[illegible]
Sporting goods	[illegible]	[illegible]	17.6	[illegible]	[illegible]	19.5	[illegible]	6.2	[illegible]	1.4	[illegible]	1.0	[illegible]
$[illegible] and over	[illegible]	[illegible]	16.6	[illegible]	[illegible]	18.9	6.6	6.2	1.3	1.7	[illegible]	1.0	[illegible]
$[illegible] - $[illegible]	12	[illegible]	[illegible]	10	[illegible]	[illegible]	9.1	5.9	[illegible]	[illegible]	[illegible]	1.1	[illegible]
$100,000 - $199,999	34	[illegible]	[illegible]	14	1,796	[illegible]	[illegible]	6.5	1.6	1.4	2.3	.9	13
Toys, novelties, and [illegible]	[illegible]	26,043	20.3	[illegible]	20,673	20.1	[illegible]	6.0	1.5	2.1	2.9	1.0	[illegible]
$[illegible] and over	[illegible]	[illegible]	18.8	[illegible]	11,419	18.7	6.0	5.8	1.3	2.1	[illegible]	1.0	[illegible]
$200,000 - $499,999	[illegible]	9,139	20.7	20	5,945	[illegible]	7.0	6.2	1.6	2.0	2.5	1.0	[illegible]
$[illegible] - $[illegible]	[illegible]	4,757	[illegible]	[illegible]	3,309	22.5	8.0	6.3	1.8	2.0	3.3	1.1	[illegible]
All other	[illegible]	8,760	22.3	13	[illegible]	22.7	9.7	6.8	.9	.7	2.0	2.6	[illegible]
AUTOMOTIVE													
Automobiles, new and used	443	[illegible]	5.0	248	931,888	4.9	1.3	2.1	.2	[illegible]	.5	.2	69
$1,000,000 and over	[illegible]	1,193,178	4.4	127	874,909	4.5	1.2	2.0	.1	.6	.4	[illegible]	11
$500,000 - $999,999	[illegible]	[illegible]	10.7	85	[illegible]	10.2	2.8	3.2	[illegible]	.5	2.0	1.2	[illegible]
$100,000 - $299,999	[illegible]	16,003	[illegible]	[illegible]	[illegible]	12.5	3.8	3.7	.9	.5	[illegible]	.8	[illegible]
Trucks and tractors	167	[illegible]	17.0	[illegible]	[illegible]	18.9	5.6	5.6	2.5	1.7	2.8	.7	[illegible]
Automotive accessories and equipment	[illegible]	174,256	22.4	[illegible]	[illegible]	22.1	6.9	7.3	1.5	1.8	2.9	1.7	170
$1,000,000 and over	[illegible]	31,133	14.0	16	[illegible]	13.8	4.1	5.3	.4	1.7	1.5	.8	[illegible]
$500,000 - $999,999	[illegible]	[illegible]	[illegible]	49	21,361	21.5	[illegible]	7.1	1.1	1.9	2.4	2.2	[illegible]
$300,000 - $499,999	[illegible]	27,100	24.9	51	20,698	[illegible]	[illegible]	8.0	2.1	[illegible]	2.8	1.4	[illegible]
$200,000 - $299,999	15[illegible]	31,620	[illegible]	79	16,[illegible]	[illegible]	7.9	7.7	1.7	1.7	3.3	2.7	[illegible]
$100,000 - $199,999	[illegible]	56,609	25.3	[illegible]	34,259	26.0	7.8	8.4	2.0	1.7	[illegible]	1.9	[illegible]
Automotive parts	576	155,366	[illegible]	300	102,973	[illegible]	6.4	8.8	[illegible]	2.9	3.4	2.0	[illegible]
$1,000,000 and over	[illegible]	[illegible]	20.9	18	27,121	19.6	[illegible]	7.0	.8	4.0	[illegible]	[illegible]	[illegible]
$500,000 - $999,999	42	[illegible]	23.9	[illegible]	21,137	[illegible]	5.1	10.8	.8	2.7	2.5	[illegible]	[illegible]
$300,000 - $499,999	[illegible]	[illegible]	[illegible]	[illegible]	12,170	[illegible]	9.0	[illegible]	1.7	[illegible]	3.0	[illegible]	[illegible]
$200,000 - $299,999	92	22,173	28.4	[illegible]	13,447	27.5	7.6	[illegible]	2.4	2.6	4.5	[illegible]	[illegible]
$100,000 - $199,999	[illegible]	49,610	28.6	[illegible]	29,098	28.1	8.4	9.0	2.2	2.0	4.9	1.6	[illegible]
Tires and tubes	158	[illegible]	12.6	108	28,586	17.9	5.0	5.5	1.5	[illegible]	3.0	[illegible]	[illegible]
$500,000 and over	[illegible]	40,571	9.0	[illegible]	[illegible]	16.1	[illegible]	5.4	1.3	1.0	2.4	[illegible]	15
$200,000 - $499,999	35	8,076	19.1	[illegible]	4,904	21.1	[illegible]	6.1	1.7	1.8	3.9	1.7	[illegible]
$100,000 - $199,999	91	12,512	19.7	60	[illegible]	19.1	5.1	5.4	1.9	1.9	3.4	[illegible]	43
BEER, WINES, AND LIQUORS													
Beer and ale	1,490	[illegible]	15.6	[illegible]	[illegible]	15.9	3.4	4.1	4.5	.9	2.2	.8	[illegible]
$500,000 and over	[illegible]	[illegible]	15.[illegible]	73	57,099	15.7	3.7	4.6	4.1	.9	[illegible]	.8	24
$300,000 - $499,999	[illegible]	69,190	[illegible]	126	48,591	15.5	[illegible]	4.0	4.3	1.1	2.1	.8	[illegible]
$200,000 - $299,999	[illegible]	75,458	15.2	[illegible]	46,073	[illegible]	3.2	3.6	4.4	.9	2.3	.8	[illegible]
$100,000 - $199,999	[illegible]	[illegible]	16.1	514	71,520	16.8	3.5	4.0	5.0	.8	2.7	.8	[illegible]
Wines and liquors	[illegible]	[illegible]	10.7	673	479,875	[illegible]	3.0	3.7	1.3	.9	1.0	.9	[illegible]
$2,000,000 and over	51	[illegible]	9.4	34	143,833	9.8	2.3	[illegible]	[illegible]	.8	.6	1.0	[illegible]
$1,000,000 - $1,999,999	[illegible]	[illegible]	10.2	[illegible]	133,793	10.2	3.0	[illegible]	1.1	[illegible]	.8	.6	[illegible]
$500,000 - $999,999	194	138,042	10.8	144	101,141	11.0	3.1	3.7	1.3	.8	1.2	.9	[illegible]
$300,000 - $499,999	191	75,676	12.0	134	[illegible]	12.1	3.6	3.7	1.6	.9	1.4	.9	[illegible]
$200,000 - $299,999	[illegible]	36,778	12.9	[illegible]	25,444	12.8	3.6	3.6	[illegible]	[illegible]	1.8	1.0	[illegible]
$100,000 - $199,999	[illegible]	[illegible]	[illegible]	157	23,087	15.3	3.9	4.2	[illegible]	1.3	2.5	1.2	89
CHEMICALS AND PAINTS													
Dyestuffs	31	[illegible]	15.2	12	[illegible]	21.9	6.8	9.4	1.1	1.0	2.5	1.1	[illegible]
Explosives	10	1,516	14.8	3	(x)	23.8	8.3	3.2	6.0	---	2.5	3.8	---
Industrial chemicals	130	75,772	13.0	82	54,089	13.1	5.7	[illegible]	1.1	1.1	1.0	[illegible]	[illegible]
$1,000,000 and over	[illegible]	35,927	9.6	11	30,488	[illegible]	4.5	2.7	.7	.6	.6	.3	[illegible]
$500,000 - $999,999	[illegible]	20,543	12.5	14	10,805	14.0	6.1	3.6	1.4	1.0	1.1	.8	[illegible]
$300,000 - $499,999	18	6,827	17.6	12	4,491	18.4	7.4	4.4	[illegible]	1.7	1.9	.5	[illegible]
$200,000 - $299,999	[illegible]	5,680	22.0	18	4,420	23.4	8.1	7.8	1.6	2.2	2.4	1.3	---
$100,000 - $199,999	48	6,795	20.5	27	3,887	21.5	[illegible]	5.7	2.0	2.3	[illegible]	1.1	[illegible]
Naval stores	17	11,194	9.1	5	2,376	8.8	3.6	1.0	.9	1.1	.9	1.3	2
Paints and varnishes	149	29,907	22.4	89	20,732	22.3	7.4	6.4	2.1	2.0	2.9	1.5	26
$500,000 and over	28	13,485	20.8	17	9,200	19.2	6.5	5.0	1.8	2.6	[illegible]	1.1	2
$200,000 - $299,999	22	5,154	22.8	16	3,755	24.3	[illegible]	7.2	[illegible]	[illegible]	[illegible]	.9	2
$100,000 - $199,999	42	[illegible]	24.3	56	7,777	25.2	7.9	7.7	2.4	[illegible]	3.8	2.2	23

* Operating expenses include no compensation for active proprietors of unincorporated businesses.
x Withheld to avoid disclosure.

TABLE 5.—ANALYSIS OF OPERATING EXPENSES* OF WHOLESALE MERCHANTS

BY KINDS OF BUSINESS AND NET-SALES-SIZE GROUPS—Continued

UNITED STATES SUMMARY

[Only Establishments With Sales of $100,000 or More Are Included in This Table]

KIND OF BUSINESS / BUSINESS-SIZE GROUP	ALL ESTABLISHMENTS WITH SALES OF $100,000 OR MORE: Number	Sales (add 000)	Operating expenses, percent of sales	ESTABLISHMENTS REPORTING ANALYSIS OF EXPENSES*: Number	Sales (add 000)	Operating expenses (including pay roll) of such establishments expressed as percent of sales: Total	Administrative	Selling	Delivery	Warehouse	Occupancy	Other	Active proprietors of unincorporated businesses
CHEMICALS AND PAINTS—Con.													
Paints with glass and/or wallpaper	84	$16,485	27.7	54	$11,709	27.4	8.5	7.4	2.4	2.7	4.4	2.0	21
$500,000 and over	15	6,964	27.2	10	4,343	27.4	8.2	7.7	2.3	3.0	3.7	2.5	---
$300,000 - $499,999	21	5,064	28.0	13	3,150	27.9	8.6	7.4	1.7	2.5	4.9	2.6	4
$100,000 - $199,999	48	6,457	28.1	31	4,216	27.1	8.6	7.2	3.0	2.5	4.7	1.1	17
All other	66	21,169	20.2	38	12,574	22.6	8.4	7.7	2.6	1.4	1.8	.7	3
$500,000 and over	21	13,578	16.8	10	7,613	19.9	7.7	7.5	2.2	1.1	.8	.6	2
$200,000 - $299,999	18	3,561	28.9	12	2,773	29.2	10.6	8.2	3.9	2.2	3.6	.7	1
$100,000 - $199,999	30	4,030	24.1	16	2,188	23.7	8.1	7.7	2.6	1.6	2.7	1.0	---
CLOTHING AND FURNISHINGS													
Clothing and furnishings (general line)	167	54,235	14.3	119	38,956	14.5	4.1	5.2	1.0	.9	2.1	1.2	129
$500,000 and over	22	22,518	14.0	15	17,104	14.3	3.6	5.7	.9	1.1	2.0	1.0	20
$300,000 - $499,999	23	8,191	15.6	18	6,410	15.8	4.8	5.4	1.2	1.1	2.0	1.3	8
$200,000 - $299,999	39	9,500	13.9	29	7,065	14.3	4.3	4.6	1.3	.6	2.3	1.2	35
$100,000 - $199,999	83	12,216	14.4	57	8,377	14.2	4.3	4.4	1.0	.8	2.4	1.3	66
Men's and boys'	353	122,087	13.7	218	78,380	14.3	5.4	4.4	.8	1.0	1.6	1.1	171
$500,000 and over	54	56,272	12.2	34	36,885	12.7	5.1	3.9	.8	1.0	1.1	.8	21
$300,000 - $499,999	68	25,691	15.1	46	17,114	15.9	5.8	5.0	1.0	1.0	1.8	1.5	34
$200,000 - $299,999	73	17,407	15.0	46	10,888	16.3	5.5	5.2	.9	.9	2.6	1.2	39
$100,000 - $199,999	158	22,717	15.1	92	13,493	15.1	5.4	4.3	1.0	.8	2.3	1.3	77
Women's and children's	511	195,273	15.3	335	131,297	14.9	5.5	4.4	1.1	.9	1.9	1.1	221
$1,000,000 and over	32	47,087	15.3	23	32,277	15.1	5.4	4.8	1.1	.8	1.5	1.5	5
$500,000 - $999,999	85	59,990	14.7	59	40,701	14.3	5.4	4.4	1.0	1.0	1.7	.8	37
$300,000 - $499,999	89	33,956	16.1	60	23,154	15.2	5.4	4.5	1.1	.9	2.2	1.1	37
$100,000 - $299,999	305	54,260	15.5	193	35,185	15.3	5.9	4.1	1.1	.8	2.3	1.1	142
Furs, dressed, and fur clothing	172	49,000	11.7	102	33,778	12.0	4.9	3.0	.6	.3	1.6	1.6	79
$500,000 and over	19	18,277	11.9	17	(x)	12.4	5.1	3.5	.7	.3	1.2	1.6	9
$300,000 - $499,999	26	9,285	10.5	17	6,205	9.7	3.7	2.2	.4	.4	1.7	1.3	10
$200,000 - $299,999	33	8,077	11.3	17	(x)	11.0	4.6	2.5	.7	.3	1.6	1.3	14
$100,000 - $199,999	95	13,391	12.4	51	7,125	13.9	5.7	3.2	.5	.3	2.2	2.0	46
Millinery and millinery supplies	140	49,384	15.4	94	30,104	16.8	5.5	5.5	1.2	.9	2.3	1.4	67
$500,000 and over	14	21,803	9.7	8	11,450	11.2	4.2	2.8	.6	.8	.9	1.9	3
$300,000 - $499,999	28	11,524	19.9	18	7,371	20.0	6.7	7.0	1.5	.9	2.7	1.2	14
$200,000 - $299,999	21	5,103	21.6	15	3,641	22.4	6.8	8.6	1.5	1.2	3.5	.8	9
$100,000 - $199,999	77	10,954	19.0	53	7,642	19.4	5.6	6.6	1.7	.8	3.5	1.2	41
Shoes and other footwear	244	107,972	12.6	177	86,667	12.6	4.3	3.7	.9	1.1	1.4	1.2	110
$1,000,000 and over	25	39,065	11.9	23	(x)	12.0	4.1	4.0	.8	1.2	.9	1.0	---
$500,000 - $999,999	42	28,981	12.7	33	22,455	12.7	4.2	4.1	.8	1.1	1.2	1.3	22
$300,000 - $499,999	39	14,689	13.2	26	9,848	13.3	4.7	3.0	1.2	1.3	1.8	1.3	20
$200,000 - $299,999	53	12,837	13.6	43	10,364	13.8	4.7	3.4	1.2	1.0	2.1	1.4	32
$100,000 - $199,999	85	12,400	12.9	52	(x)	12.9	4.8	2.8	.8	1.1	2.0	1.4	36
COAL AND COKE													
Coal and coke	275	201,350	10.0	113	119,104	10.2	3.2	2.2	1.4	1.0	1.4	1.0	30
$2,000,000 and over	35	156,527	8.2	16	73,534	8.4	2.7	2.3	.8	.8	.9	.9	2
$1,000,000 - $1,999,999	25	34,913	11.6	10	13,244	9.1	2.5	1.4	1.6	.9	1.9	.8	---
$500,000 - $999,999	44	31,630	11.7	23	17,561	12.8	4.0	2.2	1.7	1.3	2.2	1.4	7
$300,000 - $499,999	40	15,208	12.5	16	5,931	15.8	4.9	2.0	3.7	1.6	2.5	1.1	6
$200,000 - $299,999	47	11,127	15.6	22	5,348	16.4	4.5	3.0	3.8	1.3	2.6	1.2	5
$100,000 - $199,999	84	11,945	15.7	26	3,486	18.9	6.2	2.0	4.8	1.5	3.3	1.1	10
DRUGS (GENERAL LINE)													
Service wholesalers (without liquor)	208	241,534	13.3	182	227,863	12.8	4.5	3.2	.8	2.4	1.2	.7	9
$2,000,000 and over	31	100,107	13.3	29	92,932	12.6	4.5	3.0	.8	2.6	1.1	.6	---
$1,000,000 - $1,999,999	64	89,148	13.1	57	79,728	12.7	4.4	3.1	.7	2.4	1.3	.8	3
$500,000 - $999,999	55	44,812	13.1	49	38,394	13.0	4.6	3.3	.8	2.3	1.3	.7	---
$300,000 - $499,999	31	13,183	13.8	28	11,906	13.8	4.8	3.3	.9	1.7	1.6	1.5	2
$100,000 - $299,999	27	5,283	14.8	19	4,603	14.4	4.5	3.4	.9	2.0	2.0	1.6	4
Service wholesalers (with liquor)	45	72,329	12.[illegible]	43	(x)	13.8	4.5	3.3	1.0	2.1	1.3	1.6	8
$1,000,000 and over	27	59,655	12.1	27	59,655	14.1	4.6	3.3	1.1	2.2	1.2	1.7	1
$500,000 - $999,999	18	12,674	12.4	16	(x)	12.2	4.0	2.8	.7	1.8	1.7	1.2	7
DRUGS AND DRUG SUNDRIES (SPECIALTY LINES)													
Proprietary medicine	109	33,245	17.4	65	22,000	14.3	5.1	4.0	1.3	1.7	1.5	.7	26
$500,000 and over	14	12,403	11.2	10	9,644	10.4	3.9	2.4	1.1	1.5	1.0	.5	2
$300,000 - $499,999	21	8,141	21.2	12	5,[illegible]	16.8	6.2	5.0	1.3	2.0	1.5	.8	2
$200,000 - $299,999	25	6,[illegible]	[illegible]	14	3,675	17.2	5.1	6.0	1.5	1.8	1.8	1.0	6
$100,000 - $199,999	49	6,481	[illegible]	29	3,424	18.2	7.0	4.8	1.6	1.6	2.7	.7	16

* Operating expenses include no compensation for active proprietors of unincorporated businesses.

x Withheld to avoid disclosure.

TABLE 5.—ANALYSIS OF OPERATING EXPENSES* OF WHOLESALE MERCHANTS

BY KINDS OF BUSINESS AND NET SALES-SIZE GROUPS—Continued

[Only Establishments With Sales of $100,000 or More Included in This Table]

UNITED STATES SUMMARY

KIND OF BUSINESS / BUSINESS-SIZE GROUP	All establishments with sales of $100,000 or more: Number	Sales (add 000)	Operating expenses percent of sales	Establishments reporting analysis of expenses*: Number	Sales (add 000)	Operating expenses (establishments reporting) percent of sales: Total	Administrative	Selling	Delivery	Warehousing	Occupancy	Other	Average payroll per paid employee (add 000)
DRUGS AND DRUG SUNDRIES (SPECIALTY LINES)—Con.													
Toiletries	81	$38,540	38.7	22	$10,321	32.5	8.9	15.0	2.1	3.2	[illegible]	1.1	9
Drug specialties and sundries	97	48,086	22.5	61	16,410	20.8	5.4	8.5	2.0	2.0	1.7	1.2	26
$200,000 and over	36	39,564	23.5	21	10,600	22.9	5.7	10.5	2.0	2.2	1.5	1.0	9
$100,000 - $199,999	61	8,522	17.9	40	5,810	16.9	4.8	4.8	2.0	1.7	2.0	1.6	27
DRY GOODS (GENERAL LINE)													
Dry goods (general line)	184	202,133	15.2	135	161,532	15.4	3.7	6.0	.9	1.6	1.8	1.4	73
$2,000,000 and over	16	110,562	14.8	10	91,124	15.0	2.9	6.2	.7	1.9	1.9	1.4	--
$1,000,000 - $1,999,999	27	35,602	14.5	20	25,493	14.6	4.2	5.7	.9	1.1	1.3	1.4	8
$500,000 - $999,999	43	31,869	17.0	37	27,524	17.3	4.9	6.4	.9	1.6	2.0	1.5	15
$500,000 - $499,999	25	10,177	14.4	21	8,642	14.2	4.9	4.5	.9	1.2	1.6	1.1	13
$200,000 - $299,999	31	7,794	15.9	17	4,338	16.1	4.9	5.1	1.7	.7	2.4	1.3	14
$100,000 - $199,999	42	6,129	16.5	30	4,411	17.2	5.6	5.4	1.1	.6	2.8	1.7	25
DRY GOODS (SPECIALTY LINES)													
Hosiery and lingerie	177	75,683	10.5	124	54,037	10.9	3.7	3.7	.7	.6	1.4	.8	102
$500,000 and over	44	43,104	9.6	32	30,751	10.3	3.3	3.8	.7	.4	1.3	.9	25
$500,000 - $499,999	39	15,107	12.3	30	11,661	11.8	4.2	3.7	.9	.8	1.8	.9	26
$200,000 - $299,999	39	9,625	10.6	25	6,299	11.3	4.2	3.6	.7	.5	1.3	1.0	12
$100,000 - $199,999	55	7,847	11.6	37	5,326	11.8	3.8	3.2	.9	.8	2.1	1.0	37
Notions	214	70,344	18.9	138	48,457	19.4	7.2	6.5	1.8	.9	2.0	1.0	83
$500,000 and over	31	30,856	18.8	24	23,767	19.6	7.5	6.7	1.9	1.0	1.6	.9	5
$200,000 - $499,999	82	28,236	19.4	51	15,789	19.0	6.5	6.6	1.7	.9	2.2	1.1	35
$100,000 - $199,999	101	14,252	18.2	63	8,901	19.2	7.2	5.5	1.5	.8	2.6	1.4	43
Piece Goods:													
General line	28	12,594	15.3	15	8,018	15.3	6.8	4.1	1.3	.7	1.9	.5	12
Cotton	122	48,701	11.2	77	35,996	10.7	4.0	2.8	1.1	.7	1.2	.9	82
$500,000 and over	32	26,185	9.8	25	24,088	9.4	3.7	2.6	1.0	.5	.9	.7	24
$200,000 - $499,999	25	9,161	12.9	14	5,045	12.7	4.3	3.2	1.3	1.3	1.4	1.2	9
$100,000 - $199,999	44	6,179	14.9	16	3,930	13.4	5.0	3.6	1.2	.6	1.8	1.2	13
Silk, linen, rayon, and velvet	148	70,420	9.4	87	43,001	8.7	3.4	2.4	.6	.5	1.2	.6	50
$1,000,000 and over	17	28,248	6.9	12	19,285	5.7	2.1	1.7	.4	.5	.6	.4	8
$500,000 - $999,999	28	18,893	8.6	17	11,869	9.0	3.1	2.6	.8	.7	1.3	.5	7
$200,000 - $499,999	65	7,894	10.7	9	3,351	10.0	4.2	2.2	.9	.5	1.3	.9	6
$200,000 - $299,999	26	6,390	13.8	17	4,151	14.1	5.9	4.5	.8	.5	1.5	.9	7
$100,000 - $199,999	59	7,994	15.5	32	4,605	14.9	6.5	3.3	.9	.6	2.5	1.1	22
Woolen and worsted	153	81,050	10.3	94	57,160	10.5	3.5	3.4	.6	.4	1.2	1.4	69
$1,000,000 and over	17	38,555	7.6	12	28,545	8.7	2.8	3.1	.5	.5	.5	1.3	11
$500,000 - $999,999	27	19,291	10.3	21	15,155	8.3	2.9	2.4	.7	.1	1.2	1.0	14
$500,000 - $499,999	41	7,719	14.2	13	4,567	16.8	5.6	6.5	.8	.5	2.2	1.2	9
$200,000 - $299,999	29	7,162	14.2	19	4,744	13.9	5.1	3.6	1.2	.3	2.4	1.3	13
$100,000 - $199,999	59	8,323	15.8	29	4,149	20.3	7.2	5.6	.7	.6	2.9	3.4	21
Other	88	30,197	14.2	42	14,316	13.6	4.6	4.7	1.0	.7	1.7	.9	32
$500,000 and over	15	12,718	14.0	9	7,139	13.6	5.0	4.8	1.0	.6	1.3	.9	7
$500,000 - $499,999	44	9,295	12.6	8	4,889	14.0	4.3	4.8	1.1	.9	2.3	.6	5
$200,000 - $299,999	13	3,065	14.3	7	1,687	11.8	4.0	4.1	.9	.2	1.8	.8	3
$100,000 - $199,999	37	5,119	17.8	18	2,601	14.5	4.1	5.0	.9	1.1	1.7	1.7	12
Other dry goods specialties	74	22,637	15.1	45	14,421	14.9	5.8	3.7	1.1	1.6	2.1	.6	35
$200,000 and over	34	18,559	14.2	20	10,814	14.2	5.8	3.2	1.2	1.7	1.9	.5	15
$100,000 - $199,999	40	6,078	17.4	25	3,607	16.7	5.7	5.3	.9	1.5	[illegible]	.8	20
ELECTRICAL GOODS													
Electrical merchandise (general line)	431	293,697	13.4	379	267,610	13.2	4.5	4.9	.7	1.1	1.3	.7	[illegible]
$2,000,000 and over	26	88,899	13.0	24	(x)	13.0	4.7	4.9	.6	[illegible]	1.2	.6	---
$1,000,000 - $1,999,999	58	77,917	13.8	54	72,546	13.6	4.9	4.9	.6	1.0	1.3	.9	8
$500,000 - $999,999	118	79,136	13.1	101	72,263	12.8	4.4	4.9	.6	1.0	1.2	.7	2
$500,000 - $499,999	120	48,298	13.1	100	39,212	12.4	3.9	4.7	.7	1.0	1.3	.6	9
$200,000 - $299,999	51	12,439	14.1	46	11,181	14.3	4.4	4.8	1.0	1.2	1.9	1.0	13
$100,000 - $199,999	57	10,011	15.8	54	(x)	15.5	5.1	5.2	1.0	1.1	2.1	1.0	12
Apparatus and equipment	46	17,428	20.4	19	3,455	25.4	8.0	6.6	1.4	2.3	5.7	1.4	4
Wiring supplies and construction materials	366	89,924	17.0	260	73,002	16.2	6.2	4.4	1.2	1.3	2.0	1.1	[illegible]
$500,000 and over	33	30,164	15.3	29	[illegible]	[illegible]	5.3	3.9	1.1	1.3	1.4	.8	[illegible]
$500,000 - $499,999	80	22,219	17.8	42	15,512	17.7	[illegible]	4.3	1.1	1.5	2.0	1.1	[illegible]
$200,000 - $299,999	9	19,910	16.5	24	13,052	16.2	6.0	4.4	1.2	1.3	[illegible]	1.1	[illegible]
$100,000 - $199,999	192	[illegible]	18.4	170	18,711	18.2	6.6	5.0	1.3	1.3	2.6	1.4	[illegible]
Radios and equipment	244	96,521	18.5	149	[illegible]	18.0	5.9	6.7	1.3	.9	1.6	1.6	47
$500,000 and over	24	61,910	17.7	4[illegible]	[illegible]	[illegible]	5.5	6.5	1.3	.9	1.4	1.7	[illegible]
$500,000 - $499,999	[illegible]	14,445	20.4	[illegible]	[illegible]	[illegible]	6.9	6.9	1.7	1.1	2.5	[illegible]	[illegible]
$200,000 - $299,999	42	10,196	18.3	[illegible]	[illegible]	[illegible]	6.3	6.9	1.1	[illegible]	2.0	1.4	[illegible]
$100,000 - $199,999	70	9,970	20.8	45	6,469	21.7	7.3	7.3	1.5	1.0	3.0	1.6	[illegible]

* Operating expenses include no compensation for active proprietors of unincorporated businesses.
x Withheld to avoid disclosure.

TABLE 5.—ANALYSIS OF OPERATING EXPENSES* OF WHOLESALE MERCHANTS

[illegible] AND NET-SALES-SIZE GROUPS—Continued

UNITED STATES SUMMARY

[Only Establishments With Sales of $100,000 or More [illegible] Table

KIND OF BUSINESS / BUSINESS-SIZE GROUP	ALL ESTABLISHMENTS WITH SALES OF $100,000 OR MORE: Number	Net sales (add 000)	Operating expenses, percent of sales	ESTABLISHMENTS REPORTING ANALYSIS OF EXPENSES*: Number	Net sales (add 000)	Operating expenses expressed as percent of sales: Total	Administration	Selling	Delivery	Warehousing	Occupancy	Other	Average number of employees (full-time equivalent basis)
ELECTRICAL GOODS—Con.													
Refrigerating and cooling equipment	102	$110,[illegible]	17.0	77	$99,870	16.7	4.6	7.6	.6	.8	1.3	1.8	16
$1,000,000 and over	3	83,018	16.6	3	76,040	16.8	4.2	8.0	.6	.7	1.2	1.9	2
$[illegible]	43	27,575	18.0	3[illegible]	2[illegible]	16.7	5.7	6.3	1.6	1.0	1.3	1.8	8
$[illegible]	[illegible]	5,419	17.5	19	3,[illegible]	17.0	5.3	6.3	1.7	1.2	1.5	1.0	6
All other	257	90,810	19.4	168	61,374	19.2	6.2	6.5	1.4	1.3	2.5	1.3	42
$1,000,000 and over	1[illegible]	18,711	17.5	8	11,[illegible]	16.0	5.4	6.4	1.1	.8	1.2	1.1	---
$500,000 - $999,000	34	24,270	17.5	24	17,[illegible]	17.6	5.4	[illegible]	1.4	1.4	2.6	1.3	4
$250,000 - $499,000	51	19,9[illegible]	19.8	4[illegible]	1[illegible]	18.8	5.7	6.7	1.3	1.3	2.5	1.3	8
$100,000 - $249,000	68	13,117	20.6	[illegible]	8,070	20.2	8.0	6.9	1.5	1.5	2.9	1.5	3
$10,000 - $99,000	107	14,757	23.2	94	9,[illegible]	24.0	8.3	7.7	2.0	1.5	3.1	1.4	27
FARM PRODUCTS—RAW MATERIALS													
Cotton	112	180,[illegible]	6.9	22	13,370	6.6	1.9	.8	2.0	.8	.6	.5	13
Grains	250	446,787	5.2	77	145,[illegible]	5.3	1.1	.3	.2	2.0	.8	.9	36
$1,000,000 and over	33	337,900	4.7	10	115,074	4.5	.8	.2	2.1	[illegible]	.5	.8	---
$[illegible] - $[illegible]	36	51,679	4.3	10	13,002	6.4	1.9	.8	.5	1.1	1.5	.6	2
$[illegible] - $[illegible]	37	27,101	7.4	9	6,695	7.1	[illegible]	.9	.4	1.1	1.5	.9	1
$[illegible] - $[illegible]	[illegible]	14,441	[illegible]	14	5,295	9.5	2.1	1.1	1.7	2.1	1.8	.7	10
$[illegible] - $[illegible]	[illegible]	6,378	[illegible]	12	2,931	12.1	[illegible]	1.3	1.4	3.1	2.7	.9	6
$10,000 - $99,000	61	9,298	11.1	[illegible]	3,355	11.8	3.2	1.3	2.5	1.5	2.7	.5	17
Hides, skins, and furs	299	145,921	7.8	142	65,838	8.7	2.9	1.6	.4	1.2	1.2	1.4	96
$1,000,000 and over	26	35,216	5.5	15	29,396	6.9	2.3	1.3	.2	1.0	.7	1.4	7
$500,000 - $999,000	39	27,[illegible]	8.2	17	11,325	9.1	2.9	1.9	.4	1.3	1.4	1.2	9
$250,000 - $499,000	5[illegible]	20,159	9.5	24	[illegible]	9.6	2.8	1.6	.8	1.1	1.4	1.9	21
$100,000 - $249,000	66	16,55[illegible]	10.5	33	[illegible]	11.2	4.5	1.5	.5	1.4	2.1	1.2	24
$10,000 - $99,000	115	16,531	11.0	[illegible]	7,697	10.8	3.6	2.0	1.0	1.4	1.8	1.0	35
Horses and mules	1[illegible]	6,458	3.9	7	3,367	5.3	2.0	.4	1.1	.1	.7	1.0	6
Livestock	[illegible]	[illegible]	12.2	[illegible]	813	14.7	[illegible]	3.0	2.8	1.3	4.2	.6	8
Tobacco leaf	43	59,505	14.5	18	7,556	13.7	3.2	1.7	.9	3.8	2.8	1.3	10
Wool and mohair	122	178,432	6.6	7[illegible]	9[illegible]	7.9	2.1	1.1	1.5	1.3	1.3	.6	60
$1,000,000 and over	3	149,972	6.4	21	76,279	7.7	2.0	1.1	1.5	1.3	1.2	.6	14
$500,000 - $999,000	39	20,693	[illegible]	[illegible]	12,870	8.1	2.6	1.4	1.1	1.0	1.2	.8	21
$100,000 - $499,000	44	7,767	8.5	25	4,517	9.6	3.0	1.4	1.5	1.0	2.2	.5	25
All other	99	59,352	10.2	2[illegible]	22,018	9.7	2.8	2.0	1.4	1.2	1.1	1.2	12
FARM PRODUCTS—CONSUMER GOODS													
Dairy products	468	417,772	22.9	399	213,592	21.9	3.6	4.8	6.3	2.4	3.7	1.1	117
$1,000,000 and over	3	117,529	15.8	13	66,931	15.2	1.9	4.7	4.3	2.2	1.5	.6	3
$500,000 - $999,000	54	73,159	[illegible]	[illegible]	[illegible]	21.3	3.8	3.2	7.2	1.7	4.5	.9	3
$250,000 - $499,000	125	84,843	[illegible]	61	41,383	[illegible]	3.8	4.6	7.1	1.9	4.4	1.7	7
$100,000 - $249,000	15[illegible]	[illegible]	26.0	83	31,907	25.4	4.3	5.7	6.9	3.2	4.3	1.0	23
$10,000 - $99,000	[illegible]	32,403	26.9	60	14,195	30.3	5.9	5.4	8.2	3.8	5.0	2.0	14
Dairy and poultry products	3[illegible]	51,503	30.1	149	21,088	30.6	5.9	6.1	6.9	3.7	6.7	1.3	67
$1,000,000 and over	54	1[illegible]	[illegible]	3[illegible]	77,958	8.6	2.3	1.7	1.5	1.1	1.4	.6	150
$500,000 - $999,000	49	34,163	10.7	[illegible]	[illegible]	6.2	1.7	1.3	1.0	1.0	.8	.4	17
$250,000 - $499,000	[illegible]	[illegible]	11.9	[illegible]	11,3[illegible]	10.9	[illegible]	[illegible]	2.2	1.4	1.5	.7	17
$100,000 - $249,000	[illegible]	[illegible]	[illegible]	51	[illegible]	10.9	2.5	[illegible]	2.2	1.1	1.8	.9	22
$10,000 - $99,000	154	[illegible]	13.4	[illegible]	11,813	11.7	[illegible]	2.5	2.2	1.0	2.0	.8	30
Fruits and vegetables	57[illegible]	2[illegible]	8.7	[illegible]	[illegible]	14.7	3.7	2.7	2.8	1.2	3.5	.6	64
$1,000,000 and over	[illegible]	[illegible]	7.0	14	25,071	8.8	2.4	1.3	1.3	1.5	1.6	.7	209
$500,000 - $999,000	70	46,159	[illegible]	31	20,984	7.1	[illegible]	.9	.7	.9	1.4	.6	7
$250,000 - $499,000	1[illegible]	[illegible]	8.8	41	[illegible]	8.5	1.8	1.3	1.2	2.0	1.2	1.0	20
$100,000 - $249,000	11[illegible]	[illegible]	9.9	50	[illegible]	9.2	2.3	1.5	1.8	1.6	1.4	.6	46
$10,000 - $99,000	[illegible]	36,587	10.3	100	14,358	10.1	2.5	1.5	1.7	1.6	2.0	.[illegible]	44
Fruits and vegetables fresh	2,242	[illegible]	13.4	1,[illegible]	489,790	10.4	2.7	1.5	1.8	1.7	2.1	.[illegible]	92
$1,000,000 and over	[illegible]	[illegible]	8.4	[illegible]	42,426	11.2	2.7	2.5	2.4	1.3	1.7	.6	1,150
$500,000 - $999,000	107	141,828	8.6	59	78,465	9.7	3.1	[illegible]	1.4	1.2	.8	.5	7
$250,000 - $499,000	[illegible]	221,303	10.4	195	131,727	10.2	[illegible]	2.3	1.9	1.4	1.4	.6	34
$100,000 - $249,000	[illegible]	149,700	11.7	240	[illegible]	10.9	[illegible]	[illegible]	2.4	1.3	1.7	.7	164
$10,000 - $99,000	[illegible]	114,580	11.8	31[illegible]	[illegible]	11.2	2.6	2.5	2.4	1.3	1.9	.5	197
Farm products, n.e.c.	9[illegible]	130,045	12.4	4[illegible]	71,372	12.3	2.8	[illegible]	2.8	1.3	1.9	.7	272
$1,000,000 and over	2[illegible]	[illegible]	10.5	127	40,652	12.8	2.9	2.7	3.1	[illegible]	2.2	.6	476
$500,000 - $999,000	[illegible]	22,126	9.4	[illegible]	[illegible]	10.9	2.4	2.2	2.1	2.0	1.7	.5	134
$250,000 - $499,000	[illegible]	14,450	9.1	[illegible]	8,904	10.5	2.2	[illegible]	1.3	3.0	1.3	.5	40
$100,000 - $249,000	[illegible]	12,597	11.2	[illegible]	5,975	9.1	2.0	[illegible]	1.9	[illegible]	1.3	.4	33
$10,000 - $99,000	102	14,786	13.1	61	9,040	10.3	2.6	1.8	3.0	.7	1.8	.4	28
All other	[illegible]	4,687	10.5	[illegible]	4,181	13.9	3.2	[illegible]	3.1	[illegible]	2.6	.[illegible]	56
						[illegible]	[illegible]	3.0	1.5	1.8	2.0	.3	2

* Operating expenses include no compensation for active proprietors of unincorporated businesses.

• Less than one-tenth of one percent.

TABLE 5.—ANALYSIS OF OPERATING EXPENSES* OF WHOLESALE MERCHANTS

[By Kind of Business and Net Sales Size Group. Excluded]

[Only Establishments With Sales Of $100,000 Or More]

UNITED STATES SUMMARY

Kind of Business / Business Size Group	All Establishments With Sales Of $100,000 Or More: Number	Net Sales (add 000)	Operating Expenses	Establishments Reporting Operating Expenses: Net Sales (add 000)	Operating Expenses: Total	Selling						
FARM SUPPLIES												
Feed	281	$106,739	[illegible]	164	$[illegible]	11.1	3.2	1.8	1.9	1.6	1.8	.8	97
$1,000,000 and over	19	36,463	8.1	11	19,331	8.4	[illegible]	1.3	1.2	1.0	[illegible]	.6	[illegible]
$500,000 - $999,999	27	24,549	[illegible]	26	16,927	10.8	3.1	2.1	1.7	1.5	1.6	.8	21
$400,000 - $499,999	40	15,171	13.0	[illegible]	10,188	12.7	[illegible]	2.0	[illegible]	2.1	2.2	1.0	31
$300,000 - $399,999	37	13,720	11.9	31	7,453	12.5	2.9	[illegible]	2.2	2.1	2.4	.8	26
$200,000 - $199,999	120	[illegible]	12.9	59	9,110	14.3	3.6	2.1	2.9	2.1	2.7	.9	40
Fertilizer	[illegible]	13,038	[illegible]	7	[illegible]	9.2	2.2	[illegible]	2.5	.8	.8	.6	4
Seeds	211	91,158	18.7	126	[illegible]	17.4	4.9	3.6	1.5	3.5	2.7	[illegible]	22
$1,000,000 and over	17	31,765	18.9	12	[illegible]	17.7	4.5	4.0	1.1	4.2	2.6	1.1	4
$500,000 - $999,999	37	25,721	17.8	[illegible]	19,979	15.8	4.7	[illegible]	[illegible]	3.3	2.6	1.4	24
$400,000 - $499,999	26	10,656	18.1	18	6,966	17.[illegible]	4.4	3.7	1.7	3.3	[illegible]	1.2	9
$300,000 - $399,999	40	9,588	20.3	26	[illegible]	20.4	5.7	5.4	2.1	[illegible]	2.6	1.4	17
$200,000 - $199,999	89	13,418	19.5	42	[illegible]	18.5	6.3	3.6	2.0	2.5	2.8	1.3	14
All other	71	18,593	9.3	34	24,889	11.2	3.0	2.6	1.4	[illegible]	1.3	.6	11
$1,000,000 and over	1	44,871	7.7	6	17,584	9.5	[illegible]	2.6	.6	2.5	1.0	.3	—
$500,000 - $999,999	17	8,464	13.9	9	[illegible]	16.6	4.3	[illegible]	4.5	1.9	2.5	1.2	1
$400,000 - $499,999	9	2,292	13.8	6	1,572	12.7	4.2	3.1	1.7	1.2	1.6	.6	5
$300,000 - $199,999	15	4,968	15.6	14	[illegible]	14.7	[illegible]	2.7	3.0	1.8	2.2	1.6	5
FURNITURE AND HOUSE FURNISHINGS													
China, glassware, and crockery	56	[illegible]	[illegible]	32	7,713	[illegible]	8.1	[illegible]	1.6	1.9	3.1	1.1	14
$500,000 and over	30	11,530	22.5	17	5,719	[illegible]	[illegible]	7.7	1.6	1.6	2.8	1.1	4
$100,000 - $199,999	26	3,567	[illegible]	15	1,994	[illegible]	7.1	[illegible]	1.8	2.8	[illegible]	1.4	10
Floor coverings	416	125,220	13.4	156	105,169	[illegible]	4.8	[illegible]	1.0	1.0	1.7	1.0	41
$1,000,000 and over	26	52,231	12.9	24	50,248	13.0	5.0	[illegible]	.9	1.1	1.6	.9	—
$500,000 - $999,999	51	36,511	12.1	42	30,491	12.5	4.2	3.7	.8	.9	1.5	1.4	9
$400,000 - $499,999	52	19,728	12.8	38	14,551	[illegible]	3.9	4.3	[illegible]	.8	1.8	.9	12
$300,000 - $399,999	35	[illegible]	15.5	23	5,602	14.8	5.6	4.3	.7	1.0	2.0	.6	[illegible]
$100,000 - $199,999	55	[illegible]	18.5	29	4,277	21.1	7.5	5.1	2.1	1.3	3.8	1.3	16
Furniture (general line)	23	9,490	20.9	12	5,260	20.1	7.9	7.7	.8	1.6	1.7	.4	2
Furniture (specialty)	116	38,001	[illegible]	34	28,540	20.5	6.3	[illegible]	1.6	2.2	[illegible]	[illegible]	32
$500,000 and over	19	15,647	26.7	11	13,057	18.4	5.8	6.5	.9	[illegible]	2.7	1.0	3
$300,000 - $499,999	24	[illegible]	20.9	16	6,310	20.3	5.7	[illegible]	1.8	[illegible]	2.4	1.0	6
$200,000 - $299,999	26	6,129	23.3	11	4,915	22.3	7.1	6.0	2.3	2.3	3.8	1.3	[illegible]
$100,000 - $199,999	50	6,743	22.7	32	[illegible]	24.4	8.0	[illegible]	2.4	2.6	5.4	.8	17
Furniture (office)	4	1,939	14.1	1	(x)	(x)	(x)	(x)	(x)	(x)	(x)	(x)	(x)
House furnishings (except as specified)	[illegible]	73,157	14.1	[illegible]	49,661	14.9	4.9	4.5	[illegible]	1.2	2.0	1.1	[illegible]
$1,000,000 and over	14	20,956	11.3	10	15,414	12.8	[illegible]	4.3	.8	1.2	1.5	.7	—
$500,000 - $999,999	25	17,327	12.8	15	[illegible]	13.8	4.7	4.3	1.0	1.0	1.7	1.1	7
$400,000 - $499,999	[illegible]	12,200	14.0	[illegible]	7,974	14.5	4.4	4.2	1.7	[illegible]	1.5	1.4	[illegible]
$300,000 - $399,999	42	10,274	17.7	29	7,156	[illegible]	[illegible]	4.9	1.6	1.5	[illegible]	1.4	13
$100,000 - $199,999	[illegible]	12,380	17.8	59	8,523	17.7	5.9	4.9	1.6	1.2	2.9	1.2	[illegible]
Musical instruments and sheet music	40	[illegible]	24.1	27	11,876	24.5	8.5	[illegible]	1.3	[illegible]	2.9	1.6	12
$500,000 and over	16	10,758	22.2	13	[illegible]	[illegible]	8.1	8.1	1.2	1.9	2.6	1.6	1
$100,000 - $199,999	24	4,424	28.8	14	[illegible]	28.4	10.0	9.1	1.5	2.2	4.2	[illegible]	11
GROCERIES (GENERAL LINE)													
Not sponsoring cooperative or voluntary groups	2,507	[illegible]	9.6	1,880	1,038,132	9.9	2.5	[illegible]	1.7	1.3	1.3	.7	820
$1,000,000 and over	[illegible]	[illegible]	12.1	51	191,648	12.7	3.2	3.3	[illegible]	2.0	[illegible]	.8	10
$1,000,000 - $1,999,999	[illegible]	257,131	9.7	146	191,800	9.7	2.4	[illegible]	[illegible]	1.4	1.2	.6	[illegible]
$500,000 - $999,999	[illegible]	[illegible]	9.0	471	316,906	9.2	2.2	2.2	1.5	1.2	1.4	.7	[illegible]
$300,000 - $499,999	[illegible]	[illegible]	8.9	489	[illegible]	9.0	2.3	[illegible]	1.5	1.0	1.3	.7	204
$200,000 - $199,999	[illegible]	128,712	8.7	[illegible]	[illegible]	9.1	[illegible]	2.2	1.6	1.0	1.4	.5	[illegible]
$100,000 - $199,999	530	79,405	9.4	[illegible]	[illegible]	9.8	2.5	[illegible]	1.8	1.0	[illegible]	.7	[illegible]
GROCERIES AND FOODS (SPECIALTY LINES)													
Breakfast cereals	[illegible]	21,758	44.1	1	[illegible]	(x)	(x)	(x)	(x)	(x)	(x)	(x)	(x)
Canned foods	108	69,792	11.5	117	[illegible]	[illegible]	3.3	2.4	[illegible]	[illegible]	[illegible]	.9	54
$500,000 and over	79	54,534	11.0	62	42,928	11.5	3.1	3.3	2.0	1.2	1.0	.9	[illegible]
$100,000 - $499,999	69	18,459	12.5	55	9,433	[illegible]	4.0	3.7	1.9	1.3	1.9	1.1	44
Coffee, tea, and spices	148	[illegible]	25.7	93	[illegible]	[illegible]	6.0	9.5	[illegible]	[illegible]	[illegible]	[illegible]	[illegible]
$1,000,000 and over	17	32,350	24.2	9	[illegible]	24.2	9.0	8.3	9.6	4.7	[illegible]	2.2	[illegible]
$500,000 - $999,999	[illegible]	17,902	27.[illegible]	23	12,022	27.0	6.8	8.8	3.0	[illegible]	[illegible]	[illegible]	4
$200,000 - $299,999	[illegible]	9,585	27.4	22	5,114	29.9	8.0	10.9	[illegible]	3.4	2.9	1.4	2
$100,000 - $199,999	[illegible]	8,801	28.7	39	5,511	29.5	7.4	9.3	3.6	4.1	3.4	1.7	14
Coffee roasting and spice grinding	211	98,956	18.[illegible]	76	[illegible]	[illegible]	[illegible]	[illegible]	[illegible]	[illegible]	[illegible]	[illegible]	43
$1,000,000 and over	19	70,845	14.4	10	25,907	27.0	4.6	12.5	3.0	[illegible]	2.2	1.2	—
$500,000 - $999,999	18	10,721	20.8	13	8,757	[illegible]	4.2	6.3	3.3	[illegible]	2.1	.8	—
$300,000 - $499,999	19	7,153	27.8	13	5,402	27.4	4.8	10.9	[illegible]	4.3	2.9	1.5	[illegible]
$200,000 - $299,999	19	4,727	32.0	15	3,743	35.1	9.5	11.7	4.8	4.2	[illegible]	1.9	[illegible]
$100,000 - $199,999	38	5,512	33.7	24	3,458	35.4	8.9	[illegible]	4.0	4.9	4.2	1.2	[illegible]

* Operating expenses include no compensation for active proprietors of unincorporated businesses.
x Withheld to avoid disclosure.

TABLE 5.—ANALYSIS OF OPERATING EXPENSES* OF WHOLESALE MERCHANTS

BY KINDS OF BUSINESS AND NET-SALES-SIZE GROUPS—Continued

UNITED STATES SUMMARY

[Only Establishments With Sales of $100,000 or More are Included in This Table]

KIND OF BUSINESS BUSINESS-SIZE GROUP	ALL ESTABLISHMENTS WITH SALES OF $100,000 OR MORE			ESTABLISHMENTS REPORTING ANALYSIS OF EXPENSES *									Active proprietors of unincorporated businesses
	Number	Sales (add 000)	Operating expenses, percent of sales	Number	Sales (add 000)	Operating expenses (including pay roll) of such establishments expressed as percent of sales: Total	Administrative	Selling	Delivery	Warehouse	Occupancy	Other	
GROCERIES AND FOODS (SPECIALTY LINES)—Con.													
Confectionery	316	$74,961	13.5	207	$49,170	15.3	4.5	4.6	2.3	1.3	1.8	.8	141
$500,000 and over	57	33,813	12.6	34	21,739	15.2	5.8	4.6	1.4	1.3	1.3	.8	---
$100,000 - $299,999	259	41,148	14.3	173	27,431	15.5	3.6	4.6	3.0	1.3	2.1	.9	141
Fish and sea foods	347	99,927	19.6	219	64,745	20.4	5.2	3.9	3.3	3.7	2.9	1.4	113
$500,000 and over	40	38,716	17.6	26	23,908	19.8	5.1	4.0	3.0	3.8	2.3	1.6	12
$300,000 - $499,999	54	20,287	19.6	34	12,906	20.4	5.6	3.2	3.2	4.4	2.5	1.5	[illegible]
$200,000 - $299,999	76	18,439	21.2	57	13,782	20.9	5.1	4.1	3.4	3.9	3.2	1.2	28
$100,000 - $199,999	177	24,485	21.5	102	14,149	20.9	5.3	4.0	3.7	2.7	4.1	1.1	65
Flour	127	36,610	11.4	87	24,880	11.6	3.6	2.7	2.4	.8	1.3	.8	45
$300,000 and over	43	21,630	10.7	32	14,831	10.9	3.3	2.6	2.3	.7	1.3	.7	15
$200,000 - $299,999	30	7,355	11.4	21	5,220	11.7	3.6	2.3	2.7	1.0	.9	1.2	12
$100,000 - $199,999	54	7,625	13.4	34	4,829	13.5	4.6	3.2	2.6	1.0	1.4	.7	18
Fruits and vegetables (frosted)	12	7,757	8.9	10	(x)	11.9	3.1	2.1	1.8	2.4	2.1	.4	1
Meats and provisions	1,140	457,716	10.8	741	314,005	11.4	2.7	2.6	1.8	1.3	1.9	1.1	632
$1,000,000 and over	76	133,018	9.3	49	89,833	10.5	2.2	2.2	1.9	1.3	1.6	1.3	26
$500,000 - $999,999	162	111,383	10.0	119	83,526	10.8	2.9	2.4	1.7	1.3	1.7	.8	84
$300,000 - $499,999	237	91,799	11.8	173	67,458	11.6	2.9	2.5	1.9	1.4	2.1	.8	117
$200,000 - $299,999	229	58,860	11.8	147	36,285	12.5	3.0	3.2	2.0	1.2	2.3	.8	141
$100,000 - $199,999	437	62,656	12.8	253	36,903	13.4	3.2	3.0	1.9	1.0	2.6	1.7	264
Other food and grocery specialties	1,084	392,806	13.6	672	247,783	13.4	3.5	3.9	2.1	1.5	1.6	.8	376
$2,000,000 and over	17	55,653	15.5	10	28,364	12.5	3.4	4.5	1.4	1.8	1.0	.4	1
$1,000,000 - $1,999,999	34	44,498	11.4	24	30,938	10.7	3.5	3.0	1.3	1.0	1.1	.8	3
$500,000 - $999,999	136	92,592	13.6	86	58,840	14.6	3.4	4.6	2.4	1.7	1.7	.8	40
$300,000 - $499,999	205	78,394	13.2	145	55,737	13.5	3.6	3.7	2.0	1.5	1.6	1.1	55
$200,000 - $299,999	233	56,791	13.0	157	38,148	12.8	3.2	3.4	2.2	1.5	1.7	.8	102
$100,000 - $199,999	459	64,878	14.4	250	35,756	14.6	3.9	3.5	2.6	1.4	2.2	1.0	175
HARDWARE													
General line (with industrial department)	365	375,584	18.2	280	302,794	18.8	5.8	5.9	1.1	2.4	2.2	1.1	44
$2,000,000 and over	42	205,126	17.5	35	166,384	17.7	5.4	5.8	.9	2.9	1.8	.9	---
$1,000,000 - $1,999,999	42	54,770	18.3	37	47,240	18.7	5.6	6.5	1.1	2.1	2.2	1.2	1
$500,000 - $999,999	91	63,904	19.0	68	47,775	19.5	6.6	5.7	1.4	1.9	2.4	1.5	6
$300,000 - $499,999	77	29,657	19.0	65	25,107	19.2	6.3	5.7	1.5	1.4	3.0	1.3	13
$200,000 - $299,999	53	13,201	21.0	34	10,344	20.7	6.4	5.9	1.1	2.3	2.9	2.1	4
$100,000 - $199,999	60	8,896	22.4	41	5,944	23.6	7.8	7.2	1.7	1.7	3.6	1.6	20
General line (without industrial department)	230	132,435	17.6	165	106,123	17.9	5.9	5.3	1.3	1.9	2.3	1.2	53
$2,000,000 and over	13	34,097	16.5	11	29,898	16.8	5.5	5.4	1.1	2.0	2.0	.8	---
$1,000,000 - $1,999,999	20	29,426	17.5	17	25,574	17.4	5.6	5.2	1.2	2.1	2.0	1.3	---
$500,000 - $999,999	49	32,902	18.1	35	23,669	18.7	6.6	5.3	1.2	1.9	2.5	1.2	4
$300,000 - $499,999	43	16,407	17.9	35	13,675	18.2	5.7	5.2	1.3	1.9	2.8	1.3	10
$200,000 - $299,999	42	10,787	19.3	32	8,267	19.3	6.0	5.5	1.9	1.5	2.9	1.5	13
$100,000 - $199,999	63	8,816	19.5	35	5,040	19.8	6.6	4.5	2.1	1.5	3.6	1.5	26
Specialty lines	137	36,740	21.7	[illegible]	29,127	22.3	7.4	7.6	2.1	1.7	2.4	1.1	35
$200,000 and over	51	24,957	21.3	41	22,415	21.9	7.0	7.9	2.2	1.7	2.1	1.0	13
$100,000 - $199,999	86	11,783	22.4	48	6,712	23.5	8.4	6.6	1.7	1.5	3.8	1.5	22
JEWELRY													
Jewelry (general line)	162	60,390	17.2	95	43,759	17.4	6.5	6.0	.7	.5	2.4	1.3	64
$1,000,000 and over	10	17,908	15.3	9	15,862	15.2	4.9	6.3	.6	.4	2.1	.9	1
$500,000 - $999,999	23	14,973	17.8	20	13,265	18.2	7.4	5.9	.6	.6	2.6	1.2	6
$300,000 - $499,999	36	13,423	18.5	20	7,389	19.0	7.6	5.5	.7	.7	2.5	2.0	13
$200,000 - $299,999	19	4,474	17.4	[illegible]	2,055	19.0	6.9	6.8	1.2	.8	2.2	1.2	9
$100,000 - $199,999	74	10,612	17.5	37	3,188	18.9	7.1	6.3	.7	.3	2.9	1.6	35
Clocks and watches	35	35,552	18.7	18	22,789	20.1	4.6	11.7	.1	.2	.8	2.7	15
Diamonds and other precious stones	76	17,412	10.5	18	5,032	9.8	4.7	2.2	.1	(1)	1.7	1.1	20
All other	139	48,123	23.3	79	29,953	24.4	8.2	8.9	1.1	1.3	3.5	1.4	48
$1,000,000 and over	7	14,934	22.3	5	10,312	24.5	8.6	9.0	.6	1.2	3.7	1.4	---
$500,000 - $999,999	14	9,541	28.3	11	7,438	26.5	7.0	11.4	1.3	1.4	4.5	.9	3
$300,000 - $499,999	21	8,248	23.7	11	4,252	25.[illegible]	8.3	7.1	1.9	2.3	3.4	2.2	3
$100,000 - $299,999	97	15,400	21.0	52	7,951	21.9	9.0	7.5	1.0	.7	2.2	1.5	42
LUMBER AND CONSTRUCTION MATERIALS													
Builders' supplies (general line)	132	60,495	16.4	79	34,848	17.5	5.1	3.1	2.8	2.4	2.7	1.4	48
$500,000 and over	22	17,339	15.8	22	14,102	17.0	5.0	2.8	2.7	2.6	2.7	1.2	4
$300,000 - $499,999	35	12,881	16.1	17	6,588	17.4	4.8	3.3	2.5	2.1	3.2	1.5	---
$200,000 - $299,999	27	6,411	18.0	16	3,900	18.1	5.0	3.5	3.6	2.1	2.2	1.3	16
$100,000 - $199,999	38	5,868	18.8	24	3,738	20.3	6.[illegible]	3.6	3.3	2.2	2.9	2.1	9
Lumber	423	179,309	13.8	211	90,269	14.8	4.5	2.8	2.2	2.1	2.1	1.1	60
$1,000,000 and over	41	55,933	9.8	18	26,039	11.3	2.7	2.0	1.8	1.8	1.3	1.0	3
$500,000 - $999,999	71	48,338	13.6	37	24,813	14.7	4.7	3.3	2.0	2.2	1.5	1.0	6
$300,000 - $499,999	84	28,[illegible]	15.2	52	20,158	15.9	5.1	2.9	1.9	2.3	2.5	1.2	17
$200,000 - $299,999	75	18,339	15.8	35	8,829	16.5	5.6	2.7	2.5	2.1	2.5	1.1	8
$100,000 - $199,999	154	23,481	16.8	71	10,600	20.2	6.5	3.5	3.2	2.5	3.2	1.3	24

* Operating expenses include no compensation for active proprietors of unincorporated businesses.

x Withheld to avoid disclosure.

1 Less than one-tenth of one percent.

TABLE 5.—ANALYSIS OF OPERATING EXPENSES* OF WHOLESALE MERCHANTS

By Kind of Business and Net Sales Size Group—Continued

Only Establishments With Sales of $100,000 or More—Including Full Time

UNITED STATES SUMMARY

KIND OF BUSINESS BUSINESS-SIZE GROUP	All establishments with sales of $100,000 or more: Number	Net sales (add 000)	Operating expenses as percent of sales	Establishments reporting analysis of expenses: Number	Sales (add 000)	Total	Salaries	[illegible]	[illegible]	[illegible]	[illegible]	[illegible]	[illegible]
LUMBER AND CONSTRUCTION MATERIALS—Con.													
Lumber and millwork	95	$33,415	17.1	55	[illegible]	17.7	6.0	2.8	[illegible]	2.7	2.6	1.3	17
$500,000 and over	14	17,958	14.6	12	12,396	15.1	[illegible]	2.3	2.4	2.4	1.8	1.3	[illegible]
$300,000 - $499,999	13	[illegible]	18.2	9	3,444	18.1	6.0	[illegible]	1.7	3.5	2.6	.9	[illegible]
$200,000 - $299,999	27	6,601	21.1	19	4,[illegible]	22.3	8.0	3.0	2.5	[illegible]	4.4	[illegible]	[illegible]
$100,000 - $199,999	[illegible]	3,733	20.7	[illegible]	2,180	21.7	7.4	[illegible]	[illegible]	[illegible]	3.8	[illegible]	[illegible]
Millwork	183	53,359	[illegible]	114	40,120	[illegible]	7.0	4.5	2.1	4.7	[illegible]	1.4	[illegible]
$500,000 and over	60	33,889	[illegible]	[illegible]	26,524	22.4	7.0	4.4	2.1	4.9	[illegible]	1.3	[illegible]
$100,000 - $499,999	103	19,470	22.8	[illegible]	[illegible]	[illegible]	7.1	4.0	2.4	4.3	3.1	1.6	[illegible]
Brick, tile, and terra cotta	28	13,686	15.6	[illegible]	6,383	17.3	[illegible]	4.6	2.4	.8	1.9	1.2	[illegible]
Cement, lime, and plaster	39	18,289	[illegible]	[illegible]	7,640	16.9	4.6	[illegible]	[illegible]	1.3	2.2	1.2	[illegible]
Glass	90	24,[illegible]	28.4	[illegible]	[illegible]	28.8	8.0	5.7	[illegible]	7.5	3.3	1.7	[illegible]
$500,000 and over	12	9,104	22.8	9	6,749	24.8	6.1	[illegible]	2.1	6.4	2.4	2.3	[illegible]
$300,000 - $499,999	13	4,990	26.7	8	3,091	25.1	8.1	5.6	1.9	6.7	2.4	.4	[illegible]
$200,000 - $299,999	17	4,187	31.4	14	3,482	32.7	8.8	5.5	3.3	9.7	3.6	1.8	---
$100,000 - $199,999	48	6,613	35.7	49	3,908	35.0	10.7	6.4	3.5	8.0	5.2	[illegible]	[illegible]
All other	[illegible]	[illegible]	19.0	259	96,311	19.4	[illegible]	3.1	4.8	2.1	[illegible]	1.7	69
$500,000 and over	52	69,425	20.8	[illegible]	[illegible]	22.2	4.7	2.9	[illegible]	2.2	2.8	[illegible]	[illegible]
$300,000 - $499,999	[illegible]	31,109	[illegible]	[illegible]	20,174	14.7	4.2	3.0	2.1	2.3	2.0	1.1	[illegible]
$200,000 - $299,999	103	25,196	20.1	[illegible]	16,[illegible]	19.1	6.6	[illegible]	2.9	[illegible]	[illegible]	1.3	14
$100,000 - $199,999	192	[illegible]	17.9	109	15,346	17.6	6.2	[illegible]	[illegible]	1.7	[illegible]	1.3	36
MACHINERY—EQUIPMENT—SUPPLIES													
Commercial Equipment and supplies:													
Office machines and equipment	47	14,[illegible]	28.9	[illegible]	7,132	28.9	11.4	9.9	[illegible]	2.7	[illegible]	1.1	15
$500,000 and over	18	8,202	28.6	9	5,059	28.9	11.5	10.4	1.5	2.4	1.8	1.3	---
$100,000 - $199,999	[illegible]	[illegible]	29.3	15	2,073	29.0	11.2	8.7	1.7	3.2	3.4	.8	[illegible]
Restaurant and hotel supply houses	114	36,142	[illegible]	62	17,163	24.2	7.2	8.2	2.1	1.9	3.3	1.5	[illegible]
$500,000 and over	34	[illegible]	[illegible]	[illegible]	10,462	[illegible]	7.3	8.8	2.0	1.8	[illegible]	1.1	[illegible]
$100,000 - $299,999	80	14,621	25.0	40	6,701	24.7	7.2	7.4	2.1	2.2	3.8	2.0	[illegible]
Garage and filling station equipment	30	5,545	25.3	17	3,328	26.6	9.5	9.2	2.1	3.0	2.5	1.2	4
Soda fountain equipment and supplies	[illegible]	1,023	24.9	3	(x)	24.2	7.9	4.8	[illegible]	1.3	6.6	1.2	4
Store machines	8	1,626	12.5	3	(x)	13.2	2.8	[illegible]	[illegible]	.7	2.1	.9	2
Store fixtures and equipment	43	10,265	25.6	[illegible]	4,188	29.7	[illegible]	7.0	[illegible]	1.9	2.9	2.6	[illegible]
All other	90	21,749	[illegible]	49	[illegible]	20.2	6.3	[illegible]	1.8	1.9	[illegible]	1.5	[illegible]
$500,000 and over	44	[illegible]	19.6	26	8,311	19.6	5.6	[illegible]	1.7	2.1	[illegible]	1.7	14
$100,000 - $199,999	46	6,440	20.4	[illegible]	3,324	21.6	7.9	5.9	2.0	1.5	3.5	[illegible]	[illegible]
Farm and dairy:													
Dairy equipment	53	[illegible]	16.2	34	[illegible]	[illegible]	6.8	8.1	1.1	1.6	1.6	1.3	[illegible]
$500,000 and over	28	11,962	19.3	19	8,850	21.9	7.5	[illegible]	1.0	1.7	1.4	1.1	7
$100,000 - $499,999	27	5,036	15.7	[illegible]	2,728	16.1	4.7	4.9	1.4	1.0	2.2	1.9	1
Farm implements	[illegible]	2,534	[illegible]	5	(x)	22.5	11.0	8.0	.4	[illegible]	1.6	.2	---
Farm machinery and equipment	71	29,721	14.9	45	15,745	16.0	5.4	4.3	1.1	1.8	2.1	1.3	[illegible]
$500,000 and over	14	[illegible]	12.1	[illegible]	[illegible]	[illegible]	3.2	3.0	1.1	1.6	1.8	1.7	---
$300,000 - $499,999	15	6,067	17.6	12	4,756	16.8	[illegible]	4.5	1.2	1.7	[illegible]	1.0	[illegible]
$200,000 - $299,999	13	3,049	[illegible]	7	[illegible]	21.0	8.0	6.7	.7	1.7	2.9	1.0	---
$100,000 - $199,999	[illegible]	[illegible]	19.2	16	2,725	[illegible]	7.4	5.6	1.4	2.4	2.9	1.1	[illegible]
Industrial Machinery, Equipment, and Supplies													
Industrial general line	105	58,541	[illegible]	79	[illegible]	18.5	[illegible]	[illegible]	[illegible]	1.8	2.3	1.3	[illegible]
$500,000 and over	54	55,241	18.5	46	48,471	18.0	6.0	[illegible]	1.1	1.8	[illegible]	1.3	9
$300,000 - $499,999	21	8,493	20.4	15	[illegible]	20.9	8.5	6.2	1.0	[illegible]	2.4	1.4	---
$100,000 - $299,999	[illegible]	5,807	19.8	[illegible]	[illegible]	21.3	6.6	6.5	1.3	1.7	3.0	2.2	[illegible]
Belting, hose, and packing	64	[illegible]	23.0	42	[illegible]	[illegible]	9.2	8.0	[illegible]	1.2	[illegible]	.9	[illegible]
$500,000 and over	[illegible]	6,970	23.8	12	4,671	22.5	8.3	8.1	1.5	1.0	2.3	[illegible]	[illegible]
$100,000 - $499,999	46	[illegible]	23.4	30	[illegible]	25.0	10.0	[illegible]	1.6	1.5	3.4	.6	4
Construction (except road building)	[illegible]	[illegible]	22.0	[illegible]	12,098	[illegible]	6.3	[illegible]	.9	2.5	2.4	1.2	[illegible]
$500,000 and over	[illegible]	12,256	19.7	17	8,805	[illegible]	5.8	6.2	.7	[illegible]	2.0	1.3	[illegible]
$300,000 - $499,999	[illegible]	4,583	[illegible]	[illegible]	[illegible]	[illegible]	7.9	8.5	1.1	2.0	3.6	.7	---
$100,000 - $299,999	26	[illegible]	[illegible]	7	981	27.0	[illegible]	[illegible]	2.5	5.9	4.1	1.3	[illegible]
Road building	[illegible]	67,876	19.0	70	[illegible]	[illegible]	5.2	[illegible]	[illegible]	[illegible]	[illegible]	[illegible]	[illegible]
$1,000,000 and over	14	[illegible]	17.3	8	11,905	16.4	4.5	5.5	1.5	[illegible]	[illegible]	[illegible]	[illegible]
$500,000 - $999,999	33	24,745	18.4	19	14,028	[illegible]	5.0	[illegible]	1.0	1.4	1.8	2.0	[illegible]
$300,000 - $499,999	[illegible]	[illegible]	18.9	15	5,811	[illegible]	5.1	7.2	1.3	1.8	2.0	[illegible]	[illegible]
$200,000 - $299,999	[illegible]	7,293	22.9	[illegible]	2,796	23.9	8.1	8.6	1.4	1.9	2.7	1.2	[illegible]
$100,000 - $199,999	44	6,402	[illegible]	17	[illegible]	23.4	6.0	8.5	2.4	2.3	3.0	1.2	[illegible]
Mining machinery	[illegible]	[illegible]	[illegible]	[illegible]	9,347	18.7	7.5	5.7	1.3	1.3	2.2	.7	14
Mine and mill supplies	[illegible]	[illegible]	18.9	[illegible]	64,194	18.5	6.5	[illegible]	1.6	1.5	2.1	[illegible]	31
$1,000,000 and over	[illegible]	[illegible]	[illegible]	[illegible]	20,124	16.1	5.8	[illegible]	1.4	[illegible]	2.0	[illegible]	---
$500,000 - $999,999	44	31,078	18.8	[illegible]	22,887	[illegible]	[illegible]	[illegible]	1.6	1.7	1.7	1.8	[illegible]
$300,000 - $499,999	[illegible]	24,761	20.2	47	13,886	[illegible]	7.1	5.8	1.7	1.6	[illegible]	1.4	[illegible]
$100,000 - $199,999	90	12,877	20.8	[illegible]	7,297	20.7	6.9	6.2	1.8	1.7	[illegible]	1.9	[illegible]

* Operating expenses include no compensation for active proprietors of unincorporated businesses.
x Withheld to avoid disclosure.

TABLE 5.—ANALYSIS OF OPERATING EXPENSES* OF WHOLESALE MERCHANTS

BY KINDS OF BUSINESS AND NET SALES-SIZE GROUPS—Continued

UNITED STATES SUMMARY [Only establishments with sales of $100,000 or more included in this table]

KIND OF BUSINESS / BUSINESS-SIZE GROUP	ALL ESTABLISHMENTS WITH SALES OF $100,000 OR MORE: Number	Sales (add 000)	Operating expenses percent of sales	ESTABLISHMENTS REPORTING ANALYSIS OF EXPENSES*: Number	Sales (add 000)	Operating expenses in percent of sales: Total	Administrative	Selling	Delivery	Warehousing	Occupancy	Other	Active proprietors of unincorporated businesses
	MACHINERY—EQUIPMENT—SUPPLIES—Con.												
Industrial Machinery, Equipment, and Supplies—Con.													
Oil well supply houses	463	$[illegible]	9.2	164	$[illegible]	1.3	3.1	3.2	.9	1.1	1.5	1.5	20
$1,000,000 and over	32	38,760	8.1	12	22,968	10.4	2.2	3.0	.8	1.1	1.4	1.9	---
$500,000 - $999,999	58	38,114	7.0	24	15,653	10.9	4.0	2.7	.7	1.0	1.1	1.4	1
$300,000 - $499,999	78	29,308	8.9	29	10,915	10.6	3.4	3.0	.9	.8	1.2	1.3	4
$200,000 - $299,999	104	24,675	10.7	32	7,757	12.5	3.5	3.4	1.3	1.1	2.1	1.1	5
$100,000 - $199,999	207	29,201	14.4	67	9,868	13.6	3.4	4.4	1.3	1.4	2.0	1.1	10
Power plant and power transmission	37	8,018	16.6	20	4,864	20.8	9.3	6.2	1.1	.9	2.4	.9	8
Printing and lithographing, except paper	32	7,324	31.8	8	2,556	34.1	10.3	17.0	1.1	2.8	4.3	.6	---
Rope, cordage, and twine	29	11,709	13.6	21	8,659	14.6	5.8	5.1	1.4	.6	1.4	.3	2
Textile	17	6,199	23.5	12	4,511	19.9	7.4	4.4	1.9	2.4	2.7	1.1	2
Used machinery, etc., equipment	35	7,374	27.3	12	3,214	27.0	6.9	5.9	2.8	4.0	2.8	4.6	15
All other	409	121,717	19.3	212	77,266	19.2	7.6	5.6	1.4	1.4	2.0	1.2	70
$1,000,000 and over	25	39,818	16.1	13	26,953	15.2	6.5	4.7	.7	1.0	1.3	1.0	---
$500,000 - $999,999	49	19,138	16.5	20	12,349	19.7	7.1	5.6	2.4	1.6	2.1	.9	4
$300,000 - $499,999	49	18,732	18.1	30	11,494	19.4	7.4	5.8	1.1	1.6	2.2	1.3	14
$200,000 - $299,999	109	26,144	22.1	57	13,459	20.8	7.4	5.7	1.8	2.0	2.6	1.3	21
$100,000 - $199,999	197	27,765	24.1	90	13,051	25.0	10.3	7.1	1.9	1.4	2.7	1.6	31
Professional Equipment and Supplies:													
Dental supply houses	107	24,988	30.0	62	14,849	30.6	10.5	11.5	2.0	.8	2.7	3.1	10
$200,000 and over	23	16,854	29.8	16	6,642	31.2	10.9	12.1	2.0	.6	2.7	2.9	2
$300,000 - $299,999	25	6,272	32.2	14	3,568	31.5	8.9	13.0	2.3	1.0	2.8	3.5	3
$100,000 - $199,999	59	8,610	28.5	32	4,639	29.2	11.2	9.6	1.6	.9	2.7	3.2	5
Religious supply houses	24	3,998	27.6	12	3,588	28.4	12.2	8.6	2.1	1.1	3.0	1.4	10
School equipment and supplies	49	18,143	25.2	34	12,238	24.9	7.5	8.5	1.8	2.8	2.9	1.4	8
$500,000 and over	17	14,225	25.4	13	8,304	25.0	6.6	9.0	1.8	3.3	2.9	1.4	3
$100,000 - $499,999	32	3,888	24.9	21	3,934	24.8	9.5	7.4	1.6	1.8	3.0	1.5	5
Surgical, medical, and hospital	141	40,966	26.2	45	19,234	28.4	10.6	11.3	1.6	1.2	2.5	1.0	14
$500,000 and over	36	23,542	26.6	19	14,761	28.8	11.1	11.9	1.6	1.1	2.3	.8	6
$200,000 - $499,999	30	7,170	24.7	9	2,110	25.0	9.4	9.0	1.3	.6	3.2	1.5	4
$100,000 - $199,999	75	10,248	26.5	17	2,363	26.5	10.4	10.0	1.8	2.2	2.6	1.5	4
All other	36	10,549	24.1	18	4,465	24.5	8.3	6.6	2.6	1.9	4.1	1.0	x
Service Equipment and Supplies:													
Barber and beauty supply houses	104	21,447	35.4	59	11,342	34.1	10.2	11.2	3.8	2.1	3.8	3.0	49
$500,000 and over	37	11,318	37.9	16	5,380	36.2	10.9	11.5	3.6	2.8	3.6	3.8	10
$100,000 - $199,999	74	10,129	32.6	43	5,982	32.3	9.5	10.9	4.0	1.4	4.1	2.4	39
Laundry and dry cleaning	85	29,566	19.9	53	19,874	18.5	5.8	6.3	2.3	1.2	1.4	1.5	8
$500,000 and over	14	12,259	15.7	x	8,455	16.7	5.5	5.3	2.3	1.2	1.2	1.2	---
$300,000 - $499,999	17	6,673	19.9	15	5,842	18.3	5.3	6.8	2.0	1.3	1.3	1.6	1
$200,000 - $299,999	21	5,311	23.7	12	3,037	20.4	7.0	7.4	2.3	1.0	1.7	1.0	1
$100,000 - $199,999	37	5,343	25.5	17	2,540	22.4	6.4	7.5	2.6	1.4	1.8	2.7	6
Tailors' supplies	8	1,491	20.7	6	(x)	21.1	7.6	8.0	1.6	.6	2.1	1.2	3
Undertakers' supplies	13	1,920	29.7	7	1,135	31.0	8.2	9.3	2.6	3.1	4.6	3.0	---
Upholsterers' supplies	88	22,104	23.1	61	14,814	24.2	9.3	7.2	1.7	1.6	3.1	1.3	18
$500,000 and over	40	15,486	23.7	25	10,027	24.8	9.3	7.5	1.7	1.7	3.3	1.3	10
$100,000 - $199,999	48	6,618	23.9	36	4,787	22.8	9.2	6.3	1.8	1.3	2.8	1.4	8
All other	88	19,506	21.7	47	10,544	22.2	8.0	7.6	1.6	1.1	2.6	1.3	23
$200,000 and over	34	11,814	19.6	15	5,900	20.3	7.6	7.0	1.3	.8	2.6	1.0	3
$100,000 - $199,999	65	7,692	24.5	32	4,644	24.5	8.4	8.4	2.0	1.6	2.8	1.5	20
Transportation Equipment and Supplies:													
Aircraft and aeronautical	5	2,066	20.7	2	(x)	21.0	7.7	4.0	.4	3.7	2.7	2.5	---
Railroad	34	22,730	24.4	16	14,907	25.8	11.0	6.8	1.5	.9	1.0	4.6	2
Marine	69	17,763	20.3	41	11,362	20.3	7.7	5.1	1.6	2.2	2.5	1.2	17
$500,000 and over	14	7,998	17.7	9	5,360	18.9	6.2	5.4	1.1	3.0	2.2	1.0	4
$300,000 - $499,999	21	5,184	23.6	15	3,678	23.0	10.5	4.4	2.4	1.6	2.1	1.6	2
$100,000 - $199,999	34	4,681	21.3	17	2,324	19.4	6.7	5.6	1.7	1.2	3.2	1.0	11
Other	1	(x)	(x)	1	(x)	(x)	(x)	(x)	(x)	(x)	(x)	(x)	(x)
	METALS AND METAL WORK (EXCEPT SCRAP)												
Building metal work	50	9,840	18.6	25	3,421	19.2	6.2	3.4	2.6	3.0	2.8	1.2	14
$500,000 and over	21	7,765	19.0	12	5,108	20.3	6.6	3.7	2.9	3.3	2.7	1.2	x
$100,000 - $199,999	16	2,075	17.4	10	1,313	15.1	4.7	2.3	1.5	1.9	3.3	1.4	9
Iron and steel products (general line)	78	74,974	19.4	63	66,677	19.3	5.8	4.8	1.7	3.9	2.2	.9	18
$1,000,000 and over	32	47,711	18.9	19	(x)	18.9	5.1	5.0	1.7	4.1	2.3	.7	11
$500,000 - $999,999	37	22,485	20.2	26	17,122	20.2	7.3	4.4	1.6	3.6	1.9	1.4	2
$300,000 - $499,999	13	3,234	21.2	11	2,732	20.0	7.5	3.7	1.7	2.2	3.1	.8	3
$100,000 - $199,999	x	1,198	22.8	5	(x)	21.9	5.3	4.6	3.9	2.7	3.3	2.1	2

* Operating expenses include no compensation for active proprietors of unincorporated businesses.
x Withheld to avoid disclosure.

TABLE 5.—ANALYSIS OF OPERATING EXPENSES* OF WHOLESALE MERCHANTS

By Kind of Business and Net Sales-Size Group: 1939

[Only Establishments with Net Sales of $100,000 or More] UNITED STATES SUMMARY

KIND OF BUSINESS / BUSINESS-SIZE GROUP	All establishments with sales of $100,000 or more: Number	Net sales (add 000)	Operating expenses as percent of net sales	Establishments reporting analysis of expenses: Number	Net sales (add 000)	Percent of net sales: Total	Payroll	Payroll taxes	Rent	Depreciation	Other	Net profit
METALS AND METAL WORK (EXCEPT SCRAP)—Con.												
Iron and steel products (semi-finished	22	$10,213	20.8	14	$6,577	24.3	7.8	5.4	3.0	3.9	3.2	1.0
Iron and steel products, flat	147	[illegible]	20.0	94	[illegible]	19.9	6.8	3.8	[illegible]	3.6	[illegible]	1.0
$500,000 and over	38	38,782	19.9	25	[illegible]	20.1	6.8	3.7	2.8	4.1	1.8	.9
$250,000 - $499,999	29	11,078	19.8	[illegible]	[illegible]	[illegible]	6.2	4.0	1.6	3.0	[illegible]	1.3
$150,000 - $249,999	26	6,213	21.4	21	4,915	20.6	7.3	4.0	2.4	3.1	[illegible]	1.1
$100,000 - $149,999	34	5,064	19.6	26	3,862	20.3	7.1	3.5	2.5	[illegible]	[illegible]	.6
Wire and wire products	22	4,385	[illegible]	[illegible]	[illegible]	[illegible]	[illegible]	[illegible]	1.9	1.9	2.6	1.3
Iron and steel products, n.e.c.	133	47,483	20.6	88	[illegible]	20.0	7.1	4.5	1.9	3.4	2.3	.7
$500,000 and over	29	[illegible]	[illegible]	19	[illegible]	18.0	6.6	4.1	1.5	3.0	1.6	.8
$250,000 - $499,999	24	[illegible]	21.3	[illegible]	7,212	21.4	7.9	4.5	2.4	3.4	2.7	.5
$150,000 - $249,999	28	7,025	20.9	19	4,978	21.5	7.7	4.2	2.1	3.5	3.3	.7
$100,000 - $149,999	52	7,236	24.0	32	4,406	[illegible]	7.5	5.0	[illegible]	4.3	[illegible]	[illegible]
Copper	23	48,709	3.9	15	8,039	14.8	5.6	3.6	1.0	1.6	2.2	[illegible]
All other	88	154,[illegible]	[illegible]	43	[illegible]	[illegible]	4.1	3.7	.9	3.0	[illegible]	.8
$500,000 and over	20	136,108	4.6	14	29,292	14.8	4.0	4.2	.9	3.9	1.1	.7
$250,000 - $499,999	17	12,540	8.4	13	9,898	8.7	3.5	1.8	.9	.9	1.0	.6
$100,000 - $149,999	29	5,952	14.[illegible]	16	3,[illegible]	15.8	5.3	5.3	[illegible]	1.0	1.3	1.4
PAPER AND ITS PRODUCTS												
Wrapping paper, except paper products	706	256,339	17.2	525	[illegible]	17.1	5.6	5.6	1.6	1.5	1.8	1.0
$500,000 and over	14	33,116	11.9	11	31,[illegible]	11.2	3.9	3.5	1.3	1.0	.9	.6
$1,000,000 - $1,999,999	20	26,623	16.1	16	21,401	17.0	5.7	[illegible]	1.1	2.0	1.9	.6
$500,000 - $999,999	99	65,414	17.7	81	54,146	17.3	6.0	5.9	1.4	1.5	1.6	.9
$250,000 - $499,999	126	47,290	18.8	100	37,804	18.9	5.9	6.2	1.8	1.6	2.0	1.4
$200,000 - $249,999	137	32,647	18.7	97	23,982	19.0	5.7	6.3	[illegible]	1.6	2.2	1.0
$100,000 - $199,999	310	43,949	18.8	220	31,931	18.9	5.9	[illegible]	2.2	1.5	2.4	1.2
Printing and writing papers	292	177,850	15.6	221	[illegible]	16.[illegible]	5.0	[illegible]	[illegible]	[illegible]	[illegible]	[illegible]
$2,000,000 and over	12	50,[illegible]	11.6	11	(x)	11.7	[illegible]	5.2	.6	1.2	1.0	.4
$1,000,000 - $1,999,999	40	53,094	14.6	31	[illegible]	16.0	5.0	6.2	1.2	1.7	1.6	.3
$500,000 - $999,999	56	41,477	17.2	44	37,167	17.9	5.6	6.1	1.5	1.6	[illegible]	.9
$400,000 - $499,999	56	22,075	17.8	45	17,814	18.4	5.7	5.9	1.7	2.0	2.1	1.0
$300,000 - $299,999	41	9,960	20.0	31	[illegible]	20.9	7.4	6.4	2.3	1.1	2.6	1.1
$100,000 - $199,999	65	12,136	20.0	51	(x)	20.5	6.2	6.0	1.6	2.0	3.4	1.1
Stationery and stationery supplies	165	[illegible]	23.9	53	15,781	20.4	7.2	[illegible]	[illegible]	1.8	2.4	[illegible]
$500,000 and over	16	15,233	28.3	8	6,698	19.5	7.7	5.5	[illegible]	1.4	1.6	[illegible]
$200,000 - $499,999	32	9,795	21.0	17	5,077	19.9	6.3	5.6	[illegible]	1.9	[illegible]	[illegible]
$100,000 - $199,999	57	7,727	23.0	28	3,[illegible]	22.7	7.4	6.7	2.0	2.1	3.6	.9
Wallpaper	49	11,014	32.7	33	7,886	35.4	11.[illegible]	[illegible]	[illegible]	[illegible]	[illegible]	[illegible]
$200,000 and over	19	6,697	[illegible]	16	[illegible]	35.2	12.0	8.7	[illegible]	3.7	5.0	[illegible]
$100,000 - $199,999	30	[illegible]	33.5	17	2,503	35.7	10.6	11.2	3.4	[illegible]	[illegible]	[illegible]
PETROLEUM AND ITS PRODUCTS												
Petroleum and its products	445	137,949	12.4	92	52,691	12.[illegible]	3.7	3.5	[illegible]	.9	[illegible]	1.1
$1,000,000 and over	38	80,347	7.3	12	32,165	9.[illegible]	[illegible]	3.1	1.2	.7	.7	1.1
$500,000 - $999,999	27	19,317	15.3	10	7,821	15.4	4.6	3.2	[illegible]	.5	1.3	.6
$200,000 - $499,999	70	21,319	22.1	25	[illegible]	20.2	5.0	4.4	[illegible]	1.7	[illegible]	[illegible]
$100,000 - $199,999	320	16,966	[illegible]	45	5,959	21.9	6.6	5.7	3.5	[illegible]	3.3	[illegible]
PLUMBING AND HEATING EQUIPMENT AND SUPPLIES												
Plumbing and heating (general line)	480	173,231	17.2	361	130,019	17.5	6.1	[illegible]	1.5	[illegible]	[illegible]	[illegible]
$1,000,000 and over	21	24,428	14.4	13	21,952	14.1	4.8	4.1	.8	1.6	1.3	1.7
$500,000 - $999,999	74	48,664	16.9	58	37,965	16.9	5.8	[illegible]	1.1	1.8	[illegible]	1.5
$300,000 - $499,999	102	39,4[illegible]	18.3	86	32,501	18.7	6.5	[illegible]	1.5	1.9	2.5	2.1
$200,000 - $299,999	101	24,9[illegible]	19.1	[illegible]	18,685	19.3	7.0	3.9	2.0	1.7	[illegible]	2.0
$100,000 - $199,999	182	26,741	[illegible]	129	19,116	18.8	6.6	3.8	2.1	1.6	2.8	1.9
Heating (including stoves and ranges)	33	25,796	[illegible]	64	16,[illegible]	[illegible]	[illegible]	6.8	2.1	2.4	3.7	1.3
$300,000 and over	27	14,174	[illegible]	17	8,556	22.8	[illegible]	6.6	2.0	2.1	[illegible]	1.5
$200,000 - $299,999	17	4,207	25.1	13	[illegible]	[illegible]	8.5	6.7	1.7	2.9	3.9	1.0
$100,000 - $199,999	54	7,415	[illegible]	34	4,905	27.4	9.8	7.1	[illegible]	2.6	4.1	1.2
Plumbing fixtures, equipment, and supplies	400	107,664	17.3	284	[illegible]	16.5	5.7	3.7	1.6	1.9	[illegible]	1.2
$500,000 and over	43	33,[illegible]	16.3	33	[illegible]	15.1	5.2	3.4	1.3	[illegible]	2.0	.9
$300,000 - $499,999	60	23,165	15.8	43	18,759	15.5	5.5	3.5	1.3	1.7	[illegible]	1.3
$200,000 - $299,999	92	[illegible]	19.1	74	15,122	17.3	[illegible]	4.0	1.8	1.8	2.5	[illegible]
$100,000 - $199,999	205	25,[illegible]	18.3	139	20,011	18.8	[illegible]	4.0	2.0	1.8	[illegible]	1.6
All other	68	18,122	23.8	47	[illegible]	[illegible]	8.0	6.6	1.7	1.5	[illegible]	2.0
$200,000 and over	38	[illegible]	[illegible]	27	7,401	[illegible]	7.5	7.0	1.4	1.3	[illegible]	[illegible]
$100,000 - $199,999	40	5,674	[illegible]	30	4,390	[illegible]	8.9	6.1	2.1	1.8	2.9	1.7

* Operating expenses include no compensation for active proprietors of unincorporated businesses.
x Withheld to avoid disclosure.

GEOGRAPHY DEPARTMENT
UNIVERSITY OF MARYLAND
COLLEGE PARK, MARYLAND

TABLE 5.—ANALYSIS OF OPERATING EXPENSES* OF WHOLESALE MERCHANTS

[illegible] BUSINESS AND NET SALES-SIZE GROUPS—Continued

UNITED STATES SUMMARY

KIND OF BUSINESS / BUSINESS-SIZE GROUP	ALL ESTABLISHMENTS WITH SALES OF $100,000 OR MORE: Number	Net sales (add 000)	Operating expenses as percent of net sales	ESTABLISHMENTS REPORTING ANALYSIS OF EXPENSES*: Number	Net sales (add 000)	Operating expenses as percent of net sales: Total	Administrative	Selling	Delivery	Warehouse	Occupancy	Other	Average number of proprietors, partners, salaried officers, active partners, and paid managers
TOBACCO AND PRODUCTS (EXCEPT LEAF)													
Tobacco and products (except leaf)	[illegible]	$[illegible]	4.9	1,090	$[illegible]	4.9	1.3	1.6	.7	.4	.6	.3	837
$1,000,000 and over	79	263,163	4.8	61	198,659	4.7	1.4	1.7	.5	.5	.4	.4	51
$500,000 - $1,999,999	[illegible]	239,807	4.2	126	176,920	4.4	1.2	1.4	.6	.4	.5	.3	82
$250,000 - $499,999	[illegible]	256,306	5.1	[illegible]	184,274	5.1	1.3	1.6	.7	.4	.7	.4	174
$100,000 - $249,999	[illegible]	141,4[illegible]	5.2	284	79,820	5.4	1.4	1.7	.8	.4	.7	.4	148
$50,000 - $99,999	[illegible]	75,416	5.6	[illegible]	49,964	6.0	1.5	1.9	.9	.4	.9	.4	188
$25,000 - $49,999	468	67,820	5.8	229	33,804	6.1	1.4	1.7	1.1	.3	1.2	.4	194
WASTE MATERIALS													
Iron and steel scrap	4[illegible]	[illegible]	[illegible]	[illegible]	123,648	13.7	4.1	1.1	3.9	1.6	2.1	.9	145
$1,000,000 and over	51	[illegible]	7.7	24	73,581	9.8	3.3	.5	3.9	.8	.7	.6	14
$500,000 - $999,999	48	34,759	[illegible]	24	16,059	18.3	5.1	1.8	4.1	2.7	3.3	1.3	12
$250,000 - $499,999	[illegible]	26,515	18.5	46	13,905	18.5	5.2	1.0	3.8	3.3	3.9	1.3	29
$100,000 - $249,999	100	24,301	18.9	40	9,694	21.6	6.0	1.6	4.9	4.2	5.1	1.8	32
$50,000 - $99,999	[illegible]	[illegible]	[illegible]	64	10,391	20.0	4.9	4.4	2.0	2.9	4.6	1.2	58
Rags and scrap paper, n.e.c.	200	[illegible]	17.3	96	29,874	18.5	4.8	1.4	3.9	3.9	3.1	1.4	83
$1,000,000 and over	[illegible]	[illegible]	15.8	15	15,407	[illegible]	4.[illegible]	1.7	2.7	4.2	[illegible]	.8	5
$500,000 - $999,999	57	16,755	[illegible]	[illegible]	7,974	21.0	5.0	1.1	4.6	3.1	4.3	1.9	24
$250,000 - $499,999	116	16,199	19.5	45	6,493	21.4	4.4	.9	6.2	4.0	3.7	2.2	54
Waste paper, rags, and rubber	[illegible]	109,547	[illegible]	130	54,015	17.8	4.9	1.8	3.5	3.3	3.0	1.3	68
$1,000,000 and over	[illegible]	41,[illegible]	[illegible]	8	15,969	13.1	4.0	2.1	2.7	1.4	2.6	.5	[illegible]
$500,000 - $999,999	29	[illegible]	17.5	18	12,728	17.9	4.9	1.3	4.2	2.7	2.4	2.4	10
$250,000 - $499,999	42	15,639	22.1	[illegible]	10,426	20.2	5.1	1.7	3.4	5.8	3.5	.7	10
$100,000 - $249,999	56	16,521	18.8	27	7,109	21.4	6.6	2.3	2.8	4.0	4.1	1.6	19
$50,000 - $99,999	[illegible]	15,557	22.0	49	6,783	21.6	5.4	[illegible]	5.3	4.8	2.8	1.7	29
Non-ferrous metals	[illegible]	41,432	9.1	58	26,610	9.0	2.7	.7	1.4	2.3	1.4	.5	51
$1,000,000 and over	[illegible]	23,085	[illegible]	19	18,291	8.0	2.6	.6	1.1	2.2	1.0	.5	11
$500,000 - $999,999	35	11,432	9.7	17	[illegible]	10.5	2.9	.6	2.2	2.5	2.0	.3	22
$250,000 - $499,999	49	[illegible]	12.4	22	2,996	12.2	3.1	1.1	2.0	2.6	2.5	.9	18
All other	89	[illegible]	[illegible]	32	13,[illegible]	14.8	4.1	1.6	[illegible]	2.8	1.7	1.2	37
$500,000 and over	18	[illegible]	11.5	10	8,336	13.6	3.3	1.6	3.6	2.6	1.1	1.4	20
$250,000 - $499,999	46	6,605	15.5	11	3,497	[illegible]	4.6	1.9	2.7	2.7	3.6	.9	9
$100,000 - $199,999	45	6,750	15.3	11	[illegible]	20.1	7.9	.8	3.1	4.2	3.0	1.1	8
ALL OTHER PRODUCTS													
Paper, paper stock, and paper products	[illegible]	144,090	18.2	141	61,680	19.7	6.9	4.2	4.4	1.9	1.6	.7	61
$1,000,000 and over	[illegible]	75,001	17.1	[illegible]	21,686	24.0	7.5	6.6	5.4	[illegible]	1.6	.5	[illegible]
$500,000 - $999,999	32	[illegible]	22.3	[illegible]	[illegible]	19.6	[illegible]	[illegible]	5.1	1.1	1.5	.8	6
$250,000 - $499,999	[illegible]	16,890	[illegible]	[illegible]	9,938	15.0	5.3	2.1	2.8	2.5	1.5	.8	[illegible]
$100,000 - $249,999	[illegible]	[illegible]	18.0	39	7,266	16.6	6.4	3.0	3.7	1.4	1.4	.7	12
$50,000 - $99,999	[illegible]	17,592	16.3	51	6,629	16.6	6.3	2.4	3.1	1.7	2.2	.9	29
Flowers and nursery stock	119	[illegible]	19.8	84	19,921	20.1	5.9	5.6	2.3	1.7	3.1	1.6	41
$500,000 and over	[illegible]	12,307	18.7	17	8,127	21.1	6.2	6.0	2.4	1.9	2.7	2.1	7
$250,000 - $499,999	25	6,052	21.0	18	4,019	19.8	6.0	5.9	2.1	1.5	3.1	1.2	3
$100,000 - $199,999	69	9,923	[illegible]	48	7,175	[illegible]	[illegible]	4.9	2.7	1.5	3.6	1.4	26
Forest products (except lumber)	96	[illegible]	16.6	27	6,565	15.8	6.9	[illegible]	[illegible]	2.2	1.7	.8	9
$500,000 and over	3[illegible]	21,850	15.3	9	3,800	14.4	7.5	1.6	1.5	1.8	1.0	1.0	1
$250,000 - $499,999	48	8,447	19.9	18	2,765	17.7	6.0	2.6	3.2	2.6	2.6	.7	8
Furniture, furniture frames	71	59,983	15.3	49	[illegible]	17.1	5.9	4.7	1.2	[illegible]	2.0	1.0	30
$1,000,000 and over	15	39,919	14.2	9	21,090	17.2	[illegible]	4.4	1.1	2.9	2.2	1.4	[illegible]
$500,000 - $999,999	25	14,532	17.4	19	10,213	17.1	7.1	[illegible]	1.3	1.3	1.4	.7	13
$250,000 - $499,999	[illegible]	[illegible]	17.2	[illegible]	4,232	17.2	5.9	4.5	2.0	1.3	2.7	.8	15
Leather and skins, finished	[illegible]	[illegible]	11.5	141	59,427	10.4	3.4	3.0	.9	.7	1.3	1.1	41
$1,000,000 and over	15	[illegible]	[illegible]	12	28,492	6.7	1.9	1.9	.7	.6	.7	.9	[illegible]
$500,000 - $999,999	[illegible]	14,458	9.8	13	8,781	10.1	4.0	3.0	1.0	.6	.8	.7	7
$250,000 - $499,999	29	11,[illegible]	13.3	[illegible]	5,546	11.9	4.0	3.5	.7	.6	1.5	1.4	11
$100,000 - $249,999	[illegible]	9,609	15.3	[illegible]	5,780	13.2	[illegible]	4.3	1.4	.6	1.7	1.1	13
$50,000 - $99,999	131	18,183	17.5	78	10,828	18.3	6.2	5.2	1.3	1.0	2.8	1.8	5
Leather goods	[illegible]	9,209	18.4	[illegible]	6,671	17.0	6.8	4.3	1.5	.8	[illegible]	1.5	[illegible]
$1,000,000 and over	32	40,236	8.2	29	[illegible]	8.4	2.4	2.7	.9	.9	.8	.7	9
$500,000 - $999,999	107	22,971	[illegible]	65	11,4[illegible]	32.8	[illegible]	5.8	2.8	3.9	3.6	4.2	17
$250,000 - $499,999	17	[illegible]	29.0	7	3,628	[illegible]	[illegible]	7.0	[illegible]	[illegible]	[illegible]	[illegible]	3
$100,000 - $249,999	18	4,284	37.0	[illegible]	2,542	38.3	14.3	4.4	2.8	6.5	4.8	[illegible]	4
$50,000 - $99,999	74	9,979	[illegible]	37	[illegible]	33.9	14.6	5.6	2.5	4.0	3.6	3.6	10
Textile and textile products (except dry goods)	65	[illegible]	14.2	37	16,563	15.4	5.6	[illegible]	1.6	2.3	2.0	.6	28
$500,000 and over	[illegible]	18,025	12.6	12	11,782	14.6	5.7	3.7	[illegible]	1.7	1.6	.5	8
$250,000 - $499,999	45	8,014	17.7	[illegible]	4,781	17.3	[illegible]	[illegible]	1.8	[illegible]	2.9	1.2	20

* Operating expenses include no compensation for active proprietors of unincorporated businesses.

TABLE 5.—ANALYSIS OF OPERATING EXPENSES* OF WHOLESALE MERCHANTS

By Kind of Business and Net Sales Size Group—Continued

(Only Establishments With Sales of $100,000 or More) [illegible] UNITED STATES SUMMARY

KIND OF BUSINESS BUSINESS-SIZE GROUP	ALL ESTABLISHMENTS WITH SALES OF $100,000 OR MORE			ESTABLISHMENTS REPORTING ANALYSIS OF EXPENSES									[illegible]
	Number	Sales (add 000)	Operating expenses as percent of sales	Number	Sales (add 000)	Operating expenses as percent of sales: Total	Administration	Selling	Occupancy	Warehousing	Delivery	Other	[illegible]
	ALL OTHER PRODUCTS—Con.												
Yarns	74	$61,910	7.8	45	$47,952	7.8	3.2	1.8	.7	.3	.8	1.0	33
$1,000,000 and over	13	37,699	5.9	10	33,279	6.0	2.8	1.4	.2	.1	.4	1.0	3
$500,000 - $999,999	19	12,749	8.7	12	8,121	9.8	3.7	2.1	1.4	.3	1.3	1.0	8
$300,000 - $499,999	16	6,470	11.1	7	2,807	13.5	4.1	4.0	1.1	.9	1.7	1.7	8
$200,000 - $299,999	13	3,351	17.0	9	2,352	16.4	5.5	3.5	1.9	1.8	2.7	1.0	7
$100,000 - $199,999	13	1,661	13.7	7	993	17.2	4.6	4.6	2.9	2.1	1.7	1.3	1
Miscellaneous kinds of business	126	39,436	17.1	62	21,030	17.6	6.8	5.1	1.5	1.[illegible]	2.0	1.0	23
$500,000 and over	14	17,697	10.7	1[illegible]	10,941	12.9	5.5	3.6	.9	.8	1.1	1.0	[illegible]
$300,000 - $499,999	18	6,292	20.5	11	3,775	20.[illegible]	7.2	6.6	2.1	2.1	1.3	1.3	5
$200,000 - $299,999	21	5,010	19.0	10	2,414	21.1	6.7	7.6	2.2	1.2	2.2	1.2	8
$100,000 - $199,999	73	10,437	25.0	31	4,900	24.2	9.5	6.1	2.2	1.3	4.4	.8	17

* Operating expenses include no compensation for active proprietors of unincorporated businesses.

TABLE 6A.—CASH-CREDIT ANALYSIS OF SALES
TYPES OF OPERATION BY KINDS OF BUSINESS

UNITED STATES SUMMARY — Service and Limited-Function Wholesalers and Manufacturers' Sales Branches

Type of operation and kind of business	All establishments[1]: Number	All establishments[1]: Sales	Sales analyzed on a cash-credit basis: Total	Cash sales: Amount	Cash sales: Per cent	Credit, 1 to 10 days: Amount	Credit, 1 to 10 days: Per cent	Credit, 11 to 30 days: Amount	Credit, 11 to 30 days: Per cent	Credit more than 30 days: Amount	Credit more than 30 days: Per cent
SERVICE AND LIMITED-FUNCTION WHOLESALERS	[illegible]	$23,641,924	$20,803,501	[illegible]	[illegible]	$3,912,159	[illegible]	$7,018,472	33.7	$5,582,111	26.9
Amusement and sporting goods	[illegible]	151,684	142,439	[illegible]	[illegible]	12,515	8.8	58,216	40.9	49,868	34.9
Bicycles and supplies	45	5,219	[illegible]	940	18.4	45	.9	2,714	53.0	1,423	27.7
Cameras and photographic supplies	113	16,019	14,593	[illegible]	[illegible]	1,453	10.0	6,620	45.4	3,890	26.6
Motion picture equipment and supplies (except films)	66	10,197	9,372	693	7.4	1,670	17.8	[illegible]	20.1	5,129	54.7
Motion picture film exchanges	214	[illegible]	[illegible]	[illegible]	16.1	3,700	14.9	7,906	[illegible]	9,278	37.2
Sporting goods	231	36,998	[illegible]	[illegible]	11.4	1,219	3.4	21,595	59.6	9,268	25.6
Toys, novelties, and fireworks	[illegible]	[illegible]	43,132	[illegible]	[illegible]	[illegible]	[illegible]	14,439	33.5	17,704	41.0
All other	[illegible]	[illegible]	9,179	[illegible]	[illegible]	218	2.4	[illegible]	[illegible]	3,176	34.5
Automotive	[illegible]	1,995,286	1,764,132	[illegible]	[illegible]	[illegible]	[illegible]	[illegible]	[illegible]	238,919	13.5
Automobiles (new and used)	[illegible]	1,324,214	1,225,762	[illegible]	[illegible]	32,761	2.7	94,483	7.7	83,329	6.8
Trucks and tractors	[illegible]	70,024	19,805	[illegible]	[illegible]	1,221	[illegible]	[illegible]	19.9	7,963	40.2
Automotive accessories and equipment	[illegible]	[illegible]	[illegible]	63,736	[illegible]	[illegible]	4.3	100,550	42.0	64,601	27.1
Automotive parts	[illegible]	256,748	217,456	44,137	[illegible]	[illegible]	3.6	[illegible]	51.2	54,088	24.9
Tires and tubes	[illegible]	84,454	61,901	11,855	[illegible]	[illegible]	[illegible]	18,971	30.6	28,939	46.7
Beer, wines, and liquors	[illegible]	1,249,164	[illegible]	[illegible]	[illegible]	[illegible]	13.9	[illegible]	[illegible]	[illegible]	15.7
Beer and ale	[illegible]	[illegible]	[illegible]	[illegible]	[illegible]	[illegible]	12.9	94,137	[illegible]	[illegible]	5.8
Wines and liquors	[illegible]	[illegible]	[illegible]	[illegible]	[illegible]	[illegible]	[illegible]	[illegible]	[illegible]	159,993	22.6
Chemicals and paints	[illegible]	281,002	255,460	[illegible]	[illegible]	[illegible]	11.3	131,821	51.6	70,168	27.4
Dyestuffs	[illegible]	[illegible]	[illegible]	[illegible]	[illegible]	[illegible]	[illegible]	[illegible]	[illegible]	6,980	[illegible]
Explosives	[illegible]	2,824	[illegible]	14	[illegible]	[illegible]	[illegible]	1,265	[illegible]	691	32.4
Industrial chemicals	87	112,137	103,704	3,201	[illegible]	11,462	11.1	70,875	68.3	18,166	17.5
Naval stores	[illegible]	19,177	14,369	8,427	58.6	1,628	11.3	2,811	[illegible]	1,503	[illegible]
Paints and varnishes	[illegible]	51,608	49,821	4,631	9.3	5,473	11.0	20,370	40.9	19,347	38.8
Paints with glass and/or wallpaper	[illegible]	28,675	[illegible]	5,022	[illegible]	[illegible]	[illegible]	8,484	32.1	11,065	42.0
All other	[illegible]	38,095	37,008	[illegible]	[illegible]	5,803	[illegible]	15,636	42.3	12,416	33.5
Clothing and furnishings	[illegible]	700,501	[illegible]	[illegible]	[illegible]	[illegible]	[illegible]	[illegible]	[illegible]	[illegible]	57.9
Clothing and furnishings, general line	446	64,127	52,054	[illegible]	14.1	[illegible]	[illegible]	[illegible]	18.5	33,187	63.7
Men's and boys'	[illegible]	[illegible]	145,145	10,771	7.4	[illegible]	[illegible]	[illegible]	23.7	95,038	65.5
Women's and children's	[illegible]	[illegible]	[illegible]	5,978	[illegible]	10,976	[illegible]	[illegible]	43.4	105,850	[illegible]
Furs, dressed, and fur trimmings	[illegible]	[illegible]	[illegible]	4,621	[illegible]	1,716	[illegible]	6,697	[illegible]	[illegible]	[illegible]
Millinery and millinery supplies	[illegible]	76,204	75,486	1,970	[illegible]	7,466	9.9	28,765	38.1	[illegible]	49.4
Shoes and other footwear	[illegible]	[illegible]	116,241	[illegible]	[illegible]	9,631	[illegible]	37,575	32.3	66,115	56.9
Coal and coke	[illegible]	[illegible]	461,674	[illegible]	[illegible]	[illegible]	[illegible]	[illegible]	67.1	115,236	24.9
Drugs, general line	[illegible]	[illegible]	[illegible]	[illegible]	[illegible]	[illegible]	[illegible]	169,139	[illegible]	98,216	29.1
Service wholesalers (without liquor)	[illegible]	257,456	248,747	[illegible]	[illegible]	16,000	[illegible]	128,815	51.8	[illegible]	33.1
Service wholesalers (with liquor)	45	[illegible]	54,940	[illegible]	[illegible]	[illegible]	[illegible]	[illegible]	53.3	14,831	[illegible]
Cooperatives and voluntary groups	26	[illegible]	32,646	[illegible]	[illegible]	17,632	54.0	11,063	33.9	1,163	3.6
Drugs and drug sundries (specialty lines)	[illegible]	[illegible]	[illegible]	[illegible]	[illegible]	36,509	[illegible]	[illegible]	43.2	[illegible]	19.9
Proprietary medicines	[illegible]	46,302	[illegible]	6,185	[illegible]	[illegible]	25.9	[illegible]	[illegible]	[illegible]	[illegible]
Toiletries	[illegible]	[illegible]	[illegible]	3,434	[illegible]	[illegible]	22.7	20,487	[illegible]	[illegible]	[illegible]
Drug specialties and sundries	[illegible]	61,643	60,378	8,865	[illegible]	14,944	24.8	[illegible]	45.0	9,406	[illegible]
Dry goods, general line	[illegible]	[illegible]	[illegible]	[illegible]	5.1	[illegible]	4.4	[illegible]	14.4	153,943	76.1
Dry goods, specialty lines	[illegible]	[illegible]	[illegible]	[illegible]	[illegible]	[illegible]	4.1	[illegible]	[illegible]	[illegible]	69.9
Hosiery and lingerie	[illegible]	[illegible]	[illegible]	5,541	[illegible]	[illegible]	[illegible]	[illegible]	31.4	[illegible]	57.3
Notions	[illegible]	[illegible]	[illegible]	[illegible]	[illegible]	[illegible]	[illegible]	[illegible]	41.5	[illegible]	49.5
Piece goods:											
General line	54	[illegible]	18,011	994	[illegible]	[illegible]	[illegible]	[illegible]	[illegible]	[illegible]	63.6
Cotton	[illegible]	237,647	[illegible]	[illegible]	[illegible]	[illegible]	[illegible]	[illegible]	11.4	189,052	81.7
Silk, linen, rayon, and velvet	[illegible]	[illegible]	[illegible]	1,865	[illegible]	[illegible]	[illegible]	72,102	24.4	[illegible]	[illegible]
Woolen and worsted	[illegible]	97,261	96,457	[illegible]	[illegible]	[illegible]	[illegible]	14,370	14.9	74,991	[illegible]
Other	[illegible]	[illegible]	87,459	2,351	2.7	[illegible]	[illegible]	23,744	27.1	56,303	64.4
Other dry goods specialties	[illegible]	[illegible]	[illegible]	1,972	5.8	1,521	4.5	[illegible]	38.6	17,391	51.1
Electrical goods	[illegible]	[illegible]	[illegible]	[illegible]	11.9	[illegible]	14.4	325,945	43.1	[illegible]	[illegible]
Electrical merchandise, general line	[illegible]	300,377	[illegible]	12,871	4.3	[illegible]	[illegible]	[illegible]	[illegible]	[illegible]	35.9
Apparatus and equipment	207	[illegible]	21,011	1,738	[illegible]	[illegible]	[illegible]	7,227	34.4	11,072	52.7
Wiring supplies and construction materials	[illegible]	[illegible]	[illegible]	[illegible]	[illegible]	7,115	[illegible]	60,701	49.7	41,640	[illegible]
Radios and equipment	[illegible]	[illegible]	107,723	[illegible]	[illegible]	[illegible]	[illegible]	[illegible]	51.7	[illegible]	[illegible]
Refrigerators and equipment (household)	[illegible]	[illegible]	[illegible]	[illegible]	[illegible]	[illegible]	[illegible]	47,572	41.6	15,334	13.4
All other	[illegible]	[illegible]	95,251	16,650	[illegible]	[illegible]	[illegible]	43,080	45.2	27,229	[illegible]
Farm products—raw materials	[illegible]	[illegible]	[illegible]	[illegible]	[illegible]	[illegible]	[illegible]	[illegible]	[illegible]	[illegible]	[illegible]
Cotton	229	[illegible]	[illegible]	[illegible]	[illegible]	[illegible]	1.7	2,117	1.7	7,508	6.2
Grains	[illegible]	[illegible]	[illegible]	[illegible]	[illegible]	7,799	[illegible]	[illegible]	3.2	8,718	[illegible]
Hides, skins, and raw furs	[illegible]	[illegible]	[illegible]	47,980	[illegible]	11,309	8.4	12,145	[illegible]	[illegible]	47.1
Horses and mules	26	[illegible]	6,678	[illegible]	[illegible]	[illegible]	[illegible]	421	6.3	[illegible]	4.4
Livestock	[illegible]	[illegible]	5,230	2,716	[illegible]	[illegible]	[illegible]	[illegible]	8.3	[illegible]	[illegible]
Silk (raw)	[illegible]	[illegible]	78,271	[illegible]	.3	7,016	[illegible]	[illegible]	[illegible]	[illegible]	[illegible]
Tobacco leaf	[illegible]	[illegible]	24,477	4,395	[illegible]	1,618	6.6	[illegible]	[illegible]	[illegible]	35.5
Wool and mohair	[illegible]	[illegible]	148,424	27,432	[illegible]	[illegible]	56.9	8,826	[illegible]	[illegible]	18.7
All other	[illegible]	[illegible]	99,574	24,096	[illegible]	43,802	[illegible]	10,930	[illegible]	[illegible]	20.8
Farm products—consumer goods	[illegible]	[illegible]	[illegible]	389,673	[illegible]	625,964	[illegible]	541,004	[illegible]	[illegible]	[illegible]
Dairy products	2,164	[illegible]	374,996	[illegible]	[illegible]	101,238	27.0	145,532	38.8	28,314	7.6
Dairy and poultry products	[illegible]	[illegible]	188,941	25,631	[illegible]	62,429	[illegible]	85,659	45.3	15,222	8.1
Poultry and poultry products	[illegible]	241,236	179,682	[illegible]	[illegible]	76,092	42.3	48,188	26.8	10,021	5.6
Fruits and vegetables (fresh)	[illegible]	990,528	785,687	192,907	[illegible]	[illegible]	38.8	[illegible]	29.4	[illegible]	7.2
Fresh fruits only	[illegible]	[illegible]	137,571	24,599	[illegible]	79,837	58.0	[illegible]	20.6	4,748	3.5
All other	[illegible]	5,359	[illegible]	1,243	[illegible]	1,665	31.7	[illegible]	[illegible]	458	[illegible]

[1] Including those establishments from which no cash-credit analysis of sales was obtained.

TABLE 6A. CASH-CREDIT ANALYSIS OF SALES
TYPES OF OPERATION BY KINDS OF BUSINESS—Continued

[illegible] UNITED STATES SUMMARY

TYPE OF OPERATION / KIND OF BUSINESS	ALL ESTABLISHMENTS* [illegible]	[illegible]	[illegible]	[illegible]	[illegible]	[illegible]	[illegible]	[illegible]	[illegible]	[illegible]	[illegible]
SERVICE AND LIMITED-FUNCTION WHOLESALERS—Con.											
Farm supplies	[illegible]	$333,844	[illegible]	[illegible]	[illegible]	$35,992	[illegible]	[illegible]	29.9	$52,145	19.0
Feed	[illegible]	130,199	[illegible]	43,264	39.7	10,705	[illegible]	[illegible]	35.4	[illegible]	[illegible]
Fertilizer	[illegible]	37,827	35,602	25,614	71.9	4,003	11.2	4,103	...	[illegible]	5.4
Seeds	415	101,419	84,742	25,794	30.4	[illegible]	18.1	24,174	[illegible]	[illegible]	[illegible]
All other	[illegible]	64,399	[illegible]	9,160	20.8	5,928	[illegible]	14,542	[illegible]	14,441	32.7
Furniture and house furnishings	[illegible]	373,464	[illegible]	[illegible]	7.4	[illegible]	6.8	[illegible]	[illegible]	[illegible]	60.6
China, glassware, and crockery	[illegible]	36,777	[illegible]	[illegible]	[illegible]	3,979	[illegible]	[illegible]	[illegible]	[illegible]	[illegible]
Floor coverings	[illegible]	[illegible]	144,555	5,101	[illegible]	10,180	7.0	[illegible]	16.4	[illegible]	73.1
Furniture (general line)	49	10,476	[illegible]	942	10.9	78	.9	1,775	20.6	[illegible]	67.6
Furniture (household)	[illegible]	47,660	45,154	7,817	17.3	3,490	7.7	14,384	31.9	[illegible]	43.1
Furniture (office)	51	3,052	2,802	174	6.2	145	5.1	[illegible]	[illegible]	1,875	[illegible]
House furnishings (except as specified)	[illegible]	[illegible]	103,122	7,782	7.5	[illegible]	5.5	[illegible]	27.1	61,706	59.9
Musical instruments and [illegible]	128	[illegible]	18,000	[illegible]	10.7	637	[illegible]	8,037	44.7	7,395	[illegible]
Groceries, general line	[illegible]	[illegible]	2,033,639	369,064	18.1	565,894	[illegible]	[illegible]	[illegible]	[illegible]	11.7
[illegible] cooperative or voluntary groups	[illegible]	[illegible]	1,241,957	[illegible]	17.4	304,517	[illegible]	[illegible]	[illegible]	[illegible]	13.0
Voluntary group wholesalers	[illegible]	[illegible]	580,243	65,839	11.3	170,016	[illegible]	[illegible]	[illegible]	72,535	[illegible]
Retailer-cooperative warehouses	[illegible]	154,651	[illegible]	[illegible]	[illegible]	[illegible]	55.9	[illegible]	[illegible]	[illegible]	1.9
Cash-and-carry depots	[illegible]	62,668	58,340	[illegible]	89.4	[illegible]	[illegible]	237	.4	[illegible]	.2
Groceries and food specialty lines	12,045	[illegible]	1,703,259	367,304	21.6	[illegible]	30.5	564,558	[illegible]	[illegible]	[illegible]
Breakfast cereals	34	[illegible]	[illegible]	270	1.2	[illegible]	[illegible]	[illegible]	[illegible]	1,624	7.4
[illegible]	[illegible]	[illegible]	108,013	[illegible]	[illegible]	[illegible]	28.1	[illegible]	41.7	20,363	18.8
Coffee, tea, and spices	[illegible]	[illegible]	[illegible]	17,363	12.8	41,449	[illegible]	[illegible]	40.9	[illegible]	15.8
[illegible] and spice grinding	[illegible]	136,988	81,762	7,653	[illegible]	27,492	[illegible]	[illegible]	[illegible]	[illegible]	[illegible]
Confectionery	2,089	[illegible]	[illegible]	54,025	42.5	[illegible]	14.4	[illegible]	[illegible]	[illegible]	15.8
Fish and sea foods	1,182	131,248	[illegible]	25,470	[illegible]	[illegible]	[illegible]	43,634	[illegible]	17,942	14.8
Flour	[illegible]	45,830	44,256	7,304	16.5	6,098	[illegible]	15,978	36.1	14,876	[illegible]
Fruits and vegetables [illegible]	[illegible]	8,447	5,174	1,077	20.8	2,845	55.0	1,104	21.3	[illegible]	[illegible]
Meats and provisions	[illegible]	[illegible]	487,386	89,317	18.3	197,334	40.5	152,548	[illegible]	48,187	9.9
Other food and grocery specialties	[illegible]	609,650	570,001	152,497	[illegible]	142,938	[illegible]	187,606	32.9	[illegible]	15.2
Hardware	[illegible]	592,000	[illegible]	35,976	6.9	[illegible]	7.7	187,258	[illegible]	260,014	[illegible]
General line with industrial department	[illegible]	396,746	[illegible]	20,642	6.0	27,599	8.1	115,817	33.9	177,893	52.0
General line without industrial department	[illegible]	142,794	[illegible]	10,717	[illegible]	9,375	7.1	[illegible]	37.8	62,394	47.0
Specialty lines	571	52,460	[illegible]	4,617	9.4	[illegible]	6.5	[illegible]	43.7	19,727	40.4
Jewelry	1,805	[illegible]	[illegible]	[illegible]	11.6	6,703	3.0	[illegible]	[illegible]	[illegible]	[illegible]
Jewelry, general line	195	62,312	[illegible]	7,170	11.9	1,616	2.7	12,165	[illegible]	[illegible]	65.2
[illegible]	[illegible]	[illegible]	[illegible]	[illegible]	4.5	[illegible]	.7	[illegible]	[illegible]	[illegible]	[illegible]
[illegible]	[illegible]	[illegible]	44,194	6,202	14.0	1,151	2.6	4,183	[illegible]	[illegible]	73.9
[illegible]	1,005	80,216	73,058	[illegible]	14.2	3,635	[illegible]	19,993	[illegible]	[illegible]	[illegible]
Lumber and construction materials	[illegible]	[illegible]	735,571	39,481	5.4	[illegible]	10.7	[illegible]	[illegible]	[illegible]	[illegible]
Builders' supplies, general line	[illegible]	[illegible]	[illegible]	[illegible]	[illegible]	6,943	[illegible]	[illegible]	[illegible]	[illegible]	[illegible]
Lumber	[illegible]	[illegible]	[illegible]	[illegible]	6.3	48,061	[illegible]	95,001	[illegible]	181,182	[illegible]
Lumber and millwork	154	[illegible]	40,215	2,261	5.6	[illegible]	9.9	14,955	37.2	[illegible]	[illegible]
Millwork	[illegible]	[illegible]	55,584	3,564	[illegible]	[illegible]	9.7	24,859	[illegible]	21,779	[illegible]
Brick, tile, and terra cotta	[illegible]	18,700	16,943	[illegible]	[illegible]	[illegible]	[illegible]	9,460	[illegible]	5,169	[illegible]
Cement, lime, and plaster	[illegible]	[illegible]	21,411	656	3.1	[illegible]	2.8	13,954	65.2	[illegible]	[illegible]
Glass	[illegible]	32,143	29,464	1,679	5.7	3,513	11.9	[illegible]	42.1	[illegible]	[illegible]
All other	[illegible]	175,634	162,451	5,905	3.6	9,275	5.7	[illegible]	[illegible]	61,652	38.0
Machinery—equipment—supplies	9,743	[illegible]	[illegible]	[illegible]	[illegible]	73,023	6.9	436,266	41.1	[illegible]	[illegible]
Commercial equipment and supplies:											
Office machines and equipment	[illegible]	[illegible]	18,214	954	[illegible]	[illegible]	[illegible]	4,875	[illegible]	11,504	63.2
Restaurant and hotel supply houses	[illegible]	[illegible]	34,048	6,197	18.2	1,835	5.4	10,109	29.7	15,907	46.7
Garage and filling station equipment	[illegible]	9,877	7,448	[illegible]	[illegible]	317	4.3	4,371	58.7	2,160	[illegible]
Soda fountain equipment and supplies	[illegible]	1,846	1,629	317	19.5	349	21.4	320	19.6	[illegible]	39.5
Store machines	[illegible]	2,961	2,784	1,290	46.3	51	1.8	[illegible]	[illegible]	720	[illegible]
Store fixtures and equipment	401	20,790	[illegible]	[illegible]	10.4	[illegible]	6.4	[illegible]	24.0	[illegible]	[illegible]
All other	341	[illegible]	26,276	6,881	[illegible]	[illegible]	3.5	[illegible]	[illegible]	9,636	[illegible]
Farm and dairy:											
Dairy equipment	[illegible]	[illegible]	16,997	[illegible]	8.9	2,496	[illegible]	5,504	[illegible]	[illegible]	[illegible]
Farm implements	[illegible]	[illegible]	2,783	[illegible]	15.5	[illegible]	[illegible]	472	[illegible]	1,860	[illegible]
Farm machinery and equipment	189	[illegible]	29,180	8,879	30.4	4,307	14.8	6,001	[illegible]	9,993	34.2
Industrial machinery, equipment, and supplies:											
Industrial (general line)	[illegible]	70,267	66,672	3,046	[illegible]	5,499	8.2	33,348	50.0	[illegible]	37.2
Belting, hose, and packing	[illegible]	18,837	17,940	441	2.5	[illegible]	[illegible]	10,015	55.8	4,957	[illegible]
Construction (except road building)	[illegible]	23,943	16,453	[illegible]	[illegible]	1,482	9.0	6,766	41.1	7,593	[illegible]
Road building	[illegible]	72,613	50,079	1,625	3.2	1,906	[illegible]	[illegible]	[illegible]	30,492	[illegible]
Machine tools	128	27,699	16,376	1,679	10.3	1,464	8.9	8,617	52.6	[illegible]	[illegible]
Mine and mill supplies	415	99,851	89,407	[illegible]	4.0	[illegible]	7.3	47,281	52.9	31,989	[illegible]
Oil well supply houses	[illegible]	179,770	156,203	[illegible]	1.9	[illegible]	2.1	64,307	41.2	[illegible]	[illegible]
Power plant and power transmission	[illegible]	[illegible]	10,587	[illegible]	2.2	[illegible]	6.9	[illegible]	50.1	4,317	[illegible]
Printing and lithographing (except paper)	[illegible]	12,797	7,043	175	2.5	[illegible]	[illegible]	2,674	[illegible]	3,786	[illegible]
Rope, cordage, and twine	[illegible]	13,441	13,187	1,537	11.7	1,956	14.8	7,831	59.4	1,863	[illegible]
Textile	84	10,359	9,321	780	8.4	950	10.2	3,779	40.5	3,812	[illegible]
Used machinery and equipment	[illegible]	16,125	12,542	[illegible]	26.4	[illegible]	[illegible]	4,836	[illegible]	[illegible]	[illegible]
All other	[illegible]	180,158	144,079	[illegible]	8.1	16,674	11.6	72,936	50.6	42,736	29.7
Professional equipment and supplies:											
Dental supply houses	[illegible]	33,788	27,789	3,069	11.0	[illegible]	[illegible]	10,065	[illegible]	[illegible]	[illegible]
Religious supply houses	94	8,325	7,699	[illegible]	9.9	[illegible]	[illegible]	2,390	[illegible]	3,997	52.0
School equipment and supplies	138	22,271	[illegible]	[illegible]	6.1	[illegible]	4.1	3,146	14.9	15,750	[illegible]
Surgical, medical, and hospital	[illegible]	[illegible]	[illegible]	2,198	7.1	[illegible]	5.5	12,674	40.7	14,523	[illegible]
All other	117	14,642	8,340	[illegible]	8.6	[illegible]	[illegible]	4,137	49.6	2,565	30.8

* Including those establishments from which no cash-credit analysis of sales was obtained.

TABLE 6A.—CASH-CREDIT ANALYSIS OF SALES
TYPES OF OPERATION BY KINDS OF BUSINESS—Continued

UNITED STATES SUMMARY

KIND OF BUSINESS	ALL ESTABLISHMENTS* Number	ALL ESTABLISHMENTS* Sales (add 000)	SALES ANALYZED ON A CASH-CREDIT BASIS: Total sales (add 000)	Credit sales: Spot cash Amount (add 000)	Spot cash Percent	Credit, 10 days or less Amount (add 000)	Credit, 10 days or less Percent	Credit, 11 to 30 days Amount (add 000)	Credit, 11 to 30 days Percent	Credit, more than 30 days Amount (add 000)	Credit, more than 30 days Percent
SERVICE AND LIMITED-FUNCTION WHOLESALERS—Con.											
Machinery, equipment, supplies—Con.											
Service establishment and supplies:											
Barber and beauty supply houses	382	$44,593	$41,732	$7,579	18.2	$944	2.3	$13,058	31.3	$20,151	48.2
Laundry and dry cleaning	206	35,091	32,806	929	2.8	1,303	4.0	15,954	48.6	14,620	44.6
Tailors' supplies	64	2,809	2,612	538	20.6	24	.9	379	14.5	1,672	64.0
Undertakers' supplies	137	4,545	4,353	296	6.8	82	1.9	993	22.8	2,982	68.5
Upholsterers' supplies	212	29,717	29,450	3,077	10.4	2,433	8.3	8,733	29.7	15,207	51.6
All other	607	33,604	31,669	2,591	10.7	1,849	5.8	13,913	43.6	12,611	39.9
Transportation equipment and supplies:											
Aircraft and aeronautical	13	13,036	17,557	10,709	60.8	1,330	7.6	2,156	12.3	3,398	19.3
Railroad	68	25,055	21,087	400	1.9	1,356	6.4	12,412	58.9	6,917	32.8
Marine	149	21,020	19,217	2,795	14.5	2,166	11.3	7,508	39.1	6,748	35.1
Other	14	968	739	53	7.2	54	7.3	417	56.4	215	29.1
Metals and metal work (except scrap)	1,017	515,975	494,764	59,038	11.9	140,625	28.4	147,196	29.8	147,905	29.9
Building metal work	135	13,289	11,481	829	7.2	726	6.3	4,857	42.3	5,069	44.2
Iron and steel products (general line)	96	139,442	133,835	4,448	3.3	21,677	16.2	27,768	20.7	79,942	59.8
Iron and steel products (semi-finished)	63	15,337	13,215	1,168	8.8	2,086	15.8	4,534	34.3	5,427	41.1
Iron and steel products (flat)	204	73,392	70,641	2,401	3.4	13,209	18.7	28,025	39.7	27,006	38.2
Wire and wire products	65	7,147	6,886	1,219	17.7	1,320	19.2	2,950	42.8	1,397	20.3
Iron and steel finished products (N.E.C.)	290	55,833	50,207	2,114	4.2	6,491	12.9	30,239	60.2	11,363	22.7
Copper	38	49,545	49,418	620	1.3	41,418	83.8	4,121	8.3	3,259	6.6
All other	126	161,990	159,081	46,239	29.1	53,698	33.8	44,702	28.1	14,442	9.0
Paper and its products	2,898	574,973	525,441	30,493	5.8	33,510	6.4	269,259	51.2	192,179	36.6
Wrapping or coarse paper and products	1,675	297,438	270,033	15,213	5.6	23,969	8.9	130,200	48.2	100,651	37.3
Printing and writing papers	427	210,261	196,324	4,325	2.2	6,909	3.5	115,642	58.9	69,448	35.4
Stationery and stationery supplies	515	46,551	39,021	5,600	14.4	1,893	4.9	16,717	42.9	14,811	37.9
Wallpaper	281	20,723	20,063	5,355	26.7	739	3.7	6,700	33.4	7,269	36.2
Petroleum and its products	1,275	196,734	129,975	18,150	14.0	24,839	19.1	54,998	42.3	31,988	24.6
Plumbing and heating equipment and supplies	2,225	379,975	343,118	28,482	8.3	19,617	5.7	140,573	41.0	154,446	45.0
Plumbing and heating (general line)	675	182,102	155,133	9,184	5.9	8,254	5.3	61,558	39.7	76,137	49.1
Heating (including stoves and ranges)	368	36,058	34,552	5,492	15.9	2,739	7.9	15,496	44.8	10,825	31.4
Plumbing fixtures, equipment, and supplies	927	134,095	129,539	11,124	8.6	5,291	4.1	52,963	40.9	60,161	46.4
All other	255	24,720	23,894	2,682	11.2	3,333	13.9	10,556	44.2	7,323	30.7
Tobacco and products (except leaf)	2,717	1,106,215	1,027,938	352,069	34.3	249,110	24.2	332,218	32.3	94,541	9.2
Waste materials	6,059	656,000	609,892	143,333	23.5	100,819	16.5	243,879	40.0	121,881	20.0
Iron and steel scrap	1,869	334,136	312,989	72,214	23.1	41,618	13.3	139,493	44.6	59,664	19.0
Junk and scrap (general line)	1,893	93,031	79,078	25,396	32.1	11,081	14.0	33,853	42.8	8,748	11.1
Waste paper, rags, and rubber	1,128	135,305	129,378	15,374	12.0	25,363	19.8	47,336	36.9	40,305	31.3
Non-ferrous metals	395	50,137	49,521	16,882	34.1	13,171	26.6	11,714	23.7	7,754	15.6
All other	774	43,391	34,926	13,465	33.7	9,586	24.0	11,483	28.9	5,392	13.5
All other products	5,451	1,387,607	1,264,279	238,637	18.9	268,834	21.3	413,172	32.7	343,636	27.1
Books, periodicals, and newspapers	866	188,572	159,605	17,244	10.8	62,514	39.2	54,702	34.3	25,145	15.7
Flowers and nursery stock	734	42,987	41,951	10,859	25.9	3,197	7.6	15,073	35.9	12,820	30.6
Forest products (except lumber)	594	49,794	44,301	4,905	11.1	4,762	10.7	22,769	51.4	11,865	26.9
General merchandise	156	515,937	472,760	153,708	32.5	140,160	29.6	45,833	9.7	133,059	28.2
Leather and shoe findings	955	119,[illegible]	107,339	7,481	7.0	7,759	7.2	51,481	48.0	40,614	37.8
Leather goods	145	1[illegible]	12,482	839	6.5	1,359	10.5	5,211	40.4	5,483	42.6
Oils and greases (animal and vegetable)	87	71,051	68,300	22,483	32.9	21,724	31.8	15,768	23.1	8,325	12.2
Optical goods	572	41,327	37,092	2,142	5.8	1,831	4.9	24,231	65.3	8,853	24.0
Textiles and materials (other than dry goods)	301	51,782	48,849	3,954	8.1	12,623	25.8	15,032	30.9	17,190	35.2
Yarns	191	73,797	69,064	2,232	3.2	1,920	2.7	19,259	27.9	45,707	66.2
Miscellaneous kinds of business	840	241,330	202,130	12,790	6.3	11,039	5.5	143,761	71.1	34,540	17.1
MANUFACTURERS' SALES BRANCHES (With stocks)	12,977	8,846,940	7,639,086	631,735	8.3	2,008,851	26.3	2,943,686	39.1	2,014,818	26.3
Amusement and sporting goods	398	270,825	253,560	52,944	20.9	74,471	29.4	105,344	41.5	20,801	8.2
Cameras and photographic supplies	54	89,090	53,782	358	.7	---	--	53,424	98.8	268	.5
Motion picture film exchanges	279	176,510	174,693	50,906	29.1	73,937	42.3	49,850	28.6	---	---
Sporting goods	33	11,468	11,468	738	6.4	---	-	1,028	9.0	9,702	84.6
All other	32	13,757	13,617	942	6.9	534	3.9	1,310	9.6	10,831	79.6
Automotive	937	725,709	596,594	221,194	37.1	9,234	1.5	196,347	32.9	169,069	28.3
Automobiles, trucks, and tractors	395	437,311	322,808	214,553	66.5	5,574	1.7	38,903	12.0	63,878	19.8
Automotive accessories, equipment, and parts	249	52,717	38,408	1,066	2.8	549	1.4	27,281	71.0	9,512	24.8
Tires and tubes	292	235,681	235,378	5,575	2.4	3,861	1.6	130,263	55.3	95,679	40.7
Beer, wines, and liquors	409	274,265	177,035	25,077	14.2	14,470	8.2	60,219	34.0	77,269	43.6
Beer and ale	320	81,587	74,108	24,876	33.6	8,782	11.9	35,405	47.8	5,045	6.7
Wines and liquors	89	192,678	102,927	201	.2	5,688	5.5	24,814	24.1	72,224	70.2
Chemicals and paints	663	556,133	533,633	13,647	2.6	81,984	15.4	308,314	57.8	129,688	24.2
Dyestuffs	29	40,296	38,390	75	.2	2,350	6.1	35,726	93.1	239	.6
Explosives	42	38,634	28,371	196	.7	119	.4	24,080	84.9	3,974	14.0
Industrial chemicals	160	228,415	224,475	7,580	3.3	48,314	21.1	154,306	67.5	18,275	8.1
Paints and varnishes	277	153,531	148,796	1,395	1.0	12,798	8.7	58,422	39.8	74,181	50.5
Paints with glass and/or wallpaper	52	20,837	16,636	1,236	7.4	201	1.2	8,545	51.4	6,654	40.0
All other	103	77,214	74,965	3,163	4.2	18,202	24.3	27,235	36.3	26,365	35.2

* Including those establishments from which no cash-credit analysis of sales was obtained.

TABLE 6A.—CASH-CREDIT ANALYSIS OF SALES
TYPES OF OPERATION BY KINDS OF BUSINESS—Continued

[illegible] UNITED STATES SUMMARY

TYPE OF OPERATION / KIND OF BUSINESS	ALL ESTABLISHMENTS	[illegible]	[illegible]	[illegible]	[illegible]	[illegible]	[illegible]	[illegible]	[illegible]	[illegible]
	[illegible]	[illegible]	(add 000)	(add 000)	[illegible]	[illegible]	[illegible]	[illegible]	[illegible]	[illegible]
MANUFACTURERS' SALES BRANCHES (With stocks)—Con.										
Clothing and furnishings	[illegible]	[illegible]	[illegible]	[illegible]	.5	[illegible]	1.7	[illegible]	[illegible]	67.5
Men's and boys'	[illegible]	121,214	122,601	599	[illegible]	1,813	1.5	58,647	[illegible]	[illegible]
Women's and children's	[illegible]	39,145	38,775	73	.2	[illegible]	1.6	16,675	43.0	[illegible]
Shoes and other footwear	[illegible]	[illegible]	107,853	[illegible]	[illegible]	2,221	2.1	3,956	3.7	101,104
All other	[illegible]	4,140	4,140	[illegible]	2.5	[illegible]	2.6	[illegible]	35.2	[illegible] 9.7
Coal and coke	[illegible]	[illegible]	[illegible]	[illegible]	[illegible]	[illegible]	[illegible]	[illegible]	[illegible]	[illegible]
Drugs and drug sundries	[illegible]	202,097	200,863	[illegible]	.3	25,941	12.9	152,9[illegible]	[illegible]	[illegible]
Dry goods (specialty lines)	[illegible]	[illegible]	201,964	645	[illegible]	[illegible]	5.3	72,845	36.1	117,818
Hosiery and lingerie	[illegible]	[illegible]	[illegible]	124	.4	896	3.1	[illegible]	44.6	[illegible] 51.9
Notions	87	36,997	[illegible]	[illegible]	.4	[illegible]	1.2	27,337	74.2	8,872 24.2
Piece goods:										
Cotton	[illegible]	52,780	48,591	[illegible]	.1	[illegible]	11.2	7,656	15.8	35,419 72.9
Silk, linen, rayon, and velvet	[illegible]	[illegible]	54,124	[illegible]	.3	1,337	[illegible]	[illegible]	29.8	[illegible] 67.4
Woolen and worsted	[illegible]	15,978	15,978	108	.7	[illegible]	6.8	[illegible]	13.8	[illegible] 78.9
Other	7	[illegible]	4,052	[illegible]	.9	599	[illegible]	[illegible]	[illegible]	[illegible] 74.3
Other dry goods specialties	[illegible]	13,497	13,497	11	.1	838	6.2	[illegible]	46.3	6,405 47.4
Electrical goods	[illegible]	[illegible]	[illegible]	2,044	[illegible]	13,910	[illegible]	[illegible]	[illegible]	[illegible]
Apparatus and equipment	[illegible]	[illegible]	347,085	161	[illegible]	[illegible]	.1	[illegible]	5.1	[illegible]
Wiring supplies and construction materials	[illegible]	75,273	70,747	[illegible]	.1	13,045	[illegible]	[illegible]	68.7	9,026 [illegible]
Radios and equipment	11	[illegible]	2,434	[illegible]	1.6	9	.4	[illegible]	85.6	304 [illegible]
Refrigerators and equipment (household)	[illegible]	8,508	6,148	[illegible]	[illegible]	[illegible]	5.1	[illegible]	45.9	[illegible] 40.7
All other	[illegible]	[illegible]	8,722	1,259	14.4	[illegible]	1.2	[illegible]	[illegible]	[illegible]
Farm products—consumer goods	61	199,200	186,397	43,297	23.2	65,781	[illegible]	[illegible]	[illegible]	6.4
Farm supplies	122	52,472	49,[illegible]	15,859	31.9	1,002	[illegible]	10,697	21.5	[illegible] 44.6
Furniture and house furnishings	[illegible]	111,621	105,052	[illegible]	[illegible]	[illegible]	2.8	[illegible]	20.1	78,080 74.3
Floor coverings	73	67,136	47,610	[illegible]	.1	[illegible]	3.2	[illegible]	1.7	[illegible]
Furniture (general line)	[illegible]	2,962	2,962	53	1.8	[illegible]	5.3	717	24.2	2,034 68.7
Furniture (household)	[illegible]	15,358	[illegible]	937	6.1	821	5.3	7,780	[illegible]	[illegible] 37.9
Furniture (office)	[illegible]	7,901	[illegible]	192	3.2	[illegible]	1.4	[illegible]	88.1	449 [illegible]
House furnishings (except as specified)	[illegible]	32,567	27,467	[illegible]	[illegible]	354	1.3	3,438	[illegible]	[illegible] 84.7
All other	[illegible]	5,601	[illegible]	1,345	24.0	1	[illegible]	3,003	[illegible]	1,252 22.4
Groceries and foods (specialty lines)	[illegible]	[illegible]	2,304,699	200,517	8.7	[illegible]	[illegible]	[illegible]	[illegible]	99,899 4.3
Breakfast cereals	[illegible]	27,112	27,112	11,367	41.9	15,745	58.1			
Canned foods	[illegible]	146,176	145,740	1,364	[illegible]	[illegible]	40.6	84,948	[illegible]	[illegible] .2
Confectionery	56	61,001	60,945	1,979	[illegible]	[illegible]	21.8	41,618	68.3	4,046 [illegible]
Fish and sea foods	[illegible]	8,574	8,574	[illegible]	10.5	2,484	[illegible]	4,215	49.2	974 [illegible]
Flour	159	144,886	144,852	[illegible]	23.9	[illegible]	16.0	71,307	49.2	[illegible]
Fruits and vegetables (fresh)	7	9,985	9,985			[illegible]	57.9	[illegible]	42.1	
Meats and provisions	924	1,070,486	1,056,700	87,184	8.3	730,393	69.1	207,598	19.6	[illegible] [illegible]
Other foods and grocery specialties	[illegible]	[illegible]	850,795	[illegible]	7.4	464,973	54.7	[illegible]	[illegible]	[illegible] 5.5
Hardware (specialty lines)	[illegible]	24,412	[illegible]	1,402	6.0	[illegible]	4.3	[illegible]	52.6	8,621 37.1
Jewelry	31	[illegible]	52,526	7,360	14.0	[illegible]	[illegible]	19,250	[illegible]	16,359 31.1
Lumber and construction materials	352	236,[illegible]	149,873	[illegible]	2.1	17,646	[illegible]	84,711	56.5	44,345 29.6
Lumber	[illegible]	[illegible]	15,929	[illegible]	[illegible]	2,999	[illegible]	6,510	40.9	6,094 [illegible]
Millwork	37	[illegible]	10,359	307	3.0	[illegible]	17.4	[illegible]	[illegible]	2,281 [illegible]
Brick, tile, and terra cotta	48	[illegible]	6,637	[illegible]	[illegible]	[illegible]	5.6	[illegible]	[illegible]	[illegible]
Cement, lime, and plaster	94	38,070	[illegible]	[illegible]	[illegible]	[illegible]	9.6	24,723	75.3	[illegible]
Glass	79	[illegible]	[illegible]	[illegible]	[illegible]	[illegible]	[illegible]	[illegible]	[illegible]	[illegible]
All other	39	104,832	[illegible]	[illegible]	2.6	8,981	10.9	41,916	[illegible]	[illegible] 35.7
Machinery—equipment—supplies	3,[illegible]	976,464	644,588	16,149	2.5	42,635	6.6	303,704	47.1	[illegible] [illegible]
Commercial equipment and supplies:										
Office machines and equipment	697	84,401	[illegible]	408	2.9	491	3.5	[illegible]	76.2	[illegible] 17.4
Restaurant and hotel supply houses	5	5,819	(1)	(1)	(1)	(1)	(1)	(1)	(1)	(1)
Garage and filling station equipment	22	9,291	8,967	101	1.1	388	[illegible]	[illegible]	69.8	[illegible] [illegible]
Store machines	14	1,272	1,272	53	4.2	[illegible]	[illegible]	[illegible]	[illegible]	1,116 [illegible]
Store fixtures and equipment	115	7,[illegible]	[illegible]	[illegible]	1.4	73	1.1	1,057	15.3	[illegible] 82.2
All other	120	42,680	41,052	20	[illegible]	[illegible]	.4	40,342	98.3	540 [illegible]
Farm and dairy:										
Dairy equipment	59	22,[illegible]	[illegible]	664	3.1	2,888	[illegible]	11,466	50.9	7,485 [illegible]
Farm implements	[illegible]	136,412	(1)	(1)	(1)	(1)	(1)	(1)	(1)	(1)
Farm machinery and equipment	178	132,[illegible]	83,848	7,130	[illegible]	3,840	4.6	7,983	9.5	64,895 77.4
Industrial machinery, equipment, and supplies:										
Belting, hose, and packing	133	44,555	42,999	418	1.0	994	[illegible]	29,162	67.8	12,428 28.9
Construction (except road building)	6	7,590	(1)	(1)	(1)	(1)	(1)	(1)	(1)	(1)
Road building	23	4,385	2,468	146	[illegible]	[illegible]	6.4	1,607	65.1	[illegible] 22.6
Machine tools	56	18,699	[illegible]	[illegible]	.5	6,434	34.4	[illegible]	63.4	[illegible] 1.9
Mine and mill supplies	68	29,812	[illegible]	[illegible]	3.5	[illegible]	.7	20,642	70.4	7,453 25.4
Oil well supply houses	344	[illegible]	48,511	[illegible]	1.0	[illegible]	.3	29,075	60.2	[illegible] [illegible]
Power plant and power transmission	35	35,313	32,926	157	.5	1,465	4.4	[illegible]	25.1	[illegible] 70.0
Printing and lithographing (except paper)	198	34,[illegible]	27,912	346	1.2	772	[illegible]	11,104	39.8	[illegible] 56.2
Rope, cordage, and twine	20	8,477	7,973	34	.4	872	[illegible]	5,394	67.7	1,673 21.0
Textile	5	[illegible]	(1)	(1)	(1)	(1)	(1)	(1)	(1)	(1)
All other	[illegible]	164,645	140,149	1,417	1.0	[illegible]	10.9	[illegible]	[illegible]	[illegible] 44.8

* Including those establishments from which no cash-credit analysis of sales was obtained.
[1] Insufficient sample.
[2] Less than one-tenth of one percent.

TABLE 6A.—CASH-CREDIT ANALYSIS OF SALES
TYPES OF OPERATION BY KINDS OF BUSINESS—Continued

UNITED STATES SUMMARY — [illegible] Wholesalers — Manufacturers' Sales Branches

Type of operation / Kind of business	All establishments*		Sales analyzed on a cash-credit basis									
				Cash		Credit						
				Spot cash		Other cash		Credit, 11 to 30 days		Credit more than 30 days		
	Number	Sales (add 000)	Total sales (add 000)	Amount (add 000)	Percent	Amount (add 000)	Percent	Amount (add 000)	Percent	Amount (add 000)	Percent
MANUFACTURERS' SALES BRANCHES (With stocks)—Con.											
Machinery--equipment--supplies—Con.											
Professional equipment and supplies:											
Dental supply houses	34	$11,914	$11,785	$738	6.3	--	---	$4,014	34.1	$7,033	59.6
School equipment and supplies	10	3,755	3,755	10	.3	--	---	2,312	61.6	1,433	38.1
Surgical, medical, and hospital	190	26,276	15,727	398	2.5	$1,587	10.1	9,250	58.8	4,492	28.6
All other	79	10,142	8,942	431	4.8	368	4.1	7,473	83.6	670	7.5
Service equipment and supplies:											
Barber and beauty supply houses	18	3,484	3,484	7	.2	---	---	---	---	3,477	99.8
Laundry and dry cleaning	47	16,668	16,638	177	1.1	1,204	7.2	6,470	38.9	8,787	52.8
Undertakers' supplies	51	11,495	11,495	3	(1)	---	---	3,467	30.2	8,025	69.8
Upholsterers' supplies	68	16,136	15,504	1,158	7.5	2,479	16.0	3,521	22.7	8,350	53.8
All other	107	19,139	10,456	342	3.3	338	3.2	5,215	49.9	4,566	43.6
Transportation equipment and supplies	10	4,057	4,057	76	1.9	2,382	58.7	975	24.0	624	15.4
Metals and metal work (except scrap	481	469,922	364,991	7,751	2.1	22,997	6.3	196,729	53.9	137,514	37.7
Building metal work	73	17,066	17,066	27	.2	6,818	40.0	6,850	40.1	3,371	19.7
Iron and steel products (general line)	87	136,899	100,611	802	.8	1,386	1.4	75,288	74.8	23,135	23.0
Iron and steel products (semi-finished)	9	3,378	(2)	(2)	(2)	(2)	(2)	(2)	(2)	(2)	(2)
Iron and steel products (flat)	42	34,121	32,926	1,778	5.2	3,151	9.3	22,028	64.9	6,969	20.6
Wire and wire products	104	154,599	134,176	411	.3	899	.7	42,222	31.5	90,644	67.5
Iron and steel finished products (N.E.C.)	76	22,986	15,028	129	.9	1,524	10.1	8,082	53.8	5,293	35.2
Copper	28	42,023	(2)	(2)	(2)	(2)	(2)	(2)	(2)	(2)	(2)
All other	62	61,050	55,310	3,836	6.9	8,365	15.1	37,558	67.9	5,551	10.1
Paper and its products	317	177,454	165,405	1,334	.8	9,314	5.6	123,939	74.9	30,818	18.7
Wrapping or coarse paper and products	148	140,724	132,542	517	.4	9,025	6.8	102,157	77.1	20,843	15.7
Printing and writing papers	42	21,932	21,025	90	.4	---	---	14,528	69.1	6,407	30.5
All other	127	14,798	11,838	727	6.1	289	2.4	7,254	61.3	3,568	30.2
Petroleum and its products	56	21,262	16,631	4,582	27.6	1,969	11.8	7,297	43.9	2,783	16.7
Plumbing and heating equipment and supplies	519	251,633	200,087	1,624	.8	5,867	2.9	76,073	38.0	116,523	58.3
Plumbing and heating (general line)	221	154,200	107,996	638	.6	65	.1	25,818	23.9	81,475	75.4
Heating (including stoves and ranges)	159	51,723	51,418	525	1.0	3,355	6.5	28,298	55.0	19,238	37.5
Plumbing fixtures, equipment, and supplies	92	34,543	33,620	431	1.3	2,277	6.8	20,428	60.8	10,484	31.1
All other	47	11,167	7,055	30	.4	170	2.4	1,529	21.7	5,326	75.5
Tobacco and products (except leaf)	44	446,469	443,875	829	.2	254,346	57.3	175,729	39.6	12,971	2.9
All other products	583	281,805	253,417	6,664	2.6	22,555	8.9	157,273	62.1	66,925	26.4
Books, periodicals, and newspapers	62	30,871	29,697	4,443	15.0	9	(1)	5,758	19.3	19,507	65.7
Forest products (except lumber)	54	8,299	8,299	96	1.2	1,246	15.0	6,235	75.1	722	8.7
Leather and shoe findings	33	44,516	44,516	409	.9	774	1.7	37,815	84.9	5,518	12.5
Leather goods	23	7,495	7,495	278	3.7	1,656	22.1	3,168	42.3	2,393	31.9
Oils and greases (animal and vegetable)	21	8,277	7,752	24	.3	3,005	38.8	3,281	42.3	1,442	18.6
Optical goods	257	23,265	23,265	311	1.3	65	.3	3,799	16.3	19,090	82.1
Textiles and materials (other than dry goods)	27	21,619	17,591	304	1.7	4,632	26.8	9,845	56.6	2,610	15.1
Yarns	38	120,876	102,713	94	.1	10,403	10.1	79,036	76.9	13,180	12.9
Miscellaneous kinds of business	68	16,787	12,289	705	5.7	765	6.2	8,356	68.0	2,463	20.1

* Including those establishments from which no cash-credit analysis of sales was obtained.
1 Less than one-tenth of one percent.
2 Insufficient sample.

TABLE 6B.—ACCOUNTS AND NOTES RECEIVABLE AND STOCKS ON HAND, BEGINNING AND END OF YEAR

UNITED STATES SUMMARY

TYPE OF OPERATION KIND OF BUSINESS	ALL ESTABLISHMENTS*		ESTABLISHMENTS REPORTING RECEIVABLES AS OF DECEMBER 31, 1939			ESTABLISHMENTS REPORTING BEGINNING AND END OF YEAR RECEIVABLES				ESTABLISHMENTS REPORTING BEGINNING AND END OF YEAR STOCKS			
	Number	Sales (add 000)	Number	Sales (add 000)	Customer accounts and notes receivable Dec. 31, 1939 (add 000)	Number	Sales (add 000)	Customer accounts and notes receivable Dec. 31, 1939 (add 000)	Dec. 31, 1938 (add 000)	Number	Sales (add 000)	Stocks on hand Dec. 31, 1939 (add 000)	Dec. 31, 1938 (add 000)
SERVICE AND LIMITED-FUNCTION WHOLESALERS	101,627	$23,641,924	71,866	$20,428,169	$2,211,656	62,878	$19,379,579	$2,074,926	$1,906,567	71,882	$20,648,075	$2,476,119	$2,311,758
Amusement and sporting goods	1,342	151,684	934	140,378	20,776	800	133,607	19,388	18,093	934	131,560	21,512	20,283
Bicycles and supplies	45	5,219	37	5,090	830	35	4,951	808	755	38	5,027	894	786
Cameras and photographic supplies	113	16,019	98	15,653	1,772	80	14,979	1,641	1,618	92	15,308	2,753	2,401
Motion picture equipment and supplies (except films)	66	10,197	58	9,916	1,305	51	9,705	1,271	1,389	52	9,785	1,201	1,150
Motion picture film exchanges	214	27,205	52	20,817	1,775	40	20,046	1,679	1,305	51	17,602	2,757	2,441
Sporting goods	231	36,998	208	36,618	6,099	189	35,828	5,981	5,776	195	34,760	6,394	5,973
Toys, novelties, and fireworks	534	44,524	398	42,164	6,653	338	40,031	6,317	6,004	398	38,772	5,647	5,692
All other	139	11,522	83	10,120	2,342	67	8,067	1,691	1,246	108	10,286	1,866	1,840
Automotive	7,964	1,995,286	6,335	1,893,869	127,967	5,504	1,817,160	120,039	105,154	6,624	1,863,771	142,656	132,617
Automobiles (new and used)	572	1,324,214	409	1,271,108	47,806	369	1,255,503	47,526	36,617	466	1,269,478	29,629	28,341
Trucks and tractors	579	70,024	438	65,432	9,299	298	53,574	7,561	6,445	358	56,951	7,284	6,025
Automotive accessories and equipment	2,860	259,846	2,320	237,896	31,724	2,038	223,789	29,837	28,683	2,427	241,231	47,596	44,580
Automotive parts	3,318	256,748	2,694	239,099	28,446	2,400	228,261	26,996	26,029	2,905	240,233	48,892	46,008
Tires and tubes	635	84,454	474	80,334	10,692	399	56,033	8,119	7,380	468	55,878	9,255	7,663
Beer, wines, and liquors	6,232	1,249,164	3,435	1,001,963	101,002	2,951	929,777	94,851	89,188	4,517	1,103,776	108,207	94,808
Beer and ale	4,812	502,111	2,259	325,616	17,771	1,935	295,708	16,316	15,658	3,349	430,375	17,886	16,048
Wines and liquors	1,420	747,053	1,176	676,347	83,231	1,016	634,069	78,535	73,530	1,168	673,401	90,321	78,760
Chemicals and paints	1,680	281,002	1,403	259,390	31,518	1,250	247,561	29,873	26,807	1,305	252,785	36,355	30,293
Dyestuffs	69	28,486	49	19,602	1,853	47	19,392	1,827	2,125	50	20,871	2,732	1,972
Explosives	49	2,824	43	2,647	487	32	2,144	390	368	28	2,101	251	243
Industrial chemicals	287	112,137	256	109,580	10,998	222	104,646	10,453	8,718	212	105,080	9,891	8,092
Naval stores	29	19,177	17	15,352	1,433	15	15,079	1,341	1,220	19	15,947	1,300	1,755
Paints and varnishes	623	51,608	540	48,035	7,833	486	44,603	7,494	6,873	522	48,011	7,884	7,480
Paints with glass and/or wallpaper	311	28,675	292	27,870	4,458	275	27,204	4,359	4,115	292	27,966	6,123	5,936
All other	312	38,095	206	36,304	4,456	173	34,493	4,009	3,388	182	32,809	8,174	4,815
Clothing and furnishings	4,178	700,501	3,505	667,844	97,593	3,024	625,124	91,183	85,961	3,196	604,821	78,741	70,797
Clothing and furnishings (general line)	446	64,127	350	60,155	10,714	304	57,838	10,389	9,803	368	59,136	10,939	9,631
Men's and boys'	1,180	152,944	981	144,506	24,977	884	135,432	23,520	21,841	945	129,443	21,024	18,064
Women's and children's	1,110	225,046	951	212,248	23,613	797	195,280	21,734	20,996	811	194,640	17,467	15,556
Furs, dressed, and fur clothing	501	63,925	401	60,428	11,626	312	52,087	9,672	8,101	338	48,479	5,483	5,381
Millinery and millinery supplies	478	76,204	409	73,828	8,619	360	71,596	8,404	8,115	351	70,867	8,232	7,805
Shoes and other footwear	463	118,255	413	116,679	18,044	367	112,891	17,464	17,105	383	102,256	15,596	14,360
Coal and coke	919	512,835	690	447,717	72,237	620	419,985	67,525	66,112	342	256,815	30,932	33,003
Drugs (general line)	297	363,621	288	358,387	42,203	283	354,447	41,806	42,110	289	361,330	56,269	55,319
Service wholesalers (without liquor)	226	257,456	220	253,591	32,023	217	251,887	31,797	31,867	219	255,180	39,428	39,364
Service wholesalers (with liquor)	45	72,329	(x)	71,348	8,336	(x)	70,042	8,176	8,494	[illegible]	72,329	12,251	11,622
Cooperatives and voluntary groups	26	33,836	(x)	33,448	1,844	(x)	32,518	1,833	1,749	25	33,821	4,590	4,333
Drugs and drug sundries (specialty lines)	1,321	157,190	866	142,666	15,849	735	135,004	15,075	14,578	987	145,530	19,158	17,378
Proprietary medicines	422	46,302	290	41,973	5,146	257	40,127	4,934	4,716	318	42,454	5,968	5,620
Toiletries	387	49,245	247	43,657	5,788	207	40,540	5,454	5,208	267	44,582	5,122	4,585
Drug specialties and sundries	512	61,643	329	57,036	4,915	271	54,337	4,687	4,654	402	58,494	8,068	7,173
Dry goods (general line)	222	206,983	212	204,818	41,463	203	202,060	41,031	37,705	208	201,614	39,171	35,448
Dry goods (specialty lines)	3,875	981,468	3,238	890,824	117,460	2,759	817,229	108,130	97,155	3,065	870,578	136,676	125,305
Hosiery and lingerie	422	86,204	350	79,421	9,160	301	75,038	8,591	8,290	338	78,008	9,005	7,299
Notions	973	113,874	775	105,461	13,099	675	100,413	12,204	11,379	762	102,989	18,312	16,532
Piece goods:													
General line	54	18,493	52	18,121	3,002	42	13,166	2,330	1,884	45	14,531	2,844	2,430
Cotton	519	237,647	444	214,685	29,095	387	199,485	27,635	24,667	432	211,334	37,039	34,572
Silk, linen, rayon, and velvet	801	301,044	688	266,160	27,687	560	237,933	24,724	22,848	611	263,529	36,332	33,892
Woolen and worsted	366	97,261	319	93,072	17,984	279	85,867	16,440	13,745	294	84,522	12,795	11,721
Other	407	89,398	332	79,818	12,227	281	74,540	11,354	9,525	326	81,961	14,290	13,136
Other dry goods specialties	333	37,547	278	34,086	5,206	234	30,787	4,852	4,817	257	33,704	6,059	5,723
Electrical goods	3,072	788,024	2,704	766,134	102,090	2,366	733,140	96,189	81,734	2,594	747,323	78,762	69,162
Electrical merchandise (general line)	455	300,377	447	294,922	41,965	437	291,700	41,496	33,817	442	296,945	26,614	23,453
Apparatus and equipment	207	24,214	173	23,074	3,184	148	21,086	2,848	2,458	154	20,247	2,582	2,520
Wiring supplies and construction materials	955	126,738	855	122,182	17,745	743	114,750	16,502	14,332	813	119,057	15,975	14,271
Radios and equipment	668	112,435	573	109,664	16,870	484	99,595	14,740	12,566	564	100,637	12,329	10,382
Refrigerators and equipment (household)	159	118,018	140	117,226	7,440	123	113,987	7,025	6,420	139	115,264	9,454	7,791
All other	628	106,242	516	99,066	14,886	431	92,022	13,578	12,141	482	95,173	11,808	10,745
Farm products--raw materials	2,086	1,628,706	1,057	762,136	52,010	918	710,102	47,607	42,997	1,545	1,398,553	256,356	263,598
Cotton	229	408,574	41	55,928	2,838	(x)	54,188	2,834	2,041	164	345,017	67,077	88,476
Grains	397	522,447	205	237,926	8,368	185	230,758	8,011	7,069	298	442,086	90,432	79,016
Hides, skins, and raw furs	686	193,688	371	121,332	15,375	304	108,748	13,771	11,539	[illegible]	174,331	22,682	23,861
Horses and mules	28	7,078	13	4,121	177	12	4,061	175	134	20	6,619	210	201
Livestock	107	8,490	42	3,408	468	39	3,196	451	427	56	5,658	262	226
Silk (raw)	15	81,006	11	78,271	6,095	(x)	78,171	6,093	5,787	11	80,717	10,742	8,908
Tobacco (leaf)	191	86,489	108	21,532	3,619	95	20,028	3,409	3,656	139	62,267	21,444	22,693
Wool and mohair	166	194,242	108	147,738	7,000	97	125,529	6,280	6,443	134	169,701	26,753	23,682
All other	267	126,692	158	91,880	8,070	137	85,425	6,583	5,901	215	112,157	16,754	16,535

* Including establishments not reporting receivables or stocks.
x Withheld to avoid disclosure.

TABLE 6B.—ACCOUNTS AND NOTES RECEIVABLE AND STOCKS ON HAND, BEGINNING AND END OF YEAR

Types of Operation by Kinds of Business—Continued

UNITED STATES SUMMARY — Service and Limited-Function Wholesalers and Manufacturers' Sales Branches

Type of operation and kind of business	All establishments*: Number	All establishments*: Sales (add 000)	Establishments reporting receivables as of December 31, 1939: Number	Sales (add 000)	Customer accounts and notes receivable Dec. 31, 1939 (add 000)	Establishments reporting beginning and end of year receivables: Number	Sales (add 000)	Customer accounts and notes receivable Dec. 31, 1939 (add 000)	Customer accounts and notes receivable Dec. 31, 1938 (add 000)	Establishments reporting beginning and end of year stocks: Number	Sales (add 000)	Stocks on hand, at cost, Dec. 31, 1939 (add 000)	Stocks on hand, at cost, Dec. 31, 1938 (add 000)
SERVICE AND LIMITED-FUNCTION WHOLESALERS—Con.													
Farm products—consumer goods	10,940	$2,110,766	6,4[illegible]	$1,614,319	$85,3[illegible]	5,711	$1,548,803	$81,341	$79,910	4,871	$1,617,844	$44,418	$41,909
Dairy products	2,164	485,198	1,468	389,958	26,099	1,540	381,100	25,398	24,713	987	386,978	9,672	9,142
Dairy and poultry products	760	241,480	540	195,145	11,554	487	190,441	11,310	11,457	497	223,198	9,470	7,467
Poultry and poultry products	1,635	241,236	756	155,972	7,169	657	146,058	6,656	6,668	537	143,967	5,494	5,735
Fruits and vegetables (fresh)	5,449	990,528	3,198	745,371	35,375	2,793	708,200	33,122	32,506	2,550	801,235	18,406	18,222
Fresh fruits only	905	146,965	438	122,701	4,767	416	117,972	4,503	4,335	281	57,424	1,095	1,097
All other	32	5,359	20	5,172	354	18	5,032	352	231	19	5,042	281	246
Farm supplies	1,477	333,844	1,048	255,933	24,327	942	247,721	23,617	21,650	1,180	301,360	43,512	39,206
Feed	782	130,199	571	104,407	10,812	506	98,874	10,346	9,478	620	106,904	7,985	6,940
Fertilizer	99	37,827	49	17,112	1,186	43	16,918	1,153	1,330	58	34,589	7,665	7,598
Seeds	415	101,419	301	88,558	7,837	277	86,685	7,658	7,251	364	98,545	23,054	20,756
All other	181	64,399	127	45,856	4,492	116	45,244	4,460	3,591	138	61,322	4,808	3,912
Furniture and house furnishings	2,214	373,464	1,758	349,479	60,695	1,509	330,271	57,655	51,230	1,716	332,194	66,425	58,424
China, glassware, and crockery	339	36,777	252	32,636	5,176	214	30,080	4,775	4,397	267	32,748	6,649	6,339
Floor coverings	487	149,584	414	140,846	25,269	366	135,067	24,370	21,380	400	139,254	31,151	26,068
Furniture (general line)	49	10,476	35	10,065	2,513	29	9,632	[illegible],450	2,022	38	9,633	1,462	1,437
Furniture (household)	333	47,660	266	45,746	7,143	224	42,926	6,772	5,933	264	42,322	7,161	6,461
Furniture (office)	51	3,052	41	2,956	407	26	2,669	324	350	25	2,605	242	255
House furnishings (except as specified)	827	106,017	645	98,413	16,495	580	92,635	15,579	14,025	628	90,928	16,646	15,000
Musical instruments and sheet music	128	19,898	105	18,817	3,692	90	17,261	3,387	3,123	94	14,704	3,114	2,864
Groceries (general line)	3,942	2,185,736	3,314	2,043,292	155,333	3,139	1,973,884	149,802	146,782	3,681	2,104,811	290,419	258,286
Not sponsoring cooperative or voluntary groups	2,786	1,310,164	2,553	1,236,294	99,105	2,406	1,187,098	95,071	92,876	2,613	1,256,007	171,271	153,937
Voluntary group wholesalers	638	658,253	622	648,097	50,764	601	632,307	49,354	48,746	616	641,670	98,893	86,085
Retailer cooperative warehouses	136	154,651	120	144,261	5,167	117	143,774	5,157	4,927	130	153,764	15,692	14,285
Cash-and-carry depots	382	62,668	19	14,640	297	15	10,705	220	233	322	53,370	4,563	3,979
Groceries and foods (specialty lines)	12,[illegible]	1,892,033	7,491	1,637,942	127,766	6,566	1,544,706	120,279	116,498	7,468	1,644,429	141,451	129,893
Breakfast cereals	34	22,078	24	21,856	2,396	(1)	(1)	(1)	(1)	(1)	(1)	(1)	(1)
Canned foods	430	111,037	330	102,154	8,264	292	99,324	7,945	8,361	335	103,057	14,504	14,591
Coffee, tea, and spices	703	173,980	504	151,445	13,907	462	141,674	13,618	13,171	508	157,111	21,581	20,360
Coffee roasting and spice grinding	366	136,988	240	106,812	7,813	223	105,311	7,669	7,671	255	135,127	16,570	15,458
Confectionery	2,089	132,682	1,155	107,451	10,265	1,014	100,459	9,688	9,254	1,430	115,407	8,634	8,116
Fish and sea foods	1,182	131,248	741	115,765	8,723	644	109,062	8,119	7,908	469	94,563	6,292	6,516
Flour	323	45,830	271	43,332	5,843	242	41,166	5,638	5,235	252	39,526	2,516	2,252
Fruits and vegetables (frosted)	32	8,447	19	4,279	199	14	3,982	192	199	20	8,167	243	250
Meats and provisions	2,552	519,593	1,805	459,58[illegible]	27,812	1,590	438,766	26,387	25,958	[illegible],487	449,739	10,266	9,621
Other food and grocery specialties	4,394	609,650	2,402	525,26[illegible]	42,544	2,082	504,677	40,984	38,719	2,706	541,347	60,813	52,700
Hardware	1,343	592,000	1,198	584,433	88,229	1,104	574,622	87,186	80,888	1,191	581,485	143,857	129,219
General line (with industrial department)	409	396,746	404	394,850	59,342	393	392,592	59,031	54,614	396	393,173	97,980	87,145
General line (without industrial department)	363	142,794	[illegible]	137,902	21,972	318	135,912	21,692	20,528	342	139,315	35,151	32,063
Specialty lines	571	52,460	459	48,681	6,915	393	46,118	6,463	5,746	453	48,997	10,726	10,011
Jewelry	1,805	234,054	1,40[illegible]	221,061	66,927	1,169	198,524	60,863	52,077	1,428	211,036	47,046	46,444
Jewelry (general line)	195	62,312	182	60,687	20,774	166	56,906	19,797	17,408	176	58,699	14,062	13,474
Clocks and watches	178	44,653	131	43,420	16,812	109	38,976	15,686	12,927	145	42,795	4,636	4,774
Diamonds and other precious stones	427	[illegible]	344	42,682	12,407	256	34,285	9,983	8,165	297	36,895	13,064	13,037
All other	1,005	[illegible]	751	74,272	16,934	638	68,357	15,397	13,577	810	72,647	15,284	15,159
Lumber and construction materials	3,30[illegible]	[illegible],339	2,782	740,637	110,713	2,479	706,200	105,575	94,742	2,260	543,484	76,658	72,891
Builders' supplies (general line)	189	67,773	168	64,599	10,539	158	63,635	10,456	8,957	172	62,665	8,163	7,461
Lumber	1,23[illegible]	378,[illegible]22	392	341,472	47,801	868	319,627	44,572	41,650	663	185,941	27,813	27,957
Lumber and millwork	1[illegible]4	50,376	137	43,381	7,937	122	42,024	7,437	6,518	113	33,843	5,821	5,484
Millwork	280	[illegible]	251	57,403	9,118	231	56,387	8,938	7,087	221	55,557	10,906	10,509
Brick, tile, and terra cotta	145	18,700	116	17,338	2,723	105	16,250	2,604	2,297	95	13,525	1,104	1,012
Cement, lime, and plaster	[illegible]	[illegible]	86	20,749	2,943	81	20,286	2,899	2,561	74	16,406	724	642
Glass	282	[illegible]	244	30,888	5,352	220	30,216	5,272	4,586	233	29,328	6,042	5,463
All other	915	175,634	788	164,207	24,300	694	157,775	23,397	21,086	689	146,219	16,085	14,363
Machinery, equipment, supplies	9,743	1,281,6[illegible]	7,709	1,159,284	231,397	6,510	1,070,671	211,842	193,408	7,378	1,125,232	191,625	184,213
Commercial equipment and supplies:													
Office machines and equipment	216	22,291	154	19,218	3,728	139	18,570	3,492	3,221	177	16,365	3,032	2,788
Restaurant and hotel supply houses	438	48,795	365	46,509	8,973	316	44,823	8,653	7,883	357	45,354	7,702	7,162
Garage and filling station equipment	169	9,877	120	7,648	1,079	89	6,661	982	908	115	8,448	1,099	1,014
Soda fountain equipment and supplies	29	1,846	21	1,538	281	19	1,412	273	256	21	1,559	187	166
Store machines	49	2,961	[illegible]	1,615	287	18	1,505	278	251	40	2,642	221	215
Store fixtures and equipment	401	20,790	[illegible]	13,799	4,250	170	11,418	3,994	3,770	252	14,087	1,982	1,824
All other	341	30,759	[illegible]	28,167	3,961	202	24,110	3,294	2,879	232	24,980	2,635	2,762
Farm and dairy:													
Dairy equipment	109	19,705	[illegible]	19,306	2,794	85	18,683	2,681	2,488	90	18,862	1,972	1,819
Farm implements	21	2,965	16	2,878	498	14	2,832	494	505	18	2,929	624	646
Farm machinery and equipment	189	36,725	149	34,008	8,000	134	27,112	7,744	7,543	150	27,977	4,324	4,322
Industrial machinery, equipment, and supplies:													
Industrial (general line)	116	70,267	110	69,468	10,030	104	66,620	9,412	8,116	111	69,436	13,583	12,378
Belting, hose, and packing	211	18,837	187	18,109	1,850	169	17,462	1,765	1,461	167	17,424	2,172	2,005
Construction (except road building)	153	23,943	112	20,429	3,802	84	17,725	3,161	2,954	93	18,823	3,971	3,759
Road building	251	72,613	207	68,389	14,953	161	60,958	13,321	12,39[illegible]	174	63,489	9,628	8,771
Machine tools	12[illegible]	27,699	98	18,401	2,318	86	17,304	2,143	1,697	100	19,578	2,995	3,153
Mine and mill supplies	415	99,851	371	96,698	14,269	323	90,187	13,252	11,023	339	92,305	17,320	15,815
Oil well supply houses	[illegible]	179,770	700	154,288	54,501	562	138,318	46,645	46,408	666	157,234	27,681	29,923

* Including establishments not reporting receivables or stocks.

1 Insufficient sample.

TABLE 6B. ACCOUNTS AND NOTES RECEIVABLE AND STOCKS ON HAND, BEGINNING AND END OF YEAR

[illegible]

UNITED STATES SUMMARY

TYPE OF OPERATION, KIND OF BUSINESS	All establishments* Number	All establishments* Sales (add 000)	[illegible] Number	[illegible] Sales (add 000)	[illegible] Dec. 31, 1939 (add 000)	[illegible] Number	[illegible] Sales (add 000)	[illegible] 1939	[illegible]	Establishments reporting [illegible] Number	Sales (add 000)	[illegible]	[illegible]
SERVICE AND LIMITED-FUNCTION WHOLESALERS—Con.													
Machinery—equipment—supplies—Con.													
Industrial machinery, equipment, and supplies—Con.													
Power plant and power transmission	[illegible]	$11,[illegible]	77	$11,[illegible]	$[illegible]	69	$10,791	$[illegible]	$1,152	[illegible]	$10,719	$1,310	$1,048
Printing and lithographing (except paper)	157	12,797	116	9,901	2,551	93	9,372	2,398	2,115	116	11,676	[illegible]	1,619
Rope, cordage, and twine	[illegible]	13,441	48	[illegible]	1,167	45	12,635	1,141	[illegible]	45	12,381	1,376	1,199
Textile	[illegible]	10,359	66	9,394	1,345	[illegible]	9,068	1,310	1,143	[illegible]	9,772	1,621	[illegible]
Used machinery and equipment	[illegible]	[illegible]	194	13,404	1,606	146	12,018	1,438	1,314	[illegible]	14,180	3,324	3,403
All other	[illegible]	180,158	1,230	158,001	23,667	1,020	148,257	[illegible]	19,430	1,124	154,063	24,093	22,875
Professional equipment and supplies:													
Dental supply houses	[illegible]	[illegible]	[illegible]	31,641	8,754	257	30,301	8,417	8,257	279	[illegible]	[illegible]	7,394
Religious supply houses	[illegible]	[illegible]	79	7,777	1,937	74	[illegible]	1,900	1,810	[illegible]	8,051	[illegible]	[illegible]
School equipment and supplies	138	22,271	124	[illegible]	4,803	[illegible]	19,006	[illegible]	3,501	[illegible]	20,752	3,475	3,405
Surgical, medical, and hospital	[illegible]	[illegible]	[illegible]	[illegible]	[illegible]	273	43,830	8,432	7,946	297	46,067	[illegible]	7,827
All other	117	14,642	90	13,149	1,566	82	11,277	1,354	1,234	91	[illegible]	[illegible]	[illegible]
Service equipment and supplies:													
Barber and beauty supply houses	[illegible]	[illegible]	678	42,048	10,414	573	[illegible]	9,816	[illegible]	[illegible]	[illegible]	8,215	7,934
Laundry and dry cleaning	[illegible]	[illegible]	[illegible]	30,966	6,102	153	[illegible]	5,924	5,134	155	30,167	[illegible]	3,057
Tailors' supplies	[illegible]	2,809	47	2,671	498	41	2,606	490	[illegible]	46	[illegible]	[illegible]	[illegible]
Undertakers' supplies	[illegible]	4,545	[illegible]	4,138	1,498	71	3,939	1,448	1,412	76	4,091	[illegible]	[illegible]
Upholsterers' supplies	210	29,717	[illegible]	[illegible]	4,085	166	27,318	3,914	[illegible]	164	26,784	6,264	5,779
All other	[illegible]	[illegible]	[illegible]	32,884	5,014	430	30,790	4,697	4,435	[illegible]	[illegible]	[illegible]	[illegible]
Transportation equipment and supplies:													
Aircraft and aeronautical	[illegible]	18,039	8	17,525	1,283	8	17,525	1,283	[illegible]	[illegible]	[illegible]	1,439	[illegible]
Railroad	[illegible]	[illegible]	[illegible]	24,311	5,397	[illegible]	21,416	5,044	2,469	[illegible]	[illegible]	2,843	3,319
Marine	[illegible]	[illegible]	127	19,685	2,892	[illegible]	17,650	[illegible]	[illegible]	[illegible]	18,285	[illegible]	[illegible]
Other	[illegible]	[illegible]	9	704	141	8	[illegible]	137	141	[illegible]	[illegible]	190	185
Metals and metal work (except scrap)	1,017	[illegible]	876	504,592	58,507	772	494,513	47,375	41,279	807	493,630	61,537	48,457
Building metal work	[illegible]	[illegible]	109	12,446	1,992	85	11,266	1,845	[illegible]	92	11,245	1,563	[illegible]
Iron and steel products (general line)	96	139,442	90	138,038	23,182	86	137,542	13,124	14,928	[illegible]	137,984	16,035	12,444
Iron and steel products (semi-finished)	63	15,337	60	[illegible]	1,827	53	14,924	1,788	1,741	52	14,386	2,251	1,990
Iron and steel products (flat)	[illegible]	[illegible]	191	70,991	12,541	175	68,175	12,259	10,666	[illegible]	68,697	14,261	[illegible]
Wire and wire products	[illegible]	7,147	53	[illegible]	695	48	[illegible]	675	604	[illegible]	6,408	1,191	991
Iron and steel finished products (N.E.C.)	[illegible]	[illegible]	[illegible]	54,592	6,704	219	51,896	6,219	4,858	[illegible]	[illegible]	9,369	[illegible]
Copper	[illegible]	49,545	33	48,494	2,443	[illegible]	48,206	2,424	1,794	33	49,069	3,696	4,952
All other	[illegible]	161,990	90	[illegible]	[illegible]	78	[illegible]	9,041	5,013	[illegible]	154,172	13,171	[illegible]
Paper and its products	2,898	574,973	2,552	547,528	80,452	2,288	[illegible]	76,559	67,929	[illegible]	[illegible]	71,065	64,043
Wrapping or coarse paper and products	1,675	297,438	1,477	287,447	38,921	1,326	272,923	37,009	[illegible]	1,396	[illegible]	[illegible]	34,414
Printing and writing papers	427	210,261	405	197,362	30,166	369	189,463	[illegible]	24,998	370	177,378	21,784	20,308
Stationery and stationery supplies	515	46,551	425	42,824	8,450	371	41,202	8,198	7,363	386	40,429	[illegible]	[illegible]
Wallpaper	281	[illegible]	245	19,895	[illegible]	222	18,648	2,701	2,680	[illegible]	[illegible]	4,090	4,037
Petroleum and its products	[illegible]	196,734	745	166,529	16,328	631	158,369	15,051	16,437	586	138,492	9,721	8,962
Plumbing and heating equipment and supplies	[illegible]	379,975	1,997	368,688	[illegible]	1,762	347,855	55,130	48,833	1,890	[illegible]	[illegible]	[illegible]
Plumbing and heating (general line)	675	[illegible]	[illegible]	[illegible]	30,524	605	176,786	29,151	25,289	624	178,469	[illegible]	26,761
Heating (including stoves and ranges)	[illegible]	[illegible]	301	33,545	4,846	264	31,662	4,581	[illegible]	272	[illegible]	4,361	4,460
Plumbing fixtures, equipment, and supplies	927	[illegible]	[illegible]	128,483	19,690	718	118,181	18,370	16,721	[illegible]	123,084	[illegible]	19,732
All other	[illegible]	24,720	217	[illegible]	[illegible]	175	[illegible]	3,028	2,790	188	21,480	2,675	[illegible]
Tobacco and products (except leaf)	2,717	1,106,215	1,946	1,007,206	58,618	1,772	959,871	52,524	49,372	[illegible]	1,050,488	46,338	44,211
Waste materials	6,059	656,000	2,149	[illegible]	44,165	1,737	467,105	40,148	[illegible]	[illegible]	[illegible]	51,111	[illegible]
Iron and steel scrap	[illegible]	334,136	713	274,572	22,367	582	248,344	[illegible]	17,594	1,226	[illegible]	20,485	[illegible]
Junk and scrap (general line)	1,893	93,031	482	64,723	5,391	375	52,806	4,491	3,177	969	78,614	[illegible]	8,914
Waste paper, rags, and rubber	1,128	[illegible]	578	110,189	11,863	481	102,848	11,152	[illegible]	[illegible]	121,148	12,578	13,019
Non-ferrous metals	[illegible]	50,137	[illegible]	40,907	[illegible]	125	36,924	[illegible]	1,440	[illegible]	42,616	[illegible]	3,920
All other	774	43,391	[illegible]	[illegible]	[illegible]	174	26,183	1,788	1,552	[illegible]	[illegible]	5,129	[illegible]
All other products	5,431	[illegible]	3,776	1,171,069	122,328	3,374	1,109,032	117,282	104,666	3,527	1,129,161	[illegible]	128,438
Books, periodicals, and newspapers	866	[illegible]	[illegible]	146,995	12,972	534	140,258	[illegible]	[illegible]	467	121,896	9,093	8,834
Flowers and nursery stock	734	42,987	377	38,227	5,956	[illegible]	36,429	5,712	5,479	[illegible]	[illegible]	[illegible]	[illegible]
Forest products (except lumber)	594	[illegible]	341	[illegible]	5,744	297	38,247	5,464	4,854	[illegible]	[illegible]	4,973	4,439
General merchandise	[illegible]	[illegible]	[illegible]	400,906	31,824	110	370,882	31,306	[illegible]	[illegible]	400,538	[illegible]	[illegible]
Leather and shoe findings	[illegible]	[illegible]	[illegible]	110,042	17,013	750	105,350	16,228	[illegible]	829	106,191	[illegible]	18,994
Leather goods	[illegible]	13,678	[illegible]	[illegible]	2,151	101	12,197	[illegible]	[illegible]	[illegible]	[illegible]	[illegible]	2,231
Oils and greases (animal and vegetable)	87	71,051	71	67,934	[illegible]	[illegible]	67,238	5,590	4,680	65	67,673	9,466	[illegible]
Optical goods	572	42,317	[illegible]	36,269	[illegible]	425	34,640	4,918	[illegible]	492	38,716	6,177	[illegible]
Textiles and materials (other than dry goods)	[illegible]	[illegible]	[illegible]	48,543	4,585	168	[illegible]	[illegible]	[illegible]	225	48,148	7,984	8,251
Yarns	181	73,797	157	[illegible]	9,414	134	[illegible]	[illegible]	7,098	145	[illegible]	9,267	[illegible]
Miscellaneous kinds of business	840	[illegible]	529	196,791	21,833	461	192,099	[illegible]	[illegible]	449	[illegible]	[illegible]	31,845
MANUFACTURERS' SALES BRANCHES (With stocks)	12,977	8,846,940	[illegible]	[illegible]	[illegible]	8,883	6,967,390	784,195	[illegible]	[illegible]	[illegible]	661,477	[illegible]
Amusement and sporting goods	[illegible]	[illegible]	341	262,749	22,167	336	[illegible]	[illegible]	19,307	[illegible]	[illegible]	[illegible]	[illegible]
Cameras and photographic supplies	[illegible]	[illegible]	48	66,740	6,307	48	66,740	6,307	5,817	[illegible]	[illegible]	4,978	[illegible]
Motion picture film exchanges	279	176,510	238	172,224	[illegible]	(x)	[illegible]	[illegible]	[illegible]	[illegible]	[illegible]	5,192	4,595
Sporting goods	[illegible]	[illegible]	31	[illegible]	[illegible]	32	[illegible]	[illegible]	1,941	[illegible]	11,468	[illegible]	1,976
All other	[illegible]	13,757	24	[illegible]	7,440	(x)	11,843	[illegible]	5,344	[illegible]	[illegible]	922	881

* Including establishments not reporting receivables or stocks.
x Withheld to avoid disclosure.

TABLE 6B.—ACCOUNTS AND NOTES RECEIVABLE AND STOCKS ON HAND, BEGINNING AND END OF YEAR

TYPE OF OPERATION BY KINDS OF BUSINESS—Continued

UNITED STATES SUMMARY

TYPE OF OPERATION BY KINDS OF BUSINESS	ALL ESTABLISHMENTS*		ESTABLISHMENTS REPORTING RECEIVABLES AS OF DECEMBER 31, 1939			ESTABLISHMENTS REPORTING BEGINNING AND END OF YEAR RECEIVABLES				ESTABLISHMENTS REPORTING BEGINNING AND END OF YEAR STOCKS			
								Customer accounts and notes receivable				Stocks on hand, at cost	
	Number	Sales (add 000)	Number	Sales	Customer accounts and notes receivable Dec. 31, 1939 (add 000)	Number	Sales	Dec. 31, 1939 (add 000)	Dec. 31, 1938 (add 000)	Number	Sales	Dec. 31, 1939 (add 000)	Dec. 31, 1938 (add 000)
MANUFACTURERS' SALES BRANCHES (With stocks)—Con.													
Automotive	837	$701,709	772	$687,242	$84,587	654	$619,836	$70,509	$63,978	879	$711,986	$74,342	$72,592
Automobiles, trucks, and tractors	396	437,311	334	421,005	43,864	234	356,132	29,921	25,755	363	428,539	29,948	25,312
Automotive accessories, equipment, and parts	249	52,717	152	31,265	3,203	139	30,287	3,095	3,002	234	32,189	13,800	13,383
Tires and tubes	292	235,681	286	234,972	37,720	281	233,412	37,493	35,221	282	231,238	30,694	33,897
Beer, wines, and liquors	409	274,245	304	231,338	49,436	273	229,896	49,253	47,569	319	269,278	10,734	9,136
Beer and ale	328	81,587	250	78,607	4,752	222	71,241	4,574	4,675	236	77,254	2,006	1,742
Wines and liquors	89	192,658	54	158,786	44,674	51	158,655	44,665	42,894	83	192,024	8,728	7,394
Chemicals and paints	663	556,135	480	363,750	45,768	465	359,869	45,340	39,476	630	551,101	44,000	41,099
Dyestuffs	29	40,296	(x)	38,390	3,462	(x)	38,390	3,462	3,003	(x)	38,303	2,547	2,170
Explosives	42	35,281	9	10,961	2,007	9	10,961	2,007	1,926	42	35,638	2,074	1,825
Industrial chemicals	168	229,213	167	182,966	14,816	(x)	180,971	14,596	11,772	157	227,739	12,853	11,735
Paints and varnishes	277	153,581	195	98,309	12,805	187	87,005	12,697	11,702	255	152,492	15,144	14,586
Paints with glass and or wallpaper	52	24,537	(x)	18,307	2,733	48	18,268	2,728	2,293	(x)	20,798	5,113	4,793
All other	103	77,214	91	55,184	9,945	88	54,374	9,866	8,780	89	76,131	6,289	5,990
Clothing and furnishings	297	300,302	246	248,546	45,378	227	286,649	45,071	42,306	281	297,875	32,572	28,333
Men's and boys'	130	124,214	104	124,409	18,709	98	119,882	16,562	15,401	124	123,394	15,317	12,951
Women's and children's	94	39,145	76	33,777	3,443	65	33,011	3,348	3,377	88	37,754	2,568	2,501
Shoes and other footwear	62	133,883	60	132,740	25,111	58	132,575	25,055	23,430	59	132,620	13,990	12,572
All other	11	4,140	(1)	(1)	(1)	(1)	(1)	(1)	(1)	(1)	(1)	(1)	(1)
Coal and coke	6	6,461	(1)	(1)	(1)	(1)	(1)	(1)	(1)	(1)	(1)	(1)	(1)
Drugs and drug sundries	277	202,097	162	176,228	26,579	157	176,014	26,474	24,356	219	200,346	18,702	18,241
Dry goods (specialty lines)	231	210,082	159	176,889	32,266	155	175,162	32,152	29,121	203	204,992	29,239	28,242
Hosiery and lingerie	31	28,895	24	26,351	2,909	26	26,351	2,909	3,013	32	28,892	3,685	3,522
Notions	40	36,997	33	34,013	4,340	(x)	33,555	4,248	3,474	31	36,173	4,675	4,498
Piece goods:													
Cotton	20	52,780	9	31,859	4,379	9	31,859	4,379	3,738	(x)	48,591	4,130	3,497
Silk, linen, rayon, and velvet	44	57,883	34	55,477	6,864	(x)	54,282	6,849	5,766	44	57,883	12,004	10,584
Woolen and worsted	12	15,978	5	13,093	1,709	3	12,004	1,703	1,278	(x)	15,904	890	753
Sheer	7	4,052	(x)	3,595	515	(x)	3,595	515	410	7	4,052	1,459	1,441
Other dry goods specialties	19	1,497	(x)	12,503	1,550	(x)	12,503	1,550	1,442	19	13,497	2,596	1,947
Electrical	532	641,[illegible]	180	266,751	31,825	152	280,924	30,928	24,763	330	627,873	28,782	28,369
Apparatus and equipment	[illegible]	544,448	69	190,517	20,935	53	185,745	25,276	19,757	178	531,957	17,174	17,604
Wiring supplies and other electricals	81	75,273	58	60,953	3,167	53	60,708	3,122	2,523	87	74,025	9,097	8,317
Radios and equipment	11	[illegible]	2	2,919	434	[illegible]	2,903	427	462	9	5,308	766	381
Refrigerators and equipment	19	8,508	15	5,826	1,251	9	5,496	1,169	1,038	12	7,531	675	1,118
All other	5	9,309	34	6,238	658	33	6,106	854	683	44	9,052	870	949
Farm products (commission)	[illegible]	199,200	[illegible]	186,649	2,321	500	179,012	7,889	7,142	506	184,854	10,508	9,844
Farm supplies	122	52,472	102	50,322	7,472	95	49,931	7,426	6,161	114	52,485	3,920	3,043
Seed	48	7,442	46	7,277	534	42	7,108	615	550	44	7,243	545	473
Fertilizer	56	44,337	51	42,392	6,818	50	42,213	6,804	5,576	64	44,119	2,318	2,500
All other	6	723	4	653	2	3	610	17	35	6	723	57	70
Furniture and house furnishings	285	131,625	138	81,634	16,584	193	81,219	16,537	15,550	275	129,904	11,524	10,897
Floor coverings	75	37,036	(x)	25,248	6,712	69	24,787	6,710	6,795	66	36,736	5,853	5,327
Furniture except upholstered	9	2,962	3	2,962	965	9	2,962	965	766	9	2,962	414	377
Furniture upholstered	4	15,358	65	13,682	2,921	65	13,542	2,898	2,327	86	15,358	1,076	1,061
Furniture [illegible]	35	7,961	32	7,901	1,143	(x)	7,636	1,123	698	(x)	7,636	462	472
House furnishings (except specialties)	95	42,867	61	28,695	4,495	61	28,693	4,495	5,136	(x)	31,567	2,633	2,625
All other	8	5,601	(x)	3,144	348	(x)	3,148	348	365	8	5,601	1,086	1,035
Groceries and foods (specialty lines)	2,592	2,331,396	2,192	2,100,027	103,916	2,242	2,076,825	102,547	1,8[illegible]	2,396	2,288,177	91,536	84,920
Breakfast cereals	29	37,312	(1)	37,[illegible]	(1)	(1)	(1)	(1)	(1)	(1)	(1)	(1)	(1)
Canned foods	188	146,176	104	99,347	7,863	100	98,946	7,840	6,815	175	144,333	9,571	9,079
Confectionery	56	61,461	43	45,658	3,012	43	45,658	3,012	2,838	52	58,634	2,074	2,481
Flour and feed foods	28	8,574	26	8,574	541	(x)	7,646	470	493	(x)	7,648	579	576
Flour	158	141,864	154	142,924	6,100	149	142,625	6,072	6,349	150	144,034	2,314	2,203
Fruits and vegetables (fresh)	[illegible]	9,983	[illegible]	9,983	1,597	7	9,983	1,597	1,355	7	9,983	9,828	8,035
Meats and provisions	434	1,076,430	968	1,088,498	50,628	893	1,081,596	50,303	49,983	898	1,057,804	39,757	30,428
Other food and grocery specialties	1,212	859,114	1,050	717,648	33,442	1,024	708,696	32,929	33,954	1,071	840,018	36,869	31,776
Hardware	98	24,412	69	19,712	2,737	64	18,828	2,617	2,010	96	24,038	3,388	3,270
Jewelry	32	53,478	(1)	(1)	(1)	(1)	(1)	(1)	(1)	(1)	(1)	(1)	(1)
Lumber and construction materials	553	238,475	299	207,047	21,558	288	206,108	23,349	19,817	325	229,359	22,120	22,078
Lumber	77	22,201	32	20,825	2,962	30	20,524	2,774	2,357	33	20,705	5,468	5,208
Millwork	37	11,402	28	10,962	1,257	28	10,779	1,320	1,091	33	11,219	2,404	2,123
Brick, tile, and terra cotta	48	6,937	41	6,353	527	40	6,321	652	697	46	6,571	1,180	1,148
Cement, lime, and plaster	51	38,070	49	34,821	2,569	49	34,321	2,369	2,505	51	34,425	3,113	3,107
Glass	78	55,333	(x)	54,146	5,565	75	53,954	5,516	4,808	75	53,954	7,380	7,074
All other	39	104,832	(x)	81,054	10,586	66	80,599	10,494	8,359	88	102,465	3,579	3,421
Machinery—equipment—supplies	4,533	976,464	3,[illegible]	741,114	246,136	1,786	586,573	189,397	164,023	2,758	985,723	124,112	127,510
Commercial equipment and supplies:													
Office machines and equipment	697	84,401	334	83,136	3,512	264	20,401	3,067	2,784	354	29,358	4,327	4,299
Restaurant and hotel supply houses	5	5,819	(1)	(1)	(1)	(1)	(1)	(1)	(1)	(1)	(1)	(1)	(1)
Garage and filling station equipment	82	9,291	28	[illegible]	676	21	[illegible]	674	682	51	8,161	677	705

* Including establishments not reporting receivables or stocks.

x Withheld to avoid disclosure.

1 Insufficient sample.

TABLE 6B.—ACCOUNTS AND NOTES RECEIVABLE AND STOCKS ON HAND, BEGINNING AND END OF YEAR

TYPE OF OPERATIONS BY KINDS OF BUSINESS

SELECTED AND LIMITED-FUNCTION WHOLESALERS AND MANUFACTURERS' SALES BRANCHES

UNITED STATES SUMMARY

TYPE OF OPERATION KIND OF BUSINESS	ALL ESTABLISHMENTS*		ESTABLISHMENTS REPORTING RECEIVABLES AS OF DECEMBER 31, 1939			ESTABLISHMENTS REPORTING BEGINNING AND END OF YEAR RECEIVABLES				ESTABLISHMENTS REPORTING BEGINNING AND END OF YEAR			
								Accounts receivable					
	Number	Sales (add 000)	Number	Sales (add 000)	Dec. 31, 1939 (add 000)	Number	Sales (add 000)	Dec. 31, 1939 (add 000)	Dec. 31, 1939 (add 000)	Number	Sales (add 000)	(add 000)	(add 000)
MANUFACTURERS' SALES BRANCHES (With stocks)—Con.													
Machinery--equipment--supplies—Con.													
Commercial equipment and supplies—Con.													
Store machines	14	$1,272	(1)	(1)	(1)	(1)	(1)	(1)	(1)	(1)	(1)	(1)	(1)
Store fixtures and equipment	119	7,546	114	$6,387	$3,753	(x)	$6,125	$3,742	$3,535	115	$7,[illegible]	$833	$394
All other	120	42,680	114	38,195	1,342	75	37,441	1,315	1,063	107	41,214	1,290	1,234
Farm and dairy:													
Dairy equipment	59	22,533	58	22,342	5,053	57	22,244	5,045	4,672	59	22,533	[illegible]	[illegible]
Farm implements	91	136,412	90	136,385	76,751	(1)	(1)	(1)	(1)	90	136,402	23,079	[illegible]
Farm machinery and equipment	178	132,027	142	125,089	77,676	139	124,887	77,665	82,186	169	131,076	26,699	27,129
Industrial machinery, equipment, and supplies:													
Belting, hose, and packing	133	44,555	94	35,519	4,290	92	35,482	4,288	3,591	123	43,615	3,211	3,086
Construction (except road building)	6	7,590	(1)	(1)	(1)	(1)	(1)	(1)	(1)	(1)	(1)	(1)	(1)
Road building	20	4,385	4	369	43	[illegible]	369	43	54	15	2,488	511	509
Machine tools	55	18,699	16	10,265	1,239	16	10,265	1,239	784	54	18,632	[illegible]	[illegible]
Mine and mill supplies	63	29,812	46	25,466	3,326	46	25,466	3,326	2,711	58	[illegible]	1,748	[illegible]
Oil well supply houses	324	58,803	127	26,533	4,950	104	23,886	4,865	4,751	278	54,[illegible]	11,630	12,287
Power plant and power transmission	85	35,513	69	28,111	7,074	65	28,652	7,060	5,385	82	35,254	2,806	[illegible]
Printing and lithographing (except paper	198	38,722	114	28,010	7,081	110	27,889	7,053	6,379	188	37,452	7,200	6,748
Rope, cordage, and twine	20	8,477	17	7,786	791	16	7,689	782	748	19	[illegible]	736	986
Textile	8	862	8	862	150	8	862	150	158	7	826	126	[illegible]
All other	62	164,645	329	110,654	18,188	290	102,452	15,116	13,398	446	162,513	18,257	17,108
Professional equipment and supplies:													
Dental supply houses	34	11,914	32	11,824	4,072	32	11,824	4,072	3,880	34	11,914	[illegible]	2,687
School equipment and supplies	10	3,755	7	3,397	1,080	3	1,760	682	592	4	2,047	[illegible]	[illegible]
Surgical, medical, and hospital	190	26,276	105	19,216	3,240	102	19,091	3,207	3,281	181	25,219	[illegible]	2,092
All other	79	10,142	51	8,519	1,136	49	8,278	1,114	1,081	77	10,101	[illegible]	1,757
Service equipment and supplies:													
Barber and beauty supply houses	18	3,484	18	3,484	855	(1)	(1)	1	1	18	3,484	497	495
Laundry and dry cleaning	47	16,668	44	16,472	11,012	43	16,459	11,009	11,393	46	[illegible]	[illegible]	2,274
Undertakers' supplies	51	11,495	39	10,083	2,984	39	10,083	2,984	3,072	51	11,495	2,000	1,968
Upholsterers' supplies	68	16,136	52	15,306	2,584	51	15,190	2,566	1,860	67	[illegible]	[illegible]	[illegible]
All other	107	19,139	85	18,189	4,014	84	18,160	4,012	3,940	102	18,713	[illegible]	2,172
Transportation equipment and supplies	[illegible]	4,057	5	3,329	383	5	[illegible]	383	283	9	3,994	540	[illegible]
Metals and metal work except scrap	421	469,922	319	346,609	40,367	314	345,[illegible]	40,237	[illegible]	442	444,005	[illegible]	[illegible]
Building metal work	73	17,066	39	7,940	1,233	38	7,843	1,217	1,028	[illegible]	15,934	3,009	[illegible]
Iron and steel products (general line	[illegible]	126,699	62	97,457	10,781	(x)	[illegible]	10,704	[illegible]	68	[illegible]	[illegible]	18,191
Iron and steel products (semi-finished)	9	3,378	(1)	(1)	(1)	(1)	1	(1)	1	9	3,378	346	[illegible]
Iron and steel products (flat	42	34,121	30	32,523	3,458	(x)	[illegible]	3,838	[illegible]	39	[illegible]	[illegible]	5,649
Wire and wire products	104	152,399	75	116,906	14,181	75	[illegible]	[illegible]	9,792	(x)	149,035	8,725	8,626
Iron and steel finished products n.e.c.	[illegible]	22,986	50	12,436	2,528	46	12,386	[illegible]	[illegible]	72	[illegible]	3,178	[illegible]
Copper	[illegible]	42,023	27	41,871	4,989	27	41,871	4,989	[illegible]	[illegible]	41,871	[illegible]	2,472
All other	[illegible]	61,050	36	37,476	2,797	34	[illegible]	2,790	[illegible]	59	60,939	8,667	6,514
Paper and its products	317	177,454	208	153,468	23,240	190	143,[illegible]	22,409	[illegible]	259	168,471	[illegible]	[illegible]
Wrapping or coarse paper and products	148	140,724	109	128,514	18,877	95	118,817	18,057	17,387	[illegible]	[illegible]	10,209	9,832
Printing and writing papers	46	21,932	35	14,761	2,182	35	14,720	[illegible]	[illegible]	38	20,247	[illegible]	1,814
All other	127	14,798	66	10,193	[illegible]	63	10,092	[illegible]	[illegible]	63	11,980	[illegible]	1,548
Petroleum and its products	[illegible]	[illegible]	35	17,567	1,764	34	17,587	1,764	1,496	[illegible]	21,180	[illegible]	2,439
Plumbing and heating equipment and supplies	519	[illegible]	458	237,568	27,642	443	234,914	27,429	[illegible]	[illegible]	[illegible]	[illegible]	[illegible]
Plumbing and heating (general line	[illegible]	154,200	(x)	153,528	14,781	[illegible]	[illegible]	14,534	[illegible]	[illegible]	[illegible]	[illegible]	17,363
Heating (industry, stoves and ranges	[illegible]	51,723	127	47,585	8,301	116	46,591	8,137	[illegible]	[illegible]	51,146	[illegible]	[illegible]
Plumbing fixtures, equipment, and supplies	92	34,[illegible]	70	25,689	3,217	70	25,689	3,217	2,641	[illegible]	34,409	8,181	7,522
All other	47	11,167	[illegible]	10,768	1,543	[illegible]	[illegible]	1,541	1,349	46	11,069	1,162	1,214
Tobacco and products except leaf	44	446,[illegible]	44	446,489	[illegible]	43	[illegible]	[illegible]	[illegible]	[illegible]	[illegible]	11,756	[illegible]
All other products	[illegible]	[illegible]	[illegible]	159,607	23,754	[illegible]	[illegible]	[illegible]	21,978	[illegible]	275,188	27,194	26,831
Books, periodicals, and newspapers	62	30,871	52	28,544	6,756	51	28,459	6,740	7,619	[illegible]	28,060	6,400	5,984
Forest products (except lumber	54	8,299	36	5,722	[illegible]	[illegible]	[illegible]	873	774	53	[illegible]	1,107	1,026
Leather and shoe findings	33	44,[illegible]	35	39,614	[illegible]	[illegible]	39,614	3,731	3,439	[illegible]	44,516	7,092	7,953
Leather scraps	23	7,495	[illegible]	[illegible]	[illegible]	16	6,787	667	[illegible]	[illegible]	7,478	1,039	1,056
Oils and greases (animal and vegetable	[illegible]	8,277	11	[illegible]	[illegible]	11	[illegible]	596	457	(x)	[illegible]	1,259	1,071
Optical goods	257	[illegible]	[illegible]	1	[illegible]	[illegible]	[illegible]	(1)	[illegible]	247	[illegible]	2,673	[illegible]
Textiles and materials (other than dry goods	27	[illegible]	20	[illegible]	[illegible]	[illegible]	17,344	2,561	[illegible]	(x)	[illegible]	[illegible]	[illegible]
Yarns	[illegible]	[illegible]	(1)	(1)	1	(1)	1	(1)	1	[illegible]	[illegible]	[illegible]	3,948
Miscellaneous items of business	[illegible]	[illegible]	[illegible]	15,786	2,176	48	15,684	2,173	1,703	49	16,125	1,243	[illegible]

* Including establishments not reporting receivables or stocks.

x Withheld to avoid disclosure.

1 Insufficient sample.

TABLE 7.--DISTRIBUTION OF SALES BY CLASSES OF CUSTOMERS

UNITED STATES SUMMARY

TYPE OF OPERATION KIND OF BUSINESS	ALL ESTABLISHMENTS		SALES AND [illegible] BY CLASS OF CUSTOMER																				
	[illegible]	[illegible]	[illegible]	[illegible]	[illegible]	[illegible]	[illegible]	[illegible]	[illegible]	[illegible]	[illegible]	[illegible]	[illegible]	[illegible]	[illegible]	[illegible]	[illegible]	[illegible]	[illegible]	[illegible]	[illegible]	[illegible]	[illegible]
DEALERS AND LIMITED-FUNCTION WHOLESALERS																							
WHOLESALERS	101,027	$33,941,924	$21,972,974	$10933,094	58.9	89,126	$411,499	1.9	16,008	$5,167,052	23.5	20,[illegible]	$1,[illegible]	11.[illegible]	14,[illegible]	$1[illegible]	[illegible]	1,2[illegible]	$2[illegible]	[illegible]	2,[illegible]
MANUFACTURERS' SALES BRANCHES (With stocks)	12,977	8,446,941	8,208,455	3,236,160	39.4	6,993	44,637	.5	1,821	2,838,39[illegible]	34.6	7,[illegible]	1,993,2[illegible]	24.2	3,690	[illegible]	.3	215	49,12[illegible]	1.[illegible]	484
MANUFACTURERS' SALES BRANCHES (Without stocks)	5,119	4,673,202	3,692,674	479,279	13.0	1,751	7,917	.2	185	1,397,[illegible]	64.[illegible]	[illegible]	722,40[illegible]	22.[illegible]	1,[illegible]	1[illegible]	.[illegible]	100	7,1[illegible]	[illegible]	231
PETROLEUM BULK STATIONS AND TERMINALS[1]	3[illegible]	5,8[illegible],365	1,993,472	[2]1,408,352	[2]74.[illegible]	[2]3,842	(3)	(3)	(3)	[2]436,120	[2]21.[illegible]	[2]17,4[illegible]	[illegible]	(3)	[illegible]	[illegible]	(3)	[illegible]	[illegible]	[illegible]	1
AGENTS (AS DEALERS)	[illegible]	11,[illegible]	[illegible]	1,[illegible]	1[illegible]	[illegible]	[illegible]	.7	665	3,[illegible]	[illegible]	[illegible]	[illegible]	[illegible]	[illegible]	[illegible]	.1	4[illegible]	[illegible]	[illegible]	[illegible]
[illegible] (Mainly farm products)	2[illegible]	[illegible]	[illegible]	364,[illegible]	13.5	[illegible]	[illegible]	[illegible]	13,949	573,427	[illegible]	[illegible]	[illegible]	[illegible]	[illegible]	[illegible]	1.9	445	30,868	3.2	238
SERVICE AND LIMITED-FUNCTION WHOLESALERS																							
Amusement and sporting goods:																							
Bicycles and parts	4[illegible]	5,[illegible]	[illegible],172	4,832	87.0	36	372	[illegible]	17	1[illegible]	2.6	[illegible]	[illegible]	[illegible]					(x)	(x)	2
Cameras and photographic supplies	[illegible]	[illegible]	14,979	1[illegible],270	68.7	8[illegible]	8[illegible]	5.4	42	1,994	13.[illegible]	4[illegible]	1,[illegible]	[illegible]	2[illegible]	1	.1	4	21	.[illegible]	[illegible]
Gifts (pictures excepted) and supplies (except flags)	66	12,187	8,424	309	3.3	9	--	---	---	8,859	90.8	45	(x)	(x)	2	(x)	x	1	437	4.8	5
Motion picture film exchanges	214	27,2[illegible]	21,582	(x)	(x)	56	(x)	(x	2	12,237	57.2	[illegible]	2,569	12.0	10		[illegible]	[illegible]	4,574	21.[illegible]	10
Sporting goods	231	36,[illegible]	3[illegible],066	27,004	75.7	187	2,425	6.8	38	5,357	14.[illegible]	10[illegible]	7[illegible]	2.0	29	(x)	(x)	2	(x)	(x)	5
Toys, novelties, and fireworks	534	44,534	4[illegible],157	33,616	77.9	462	912	1.9	65	1,229	2.8	[illegible]	9,842	22.[illegible]	39	1[illegible]	.3	9	540	1.2	17
All other	13[illegible]	11,822	[illegible],065	3,998	44.1	78	(x)	(x	32	1,796	19.8	32	1,998	21.9	36	(x)	(x)	2[illegible]	662	7.4	9
Automotive:																							
Automobiles (new and used)	8[illegible]	1,324,314	1,274,101	1,163,189	91.3	437	78,461	6.2	244	5,114	.4	4[illegible]	(x)	(x)	25	(x)	(x	[illegible]	23,896	1.8	3
Trucks and tractors	57[illegible]	70,024	1[illegible],850	5,314	30.6	33	592	3.4	13	7,544	43.5	3[illegible]	153	.9	7	--	---	---	3,74[illegible]	21.[illegible]	4
Automotive accessories and equipment	3,360	289,848	243,1[illegible]	184,298	75.6	2,394	11,[illegible]	4.9	1,02[illegible]	27,591	11.3	75[illegible]	16,74[illegible]	6.9	431	3[illegible]	.1	14	2,528	1.[illegible]	28
Automotive parts	2,326	256,7[illegible]	23[illegible],0[illegible]5	154,[illegible]40	66.0	2,743	8,636	3.6	1,261	20,427	8.6	920	52,004	21.1	601	4[illegible]	.2	19	3,534	1.[illegible]	27
Tires and tubes	535	94,484	91,[illegible]	39,314	68.0	562	2,31[illegible]	1.2	353	6,922	13.3	157	4,[illegible]	8.2	87	(x)	(x)	4	(x)	(x)	1
Beer, wines, and liquor:																							
Beer and ale	4,[illegible]12	502,111	4[illegible],433	454,713	92.7	4,652	3,[illegible]82	1.9	1,250	1,765	.4	90	24,324	5.0	337	(x)	(x	1	(x)	(x)	3
Wines and liquors	1,420	747,353	732,945	[illegible],949	82.3	1,306	4,754	.7	237	2,378	.3	61	118,254	16.1	415	[illegible]	.2	16	60	*)	6
Chemicals and paints:																							
Insecticides	69	28,486	21,992	389	1.3	5	--	--	---	14,167	64.2	46	7,445	34.0	19		---	---	111	.5	3
Explosives	4[illegible]	2,824	2,204	631	28.5	24	32	1.5	3	1,526	68.[illegible]	28	(x)	(x)	3	(x)	(x)	1	---	---	---
Industrial chemicals	287	112,137	89,979	6,943	7.8	60	227	.3	15	63,132	70.2	233	6,453	7.2	88	1,091	1.[illegible]	14	12,133	13.5	40
Naval stores	29	19,177	8,652	1,416	16.4	10	(x)	(x)	3	2,045	23.6	13	2,759	31.9	11	(x)	(x)	2	2,130	24.6	8
Paints and varnishes	923	51,609	50,366	17,295	34.5	337	2,868	5.7	272	24,324	48.6	430	4,078	8.3	93	3[illegible]	.7	3	834	1.2	22
Paints with glass and or wall paper	711	28,675	2[illegible],450	10,888	39.6	212	4,115	15.0	238	10,872	39.6	216	(x)	(x)	43	(x)	(x)	2		..	--
All other	512	38,095	32,165	5,290	16.5	142	368	1.1	27	16,479	51.2	150	8,481	26.3	87	4[illegible]	.1	6	1,531	4.8	32
Clothing and furnishings:																							
Clothing and furnishings (general line)	44[illegible]	64,127	62,[illegible]	52,252	83.[illegible]	399	810	1.[illegible]	52	956	1.[illegible]	37	1,[illegible]	1.7	45	[illegible]	.6	12	1,587	2.6	24
Men's and boys'	1,1[illegible]	1[illegible],944	14[illegible],5[illegible]	13,[illegible]	30.2	1,079	1,869	1.3	122	5,497	3.[illegible]	67	6,2[illegible]	4.2	95	24[illegible]	.4	15	685	.4	33
Women's and children's	1,110	221,046	224,492	216,240	96.3	1,069	697	.3	79	1,295	.6	32	4,872	2.2	59	[illegible]	.1	16	1,218	.5	46
Furs, dressed, and for clothing	501	[illegible],921	[illegible],744	38,544	56.7	279	905	1.4	49	16,816	26.[illegible]	182	6,246	10.1	103	2[illegible]	.5	13	930	1.5	15
Millinery and millinery supplies	475	76,204	75,[illegible]	34,290	45.2	354	3[illegible]	.5	23	30,564	40.7	119	10,[illegible]75	13.3	47	26	.4)	3	262	.3	14
Shoes and other footwear	463	118,254	117,946	114,2[illegible]	97.0	447	28[illegible]	.2	40	709	.6	16	1,666	1.4	23	569	.5	4[illegible]	3[illegible]	.3	21
Coal and coke	9[illegible]	51[illegible],5[illegible]	494,79	190,692	38.6	686	22,95[illegible]	4.6	240	208,17[illegible]	42.1	55[illegible]	60,852	12.3	197	1,6[illegible]	.4	20	9,692	2.0	52
Drugs (general line):																							
Service wholesalers (without liquor)	22[illegible]	257,45[illegible]	246,563	227,618	92.3	217	1,121	.5	80	11,544	4.7	125	4,917	2.0	99	2[illegible]	(4)	4	1,544	.5	14
Service wholesalers (with liquor)	4[illegible]	72,529	71,924	67,480	93.8	44	(x)	(x)	18	2,386	3.[illegible]	23	1,539	2.2	15	--	---	---	(x)	(x)	1
Cooperatives and voluntary groups	26	33,[illegible]	33,836	33,633	99.4	26	40	.1	3	126	.4	3	37	.1	4	---	---	---	---	--	---

For footnotes, see end of table.

UNITED STATES SUMMARY

TABLE 7.—DISTRIBUTION OF SALES BY CLASSES OF CUSTOMERS

TYPES OF OPERATION BY KINDS OF BUSINESS—Continued

TYPE OF OPERATION KIND OF BUSINESS	ALL ESTABLISHMENTS *		Total of sales analyzed	SALES ANALYZED BY CLASSES OF CUSTOMERS																	
				Sales to retailers for resale			Sales to industrial users			Sales to industrial users			Sales to wholesalers			Sales to export intermediaries			Export sales to buyers in foreign countries		
	Number	Total net sales (add 000)	(add 000)	Amount (add 000)	Percent of sales analyzed	Number of establishments**	Amount (add 000)	Percent of sales analyzed	Number of establishments**	Amount (add 000)	Percent of sales analyzed	Number of establishments**	Amount (add 000)	Percent of sales analyzed	Number of establishments**	Amount (add 000)	Percent of sales analyzed	Number of establishments**	Amount (add 000)	Percent of sales analyzed	Number of establishments**
	SERVICE AND LIMITED-FUNCTION WHOLESALERS—Con.																				
Drugs and drug sundries (specialty lines):																					
Proprietary medicines	422	$46,302	$45,269	$29,785	65.8	309	$551	1.2	53	$4,050	8.9	66	$7,478	16.5	137	$532	1.2	8	$2,893	6.4	25
Toiletries	387	49,245	48,168	36,674	76.1	317	334	.7	42	1,267	2.6	19	8,693	18.0	96	324	.7	14	876	1.9	31
Drug specialties and sundries	512	61,643	33,904	23,299	68.7	399	314	.9	45	3,479	10.3	69	6,239	18.4	118	46	.1	4	527	1.6	28
Dry goods (general line)	222	206,983	203,128	193,624	95.3	212	1,369	.7	42	4,951	2.4	64	(x)	(x)	24	(x)	(x)	1	2,964	1.5	11
Dry goods (specialty lines):																					
Hosiery and lingerie	422	86,204	85,619	79,984	93.4	395	(x)	(x)	50	1,289	1.5	9	2,900	3.4	33	(x)	(x)	2	894	1.1	11
Notions	973	113,874	110,310	56,200	50.9	514	146	.1	38	39,426	35.7	396	13,766	12.5	184	162	.1	11	610	.7	29
Piece goods:																					
General line	54	18,493	18,390	8,264	44.9	42	(x)	(x)	8	8,065	43.8	21	1,349	7.3	9	(x)	(x)	1	537	3.1	8
Cotton	519	237,647	223,030	71,709	32.2	217	137	.1	17	95,626	42.7	280	31,782	14.3	133	1,580	.7	26	22,196	10.0	89
Silk, linen, rayon, and velvet	801	301,044	290,099	50,992	17.6	352	95	(4)	23	185,282	63.9	464	51,423	17.7	151	389	.1	8	1,918	.7	47
Woolen and worsted	366	97,261	96,485	25,562	26.5	192	88	.1	22	60,799	63.0	179	9,970	10.3	57	(x)	(x)	1	(x)	(x)	7
Other	407	89,398	82,201	37,687	45.8	249	242	.3	31	31,073	37.8	152	10,777	13.1	75	162	.2	5	2,260	2.8	24
Other dry goods specialties	333	37,547	36,251	23,093	63.7	232	244	.7	36	10,093	27.8	97	2,005	5.5	46	18	(4)	3	798	2.3	15
Electrical goods:																					
Electrical merchandise (general line)	455	300,377	291,954	128,888	44.1	403	1,984	.7	177	151,569	51.9	399	3,836	1.3	224	787	.3	17	4,890	1.7	8
Apparatus and equipment	207	24,214	15,387	4,085	26.5	78	272	1.8	35	8,099	52.6	130	2,005	13.0	40	187	1.2	6	759	4.9	7
Wiring supplies and construction materials	955	126,738	122,241	50,556	41.4	661	3,136	2.6	247	53,829	44.0	601	14,247	11.7	247	82	.1	8	391	.2	15
Radios and equipment	668	112,435	107,723	96,404	89.5	602	3,307	3.1	190	3,769	3.5	149	2,705	2.5	80	24	(4)	7	1,516	1.4	26
Refrigerators and equipment (household)	159	116,018	114,683	78,353	68.3	139	3,603	3.1	66	17,909	15.6	66	13,065	11.4	17	(x)	(x)	2	(x)	(x)	1
All other	628	106,242	101,908	76,145	75.7	498	3,369	3.3	177	8,611	8.5	131	10,662	10.5	105	21	(4)	4	1,097	1.0	19
Farm products—raw materials:																					
Cotton	229	408,274	295,635	2,658	.9	13	667	.2	9	127,806	43.2	128	9,911	3.4	41	9,748	3.3	36	144,845	49.0	110
Grains	347	522,447	431,775	21,113	4.9	181	3,369	.8	124	188,185	43.6	137	130,150	30.1	174	14,723	3.4	25	74,237	17.2	27
Hides, skins, and raw furs	686	193,688	173,626	6,375	3.7	94	212	.1	24	121,793	70.1	355	36,629	21.1	267	1,888	1.1	30	6,729	3.9	80
Horses and mules	20	7,078	6,922	6,113	88.3	22	326	4.7	7	(x)	(x)	6	301	4.3	6	---	---	---	(x)	(x)	1
Livestock	107	8,490	4,159	1,404	33.8	37	(x)	(x)	19	663	15.9	16	1,774	42.7	39	(x)	(x)	2	---	---	---
Silk raw	15	81,006	61,011	(x)	(x)	1	-	--	---	57,342	94.0	13	(x)	(x)	2	---	--	---	2,083	3.4	8
Tobacco leaf	191	86,489	71,174	1,693	2.4	22	41	.1	3	39,920	56.1	129	5,437	7.6	47	1,024	1.4	14	23,059	32.4	58
Wool and mohair	166	194,242	165,194	444	.3	8	299	.2	13	143,890	87.1	128	20,375	12.3	77	(x)	(x)	1	(x)	(x)	9
All other	267	126,652	117,460	4,724	4.0	61	892	.8	41	77,533	66.0	134	26,435	22.5	108	1,146	1.0	22	6,730	5.7	46
Farm products—consumer goods:																					
Dairy products	1,104	485,198	448,280	293,611	65.5	1,837	44,433	9.9	1,062	25,246	5.6	314	84,034	18.7	293	(x)	(x)	1	(x)	(x)	2
Dairy and poultry products	750	241,480	237,155	148,491	62.6	622	3,577	1.5	166	26,553	11.0	135	53,555	23.0	202	384	.2	4	595	.2	6
Poultry and poultry products	1,831	241,256	237,774	143,474	61.4	1,331	5,875	2.4	494	15,381	6.5	152	68,252	29.2	813	1,003	.4	7	393	.1	9
Fruits and vegetables (fresh)	5,449	38,528	36,147	732,332	78.5	4,912	5,537	.6	438	26,118	2.8	529	160,498	17.2	1,309	2,660	.3	29	5,998	.6	46
Fresh fruits only	905	146,961	141,827	62,920	44.4	756	(x)	(x)	31	1,612	1.1	39	76,978	53.5	259	(x)	(x)	2	991	.8	10
All other	32	4,359	5,344	3,194	59.8	23	175	3.3	9	105	2.0	6	1,878	35.1	13	---	-	---	-	-	-
Farm supplies:																					
Feed	782	13,199	110,582	73,058	66.1	605	11,091	10.0	408	12,328	11.1	123	12,077	10.9	149	(x)	(x)	2	(x)	(x)	9
Fertilizer	99	27,827	20,834	5,015	24.1	51	565	2.7	23	10,729	51.5	33	3,823	18.4	23	(x)	(x)	1	(x)	(x)	5
Seeds	415	101,415	96,181	68,866	71.6	318	4,178	4.5	168	3,653	3.9	84	22,753	24.6	155	415	.4	9	1,466	1.7	40
All other	181	54,399	59,336	27,149	46.0	107	6,783	11.5	79	2,206	3.7	46	23,273	38.8	55	(x)	(x)	1	(x)	(x)	2
Furniture and house furnishings:																					
China, glassware, and crockery	339	36,777	35,600	28,003	78.7	278	630	1.8	61	3,664	10.3	54	3,065	8.6	44	67	.2	3	171	.4	14
Floor coverings	487	148,584	146,114	137,116	93.9	431	1,973	1.4	81	2,973	2.0	48	3,400	2.3	57	33	(4)	3	512	.4	7
Furniture (general line)	49	14,476	8,018	2,845	35.5	37	549	6.1	13	1,454	16.1	8	36	.3	3	--	---	- -	-	- -	- -
Furniture (household)	333	47,960	45,357	38,267	83.9	269	3,113	6.8	92	3,315	7.3	44	875	1.9	33	(x)	(x)	2	(x)	(x)	6
Furniture (office)	51	1,242	1,456	1,099	75.1	26	(x)	(x)	7	1,643	57.5	22	56	1.9	8	(x)	(x)	1	(x)	(x)	1
House furnishings (except as specified)	827	136,317	111,396	87,860	78.9	686	1,532	1.5	171	7,898	7.9	146	11,786	11.7	133	89	.1	8	341	.3	21
Musical instruments and sheet music	128	19,896	18,293	16,212	84.0	104	1,031	5.3	25	1,002	5.2	23	902	4.7	12	(x)	(x)	1	(x)	(x)	12

For footnotes, see end of table.

UNITED STATES SUMMARY

TABLE 7. -DISTRIBUTION OF SALES BY CLASSES OF CUSTOMERS

TYPES OF OPERATION BY KINDS OF BUSINESS—Continued

TYPE OF OPERATION KIND OF BUSINESS	ALL ESTABLISHMENTS * Number	ALL ESTABLISHMENTS * Total net sales (add 000)	Total net sales analyzed (add 000)	SALES ANALYZED BY CLASSES OF CUSTOMERS: Sales to retailers for resale: Amount (add 000)	Percent of total net sales analyzed	Number of establishments	Sales to consumers and others: Amount (add 000)	Percent of total net sales	Number of establishments	Sales to industrial users: Amount (add 000)	Percent of total net sales	Number of establishments	Sales to farms: Amount (add 000)	Percent of total net sales	Number of establishments	Sales to institutions: Amount (add 000)	Percent of total net sales	Number of establishments	Sales to other wholesalers: Amount (add 000)	Percent of total net sales	Number of establishments
SERVICE AND LIMITED-FUNCTION WHOLESALERS—Con.																					
Groceries (general line):																					
Not sponsoring cooperative or voluntary groups	2,766	$1,310,164	$1,285,349	$1,183,973	92.3	2,680	$12,642	1.0	458	$60,320	4.7	664	$23,189	1.8	463	$378	(x)	11	$2,847	.2	21
Voluntary group wholesalers	658	658,253	630,690	606,504	96.2	623	879	.1	74	14,792	2.3	186	7,480	1.2	148	(x)	(x)	1	(x)	(x)	1
Retailer-cooperative warehouses	136	154,851	153,350	151,010	98.5	135	(x)	(x)	8	935	.6	20	900	.6	34	(x)	(x)	1	(x)	(x)	1
Cash-and-carry depots	382	62,868	58,342	57,967	99.4	379	(x)	(x)	1	(x)	(x)	3	359	.6	7	-	-	--	(x)	(x)	-
Groceries and foods (specialty lines):																					
Breakfast cereals	34	22,078	22,078	13,254	60.0	30	--	--	--	1,195	5.4	24	7,626	34.6	27	-	--	--	-	-	-
Canned foods	430	111,537	107,008	56,240	52.6	327	465	.4	37	14,852	13.9	69	31,627	29.6	102	1,100	1.0	6	3,324	3.1	22
Coffee, tea, and spices	703	173,980	166,546	70,221	42.2	502	710	.4	96	18,864	11.3	194	74,381	44.6	154	696	.4	9	1,474	.9	18
Coffee roasting and spice grinding	306	136,988	129,730	59,596	45.9	250	167	.1	29	5,836	4.5	95	63,855	49.2	73	(x)	(x)	1	(x)	(x)	2
Confectionery	2,089	132,882	131,315	118,787	90.5	1,991	867	.7	153	1,195	.9	70	10,367	7.8	207	68	.1	5	31	-	4
Fish and sea foods	1,182	131,248	121,450	79,361	65.3	953	3,384	2.8	340	12,018	9.9	163	25,355	20.9	356	466	.4	6	864	.7	18
Flour	323	45,850	45,135	23,471	52.0	234	647	1.4	62	15,469	34.3	88	5,358	11.9	36	(x)	(x)	1	(x)	(x)	4
Fruits and vegetables (frosted)	32	8,447	5,619	4,712	83.9	25	--	--	---	517	9.2	8	(x)	(x)	10	(x)	(x)	1	(x)	(x)	1
Meats and provisions	2,552	519,593	501,102	364,222	72.7	2,153	13,769	2.7	636	72,209	14.4	445	49,791	9.9	311	143	(x)	4	986	.3	12
Other food and grocery specialties	4,394	609,650	591,713	374,004	63.2	3,713	6,016	1.0	551	76,602	12.9	569	115,394	19.5	683	2,354	.4	35	17,343	3.0	77
Hardware:																					
General line (with industrial department)	409	396,746	347,046	233,515	67.3	319	11,868	3.4	209	92,636	26.7	295	7,831	2.3	115	363	.1	5	813	.2	9
General line (without industrial department)	363	142,794	136,026	103,471	76.1	307	7,249	5.3	153	16,851	12.4	185	6,123	4.5	74	130	.1	3	2,217	1.6	12
Specialty lines	571	52,460	47,219	24,331	51.5	352	1,354	2.9	102	14,520	30.8	258	6,412	13.6	142	26	.1	10	576	1.1	18
Jewelry:																					
Jewelry (general line)	195	62,312	61,525	57,348	93.2	181	1,354	2.2	53	1,063	1.7	13	1,760	2.9	16			- -	---	---	---
Clocks and watches	178	44,653	43,269	41,166	95.1	150	110	.3	17	84	.2	3	1,040	2.4	34	--	- -	--	869	2.0	3
Diamonds and other precious stones	427	46,873	46,206	20,156	43.6	238	261	.6	45	5,939	12.9	73	19,633	42.5	208	1.2	.2	3	105	.2	9
All other	1,005	80,216	73,360	57,036	77.7	780	1,158	1.6	149	8,007	10.9	89	6,307	8.6	186	18	(4)	4	834	1.2	15
Lumber and construction materials:																					
Builders' supplies (general line)	189	67,773	65,789	32,033	50.2	122	3,982	6.2	82	24,863	39.0	111	2,888	4.5	41	-	-	-	23	.1	4
Lumber	1,236	378,222	364,861	202,237	55.4	676	3,257	.9	141	102,232	28.0	751	38,719	10.6	277	3,406	1.0	46	14,930	4.1	84
Lumber and millwork	154	50,376	44,465	26,255	59.0	87	1,980	4.5	38	12,101	27.2	74	2,713	6.1	35	463	1.0	3	953	2.2	5
Millwork	280	89,012	55,077	32,490	59.0	170	844	1.5	44	13,870	25.2	125	7,755	14.1	69	14	(4)	3	104	.2	5
Brick, tile, and terra cotta	145	18,700	16,498	4,135	25.1	50	154	.9	16	11,534	69.9	87	583	3.5	24	(x)	(x)	3	(x)	(x)	1
Cement, lime, and plaster	102	22,532	22,063	3,104	14.1	40	(x)	(x)	21	16,207	73.5	80	2,496	11.3	19	(x)	(x)	1	(x)	(x)	1
Glass	282	32,143	30,209	12,106	40.1	196	1,046	3.5	123	10,311	34.1	161	6,645	22.0	92	20	.1	4	81	.2	8
All other	915	175,634	160,806	60,155	37.4	495	4,576	2.8	188	84,208	52.4	527	10,355	6.4	189	522	.3	5	989	.7	11
Machinery--equipment--supplies:																					
Commercial equipment and supplies:																					
Office machines and equipment	216	22,291	16,001	4,832	30.2	93	412	2.6	26	6,969	43.6	140	2,467	15.4	41	18	.1	4	1,303	8.1	20
Restaurant and hotel supply houses	438	48,298	32,911	5,549	16.9	121	1,381	4.2	45	24,665	74.9	254	1,279	3.9	45	(x)	(x)	2	(x)	(x)	3
Garage and filling station equipment	169	9,877	7,360	2,731	37.1	55	(x)	(x)	12	3,860	52.4	77	564	7.7	25	(x)	(x)	1	- -	---	--
Soda fountain equipment and supplies	25	1,846	1,600	982	61.4	14	6	.4	3	433	27.0	12	179	11.2	5	--	-	---	--	---	---
Store machines	45	2,961	2,525	1,198	47.4	28	(x)	(x)	7	810	32.1	12	385	15.2	10	(x)	(x)	1	81	3.2	7
Store fixtures and equipment	401	20,790	14,263	3,305	23.2	86	132	.9	20	8,033	56.3	160	2,768	19.4	31	(x)	(x)	2	(x)	(x)	4
All other	341	30,759	25,540	11,882	46.5	168	591	2.3	21	10,191	39.9	107	2,756	10.8	42	51	.2	3	69	.3	7
Farm and dairy:																					
Dairy equipment	109	19,705	17,773	5,441	30.6	47	733	4.1	15	9,268	52.1	61	2,306	13.0	26	---	- -	--	25	.2	3
Farm implements	21	2,965	2,898	2,312	79.9	15	378	13.0	6	137	4.7	4	71	2.4	7	---	- -	---	---	---	- -
Farm machinery and equipment	189	36,725	29,316	16,755	57.2	119	1,129	3.9	60	2,181	7.4	51	6,692	22.8	41	204	.7	4	2,355	8.0	8

For footnotes, see end of table.

UNITED STATES SUMMARY

TABLE 7. DISTRIBUTION OF SALES BY CLASSES OF CUSTOMERS

TYPES OF OPERATION BY KINDS OF BUSINESS—Continued

TYPE OF OPERATION KIND OF BUSINESS	ALL ESTABLISHMENTS* Number	ALL ESTABLISHMENTS* Total net sales (add 000's)	Total of sales analyzed (add 000)	SALES ANALYZED BY CLASSES OF CUSTOMERS: Sales to retailers for resale: Amount (add 000)	Per cent of sales analyzed	Number of establishments**	Sales to household consumers: Amount (add 000)	Per cent of sales analyzed	Number of establishments**	Sales to industrial users: Amount (add 000)	Per cent of sales analyzed	Number of establishments**	Sales to wholesalers: Amount (add 000)	Per cent of sales analyzed	Number of establishments**	Sales to export [illegible]: Amount (add 000)	Per cent of sales analyzed	Number of establishments**	Sales [illegible]: Amount (add 000)	Per cent of sales analyzed	Number of establishments**
SERVICE AND LIMITED-FUNCTION WHOLESALERS—Con.																					
Machinery--equipment--supplies--con.																					
Industrial machinery, equipment, and supplies:																					
Industrial (general line)	116	$70,287	$65,153	$9,689	14.9	54	$998	1.5	30	$50,708	77.8	104	$3,372	5.2	57	$146	.2	4	$242	.4	5
Belting, hose, and packing	211	19,837	18,165	3,439	18.9	76	271	1.5	24	11,112	61.2	173	3,304	18.2	47	24	.1	4	15	.1	5
Construction (except road building)	153	23,943	17,289	710	4.1	20	97	.6	5	15,338	88.7	83	956	5.5	14	26	.2	4	162	.9	7
Road building	251	72,513	52,574	1,150	2.2	27	(x)	(x)	3	49,818	94.8	146	1,484	2.8	14	(x)	(x)	1	(x)	(x)	1
Machine tools	178	27,699	22,731	698	3.1	25	145	.6	7	20,976	92.3	99	674	3.0	22	(x)	(x)	1	(x)	(x)	11
Mine and mill supplies	415	99,951	81,399	7,416	9.1	124	891	1.1	51	67,491	82.9	298	4,533	5.6	96	19	(4)	1	1,049	1.3	22
Oil well supply houses	896	179,770	164,485	2,461	1.5	70	158	.1	11	155,406	94.5	680	4,961	3.0	106	310	.3	7	989	.6	13
Power plant and power transmission	69	11,632	10,619	679	6.4	25	(x)	(x)	6	7,962	75.0	66	646	6.1	24	(x)	(x)	2	1,252	11.7	4
Printing and lithographing (except paper)	157	12,797	8,747	553	6.3	21	(x)	(x)	2	7,791	89.1	100	323	3.7	15	(x)	(x)	3	36	.4	7
Rope, cordage, and twine	57	13,441	12,362	5,503	44.5	26	(x)	(x)	5	2,548	20.6	35	4,128	33.4	30	(x)	(x)	1	157	1.2	3
Textile	84	10,359	9,481	183	1.9	10	(x)	(x)	2	8,421	88.8	69	671	7.1	10	(x)	(x)	3	166	1.7	12
Used machinery and equipment	290	16,125	12,332	1,604	13.0	65	202	1.6	21	8,546	69.3	187	1,345	10.9	48	405	3.3	8	230	1.9	25
All other	1,575	180,158	147,125	16,298	11.1	367	1,401	1.0	103	100,038	68.0	945	25,086	17.0	300	366	.2	38	3,956	2.7	95
Professional equipment and supplies:																					
Dental supply houses	330	33,788	27,937	4,833	17.3	61	(x)	(x)	3	21,947	78.5	216	841	3.0	30	(x)	(x)	1	22	.1	6
Religious supply houses	94	8,325	7,457	2,093	28.1	46	259	3.5	36	4,126	55.3	52	970	13.0	10	(x)	(x)	1	(x)	(x)	2
School equipment and supplies	138	22,271	20,474	4,065	19.9	56	(x)	(x)	24	14,666	71.6	91	1,060	5.2	17	--	-	--	(x)	(x)	1
Surgical, medical, and hospital	383	31,512	31,728	4,403	13.9	86	827	2.6	45	24,795	78.1	176	1,236	3.9	35	162	.5	6	315	1.0	12
All other	117	14,542	8,232	1,870	22.7	40	334	4.1	17	4,640	56.4	54	1,264	15.4	21		-	-	124	1.4	5
Service equipment and supplies:																					
Barber and beauty supply houses	959	44,593	40,047	14,237	35.6	378	380	.9	64	21,953	54.8	451	3,322	8.3	78	54	.1	3	101	.3	7
Laundry and dry cleaning	206	38,091	33,389	1,750	5.2	33	102	.3	6	27,539	82.5	166	3,965	11.9	61	(x)	(x)	1	(x)	(x)	4
Tailors' supplies	64	2,909	2,609	1,279	49.0	32	65	2.5	6	1,162	44.5	20	103	4.0	51	---	-	--	--	---	-
Undertakers' supplies	107	4,545	4,260	2,866	67.3	71	85	2.0	5	1,163	27.3	28	146	3.4	12	-	--	--	-	-	-
Upholsterers' supplies	210	29,717	28,099	17,942	63.9	147	196	.7	20	7,652	27.2	79	2,209	7.9	28	(x)	(x)	2	(x)	(x)	14
All other	607	35,808	32,446	10,537	32.5	279	886	2.7	72	17,206	53.0	338	3,732	11.5	94	(x)	(x)	2	(x)	(x)	12
Transportation equipment and supplies:																					
Aircraft and aeronautical	13	18,039	17,763	579	3.3	7	42	.2	7	854	4.8	5	92	.5	5	---	-	---	16,196	91.2	-
Railroad	56	25,055	24,770	565	2.3	8	(x)	(x)	2	21,331	86.1	62	1,702	6.9	10	(x)	(x)	4	914	3.7	13
Marine	149	21,020	18,209	4,282	23.5	70	1,009	5.5	37	9,673	53.1	83	2,796	15.4	40	142	.8	7	307	1.7	13
Other	14	968	968	343	35.4	8	(x)	(x)	2	449	46.4	9	(x)	(x)	2	--	-	---	(x)	(x)	2
Metals and metal work (except scrap)																					
Hardware, cutlery, tools	137	15,289	12,457	3,336	26.8	56	(x)	(x)	22	7,810	62.8	82	371	7.0	[illegible]				(x)	(x)	1
Iron and steel products (general line)	97	139,442	129,119	7,966	6.2	35	(x)	(x)	7	53,594	41.5	60	4,209	3.3	34	(x)	(x)	2	63,126	48.9	12
Iron and steel products (semi-finished)	63	15,537	14,499	763	5.3	24	109	.8	8	10,866	73.6	46	3,419	23.7	13	256	1.8	4	364	2.5	9
Iron and steel products (finished)	204	73,392	69,134	7,580	11.0	57	488	.7	19	50,188	72.6	159	4,996	7.2	51	146	.2	5	6,648	9.6	13
Wire products	68	7,147	7,147	1,816	25.4	32	71	1.0	6	4,144	58.0	42	1,102	15.4	20	(x)	(x)	2	(x)	(x)	3
Iron and steel products, n.e.c.	290	55,833	51,491	5,003	9.7	63	176	.3	23	39,862	77.4	232	5,379	10.4	31	197	.4	7	1,354	2.6	25
Scrap	38	49,540	49,415	882	1.8	13	(x)	(x)	3	36,323	73.5	30	1,904	4.0	14	(x)	(x)	2	10,177	20.6	7
All other	170	101,990	100,157	8,978	8.5	26	38	(4)	9	136,344	66.4	84	5,005	2.4	32	693	.4	74	55,894	24.2	17
Paper and its products																					
Paper and its products	1,095	290,438	261,348	113,985	43.6	1,145	1,976	.7	136	108,133	41.4	791	32,395	12.4	549	806	.2	13	4,303	1.7	39
Paper bags	427	[illegible]	185,858	32,983	17.6	185	419	.2	27	136,906	73.7	300	14,681	7.9	60	267	.1	9	772	.4	12
Paper products, n.e.c.	668	49,151	40,180	24,986	60.7	341	750	1.9	46	11,869	29.5	166	3,031	8.0	74	189	.5	4	124	.3	11
Wallpaper	241	24,723	18,990	9,810	53.1	181	(x)	(x)	77	5,600	31.0	135	2,163	12.0	39	(x)	(x)	1	--	-	-

UNITED STATES SUMMARY

TABLE 7. DISTRIBUTION OF SALES BY CLASSES OF CUSTOMERS

Type of Operation, by Kinds of Business—Continued

TYPE OF OPERATION KIND OF BUSINESS	ALL ESTABLISHMENTS *		[illegible]	SALES ANALYZED BY CLASSES OF CUSTOMERS																		
				[illegible]			[illegible]			[illegible]			Sales to wholesalers			Sales to [illegible]			Export sales to buyers in foreign countries		
	Number	Total net sales	[illegible]	Amount	Percent of total sales	Number	Amount	Percent of total sales	Number	Amount	Percent of total sales	Number	Amount	Percent of total sales	Number	Amount	Percent of total sales	Number	Amount	Percent of total sales	Number
SERVICE AND LIMITED-FUNCTION WHOLESALERS—Con.																						
Petroleum and its products	1,275	$196,734	$142,477	$81,363	57.1	678	$4,924	3.5	252	$35,929	25.1	332	$7,390	5.2	83	$5,808	4.1	15	$7,163	5.0	32
Plumbing and heating equipment and supplies:																						
Plumbing and heating (general line)	675	145,102	153,564	85,174	55.5	444	2,555	1.7	114	59,586	38.8	404	5,973	3.9	202	(x)	(x)	2	(x)	(x)	6
Heating (including stoves and ranges)	368	30,058	35,425	23,082	65.2	260	1,656	4.7	119	7,051	19.9	122	3,584	10.1	77	35	.1	5	17	(4)	3
Plumbing fixtures, equipment, and supplies	927	134,095	125,069	55,409	44.3	556	2,344	1.9	171	52,990	42.4	500	9,416	7.5	217	319	.3	5	4,591	3.6	13
All other	265	24,720	24,324	10,642	43.8	159	(x)	(x)	52	8,644	35.5	130	2,476	10.2	76	(x)	(x)	2	1,292	5.3	5
Tobacco and products (except leaf)	4,717	1,166,216	1,079,464	965,737	89.5	2,640	10,086	.9	433	5,678	.5	142	96,541	8.6	441	(x)	(x)	1	(x)	(x)	7
Waste materials:																						
Iron and steel scrap	1,869	334,136	315,938	1,791	1.9	232	2,075	.7	265	213,994	67.7	601	32,968	10.9	678	25,723	8.1	159	34,399	10.9	38
Junk and scrap (general line)	1,693	93,131	79,758	2,210	3.5	146	1,105	1.4	187	44,399	55.7	601	28,044	35.2	734	2,633	3.3	61	667	.8	12
Waste paper, rags, and rubber	1,128	135,305	130,221	4,460	3.4	97	290	.2	21	93,382	71.5	606	19,955	15.3	459	1,075	.8	30	11,356	8.8	59
Non-ferrous metals	395	59,137	47,371	2,952	6.2	38	91	.2	26	29,723	62.7	191	10,682	22.5	159	2,611	5.5	27	1,312	2.9	11
All other	724	43,391	40,152	2,115	5.3	73	365	.9	69	25,054	62.4	313	9,449	23.5	241	1,947	4.8	33	1,228	3.1	16
All other products:																						
Books, periodicals, and newspapers	866	168,572	159,507	116,203	72.9	794	1,706	1.1	96	8,634	5.4	70	32,323	20.3	53	70	(4)	3	571	.3	20
Flowers and nursery stock	734	42,987	42,022	36,650	87.2	666	819	1.9	110	246	.6	17	4,230	10.1	256	31	.1	3	46	.1	5
Forest products (except lumber)	594	49,794	44,936	4,525	10.1	158	256	.6	36	33,233	74.0	328	4,704	10.5	155	302	.7	12	1,916	4.1	22
General merchandise	156	515,937	482,191	139,245	28.8	108	1,708	.4	46	84,131	17.3	50	49,722	10.2	46	2,758	.6	6	208,617	42.9	40
Leather and shoe findings	955	116,362	114,382	33,290	29.1	564	593	.5	78	67,775	59.3	386	9,826	8.6	116	127	.1	16	2,771	2.4	55
Leather goods	145	13,678	13,405	10,223	76.3	104	342	2.6	35	2,304	17.2	31	498	3.7	24	25	.2	3	13	(4)	5
Oils and greases (animal and vegetable)	87	71,051	62,125	4,973	7.9	22	(x)	(x)	2	36,559	58.8	53	16,875	27.2	34	(x)	(x)	8	3,028	4.8	17
Optical goods	572	42,317	37,498	26,020	69.4	387	387	1.0	52	8,569	22.9	156	2,029	5.4	71	357	1.0	12	136	.3	6
Textiles and materials (other than dry goods)	361	51,782	49,953	9,914	19.8	82	604	1.2	19	22,871	45.8	148	1,277	20.6	146	1,923	3.8	3	4,464	9.0	17
Yarns	141	73,797	71,701	7,391	10.3	62	446	.6	15	48,653	67.9	103	12,344	17.2	28	37	.1	3	2,830	3.9	8
Miscellaneous kinds of business	840	241,350	236,969	22,625	9.5	488	541	.4	115	161,736	68.3	305	46,859	19.9	144	198	.1	10	4,610	1.9	45
MANUFACTURERS' SALES BRANCHES (With stocks)																						
Amusement and sporting goods:																						
Cameras and photographic supplies	54	19,995	15,915	2,371	21.9	13	366	3.4	5	4,140	38.3	13	3,938	36.4	13	---	---	---	---	---	---
Motion picture film exchanges	279	176,510	175,644	(x)	(x)	10	(x)	(x)	1	174,051	99.1	274	---	---	---	(x)	(x)	1	---	---	---
Sporting goods	33	11,468	11,236	6,534	57.3	31	665	5.9	24	3,046	26.7	24	885	7.8	5	(x)	(x)	2	(x)	(x)	5
All other	32	17,727	13,619	1,534	9.5	4	---	---	---	11,464	84.2	21	(x)	(x)	7	---	---	---	(x)	(x)	1
Automotive:																						
Automobiles, trucks, and tractors	396	437,511	398,360	290,723	73.0	101	6,858	1.7	16	85,207	21.4	234	15,567	3.9	43	---	---	---	5	(4)	3
Automotive accessories, equipment, and parts	249	52,717	52,717	16,542	31.4	130	261	.5	22	12,174	23.1	87	20,149	38.2	162	132	.3	4	3,459	6.5	20
Tires and tubes	292	230,681	233,634	223,949	95.9	284	(x)	(x)	15	5,334	2.3	99	4,267	1.8	26	(x)	(x)	2	---	---	---
Beer, wines, and liquors:																						
Beer and ale	320	81,587	77,603	56,127	72.3	282	278	.4	43	(x)	(x)	6	21,128	27.2	43	---	---	---	(x)	(x)	1
Wines and liquors	89	192,678	192,678	2,424	1.3	14	(x)	(x)	6	32,181	16.7	28	157,913	81.9	67	(x)	(x)	1	142	.1	4
Chemicals and paints:																						
Dyestuffs	29	40,296	38,387	---	--	---	---	--	---	32,425	84.5	28	1,530	4.0	9	(x)	(x)	1	(x)	(x)	2
Explosives	42	35,658	35,658	6,594	18.5	17	---	---	---	28,134	78.9	42	(x)	(x)	9	(x)	(x)	2	768	2.2	4
Industrial chemicals	150	226,015	226,148	4,910	2.1	38	(x)	(x)	1	200,869	88.9	140	14,583	6.4	62	(x)	(x)	4	3,596	1.7	20
Paints and varnishes	277	153,531	145,931	49,220	33.7	199	954	.7	75	72,972	50.0	174	20,109	13.8	123	427	.3	6	2,249	1.5	11
Paints with glass and/or wallpaper	52	20,837	15,126	6,549	43.3	33	1,519	10.0	30	4,936	32.6	34	1,422	9.4	27	(x)	(x)	2	(x)	(x)	1
All other	163	77,214	77,214	6,726	8.7	37	88	.1	8	54,537	70.6	80	10,238	13.3	50	23	(4)	4	5,602	7.3	17

For footnotes, see end of table.

UNITED STATES SUMMARY

TABLE 7. DISTRIBUTION OF SALES BY CLASSES OF CUSTOMERS

TYPE OF OPERATING BY KINDS OF BUSINESS—Continued

TYPE OF OPERATION KIND OF BUSINESS	ALL ESTABLISHMENTS* Number	ALL ESTABLISHMENTS* Total net sales	Total of sales analyzed	SALES ANALYZED BY CLASSES OF CUSTOMERS: Sales to retailers for resale Amount	Sales to retailers for resale Percent of sales	Sales to retailers for resale Number of customers**	Sales to industrial users Amount	Sales to industrial users Percent of sales	Sales to industrial users Number of customers**	Sales to contractors Amount	Sales to contractors Percent of sales	Sales to contractors Number of customers**	Sales to farmers Amount	Sales to farmers Percent of sales	Sales to farmers Number of customers**	Sales to export or re-shipping Amount	Sales to export or re-shipping Percent of sales	Sales to export or re-shipping Number of customers**	Sales to other business or institutional users Amount	Sales to other business or institutional users Percent of sales	Sales to other business or institutional users Number of customers**
		(dollars)	(dollars)	(dollars)			(dollars)			(dollars)			(dollars)			(dollars)			(dollars)		
MANUFACTURERS' SALES BRANCHES (With stocks)—Con.																					
Clothing and furnishings:																					
Men's and boys'	150	$124,214	$122,388	$113,964	93.1	125	$190	.2	14	$940	.8	7	$5,498	4.5	19	$113	.1	3	$1,683	1.3	14
Women's and children's	94	39,145	39,034	36,392	93.2	89	43	.1	9	(x)	(x)	2	2,050	5.3	10	(x)	(x)	1	265	.6	4
Shoes and other footwear	62	132,803	132,600	127,958	96.4	60	(x)	(x)	4	1,685	1.3	12	2,212	1.7	10	---	---	--	(x)	(x)	2
All other	11	4,140	4,140	3,730	90.1	8	(x)	(x)	1	244	5.9	3	(x)	(x)	3	---	---	---	(x)	(x)	1
Drugs and drug sundries	237	202,097	181,629	98,154	54.0	170	350	.2	27	25,548	14.1	92	51,374	28.3	107	609	.3	13	5,594	3.1	25
Dry goods (specialty lines):																					
Hosiery and lingerie	33	28,895	28,895	27,245	94.3	32	189	.7	3	(x)	(x)	1	(x)	(x)	2	(x)	(x)	1	1,295	4.4	3
Notions	87	36,997	36,997	6,664	18.0	42	(x)	(x)	1	22,876	61.8	63	7,103	19.2	44	(x)	(x)	5	277	.8	12
Piece goods:																					
Cotton	12	52,780	52,780	(x)	(x)	6	(x)	(x)	1	11,388	21.6	8	35,247	66.8	11	3,166	6.0	3	2,155	4.1	6
Silk, linen, rayon, and velvet	44	57,863	53,520	10,620	19.8	28	(x)	(x)	1	29,009	54.2	28	13,299	24.8	22	(x)	(x)	2	584	1.2	12
Woolen and worsted	11	15,978	15,456	366	2.4	4	(x)	(x)	1	13,345	86.3	4	1,537	9.9	4	(x)	(x)	1	(x)	(x)	1
Other	7	4,052	4,052	2,882	71.1	6	---	---	---	730	18.0	5	431	10.6	3	(x)	(x)	1	(x)	(x)	2
Other dry goods specialties	19	13,497	13,043	3,401	26.1	9	---	---	---	3,080	23.6	9	6,463	49.6	8	(x)	(x)	1	(x)	(x)	4
Electrical goods:																					
Apparatus and equipment	222	544,448	544,374	7,610	1.4	80	175	(4)	27	472,514	86.8	199	62,391	11.5	142	879	.2	25	805	.1	21
Wiring supplies and construction materials	91	75,273	68,229	34,864	51.1	32	(x)	(x)	1	21,129	31.0	60	12,108	17.7	45	(x)	(x)	1	(x)	(x)	3
Radios and equipment	11	5,829	5,523	3,523	63.7	4	(x)	(x)	1	371	6.7	6	1,526	27.6	7	(x)	(x)	1	(x)	(x)	1
Refrigerators and equipment (household)	19	8,508	7,082	5,007	70.7	17	(x)	(x)	4	1,684	23.8	8	(x)	(x)	1	---	---	---	---	--	---
All other	50	9,309	9,303	3,862	41.5	25	(x)	(x)	9	891	9.6	18	4,524	48.6	29	(x)	(x)	2	---	---	---
Farm products—consumer goods	610	199,200	191,989	98,938	51.5	550	1,349	.7	121	5,465	2.8	230	85,345	44.5	119	(x)	(x)	1	(x)	(x)	3
Farm supplies	172	52,472	34,109	16,686	48.9	73	(x)	(x)	21	11,898	34.9	33	3,995	11.7	16	-	---	--	(x)	(x)	2
Furniture and house furnishings	248	131,825	113,006	75,134	66.5	223	159	.1	19	13,764	12.2	49	22,179	19.7	54	609	.5	4	1,161	1.0	12
Groceries and foods (specialty lines)	2,595	2,333,306	2,238,847	1,310,124	58.5	2,248	19,666	.9	717	237,593	10.6	1,615	652,632	29.2	1,273	5,788	.3	33	13,044	.5	40
Hardware	96	24,412	23,238	4,745	20.4	43	6	(4)	3	9,659	41.6	65	8,566	36.9	35	(x)	(x)	2	(x)	(x)	2
Jewelry	31	53,478	52,518	16,654	31.7	24	(x)	(x)	8	31,217	59.4	12	1,840	3.5	11	(x)	(x)	1	2,526	4.9	7
Lumber and construction materials:																					
Lumber	37	22,201	22,201	13,170	59.3	29	(x)	(x)	2	5,160	23.2	30	3,341	15.0	22	(x)	(x)	4	320	1.8	3
Millwork	37	11,402	11,366	7,091	62.3	21	(x)	(x)	3	1,608	14.1	19	2,351	20.7	22	(x)	(x)	1	--	---	---
Cement, lime, and plaster	54	38,672	33,699	17,970	53.3	47	(x)	(x)	5	13,294	39.4	44	2,345	7.0	18	(x)	(x)	1	(x)	(x)	1
Glass	20	58,358	1,581	560	35.6	6	(x)	(x)	4	278	18.2	6	634	41.4	5	(x)	(x)	1	-	--	---
All other	147	111,469	99,236	28,342	28.4	70	517	.5	21	33,662	40.0	101	27,267	30.6	46	(x)	(x)	1	(x)	(x)	4
Machinery—equipment—supplies:																					
Commercial equipment and supplies	1,017	133,763	112,838	10,485	9.3	71	(x)	(x)	7	99,433	88.1	658	2,283	2.0	31	(x)	(x)	2	155	.1	8
Farm and dairy:																					
Dairy equipment	58	22,537	22,373	3,814	17.0	21	71	.3	6	17,729	79.2	50	309	1.4	5			--	450	2.1	8
Farm implements	91	136,112	136,412	122,143	89.5	91	(x)	(x)	1	13,488	9.9	82	(x)	(x)	7	--	---	--	--	---	--
Farm machinery and equipment	17	127,[illegible]	127,910	114,789	89.8	150	1,210	.9	53	988	.8	36	7,363	5.8	18	--	--	---	3,469	2.7	9
Industrial machinery, equipment, and supplies	1,304	411,864	394,575	29,853	7.6	229	850	.2	29	306,823	77.8	1,209	45,859	12.8	398	1,993	.5	33	5,257	1.3	71
Industrial equipment and supplies	327	[illegible]	43,594	5,896	13.5	69	304	.7	14	29,983	68.8	211	5,278	12.1	22	12	(4)	3	2,121	4.9	18

[illegible]

UNITED STATES SUMMARY

TABLE 7.--DISTRIBUTION OF SALES BY CLASSES OF CUSTOMERS

[Type of Operation by Kind of Business--Continued]

TYPE OF OPERATION KIND OF BUSINESS	ALL ESTABLISHMENTS *		Total sales analyzed	SALES ANALYZED BY CLASSES OF CUSTOMERS																		
	Number	Total net sales		Sales to retailers for resale			[illegible]			Sales [illegible]			Sales [illegible]			[illegible]			[illegible]			
				Amount	[illegible]	Number	[illegible]	[illegible]		Amount	[illegible]	[illegible]	Amount	[illegible]	[illegible]	Amount	[illegible]	[illegible]	Amount	[illegible]	[illegible]	
MANUFACTURERS' SALES BRANCHES (With stocks)--Con.																						
Machinery--equipment--supplies--con.																						
Service equipment and supplies:																						
Barber and beauty supply houses	16	$3,484	$3,484	$[illegible]	77.1	18	---	---	---	-	- -	---	(x)	(x)	2	---	-	-	(x)	(x)	1	
Laundry and dry cleaning	47	[illegible]	[illegible]	14	.1	3	---	---	---	$15,490	93.2	46	$991	[illegible]	6	---	---	---	$164	.7	4	
Undertakers' supplies	11	[illegible]	[illegible]	[illegible]	[illegible]	50	---	---	---	-	-	--	138	[illegible]	[illegible]	---	---	---	-	-	-	
Upholsterers' supplies	68	16,136	[illegible]	4,410	38.3	33	$42	.3	3	9,906	66.7	18	1,163	7.4	14	-	-	--	50	.3	3	
All other	107	19,139	17,768	2,399	20.4	27	35	.3	7	7,978	67.7	38	1,240	10.5	18	---		-	133	1.1	6	
Transportation equipment and supplies	10	4,057	3,203	(x)	(x)	5	---	---	---	1,929	60.2	6	1,275	42.1	6	(x)	(x)	1	-		-	
Metals and metal work (except scrap)	481	469,922	384,712	57,159	14.8	133	1,251	.3	28	261,031	67.9	337	59,055	15.4	109	$4,202	.6	19	4,014	1.0	18	
Paper and its products:																						
Wrapping or coarse paper and products	148	140,724	140,724	16,041	11.4	73	3,629	2.6	20	78,310	55.6	75	40,362	28.7	71	634	.5		1,748	1.2	9	
Printing and writing papers	42	21,932	20,389	(x)	(x)	19	---	---	---	12,294	60.3	14	4,265	20.9	13	(x)	(x)	1	(x)	(x)	1	
All other	127	14,798	10,685	7,045	66.1	85	176	1.7	9	2,589	24.3	56	783	7.3	12		-	- -	82	.8	4	
Petroleum and its products	56	21,262	21,190	4,463	21.1	40	113	.5	6	9,713	45.8	53	3,983	18.8	19	2,349	-	4	569	2.7	4	
Plumbing and heating equipment and supplies:																						
Plumbing and heating (general line)	221	154,200	85,900	(x)	(x)	4	(x)	(x)	1	73,053	85.0	140	10,300	12.0	16	---	--	---	(x)	(x)	1	
Heating (including stoves and ranges)	159	51,723	51,605	18,864	36.6	66	43	.1	7	9,538	18.5	74	23,098	44.8	110	(x)	(x)	2	(x)	(x)	2	
Plumbing fixtures, equipment, and supplies	92	34,543	25,976	9,417	36.3	38	(x)	(x)	2	5,953	22.9	20	10,540	40.6	44	-	- -	--	(x)	(x)	2	
All other	47	11,167	10,313	3,693	35.8	20	34	.3	5	4,228	41.0	28	2,126	20.6	26	(x)	(x)	1	(x)	(x)	2	
Tobacco and products (except leaf)	44	446,489	446,440	16,006	3.6	34	(x)	(x)	6	(x)	(x)	1	424,948	95.2	35	--	---	- -	5,443	1.2	4	
All other products:																						
Forest products (except lumber)	54	8,299	8,294	2,254	27.2	21	(x)	(x)	7	5,046	60.8	26	816	9.8	9	(x)	(x)	1	- -	--		
Leather and shoe findings	33	44,516	44,514	(x)	(x)	7	- -	---	---	38,136	85.7	26	4,792	10.8	7	(x)	(x)	1	1,181	2.6	7	
Leather goods	23	7,495	7,494	2,178	29.1	11	31	.4	3	5,121	68.3	12	(x)	(x)	2	(x)	(x)	1	(x)	(x)	2	
Oils and greases (animal and vegetable)	21	8,277	6,795	(x)	(x)	1	---	--	---	2,438	35.9	6	3,316	48.8	12	-	---		(x)	(x)	2	
Optical goods	257	23,265	23,232	15,656	67.4	231	55	.2	4	1,582	6.8	102	5,925	25.5	126	---	---	---	14	.1	4	
Textiles and materials (other than dry goods)	27	21,619	21,619	3,673	17.0	9	---	---	---	14,002	64.8	22	3,824	17.7	16	---	---	---	120	.5	6	
Yarns	38	120,676	119,486	4,409	3.7	15	---	---	---	89,409	74.8	15	20,549	17.2	22	(x)	(x)	1	(x)	(x)	3	
Miscellaneous kinds of business [8]	136	54,119	43,407	7,096	16.3	62	(x)	(x)	33	29,597	67.7	88	3,931	9.1	23	(x)	(x)	2	1,721	4.0	13	
MANUFACTURERS' SALES OFFICES (Without stocks)																						
Amusement and sporting goods	66	49,731	49,651	9,462	19.1	57	(x)	(x)	1	36,000	72.5	7	4,012	8.1	15	(x)	(x)	2	86	.1	3	
Automotive	59	65,369	57,698	11,247	19.5	22	(x)	(x)	1	45,117	78.2	32	1,220	2.1	7	(x)	(x)	1	(x)	(x)	4	
Beer, wines, and liquors	89	132,530	132,476	6,517	4.9	35	(x)	(x)	6	2,847	2.1	11	121,063	91.4	50	-	---	- -	(x)	(x)	1	
Chemicals and paints	181	248,997	223,530	6,649	3.0	34	(x)	(x)	11	184,876	82.7	136	20,784	9.3	88	(x)	(x)	2	10,927	4.9	18	
Clothing and furnishings	241	121,306	118,636	103,697	87.4	226	(x)	(x)	5	3,477	2.9	9	10,732	9.0	38	(x)	(x)	2	551	.5	7	
Drugs and drug sundries	54	50,153	50,137	31,277	62.4	43	---	---	---	5,390	10.8	10	12,154	24.2	24	(x)	(x)	2	(x)	(x)	6	

For footnotes, see end of table.

UNITED STATES SUMMARY

TABLE 7. DISTRIBUTION OF SALES BY CLASSES OF CUSTOMERS

TYPES OF OPERATION BY KINDS OF BUSINESS—Continued

TYPE OF OPERATION KIND OF BUSINESS	ALL ESTABLISHMENTS* Number	ALL ESTABLISHMENTS* Total net sales (Thousands)	Estimated sales excluded (Thousands)	ALL ESTABLISHMENTS REPORTING SALES TO OTHER DEALERS Number	[illegible]	[illegible]	Sales to other dealers (Thousands)	[illegible]	[illegible]	[illegible]	[illegible]	[illegible]	[illegible]	[illegible]	[illegible]	[illegible]	[illegible]	[illegible]	[illegible]	[illegible]	[illegible]	[illegible]
MANUFACTURERS' SALES OFFICES (Without stocks)—Con.																						
Dry goods (specialty lines):																						
Hosiery and lingerie	27	$86,041	$26,059	$22,730	87.2	26	(X)	(X)	-	(X)	(X)	-	87,[illegible]	[illegible]	[illegible]	-	-	-	X	X	-	[illegible]
Notions	17	3,317	3,317	912	27.5	5	-	-	--	$1,958	[illegible]	[illegible]	[illegible]	[illegible]	[illegible]	[illegible]	[illegible]	[illegible]	[illegible]	[illegible]	-	[illegible]
Piece goods:																						
Cotton	22	61,652	59,874	5,916	9.9	15	(X)	(X)	1	55,1[illegible]	[illegible]	[illegible]	[illegible]	[illegible]	[illegible]	$1,[illegible]	[illegible]	[illegible]	(X)	-	-	9
Silk, linen, rayon, and velvet	16	4,455	4,344	400	9.4	6	-	-	-	4,[illegible]	[illegible]	[illegible]	4,[illegible]	[illegible]	-			---				
Woolen and worsted	17	74,326	75,6[illegible]	[illegible]	[illegible]	5				[illegible]	[illegible]	[illegible]	[illegible]						$[illegible]	[illegible]		[illegible]
Other	13	39,753	39,752	[illegible]	7.2	1	(X)	(X)	1	[illegible]	[illegible]	[illegible]	[illegible]	[illegible]	4	X	(X)	1	[illegible]	(X)		[illegible]
Other dry goods specialties	19	4,[illegible]74	7,413	[illegible]	48.	7	- -			2,3[illegible]	[illegible]	[illegible]	[illegible]	[illegible]	[illegible]				(X)	(X)		[illegible]
Electrical goods	242	217,7[illegible]	21,946	7,[illegible]	3.6	51	3187	..	7	15,[illegible]	[illegible]	[illegible]	[illegible]	[illegible]	[illegible]	[illegible]	[illegible]	[illegible]	4,[illegible]	[illegible]	[illegible]	13
Farm products—consumer goods	72	21,882	21,626	1,331	24.8	60	96	.4	[illegible]	7,[illegible]	[illegible]	[illegible]	[illegible]	[illegible]	[illegible]				-			
Farm supplies	2[illegible]	11,896	11,695	(X)	(X)	12			-	3,4[illegible]	[illegible]	[illegible]	[illegible]	[illegible]	[illegible]				(X)	(X)		[illegible]
Furniture and house furnishings	13[illegible]	67,840	68,147	24,443	36.1	1[illegible]	198	.5	11	1,[illegible]	[illegible]	[illegible]	[illegible]	[illegible]	[illegible]				-		[illegible]	[illegible]
Groceries and foods (specialty lines)	81[illegible]	346,575	318,128	191,454	31.6	5[illegible]	1,314	.4	24	68,545	21.8	[illegible]	1[illegible]	[illegible]	[illegible]	1,[illegible]	.5	[illegible]	[illegible]	1,[illegible]	[illegible]	14
Hardware	55	16,088	14,423	2,273	15.[illegible]	1[illegible]	(X)	(X)	1	3,[illegible]	[illegible]	[illegible]	[illegible]	[illegible]	[illegible]	- -			(X)	(X)	[illegible]	[illegible]
Jewelry	29	9,569	9,515	3,880	4[illegible].9	14	(X)	(X)	[illegible]	[illegible]42	[illegible]	[illegible]	[illegible]	[illegible]	[illegible]		(X)					
Lumber and construction materials	334	260,790	223,496	62,081	28.1	1[illegible]	200	.5	.5	78,67[illegible]	[illegible]	[illegible]	[illegible],145	[illegible]	[illegible]	[illegible]	[illegible]	[illegible]	[illegible]	[illegible]	[illegible]	2[illegible]
Machinery—equipment—supplies:																						
Commercial equipment and supplies	242	22,115	13,[illegible]	1,196	8.8	9	---	-		12,07[illegible]	[illegible]	1[illegible]	[illegible]	[illegible]	[illegible]	[illegible]	[illegible]	[illegible]	[illegible]	[illegible]		
Industrial machinery, equipment, and supplies	681	352,411	3[illegible],464	3,367	1.1	4[illegible]	880	.5	7	296,642	[illegible]	[illegible]	[illegible]	[illegible]	[illegible]	[illegible]	.1	.4	[illegible]	[illegible]	[illegible]	[illegible]
Service equipment and supplies:																						
Barber and beauty supply houses	6	172	172	59	32.7	6	--		--	-		-	114	[illegible]	6				-			
Upholsterers' supplies	21	9,[illegible]	9,503	1,598	16.8	16	---	- -	--	5,[illegible]	[illegible]	[illegible]	X	X		[illegible]	(X)	[illegible]	[illegible]	[illegible]	[illegible]	
All other	12	7,118	6,979	(X)	X	[illegible]	- -	--	---	4,234	[illegible]	[illegible]	[illegible]	[illegible]					[illegible]	[illegible]		4
Transportation equipment and supplies	68	110,467	101,436	--	--	--	---	--	-	39,58[illegible]	[illegible]	[illegible]	[illegible]	X	4	-			-	[illegible]		4
All other	54	3,966	2,8[illegible]	1,004	34.7	10	(X)	(X)	1	[illegible]	[illegible]	[illegible]	[illegible]	X					-			
Metals and metal work (except scrap)	85	1,647,[illegible]74	1,1[illegible],464	11,[illegible]19	[illegible]	32	1,946	.2	1	1,[illegible],1[illegible]	[illegible]	[illegible]	[illegible],4	[illegible]	[illegible]	[illegible]	[illegible]	[illegible]	[illegible]	[illegible]	[illegible]	[illegible]
Paper and its products:																						
Wrapping or coarse paper and products	146	1[illegible],555	1[illegible],[illegible]	2[illegible],846	[illegible]	[illegible]	(X)	(X)	-	[illegible]	[illegible]	[illegible]	[illegible]	[illegible]	[illegible]	X	[illegible]	[illegible]	[illegible]	[illegible]	[illegible]	[illegible]
Printing and writing papers	29	[illegible],784	29,784	X	(X)	3	-	--	- -	[illegible]	[illegible]	[illegible]	[illegible]	[illegible]	[illegible]		[illegible]	[illegible]	[illegible]	[illegible]	[illegible]	[illegible]
All other	94	[illegible],12[illegible]	7,795	(X)	X	23	- -	--	---	[illegible]	[illegible]	[illegible]	X	[illegible]	[illegible]							
Plumbing and heating equipment and supplies	21[illegible]	[illegible],7[illegible]	30,5[illegible]	11,[illegible]1	36.1	92	306	.3	44	17,[illegible]	[illegible]	[illegible]	[illegible]	[illegible]	[illegible]	[illegible]	[illegible]	[illegible]	[illegible]	[illegible]	[illegible]	[illegible]
All other kinds of business	449	4[illegible],1[illegible]	[illegible]	[illegible]	[illegible]		(X)	[illegible]	[illegible]	[illegible]	[illegible]				[illegible]							
PETROLEUM BULK STATIONS AND TERMINALS																						
Petroleum and its products [1]	36,425	[illegible]	[illegible]	21,4[illegible],382	[illegible]	728,942	[illegible]	[illegible]	[illegible]	[illegible]	[illegible]	[illegible]	[illegible]	[illegible]	[illegible]	[illegible]	[illegible]	[illegible]	[illegible]	[illegible]	[illegible]	[illegible]

For footnotes, see end of table.

UNITED STATES SUMMARY

TABLE 7.—DISTRIBUTION OF SALES BY CLASSES OF CUSTOMERS

[illegible] KIND OF BUSINESS	Number	[illegible]	[illegible]	[illegible]	[illegible]	[illegible]	[illegible]	[illegible]	[illegible]	[illegible]	[illegible]	[illegible]	[illegible]	[illegible]	[illegible]	[illegible]	[illegible]	Num- [illegible]	[illegible]	[illegible]	[illegible]
AGENTS AND BROKERS																					
[illegible] and [illegible]	[illegible]	[illegible]	[illegible]	[illegible]	[illegible]	[illegible]	[illegible]	[illegible]	[illegible]	[illegible]	[illegible]	[illegible]	[illegible]	[illegible]	4	[illegible]	.3	[illegible]	987	4.5	[illegible]
[illegible]	[illegible]	[illegible]	114,2[illegible]	[illegible]	7.1	[illegible]	15[illegible]	[illegible]	[illegible]	[illegible]	[illegible]	111	[illegible]	[illegible]	131	[illegible]	[illegible]	[illegible]	[illegible]	13.4	[illegible]
[illegible], wines, and liquors:																					
[illegible] and [illegible]	[illegible]	4,3[illegible]	4,3[illegible]	(x)	(x)	12	(x)	[illegible]	[illegible]			---	[illegible]	[illegible]	[illegible]	-	--				-
Wines and [illegible]	[illegible]	[illegible]	[illegible]	[illegible]	[illegible]	23	[illegible]	-	3	4,141	[illegible]	14	14,[illegible]	[illegible]	[illegible]	(x)	(x)	1	(x)	(x)	3
[illegible]	[illegible]	11[illegible]	[illegible]	4,9[illegible]	4.7	[illegible]	[illegible]	.1		[illegible]	[illegible]	[illegible]	[illegible]	[illegible]	[illegible]	[illegible]	[illegible]	9	[illegible]	14.9	[illegible]
[illegible] and furnishings:																					
[illegible] and furnishings [illegible] line	[illegible]	[illegible]	[illegible],714	30,3[illegible]	[illegible]	13[illegible]	(x)	x		[illegible]	[illegible]	[illegible]	1[illegible],936	[illegible]	47	(x)	(x	4	[illegible]	.7	8
Men's and boys'	[illegible]	[illegible],577	[illegible],362	[illegible]	[illegible]	[illegible]	14	[illegible]	[illegible]	[illegible]	[illegible].1	13	[illegible],876	[illegible]	50	[illegible]	[illegible]	[illegible]	19[illegible]	.4	4
Women's and children's	[illegible]	241,24[illegible]	[illegible],714	153,71[illegible]	41.4	[illegible]	(x)	[illegible]		[illegible]	.4	[illegible]	3[illegible],453	[illegible]	[illegible]	(x	[illegible]	4	[illegible]	1.[illegible]	2[illegible]
Furs, dressed, and fur clothing	111	24,[illegible]	2[illegible]	19,504	54.	[illegible]	5[illegible]	[illegible]	[illegible]	[illegible]	[illegible].1	14	1,760	[illegible]	[illegible]				47[illegible]	[illegible]	[illegible]
[illegible] supplies	[illegible]	[illegible]	[illegible]	[illegible],27	[illegible]	[illegible]	-	-	--	(x	[illegible]	3[illegible]	[illegible]	[illegible]	[illegible]			--	(x	(x	2
[illegible]	[illegible]	[illegible]	[illegible]	14,3[illegible]	[illegible]	[illegible]	x	(x)	[illegible]	(x)	(x)	[illegible]	[illegible]	[illegible].7	[illegible]	-	-	-	[illegible]	4.[illegible]	5
[illegible] and [illegible]	[illegible]	[illegible]	[illegible]	[illegible]	[illegible]	[illegible]	4[illegible]	.1	[illegible]	14[illegible],990	14.[illegible]	[illegible]	32,42[illegible]	9.[illegible]	[illegible]	5,[illegible]	[illegible]	[illegible]	[illegible],173	[illegible].3	[illegible]
[illegible] and drug sundries	[illegible]	34,54[illegible]	[illegible]	[illegible]	1.[illegible]	34	[illegible]	[illegible]	[illegible]	[illegible]	[illegible]	[illegible]	11,38	38.[illegible]	[illegible]	(x	(x	1	1,0[illegible]	3.	1[illegible]
Dry goods (general line)	[illegible]	[illegible],034	[illegible]	[illegible]	34.[illegible]	[illegible]	-	--	[illegible]	(x)	(x	[illegible]	[illegible]	[illegible]	[illegible]		-	--	(x)	(x)	5
Dry goods (specialty lines):																					
Hosiery and underwear	[illegible]	1[illegible],34[illegible]	[illegible]	[illegible]	[illegible]	[illegible]	(x)	(x	[illegible]	(x	(x)	[illegible]	4[illegible],34[illegible]	[illegible]	[illegible]	(x)	(x)	4	[illegible]	.5	[illegible]
Notions	[illegible]	4[illegible]	4[illegible]	[illegible]	[illegible]	[illegible]	(x)	(x)	[illegible]	[illegible],4[illegible].7	20.[illegible]	[illegible]	11,[illegible]	[illegible]	[illegible]	(x)	(x)	2	4[illegible]1	1.1	5
Piece goods:																					
General line	[illegible]	247,[illegible]	24[illegible]	(x	(x	[illegible]		-	-	37,71[illegible]	[illegible]	14	1[illegible]	[illegible]	1[illegible]	--	--	-	(x)	(x)	1
Cotton	[illegible]	[illegible]	[illegible]	[illegible],023	1[illegible].7	112	477	.1	[illegible]	2[illegible],374	[illegible]	[illegible]	[illegible]	[illegible]	1[illegible]	4,[illegible]	.7	25	[illegible],5[illegible]	.[illegible]	32
[illegible], linen, rayon, and velvet	1[illegible]	[illegible]	[illegible]	3,[illegible]38	[illegible].1	[illegible]	x	(x	1	2[illegible],[illegible]21	4[illegible].	[illegible]	[illegible]	[illegible]	34	-	--	---	(x)	(x)	3
Woolen and worsted	1[illegible]	[illegible]	[illegible]	[illegible],34[illegible]	3.1	[illegible]	-	--	---	137,93[illegible]	[illegible]	[illegible]	27,1[illegible]	[illegible]	4[illegible]	(x)	(x)	2	(x)	(x)	2
Other [illegible]	[illegible]	[illegible],[illegible]34	[illegible]	11,3[illegible]1	1.[illegible]	17[illegible]	---	--	--	42,1[illegible]1	4[illegible].9	[illegible]93	35,76[illegible]	[illegible].7	131	(x)	(x)	1	(x)	(x)	14
Other dry goods specialties	[illegible]	[illegible]	[illegible]	[illegible],23[illegible]	17.9	79	(x)	(x)	[illegible]	[illegible],7[illegible]7	[illegible].2	4[illegible]	11,97[illegible]	4[illegible].[illegible]	59	(x)	(x)	2	2,391	[illegible].[illegible]	12
Electrical goods:																					
Electrical merchandise (general line)	[illegible]	[illegible],333	[illegible],43[illegible]	x	(x	[illegible]	(x)	(x	[illegible]	[illegible]	[illegible]	13	[illegible],3[illegible]	4[illegible].2	[illegible]			---	(x)	(x)	1
Apparatus and equipment	[illegible]	2[illegible],[illegible]33	[illegible]	4[illegible]	[illegible]	[illegible]	39	[illegible]	7	1[illegible],[illegible]3[illegible]	[illegible].3	1[illegible]	[illegible]	[illegible].9	72	47	[illegible]	4	51	.4	3
Wiring [illegible] and construction materials	1[illegible]	[illegible]	[illegible]	[illegible]	[illegible]	[illegible]	(x	(x	1	1[illegible],404	[illegible].2	[illegible]	22,19[illegible]	[illegible]	129	(x)	(x)	4	104	.2	3
Radio and equipment	11[illegible]	2[illegible],1[illegible]	2[illegible],[illegible]3[illegible]	4,[illegible]90	2[illegible]	27	(x)	(x	1	[illegible],[illegible]1	4[illegible]	4[illegible]	[illegible],[illegible]07	31.	56	(x)	(x)	3	6[illegible]3	3.3	14
Refrigeration [illegible] (general)	17	[illegible]	[illegible]	1[illegible]	1[illegible].7	4	-	--	---	4[illegible]1	4[illegible].[illegible]	[illegible]1	(x)	(x)	1	--	--	--	(x)	(x)	2
All other	[illegible]	[illegible],[illegible]4[illegible]	3[illegible],[illegible]9[illegible]	4,772	1[illegible].9	[illegible]	[illegible]	[illegible]	[illegible]	1[illegible],131	[illegible]	143	1[illegible],3[illegible]9	44.2	173	17[illegible]	.5	8	5,395	14.7	24
Farm products—raw materials	3,[illegible]91	[illegible]	[illegible],3[illegible],93[illegible]	[illegible],7[illegible]	3.7	.7	[illegible],7[illegible]	[illegible]	[illegible]	1,[illegible]7[illegible],[illegible]	4[illegible]	1,327	9[illegible],44[illegible]	4[illegible].1	1,3[illegible]	[illegible],670	2.[illegible]	166	114,31[illegible]	4.9	146
Farm products—consumer goods:																					
[illegible] or meat	[illegible]	[illegible],41	3[illegible],[illegible]	[illegible]	1[illegible]	1[illegible]	[illegible]4	[illegible]	[illegible]	[illegible]	1.3	7	[illegible]4,2[illegible]7	[illegible].1	31	---	---	---	---	---	--
Dairy and poultry products	[illegible]	1[illegible],[illegible]	4[illegible],4[illegible]	[illegible],73[illegible]	1[illegible]	1[illegible]	(x	(x	[illegible]	(x)	(x	[illegible]	32,308	[illegible]	43	---	---	---	---	---	---
[illegible] and poultry products	1[illegible]	[illegible]	[illegible]	[illegible],4[illegible]	4.[illegible]	[illegible]	x	(x	[illegible]	41[illegible]	.7	[illegible]	3[illegible],41[illegible]	[illegible]	[illegible]	(x)	(x)	1	(x)	(x)	1
Fresh fruits and vegetables	[illegible]4	4[illegible],[illegible]	3[illegible]	1[illegible],3[illegible]	[illegible]	[illegible]	[illegible]	[illegible]	14	[illegible],[illegible]1	1.[illegible]	[illegible]	[illegible]	[illegible]	[illegible]31	1,066	.3	13	7[illegible]3	.[illegible]	18
[illegible] fruits, [illegible]	[illegible]	[illegible]	[illegible]	[illegible],[illegible]	[illegible]	[illegible]	(x	(x)	1	[illegible]	[illegible]	1[illegible]	13[illegible],[illegible]44	[illegible].5	117	(x)	(x)	1[illegible]	5,419	3.4	43
All other	[illegible]	[illegible],4[illegible]	[illegible]	[illegible]	1[illegible].1	[illegible]	[illegible]	(x	1	(x	(x	[illegible]	[illegible],1[illegible]1	7[illegible].[illegible]	[illegible]	---	---	---	---	---	---

[illegible]

TABLE 7.—DISTRIBUTION OF SALES BY CLASSES OF CUSTOMERS

TYPE OF OPERATION, KIND OF BUSINESS	All establishments: Number	All establishments: Sales	Total	Class 1: Amount	Class 1: Per cent	Class 1: Number	Class 2: Amount	Class 2: Per cent	Class 2: Number	Class 3: Amount	Class 3: Per cent	Class 3: Number	Class 4: Amount	Class 4: Per cent	Class 4: Number	Class 5: Amount	Class 5: Per cent	Class 5: Number	Class 6: Amount	Class 6: Per cent	Class 6: Number
AGENTS AND BROKERS—Con.																					
[illegible]	[illegible]	[illegible]	[illegible]	[illegible]	[illegible]	[illegible]	[illegible]	[illegible]	[illegible]	[illegible]	[illegible]	[illegible]	[illegible]	[illegible]	[illegible]	(X)	(X)	1	(X)	(X)	[illegible]
[illegible]	[illegible]	[illegible]	[illegible]	[illegible]	[illegible]	[illegible]	[illegible]	[illegible]	[illegible]	[illegible]	[illegible]	[illegible]	[illegible]	[illegible]	[illegible]		---	---	64,322	14.5	[illegible]
[illegible]	[illegible]	[illegible]	[illegible]	[illegible]	[illegible]	[illegible]	[illegible]	[illegible]	[illegible]	[illegible]	[illegible]	[illegible]	[illegible]	75.7	[illegible]	-	---	--	(X)	(X)	1
[illegible]	[illegible]	[illegible]	[illegible]	1,535	[illegible]	[illegible]	[illegible]	(X)	[illegible]	[illegible]	[illegible]	[illegible]	[illegible]	[illegible]	[illegible]	(X)	(X)	1	(X)	(X)	1
[illegible]	[illegible]	[illegible]	[illegible]	12,642	[illegible]	[illegible]	--	-	--	[illegible]	[illegible]	[illegible]	[illegible]	[illegible]	42	-	---	---	154	[illegible]	3
[illegible]	[illegible]	[illegible]	[illegible]	[illegible]	[illegible]	44	[illegible]	(X)	[illegible]	[illegible]	[illegible]	11	[illegible]	[illegible]	10	-	-	--	(X)	(X)	2
[illegible]	[illegible]	[illegible]	[illegible]	[illegible]	[illegible]	[illegible]	(X)	(X)	[illegible]	[illegible]	[illegible]	16	[illegible]	[illegible]	11	(X)	(X)	1	(X)	(X)	1
[illegible]	[illegible]	[illegible]	[illegible]	[illegible]	[illegible]	[illegible]	[illegible]	[illegible]	1	[illegible]	[illegible]	[illegible]	[illegible]	17.4	15	--	---	---	(X)	(X)	2
[illegible]	[illegible]	[illegible]	[illegible]	[illegible]	[illegible]	14	[illegible]	(X)	[illegible]	[illegible]	[illegible]	[illegible]	357	14.2	7	--	--	-	(X)	(X)	1
[illegible]	[illegible]	[illegible]	[illegible]	[illegible]	[illegible]	[illegible]	[illegible]	[illegible]	[illegible]	[illegible]	[illegible]	[illegible]	[illegible]	[illegible]	100	414		4	[illegible]	[illegible]	[illegible]
[illegible]	[illegible]	[illegible]	[illegible]	[illegible]	(X)	4				1,471	[illegible]	4	(X)	(X)	2	--	-	--	-	--	--
[illegible]	[illegible]	[illegible]	[illegible]	[illegible]	[illegible]	[illegible]	[illegible]		[illegible]	[illegible]	[illegible]	[illegible]	[illegible]	[illegible]	[illegible]	[illegible]	[illegible]	[illegible]	[illegible]	[illegible]	[illegible]
[illegible]	[illegible]	[illegible]	[illegible]	[illegible]	[illegible]	[illegible]	[illegible]		3	[illegible]	[illegible]	[illegible]	[illegible]	[illegible]	[illegible]	146	.3	1	[illegible]	[illegible]	27
[illegible]	[illegible]	[illegible]	[illegible]	[illegible]	[illegible]	[illegible]	[illegible]	[illegible]	[illegible]	[illegible]	[illegible]	[illegible]	7,421	[illegible]	[illegible]	--	--	--	[illegible]	1.2	4
[illegible]	[illegible]	[illegible]	[illegible]	[illegible]	[illegible]	1	[illegible]	(X)	[illegible]	1,547	[illegible]	[illegible]	(X)	(X)	[illegible]	--	-	--	(X)	(X)	1
[illegible]	[illegible]	[illegible]	[illegible]	[illegible]	[illegible]	[illegible]	[illegible]	[illegible]	[illegible]	[illegible]	[illegible]	[illegible]	[illegible]	[illegible]	[illegible]	[illegible]	[illegible]	14	[illegible]	[illegible]	46
[illegible]	[illegible]	[illegible]	[illegible]	[illegible]	[illegible]	[illegible]	[illegible]	[illegible]	---	[illegible]	[illegible]	[illegible]	(X)	[illegible]	[illegible]	--	-	--	(X)	(X)	[illegible]
[illegible]	[illegible]	[illegible]	[illegible]	[illegible]	[illegible]	[illegible]	(X)	(X)	[illegible]	[illegible]	[illegible]	[illegible]	[illegible]	[illegible]	[illegible]	(X)	(X)	1	--	---	---
[illegible]	[illegible]	[illegible]	[illegible]	641	[illegible]	4	--	---	--	[illegible]	[illegible]	[illegible]	[illegible]	[illegible]	4	---	---	---	--	---	---
[illegible]	[illegible]	[illegible]	[illegible]	[illegible]	[illegible]	[illegible]	[illegible]	[illegible]	[illegible]	[illegible]	[illegible]	[illegible]	[illegible]	[illegible]	[illegible]	(X)	(X)	[illegible]	(X)	(X)	[illegible]
[illegible]	[illegible]	[illegible]	[illegible]	[illegible]	[illegible]	[illegible]	[illegible]	[illegible]	[illegible]	[illegible]	[illegible]	[illegible]	4,724	[illegible]	[illegible]	--	-	[illegible]	[illegible]	[illegible]	[illegible]
[illegible]	[illegible]	[illegible]	[illegible]	[illegible]	[illegible]	[illegible]	[illegible]	[illegible]	[illegible]	[illegible]	[illegible]	[illegible]	(X)	(X)	[illegible]	(X)	(X)	[illegible]	[illegible]	[illegible]	[illegible]
[illegible]	[illegible]	[illegible]	[illegible]	[illegible]	[illegible]	[illegible]	[illegible]	[illegible]	46	[illegible]	[illegible]	1,472	[illegible]	[illegible]	[illegible]	[illegible]	[illegible]	[illegible]	[illegible]	[illegible]	[illegible]
[illegible]	[illegible]	[illegible]	[illegible]	[illegible]	[illegible]	21	[illegible]	(X)	[illegible]	[illegible]	[illegible]	[illegible]	[illegible]	[illegible]	[illegible]	(X)	[illegible]	4	[illegible]	[illegible]	4
[illegible]	[illegible]	[illegible]	[illegible]	[illegible]	[illegible]	[illegible]	[illegible]	[illegible]	[illegible]	[illegible]	[illegible]	[illegible]	[illegible]	[illegible]	24	(X)	(X)	1	[illegible]	[illegible]	4
[illegible]	[illegible]	[illegible]	[illegible]	[illegible]	[illegible]	14	[illegible]	[illegible]	[illegible]	[illegible]	[illegible]	[illegible]	[illegible]	[illegible]	[illegible]	[illegible]	[illegible]	[illegible]	[illegible]	[illegible]	[illegible]
[illegible]	[illegible]	[illegible]	[illegible]	[illegible]	[illegible]	43	[illegible]	[illegible]	11	[illegible]	[illegible]	[illegible]	[illegible]	[illegible]	[illegible]	[illegible]	[illegible]	[illegible]	[illegible]	[illegible]	[illegible]
[illegible]	[illegible]	[illegible]	[illegible]	[illegible]	[illegible]	[illegible]	[illegible]	[illegible]	[illegible]	[illegible]	[illegible]	[illegible]	[illegible]	[illegible]	[illegible]	(X)	(X)	1	[illegible]	[illegible]	[illegible]
[illegible]	[illegible]	[illegible]	[illegible]	[illegible]	(X)	[illegible]	-	-	--	[illegible]	[illegible]	[illegible]	[illegible]	[illegible]	[illegible]	-	-		(X)	(X)	[illegible]
[illegible]	[illegible]	[illegible]	[illegible]	[illegible]	[illegible]	[illegible]	[illegible]	(X)	[illegible]	[illegible]	[illegible]	[illegible]	[illegible]	[illegible]		-			(X)	(X)	[illegible]
[illegible]	[illegible]	[illegible]	[illegible]	[illegible]	[illegible]	[illegible]	[illegible]	[illegible]	[illegible]	[illegible]	[illegible]	[illegible]	[illegible]	[illegible]		[illegible]	[illegible]		[illegible]	[illegible]	[illegible]

UNITED STATES SUMMARY

TABLE 7.—DISTRIBUTION OF SALES BY CLASSES OF CUSTOMERS

[Type of Operation or Kind of Business Classified]

Type of operation, kind of business	All establishments*			[illegible]																			
	Number	Total sales (Mil. dol.)	Total sales (Mil. dol.)	Sales to consumers (Mil. dol.)	Percent of total sales	Number of establishments selling to consumers**	Sales to other establishments (Mil. dol.)	Percent of total sales	Number	[illegible]	[illegible]	[illegible]	[illegible]	[illegible]	[illegible]	[illegible]	[illegible]	[illegible]	[illegible]	[illegible]	[illegible]	[illegible]	[illegible]
	WOMEN AND BROILERS—Con.																						
[illegible] equipment and supplies																							
Plumbing and heating, general line	23	30,[illegible]	32,620	255	0.1	[illegible]			-	34[illegible]	[illegible]	[illegible]	[illegible]										
Heating, including stoves and ranges	232	17,847	18,7[illegible]	5,267	31.2	94	[illegible]	[illegible]	1[illegible]	[illegible]	4[illegible]	[illegible]	[illegible]										
Plumbing fixtures, equipment, and supplies	116	21,356	21,[illegible]	1,2[illegible]	6.4	2[illegible]	-	--	-	1,[illegible]	[illegible]	[illegible]	[illegible]										
All other	142	11,3[illegible]	11,3[illegible]	639	6.5	-	(x)	[illegible]	[illegible]	[illegible]	[illegible]	[illegible]	[illegible]										
Tobacco and tobacco products, retail	2	[illegible]	1[illegible],905	(x	(x)	1	-			[illegible]	[illegible]	[illegible]	[illegible]										
Water carriers	1[illegible]	74,1[illegible]	66,198	(x	(x	-	(x)	(x	-	[illegible]	[illegible]	[illegible]	[illegible]										
All other products:																							
Shoes, [illegible] and rubber parts	75	[illegible],396	10,11[illegible]	[illegible]	[illegible]	43	334	.3	5	[illegible]	[illegible]	[illegible]	[illegible]										
Flower [illegible] not [illegible]	58	9,348	9,1[illegible]	[illegible]	[illegible]	[illegible]	-	-		[illegible]	[illegible]	[illegible]	[illegible]										
Forest products except lumber	84	[illegible],[illegible]	12,[illegible]	[illegible]	[illegible]	7	(x)	(x)	1	[illegible]	[illegible]	[illegible]	[illegible]										
Jewelry and [illegible]	168	200,303	197,357	[illegible]	1.[illegible]	[illegible]	(x)	(x)	5	[illegible]	[illegible]	[illegible]	[illegible]										
Leather and [illegible]	144	74,462	69,[illegible]	[illegible]	[illegible]	[illegible]	[illegible]	(x)	1	[illegible]	[illegible]	[illegible]	[illegible]										
Leather goods	17	[illegible],548	[illegible],344	[illegible]	[illegible]	4[illegible]	[illegible]	[illegible]	[illegible]	[illegible]	[illegible]	[illegible]	[illegible]										
Oils and greases [illegible] and vegetable	8[illegible]	1[illegible],361	168,7[illegible]	[illegible]	[illegible]	[illegible]	[illegible]	(x	1	1[illegible]	[illegible]	[illegible]	[illegible]										
Textiles and [illegible]	[illegible]	[illegible]	[illegible]	[illegible]	[illegible]	[illegible]	[illegible]	[illegible]	[illegible]	[illegible]	[illegible]	[illegible]	[illegible]										
Rubber [illegible] than dry goods	4[illegible]	91,519	89,0[illegible]	[illegible]	[illegible]	[illegible]	(x	(x)	2	42,6[illegible]	54.	[illegible]	[illegible]										
Miscellaneous kinds of business[illegible]	[illegible]	353,417	342,691	[illegible]	[illegible]	[illegible]	[illegible]	(x)	11	294,939	86.1	[illegible]	[illegible]										
	ASSEMBLERS (Mainly farm products)																						
Farm products--raw materials:																							
Cotton	1,429	29[illegible],91[illegible]	264,863	4,396	1.7	62	[illegible],714	1.0	114	1[illegible],[illegible]	47.[illegible]	[illegible]	[illegible]										
Grains	2,425	739,424	641,229	38,946	6.1	1,104	9[illegible],727	15.4	5,707	152,41[illegible]	[illegible]	[illegible]	[illegible]										
Hides, skins, and raw furs	32[illegible]	12,[illegible]	10,371	408	3.9	2[illegible]	37	.3	11	[illegible],4[illegible]	[illegible]	[illegible]	[illegible]										
Horses and mules	13[illegible]	[illegible],52[illegible]	[illegible],029	3,29[illegible]	54.6	54	748	19.1	52	x	(x	[illegible]	[illegible]										
Livestock	[illegible]	3[illegible],4[illegible]	443,32[illegible]	1[illegible],824	3.[illegible]	53[illegible]	[illegible],919	[illegible]	76[illegible]	[illegible],7[illegible]	3[illegible].6	[illegible]	[illegible]										
Tobacco (leaf)	2[illegible]	132,0[illegible]	109,367	(x	(x)	2	(x)	(x)	2	[illegible],1[illegible]	4[illegible].6	[illegible]	[illegible]										
Wool and mohair	[illegible]	49,647	46,461	1,215	2.6	11	(x)	(x)	40	2[illegible],9[illegible]	[illegible].4	[illegible]	[illegible]										
All other	4[illegible]	[illegible],0[illegible]	[illegible],212	4,362	7.4	83	4,376	7.4	1[illegible]	[illegible],9[illegible]	3[illegible].7	[illegible]	[illegible]										
Farm products--consumer goods:																							
Dairy products	[illegible]	[illegible]	[illegible],1[illegible]	142,8[illegible]	52.5	383	4,889	1.8	307	[illegible],14[illegible]	11.4	[illegible]	[illegible]										
Dairy and poultry products	3,182	36,[illegible]	[illegible]	16,[illegible]	12.1	625	7,529	6.[illegible]	1,206	1[illegible]	1[illegible]	[illegible]	[illegible]										
Poultry and poultry products	[illegible]	[illegible],774	[illegible],448	[illegible],827	29.[illegible]	921	[illegible],604	4.[illegible]	769	[illegible],3[illegible]	3.[illegible]	[illegible]	[illegible]										
Fruits and vegetables (fresh)	[illegible],720	[illegible]	1[illegible],9[illegible]	23,[illegible]	20.[illegible]	523	[illegible],173	[illegible]	246	[illegible],[illegible]	[illegible].4	[illegible]	[illegible]										
Fresh fruits only	1,[illegible]	[illegible]	[illegible],1[illegible]	23,31[illegible]	9.[illegible]	277	4,888	[illegible]	11[illegible]	1[illegible],43[illegible]	[illegible]	[illegible]	[illegible]										
All other	6[illegible]	[illegible]	[illegible],777	1,3[illegible]	24.1	1[illegible]	86[illegible]	1[illegible]	[illegible]	[illegible]	[illegible]	[illegible]	[illegible]										
Farm supplies:																							
Feed	164	10,65[illegible]	[illegible]	2,81[illegible]	3[illegible].7	93	1,81[illegible]	2[illegible]	9[illegible]	1,662	1[illegible]	[illegible]	[illegible]										
Seeds	17[illegible]	12,34[illegible]	10,922	2,96[illegible]	23.[illegible]	66	987	7.[illegible]	7[illegible]	(x	(x	[illegible]	[illegible]										
All other	34[illegible]	11,2[illegible]	[illegible]	4,9[illegible]	47.4	62	1,947	18.7	68	1,59[illegible]	11.2	41	[illegible]										
Groceries and foods (specialty lines):																							
Fish and sea foods	58[illegible]	[illegible],3[illegible]	39,18[illegible]	11,44[illegible]	29.2	27[illegible]	214	.7	45	72[illegible]	[illegible]	[illegible]	[illegible]										
Other food and grocery specialties	25[illegible]	[illegible],47	20,4[illegible]	[illegible]	[illegible]	68	32[illegible]	.[illegible]	27	3,[illegible]	[illegible]	[illegible]	[illegible]										
All other products	[illegible]	[illegible]	[illegible],317	3[illegible]	1.[illegible]	[illegible]	(x)	(x)	3	1,34[illegible]	[illegible]	[illegible]	[illegible]										

* Including those from which no analysis of sales by classes of customers was obtained. ** Many establishments sell to more than one class of customer, [illegible] cannot be added to obtain the total. x Withheld to avoid disclosure. 1 Total sales include taxes while sales analyzed are net tax. 2 [illegible] "Sales to retailers" [illegible] export sales to buyers in foreign countries" included in "sales to retailers for resale." 3 Data for "Sales to household consumers" [illegible] 4 [illegible] Includes coal and coke. 6 Analysis not given as classification includes miscellaneous kinds of business. 7 Includes [illegible]

TABLE 7A.—SALES TAXES AND SALES THROUGH AGENTS, BROKERS, AND COMMISSION MERCHANTS

UNITED STATES SUMMARY

SERVICE AND LIMITED-FUNCTION WHOLESALERS

[illegible]	[illegible]	[illegible]	[illegible]	[illegible]	[illegible]	[illegible]	$2,713,277	[illegible]
[illegible]	[illegible]	[illegible]	[illegible]	[illegible]	747		11,59[illegible]	3,577
[illegible]	[illegible]	5,219	4	[illegible]				
[illegible]	[illegible]	[illegible]	[illegible]	5,361	[illegible]	[illegible]	[illegible]	92
[illegible]	[illegible]	[illegible]	21	[illegible]	[illegible]			
[illegible]	[illegible]	[illegible]	[illegible]	[illegible]	[illegible]	7		
[illegible]	[illegible]	[illegible]	[illegible]	[illegible]	[illegible]	14	1,575	[illegible]
[illegible]	[illegible]	[illegible]	[illegible]	[illegible]			[illegible]	[illegible]
[illegible]	[illegible]	[illegible]	10	[illegible]	[illegible]		[illegible]	
[illegible]	[illegible]	[illegible]	[illegible]	410,861	[illegible]	[illegible]	44,242	[illegible]
[illegible]		1,324,214	[illegible]	[illegible]	[illegible]		[illegible]	3,681
[illegible]	[illegible]	[illegible]		[illegible]	[illegible]			
[illegible]	[illegible]	[illegible]		[illegible]	[illegible]		[illegible]	[illegible]
[illegible]	[illegible]	[illegible]	[illegible]	[illegible]	[illegible]	[illegible]	[illegible]	[illegible]
[illegible]	[illegible]	[illegible]	75	[illegible]	[illegible]			[illegible]
[illegible]	[illegible]	[illegible]	[illegible]	[illegible]	[illegible]	[illegible]	[illegible]	[illegible]
[illegible]	[illegible]	[illegible]	415	[illegible]	[illegible]		[illegible]	[illegible]
[illegible]	[illegible]	[illegible]		[illegible]	[illegible]		[illegible]	[illegible]
Chemicals [illegible]	[illegible]	[illegible]	[illegible]	[illegible]	[illegible]	104	[illegible]	[illegible]
Dyestuffs	[illegible]	[illegible]	[illegible]	[illegible]			[illegible]	[illegible]
Explosives	[illegible]	[illegible]		(x)		1		
Industrial chemicals	[illegible]	[illegible]	[illegible]	[illegible]	[illegible]	[illegible]	22,778	9,82[illegible]
Naval stores	29	[illegible]	4	2,1[illegible]	[illegible]	[illegible]	[illegible]	[illegible]
Paint and varnish	[illegible]	[illegible]	[illegible]	10,257	[illegible]	[illegible]	[illegible]	[illegible]
Paints with [illegible]	[illegible]	[illegible]	98	[illegible]	[illegible]	[illegible]	[illegible]	[illegible]
All other	[illegible]	[illegible]	[illegible]	[illegible]	146	[illegible]	[illegible]	2,091
Clothing and furnishings	4,[illegible]	700,501	[illegible]	3[illegible]	[illegible]	[illegible]	78,826	[illegible]
Clothing and furnishings (general line)	440	64,127	[illegible]	[illegible]	45	[illegible]	[illegible]	1,348
Men's and boys'	1,16[illegible]	[illegible]	[illegible]	[illegible],951	1[illegible]	[illegible]	[illegible]	[illegible]
Women's and children's	1,110	225,046	[illegible]	7,382	[illegible]	100	[illegible]	[illegible]
Furs, dressed, and fur clothing	501	63,925	13	7,375	64	[illegible]	[illegible]	1,421
Millinery and millinery supplies	47[illegible]	[illegible]	[illegible]	[illegible]	4	46	11,964	2,47[illegible]
Shoes and other footwear	40[illegible]	[illegible]	10	[illegible]	[illegible]	[illegible]	7,071	[illegible]
Coal and coke	919	[illegible]	74	34,570	344	[illegible]	91,401	[illegible]
Drugs (general line)	[illegible]	[illegible]	[illegible]	11[illegible],398	[illegible]	[illegible]	[illegible]	[illegible]
Service wholesalers (without liquor)	[illegible]	[illegible]	44	7[illegible],294	[illegible]	[illegible]	(x)	[illegible]
Service wholesalers (with liquor)	4[illegible]	72,329	19	(x)	[illegible]	1	(x)	(x)
Cooperatives and voluntary groups	[illegible]	[illegible]	2	(x)	32	[illegible]	(x)	(x)
Drugs and drug sundries (specialty lines)	1,[illegible]	[illegible]	[illegible]	[illegible]	167	[illegible]	[illegible]	4,909
Proprietary medicines	422	[illegible]	11	2,341	15	[illegible]	[illegible]	[illegible]
Toiletries	38[illegible]	49,245	3[illegible]	9,014	[illegible]	[illegible]	[illegible]	1,188
Drug specialties and sundries	[illegible]	[illegible]	1[illegible]	3,900	[illegible]	[illegible]	3,587	1,052
Dry goods (general line)	[illegible]	206,983	18	58,331	[illegible]	[illegible]	[illegible]	[illegible]
Dry goods (specialty lines)	3,[illegible]	981,468	63	25,158	[illegible]	[illegible]	162,491	[illegible]
Hosiery and lingerie	42[illegible]	86,204	1[illegible]	2,096	21	27	[illegible]	6,62[illegible]
Notions	973	113,874	1[illegible]	3,[illegible]	24	[illegible]	[illegible]	2,742
Piece goods:								
General line	54	1[illegible],493	[illegible]	4,581	27[illegible]	4	4,712	[illegible]
Cotton	519	237,647	1[illegible]	5,802	[illegible]	[illegible]	55,347	[illegible]
Silk, linen, rayon, and velvet	801	301,044	1[illegible]	2,696	[illegible]	76	49,082	[illegible]
Woolen and worsted	366	97,261	[illegible]	98[illegible]	[illegible]	[illegible]	7,627	2,464
Other	407	89,398	1[illegible]	4,275	[illegible]	[illegible]	24,313	[illegible]
Other dry goods specialties	333	[illegible]	[illegible]	1,109	[illegible]	9	2,078	[illegible]
Electrical goods	3,072	7[illegible],024	467	257,166	[illegible]	99	[illegible]	[illegible]
Electrical merchandise (general line)	455	[illegible]	1[illegible]	9[illegible],021	[illegible]	[illegible]	[illegible]	[illegible]
Apparatus and equipment	207	24,214	25	9,092	57	[illegible]	[illegible]	[illegible]
Wiring supplies and construction materials	[illegible]	[illegible]	176	40,187	456	4[illegible]	6,360	1,774
Radios and equipment	[illegible]	[illegible]	[illegible]	3[illegible]	[illegible]	[illegible]	3,347	[illegible]
Refrigerators and equipment (household)	[illegible]	118,018	[illegible]	64,811	[illegible]	[illegible]	[illegible]	[illegible]
All other	[illegible]	[illegible]	[illegible]	13,786	[illegible]	[illegible]	(x)	(x)
Farm products—raw materials	[illegible]	1,628,706	36	1[illegible],933	[illegible]	429	[illegible]	[illegible]
Cotton	[illegible]	408,574	2	(x)	1	67	[illegible]	[illegible]
Grains	39[illegible]	522,447	[illegible]	[illegible]	[illegible]	[illegible]	[illegible]	[illegible]
Hides, skins, and raw furs	[illegible]	[illegible]	[illegible]	(x)	[illegible]	[illegible]	81,369	17,817
Horses and mules	[illegible]	7,078	[illegible]	[illegible]	17	1	(x)	[illegible]
Livestock	[illegible]	[illegible]	[illegible]	(x)	[illegible]	[illegible]	(x)	[illegible]
Silk, raw	[illegible]	81,006	-	-	-	[illegible]	34,274	[illegible]
Tobacco (leaf)	[illegible]	[illegible]	[illegible]	(x)	4	[illegible]	[illegible]	6,144
Wool and mohair	16[illegible]	1[illegible],242	2	(x)	12	46	80,296	[illegible]
All other	267	126,692	[illegible]	4,[illegible]	46	[illegible]	[illegible]	[illegible]
Farm products—consumer goods	10,945	2,110,766	224	[illegible]	764	[illegible]	16[illegible]	[illegible]
Dairy products	[illegible]	485,198	[illegible]	30,488	[illegible]	[illegible]	[illegible]	[illegible]
Dairy and poultry products	[illegible]	[illegible]	[illegible]	[illegible]	[illegible]	[illegible]	[illegible]	[illegible]
Poultry and poultry products	1,635	24[illegible]	[illegible]	[illegible],482	[illegible]	[illegible]	[illegible]	4,833
Fruits and vegetables (fresh)	[illegible],449	[illegible]	[illegible]	12,480	[illegible]	1[illegible]	63,618	17,148
Fresh fruits only	9[illegible]	146,965	[illegible]	(x)	[illegible]	[illegible]	6,555	[illegible]
All other	[illegible]	[illegible]	[illegible]	(x)	[illegible]	-	[illegible]	-

For footnotes, see end of table.

TABLE 7A.—SALES TAXES, AND SALES THROUGH AGENTS, BROKERS, AND COMMISSION MERCHANTS

UNITED STATES SUMMARY

EXPENSE OF OPERATION BY KINDS OF BUSINESS—Continued

Type of operation by kind of business	All establishments		Establishments reporting sales taxes			Establishments reporting sales through agents, brokers, and commission merchants		
	Number of establishments	Net sales (add 000)	Number of establishments	Net sales (add 000)	Amount of sales taxes (add 000)	Number of establishments	Net sales (add 000)	Sales through agents, brokers, and commission merchants (add 000)
	SERVICE AND LIMITED-FUNCTION WHOLESALERS—Con.							
Farm supplies	1,477	$333,844	85	$31,143	$244	98	$60,843	$24,759
Feed	782	130,199	45	10,366	93	32	16,101	3,992
Fertilizer	99	37,827	1	(x)	1	9	17,033	15,031
Seeds	416	121,419	28	(x)	82	43	22,433	3,066
All other	181	64,399	11	11,682	68	14	5,276	2,670
Furniture and house furnishings	2,214	373,464	165	47,796	541	181	29,799	10,554
China, glassware, and crockery	330	36,777	22	4,948	85	54	7,730	3,569
Floor coverings	487	149,864	34	18,306	152	30	7,432	1,584
Furniture (general line)	49	10,476	6	1,446	20	---	---	---
Furniture (household)	338	47,660	47	11,791	117	36	4,822	2,451
Furniture (office)	51	3,052	5	1,286	13	4	99	51
House furnishings (except as specified)	827	108,017	41	7,718	136	54	9,206	2,707
Musical instruments and sheet music	132	19,896	10	2,507	18	3	510	192
Groceries (general line)	3,942	2,185,736	502	408,000	5,174	118	111,448	41,754
Not sponsoring cooperative or voluntary groups	2,786	1,310,164	398	260,717	3,286	66	56,998	26,875
Voluntary group wholesalers	626	658,233	87	134,034	1,778	28	50,101	14,255
Retailer-cooperative warehouses	136	154,651	19	12,112	95	4	4,349	624
Cash-and-carry depots	382	62,668	4	1,137	15	-	---	---
Groceries and foods (specialty lines)	12,045	1,892,033	319	78,829	1,721	645	275,438	99,351
Breakfast cereals	34	22,078	1	(x)	2	---	---	---
Canned foods	430	111,837	15	5,030	200	51	16,961	7,359
Coffee, tea, and spices	703	173,980	14	1,757	34	61	47,358	22,541
Coffee roasting and spice grinding	306	136,988	5	1,206	12	22	12,014	3,560
Confectionery	2,089	154,682	39	5,252	305	64	(x)	3,294
Fish and sea foods	1,182	131,248	15	2,671	38	108	26,429	6,233
Flour	302	45,830	5	(x)	9	9	5,889	1,440
Fruits and vegetables (fresh)	32	8,447	1	(x)	1	1	(x)	22
Meats and provisions	2,152	519,593	104	22,541	406	45	28,346	6,054
Other food and grocery specialties	4,394	609,685	120	39,329	714	284	130,989	48,868
Hardware	1,343	592,806	227	206,624	1,534	50	18,213	2,692
General line (with industrial department)	409	396,746	117	164,240	1,125	9	11,374	1,406
General line (without industrial department)	363	142,794	54	32,146	229	6	2,150	209
Specialty lines	571	53,466	56	10,238	180	35	4,689	1,077
Jewelry	1,805	234,054	72	19,992	495	79	12,958	3,894
Jewelry (general line)	195	68,312	23	10,120	372	13	4,053	1,212
Clocks and watches	176	44,653	2	(x)	9	5	451	195
Diamonds and other precious stones	427	46,873	13	(x)	42	29	4,586	728
All other	1,005	80,216	34	6,525	72	32	3,868	1,759
Lumber and construction materials	3,303	834,392	370	129,744	2,169	243	121,547	35,005
Builders' supplies (general line)	169	67,773	34	12,931	198	6	2,290	544
Lumber	1,236	378,222	103	34,162	397	161	100,501	28,652
Lumber and millwork	154	50,376	24	6,198	393	7	3,054	974
Millwork	206	59,012	23	6,965	99	12	2,046	735
Brick, tile, and terra cotta	145	18,700	25	6,050	200	11	3,475	2,643
Cement, lime, and plaster	102	22,832	13	8,248	56	4	1,237	187
Glass	282	32,143	---	---	---	11	2,038	216
All other	915	175,634	148	55,190	826	32	6,906	1,054
Machinery--equipment—supplies	9,743	1,281,682	1,431	331,432	5,754	411	95,068	27,434
Commercial equipment and supplies:								
Office machines and equipment	216	22,291	27	2,681	47	15	1,643	946
Restaurant and hotel supply houses	438	42,298	62	12,473	282	9	1,199	254
Garage and filling station equipment	169	9,877	22	2,012	44	5	645	470
Soda fountain equipment and supplies	29	1,846	3	273	3	3	389	380
Store machines	49	2,961	8	1,098	21	1	(x)	2
Store fixtures and equipment	401	20,790	42	4,236	94	8	880	219
All other	341	30,759	56	8,783	173	16	1,561	732
Farm and dairy:								
Dairy equipment	126	19,705	15	4,678	26	4	2,099	124
Farm implements	21	2,965	2	(x)	2	1	(x)	(x)
Farm machinery and equipment	149	45,725	25	4,445	25	8	3,052	2,651
Industrial machinery, equipment, and supplies:								
Industrial (general line)	1[illegible]	70,267	33	29,096	217	4	3,322	241
Machinery, crane, and packing	221	18,837	22	3,328	30	5	1,163	340
Construction (except road building)	127	23,943	31	9,512	234	6	1,184	161
Pipe fitting	[illegible]	[illegible]	54	23,187	[illegible]	12	4,173	487
Machine tools	1[illegible]	27,699	13	4,361	[illegible]	9	1,015	175
Mining and oil supplies	415	99,851	[illegible]	22,696	[illegible]	13	[illegible]	623
Oil well supply houses	896	[illegible]	[illegible]	69,673	1,075	12	3,416	1,110
Power transmission and power transmission	[illegible]	[illegible]	13	3,541	12	3	210	85
Printing and lithographing (except paper)	[illegible]	[illegible]	22	4,555	104	12	719	76
Rope, cordage, and twine	58	7,344	6	1,736	3	10	4,5[illegible]	1,496
Textile	84	10,359	6	1,740	11	4	1,2[illegible]	363
Used machinery and equipment	2[illegible]	[illegible]	24	2,678	61	19	1,344	343
All other	1,[illegible]	[illegible]	178	31,709	3[illegible]	90	1[illegible]	3,829
Professional equipment and supplies:								
Dental supply houses	33	[illegible]	[illegible]	4,[illegible]	148	1	(x)	(x)
Hospital supply houses	94	[illegible]	7	342	21	7	1,130	176
School equipment and supplies	13[illegible]	22,271	28	6,604	1[illegible]	14	2,941	1,031
Surgical, medical, and hospital	2[illegible]	[illegible]	[illegible]	1,[illegible]	271	11	76[illegible]	247
All other	1[illegible]	[illegible]	1[illegible]	3,883	[illegible]	3	21[illegible]	55
Service equipment and supplies:								
Barber and beauty supply houses	[illegible]	[illegible]	124	[illegible]	373	15	[illegible]	275
Laundry and dry cleaning	[illegible]	[illegible]	29	[illegible]	94	29	4,894	2,618
Taxicab supplies	64	2,909	[illegible]	38[illegible]	[illegible]	1	(x)	5
Undertakers' supplies	1[illegible]	[illegible]	[illegible]	[illegible]	[illegible]	2	(x)	10
Upholsterers' supplies	210	29,717	18[illegible]	5,602	79	10	1,390	552
All other	[illegible]	35,608	5[illegible]	[illegible]	73	22	1,771	408

For footnotes, see end of table.

TABLE 7A.—SALES TAXES, AND SALES THROUGH AGENTS, BROKERS, AND COMMISSION MERCHANTS

TYPE OF OPERATION BY KINDS OF BUSINESS—Continued

UNITED STATES SUMMARY

TYPE OF OPERATION KIND OF BUSINESS	ALL ESTABLISHMENTS		ESTABLISHMENTS REPORTING SALES TAXES			ESTABLISHMENTS REPORTING ALL PURCHASES THROUGH AGENTS, BROKERS, AND COMMISSION MERCHANTS		
	Number of establishments	Net sales (add 000)	Number of stabilized bases	Net sales (add 000)	Amount of sales taxes (add 000)	Number of establishments	Net sales (add 000)	Sales through agents, brokers, and commission merchants (add 000)
SERVICE AND LIMITED-FUNCTION WHOLESALERS—Con.								
Machinery—equipment—supplies—Con.								
Transportation equipment and supplies:								
Aircraft and aeronautical	13	$18,359	1	(x)	2	-	x	(x)
Railroad	68	25,650	10	$2,473	$10	[illegible]	$9,914	$2,[illegible]
Marine	149	21,029	35	8,957	100	9	[illegible]	3[illegible]
Other	14	966	2	(x)	4			
Metals and metal work (except scrap)	1,017	415,975	153	59,079	313	73	171,[illegible]	[illegible],71[illegible]
Building metal work	13	13,249	16	1,909	42	[illegible]	[illegible]	[illegible]
Iron and steel products (general line)	96	139,442	27	17,341	325	[illegible]	64,029	[illegible]
Iron and steel products (semi-finished)	63	15,337	12	1,903	30	[illegible]	[illegible]	1,27[illegible]
Iron and steel products (flat)	224	73,340	30	9,917	177	16	[illegible]	[illegible]
Wire and wire products	65	7,147	5	320	5	3	584	[illegible]
Iron and steel finished products (N.S.C.)	29	19,833	52	16,245	159	24	[illegible]	573
Copper	38	49,545	7	3,344	54	4	[illegible]	[illegible]
All other	128	161,990	7	5,398	21	2	[illegible]	12
Paper and its products	2,988	574,973	33[illegible]	13[illegible],445	1,457	126	[illegible]	[illegible]
Wrapping or coarse paper and products	1,284	297,438	15[illegible]	[illegible]	[illegible]	[illegible]	[illegible]	4,980
Printing and writing papers	427	21,201	67	[illegible]	431	14	5,594	[illegible]
Stationery and stationery supplies	511	46,151	50	9,129	200	41	[illegible]	1,496
Wallpaper	281	20,723	55	4,519	146	12	1,[illegible]	[illegible]
Petroleum and its products	1,278	196,734	21[illegible]	47,447	4,465	[illegible]	[illegible]	1,327
Plumbing and heating equipment and supplies	2,228	379,975	352	[illegible]	1,91[illegible]	71	11,14[illegible]	4,877
Plumbing and heating (general line)	678	158,102	110	4,[illegible]	[illegible]	12	[illegible]	[illegible]
Heating (including stoves and ranges)	360	30,259	42	6,134	155	28	[illegible]	524
Plumbing fixtures, equipment, and supplies	907	134,095	176	32,544	525	27	4,359	2,[illegible]
All other	283	24,720	24	4,649	48	4	[illegible]	[illegible]
Tobacco and products (except leaf)	2,717	1,106,215	469	290,936	19,896	[illegible]	22,474	10,498
Waste materials	6,059	656,000	111	30,389	373	687	121,885	[illegible]
Iron and steel scrap	1,869	334,136	50	17,7[illegible]	21[illegible]	353	[illegible]	38,[illegible]
Junk and scrap (general line)	1,863	83,231	22	9,144	81	196	18,611	[illegible]
Waste paper, rags, and rubber	1,128	135,838	20	3,242	53	82	16,917	[illegible]
Non-ferrous metals	395	50,137	4	123	6	46	14,015	[illegible]
All other	774	43,[illegible]	6	268	16	[illegible]	10,756	[illegible]
All other products	5,431	1,387,607	20[illegible]	11[illegible]	3,045	317	[illegible]	[illegible]
Books, periodicals, and newspaper	[illegible]	[illegible]	2	11,389	94	31	[illegible]	1,3[illegible]
Flowers and nursery stock	734	42,[illegible]	[illegible]	[illegible]	45	39	1,581	[illegible]
Forest products (except lumber)	534	49,794	12	[illegible]	13	36	[illegible]	[illegible]
General merchandise	15[illegible]	[illegible]	25	84,13[illegible]	2,415	13	233,[illegible]	47,716
Leather and shoe findings	[illegible]	11,[illegible]	37	4,655	145	[illegible]	21,494	[illegible]
Leather goods	148	15,678	13	1,716	1[illegible]	2	246	[illegible]
Oils and greases (animal and vegetable	87	[illegible]	[illegible]	1[illegible],[illegible]	[illegible]	23	32,971	[illegible]
Optical goods	[illegible]	42,317	37	4,588	57	1	[illegible]	[illegible]
Textiles and materials (other than dry goods	3[illegible]	51,[illegible]	[illegible]	[illegible]	2[illegible]	[illegible]	12,147	2,528
Yarns	141	73,797	1	(x)	1	16	11,009	[illegible]
Miscellaneous kinds of business	[illegible]	41,[illegible]	32	[illegible]	143	39	[illegible]	9,117
MANUFACTURERS' SALES BRANCHES (With stocks)								
MANUFACTURERS' SALES BRANCHES (With stocks	12,[illegible]	[illegible]	1,562	1,[illegible],444	44,742	767	[illegible]	[illegible]
Amusement and sporting goods	398	270,825	[illegible]	44,185	388	[illegible]	[illegible]	[illegible]
Cameras and photographic supplies	[illegible]	69,090	[illegible]	14,[illegible]	127	[illegible]		
Motion picture film exchanges	279	17[illegible]	[illegible]	[illegible]	166	[illegible]	[illegible]	[illegible]
Sporting goods	[illegible]	11,468	9	5,479	[illegible]	[illegible]	[illegible]	[illegible]
All other	32	13,757	14	[illegible]	81	[illegible]		[illegible]
Automotive	937	725,709	237	352,437	7,200	19	[illegible]	(x)
Automobiles, trucks, and tractors	3[illegible]	457,511	[illegible]	[illegible]	[illegible]	[illegible]	(x)	[illegible]
Automotive accessories, equipment, and parts	24[illegible]	52,717	[illegible]	15,044	346	18	[illegible]	[illegible]
Tires and tubes	[illegible]	[illegible]	[illegible]	73,577	[illegible]			
Beer, wines, and liquors	409	[illegible]	[illegible]	[illegible]	[illegible]	[illegible]	[illegible]	9,476
Beer and ale	[illegible]	[illegible]	[illegible]	[illegible]	[illegible]	3	3,263	[illegible]
Wines and liquors	[illegible]	192,678	[illegible]	38,[illegible]	4,[illegible]	11	11,097	[illegible]
Chemicals and paints	[illegible]	[illegible]	[illegible]	196,079	7,629	71	154,397	[illegible]
Dyestuffs	[illegible]	[illegible]	[illegible]	[illegible]	[illegible]	[illegible]	[illegible]	[illegible]
Explosives	[illegible]	[illegible]	13	[illegible]	70	[illegible]	[illegible]	[illegible]
Industrial chemicals	[illegible]	[illegible]	[illegible]	[illegible]	7,059	[illegible]	[illegible]	[illegible]
Paints and varnishes	[illegible]	153,531	45	45,379	171	[illegible]	37,916	[illegible]
Paints with glass and/or wallpaper	[illegible]	[illegible]	[illegible]	[illegible]	[illegible]	[illegible]	[illegible]	[illegible]
All other	[illegible]	77,214	19	18,665	187	11	[illegible]	[illegible]
Clothing and furnishings	[illegible]	[illegible]	[illegible]	[illegible]	[illegible]	[illegible]	[illegible]	[illegible]
Men's and boys'	[illegible]	124,214	[illegible]	[illegible]	[illegible]	11	[illegible]	[illegible]
Women's and children's	[illegible]	[illegible]	[illegible]	[illegible]	[illegible]	[illegible]	[illegible]	[illegible]
Shoes and other footwear	[illegible]	[illegible]	1	(x)	[illegible]	[illegible]	[illegible]	[illegible]
All other	11	4,140	1	(x)	[illegible]	[illegible]		[illegible]
Coal and coke		6,461	[illegible]	[illegible]	[illegible]	[illegible]	(x)	[illegible]
Drugs and drug sundries	237	[illegible]	45	[illegible]	[illegible]	32	[illegible]	[illegible]

[illegible] footer, see end of table.

TABLE 7A. SALES TAXES, AND SALES THROUGH AGENTS, BROKERS, AND COMMISSION MERCHANTS

UNITED STATES SUMMARY

[illegible] by Kinds of Business: [illegible]

[illegible]	[illegible]	ESTABLISHMENTS [illegible] SALES TAX			ESTABLISHMENTS REPORTING SALES THROUGH AGENTS, BROKERS, AND COMMISSION MERCHANTS		
	Number of establishments	Net sales	Number of establishments	Net sales	Amount of sales tax	Number of establishments	Net sales	Net sales through agents, brokers, and commission merchants
				MANUFACTURERS' SALES BRANCHES (With stocks)—Con.				
Dry goods, apparel, [illegible]	[illegible]	$[illegible]	5	$13,636	$13	36	$62,140	$11,688
Hosiery and lingerie	32	28,895	-	(x)	2	3	1,577	145
Jewelry	[illegible]	36,997	1	(x)	4	13	5,027	994
Piece goods:								
Silk	1	52,780	1	(x)	2	2	(x)	3,570
Wool, linen, ragrug, and velvet	[illegible]	57,883		- -	---	10	14,671	1,446
Cotton and mixed	[illegible]	15,978	---	---	---	4	11,366	4,514
Other	[illegible]	4,082	1	(x)	3	1	(x)	8
Other dry goods specialties	19	13,497	1	(x)	2	2	(x)	1,011
Electrical goods	395	643,067	50	205,242	1,919	85	256,225	52,143
Apparatus and equipment	322	544,448	34	196,043	1,728	45	196,418	15,844
Wiring supplies and electrical materials	[illegible]	75,273	4	1,099	17	26	56,351	35,776
Radio and equipment	[illegible]	5,529	4	2,284	26	4	1,235	424
Refrigerators and equipment	[illegible]	3,320	3	4,980	36	7	2,241	99
All other	36	9,309	3	940	9	---	---	---
Farm products--consumer goods	61	199,200	7	(x)	39	8	6,786	2,517
Farm supplies	1[illegible]	32,472	19	13,668	124	50	40,711	37,890
Seed	4	7,412	2	954	6	2	(x)	(x)
Fertilizer	[illegible]	44,257	15	12,604	114	48	(x)	(x)
All other	[illegible]	723	---	---	---	---	- -	---
Furniture and house furnishings	[illegible]	131,625	23	6,821	84	9	2,704	676
Floor coverings	73	67,236	--	--	---	1	(x)	33
Furniture, general line	[illegible]	2,952	4	1,628	33	2	(x)	(x)
Furniture, household	8[illegible]	15,358	---	---	--	2	(x)	(x)
Furniture, office	[illegible]	7,901	11	2,979	26	-	---	---
House furnishings, except as specified	2[illegible]	32,567	8	2,214	25	3	1,349	228
All other	[illegible]	5,601	- -		---	1	(x)	35
Groceries and foods (specialty lines)	2,5[illegible]	2,333,5[illegible]	3[illegible]	243,572	8,592	141	413,017	174,157
Breakfast cereals	20	27,112	---	- -	---	1	(x)	634
Canned foods	1[illegible]	146,176	2	(x)	5	8	10,201	6,369
Confectionery	[illegible]	61,001	- -	-	---	3	(x)	154
Fish and sea foods	26	8,574	1	(x)	2	10	4,039	1,133
Flour	159	144,866	1	(x)	1	18	54,328	5,985
Fruits and vegetables (frozen)	7	9,983	--	--	---	--	---	---
Meats and provisions	924	1,076,480	51	93,719	2,232	51	133,501	6,264
Other food and grocery specialties	1,21[illegible]	859,114	25	145,736	6,352	50	206,782	153,618
Hardware	9[illegible]	24,412	14	1,755	20	6	5,078	582
Jewelry	31	53,478	7	7,136	9	1	(x)	(x)
Lumber and construction materials	3[illegible]	238,475	3[illegible]	44,391	202	21	10,331	2,257
Lumber	3[illegible]	22,261	2	(x)	16	8	6,640	1,778
Millwork	37	11,402	2	(x)	2	1	(x)	35
Brick, tile, and terra cotta	4[illegible]	6,657	7	1,884	35	4	(x)	32[illegible]
Cement, lime, and plaster	5[illegible]	38,070	8	7,469	85	- -		-
Glass	78	33,332	- -	-	- -	-	- -	---
All other	9[illegible]	104,832	17	31,754	64	8	2,783	12[illegible]
Machinery--equipment--supplies	3,33[illegible]	876,464	513	238,141	1,953	133	62,[illegible]	21,80[illegible]
Commercial equipment and supplies:								
Office machines and equipment	697	84,401	71	16,048	167	2	(x)	89
Restaurant and hotel supply houses	[illegible]	5,819	---	--	- -	1	(x)	394
Garage and filling station equipment	62	9,241	7	(x)	16	2	(x)	(x)
Store machines	14	1,[illegible]	1	(x)	1	- -	---	- -
Store fixtures and equipment	2[illegible]	7,300	10	1,786	18	2	(x)	(x)
All other	12[illegible]	42,680	24	17,663	179	1	(x)	14
Farm and dairy:								
Dairy equipment	59	77,533	12	4,552	38	[illegible]	(x)	13
Farm implements	91	136,412	41	67,166	148	-	---	---
Farm machinery and equipment	178	12[illegible]	13	11,771	18	13	13,7[illegible]6	9,257
Industrial machinery, equipment, and supplies:								
Heating, hose, and packing	132	44,555	1[illegible]	13,666	36	11	4,070	524
Construction, except road building	[illegible]	7,590	2	1,812	26		- -	---
Road building	2[illegible]	4,065	1	(x)	3	1	(x)	1
Machine tools	[illegible]	1,[illegible]	2	(x)	4	--		-
Mine and mill supplies	67[illegible]	2[illegible],912	2[illegible]	8,181	89	4	1,356	191
Oil well supply houses	32[illegible]	52,[illegible]03	104	23,182	299	6	6,[illegible]4	5,170
Power plant and power transmission	85	31,313	8	3,654	28	4	641	4[illegible]
Printing and lithographing (except paper)	1[illegible]	38,722	3[illegible]	13,780	252	7	4,142	537
Rope, cordage, and twine	2[illegible]	8,477	1	(x)	1	3	656	270
Textile	8	[illegible]	2	[illegible]	4		--	---
All other	4[illegible]	164,645	4[illegible]	19,291	361	54	12,422	1,923
Professional equipment and supplies:								
Dental supply houses	24	11,914	24	5,450	142	1	(x)	1,013
Medical and hospital supplies	1	3,[illegible]	-	-	--			- -
Mechanical, medical, and hospital	190	36,[illegible]	2[illegible]	4,767	56	1	(x)	39
All other	79	10,142	9	3,472	48	2	(x)	197
Service equipment and supplies:								
Janitor and heavy supply houses	1[illegible]	[illegible]	1	(x)	3	- -	-	--
Laundry and dry cleaning	47	16,668	13	7,888	47	3	90	116
Restaurant supplies	32	11,495	1	(x)	1	7	1,1[illegible]6	671
All other	[illegible]	16,136	4	5,23[illegible]	11	4	1,604	707
All other	1	[illegible]	-	[illegible]	31		---	- -
Transportation equipment [illegible]								
Marine		1,683	1	(x)	1	--	-	---
All other	4	2,374	-			2	(x)	44

For footnotes, see end of table.

PART 7A. SALES TAXES, AND SALES THROUGH AGENTS, BROKERS, AND COMMISSION MERCHANTS

TYPES OF OPERATION BY KINDS OF BUSINESS—Continued

UNITED STATES SUMMARY

[illegible]	[illegible]	[illegible]	[illegible]	[illegible]	[illegible]	[illegible]	[illegible]	[illegible]
	[illegible]	[illegible]	ESTABLISHMENTS [illegible]	[illegible]	[illegible]	[illegible]	[illegible]	[illegible]
[illegible]	Number of establishments	[illegible]	Number of establishments	[illegible]	[illegible]	[illegible]	[illegible]	[illegible]
							(add 000)	[illegible]
MANUFACTURERS' SALES BRANCHES (With stocks)—Con.								
Metals and metal work (except scrap)	[illegible]	$469,[illegible]	47	$[illegible],976	[illegible]	[illegible]	$[illegible]	$7,931
Building metal work	73	17,[illegible]	14	2,374	[illegible]	[illegible]	[illegible]	142
Iron and steel products ([illegible] line)	[illegible]	126,[illegible]	5	1,471	-	[illegible]	[illegible]	[illegible]
Iron and steel products (semi-finished)	[illegible]	[illegible]	[illegible]	[illegible]	[illegible]	[illegible]	[illegible]	[illegible]
Iron and steel products (flat)	42	34,161	8	[illegible],452	1	7	[illegible]	3,612
Wire and wire products	114	1[illegible],599	13	16,[illegible]	49	2[illegible]	[illegible],416	[illegible],782
Iron and steel finished products (N.E.C.)	70	23,986	4	(x)	23	6	x	282
Copper	24	42,023	2	x	2[illegible]	[illegible]	x	91[illegible]
All other	62	41,[illegible]	1	3,584	24	3	[illegible]	[illegible]
Paper and its products	117	27,434	43	6,[illegible]	27	23	7,343	3,264
Wrapping or coarse paper and products	148	14,[illegible]	26	5,[illegible]	[illegible]	20	[illegible],324	1,386
Printing and writing papers	42	21,952	7	6,901	23	2	x	x
All other	127	14,798	1	[illegible],1[illegible]	3	[illegible]	x	x
Petroleum and its products	16	21,261	15	7,324	22	4	[illegible],324	[illegible],986
Plumbing and heating equipment and supplies	519	251,638	54	39,566	[illegible]	24	[illegible],[illegible]	1,566
Plumbing and heating (general line)	291	184,[illegible]	19	16,613	54	---	-	-
Heating (including stoves and ranges)	158	[illegible],782	14	7,494	4[illegible]	20	[illegible],4[illegible]	5,435
Plumbing fixtures, equipment, and supplies	92	34,543	14	11,524	46	1	(x)	459
All other	47	11,267	8	4,075	39	6	x	606
Tobacco and products (except leaf)	44	446,489	2	x	2,421	--	--	-
All other products	587	281,805	34	86,408	204	26	19,799	10,218
Books, periodicals, and newspapers	62	30,871	2	(x)	56	5	1,526	227
Forest products (except lumber)	54	6,289	8	1,098	8	2	x	x
Leather and shoe findings	33	14,516	-	--	--	4	22,440	1,866
Leather goods	23	7,495	--	--	---	1	(x)	x
Oils and greases (animal and vegetable)	21	8,277	1	(x)	7	--	---	---
Optical goods	25	23,265	15	3,313	23	---	---	---
Textiles and materials (other than dry goods)	27	21,619	2	(x)	37	4	4,5[illegible]	316
Yarns	38	120,676	2	(x)	10	3	(x)	6,794
Miscellaneous kinds of business	68	16,757	4	1,273	61	7	4,775	986
MANUFACTURERS' SALES OFFICES (Without stocks)								
MANUFACTURERS' SALES OFFICES (Without stocks)	5,119	4,679,262	180	526,351	14,859	324	486,855	159,333
Amusement and sporting goods	66	49,73[illegible]	4	8,436	92	1	(x)	60
Automotive	59	65,369	3	12,827	134	1	(x)	27
Beer, wines, and liquors	89	132,530	26	41,153	7,77[illegible]	-	[illegible]	-
Chemicals and paints	181	248,997	14	14,842	181	24	23,[illegible]	5,902
Clothing and furnishings	241	121,306	3	2,879	28	12	1,931	2,745
Coal and coke	5	16,199	--	-	---	4	4,035	1,4[illegible]
Drugs and drug sundries	54	50,153	3	5,532	139	6	1,6[illegible]	1,328
Dry goods (specialty lines)	151	220,664	2	(x)	1[illegible]	1[illegible]	[illegible],4[illegible]	10,986
Electrical goods	252	217,758	3	2,325	6	2[illegible]	4,344	983
Farm products--consumer goods	75	2,962	--	-	--	1	37	254
Farm supplies	23	11,[illegible]		---	3		1,726	643
Furniture and house furnishings	131	[illegible],942		--	--	4	774	67[illegible]
Groceries and foods (specialty lines)	810	346,[illegible]	4	58,904	5,4[illegible]	49	13,681	[illegible],186
Hardware	55	16,389	---	---	-	1	(x)	(x)
Jewelry	29	9,569	-	(x)	1	2	[illegible]	(x)
Lumber and construction materials	334	280,790	24	10,124	[illegible]	[illegible]	11,000	[illegible]
Machinery--equipment--supplies	1,094	5[illegible],669	31	57,047	[illegible]	54	52,485	6,309
Metals and metal work (except scrap)	530	[illegible],847,674	31	185,907	19[illegible]	32	[illegible]	13,306
Paper and its products	309	187,434	2	(x)	[illegible]	34	[illegible]	[illegible]
Petroleum and its products	2[illegible]	19,920	4	9,492	4[illegible]	2	(x)	(x)
Plumbing and heating equipment and supplies	210	4[illegible],789	1	8,010	28	-	1,[illegible]	429
Tobacco and products (except leaf)	136	279,[illegible]		--	—	-	(x)	[illegible]
All other products	287	14,[illegible]	[illegible]	[illegible]	[illegible]	[illegible]	[illegible]	[illegible]
PETROLEUM BULK STATIONS AND TERMINALS								
PETROLEUM BULK STATIONS AND TERMINALS **								
Petroleum and its product	30,[illegible]	3,[illegible],[illegible]	2[illegible],468	3,4[illegible],[illegible]	[illegible]	---	---	---

For footnotes, see end of table.

TABLE 7A.—SALES TAXES, AND SALES THROUGH AGENTS, BROKERS, AND COMMISSION MERCHANTS

UNITED STATES SUMMARY — TYPES OF OPERATION BY KINDS OF BUSINESS—Continued

TYPE OF OPERATION KIND OF BUSINESS	ALL ESTABLISHMENTS		ESTABLISHMENTS REPORTING SALES TAXES			ESTABLISHMENTS REPORTING SALES THROUGH AGENTS, BROKERS, AND COMMISSION MERCHANTS		
	Number of establishments	Net sales (add 000)	Number of establishments	Net sales (add 000)	Amount of sales taxes[1] (add 000)	Number of establishments	Net sales (add 000)	Sales through agents, brokers, and commission merchants (add 000)
	AGENTS AND BROKERS							
AGENTS AND BROKERS	20,903	$11,201,035	354	$129,909	$2,479	---	---	---
Amusement and sporting goods	192	20,088	3	998	19	---	---	---
Automotive	331	121,426	4	17,369	31	---	---	---
Beer, wines, and liquors	102	30,051	4	3,499	70	---	---	---
Beer and ale	19	4,316	---	---	---	---	---	---
Wines and liquors	83	25,735	4	3,499	70	---	---	---
Chemicals and paints	331	116,246	1	1,701	20	---	---	---
Clothing and furnishings	1,409	439,389	3	3,601	70	---	---	---
Coal and coke	305	404,269	11	7,993	15	---	---	---
Drugs and drug sundries	147	34,546	2	(x)	3	---	---	---
Dry goods (general line)	27	219,694	--	--	--	---	---	---
Dry goods (specialty lines)	1,470	1,433,117	8	2,320	9	---	---	---
Electrical goods	837	130,532	21	3,037	562	---	---	---
Farm products--raw materials	3,091	2,980,657	15	10,741	121	---	---	---
Farm products--consumer goods	1,287	731,026	2	(x)	57	---	---	---
Farm supplies	198	108,108	1	(x)	1	---	---	---
Furniture and house furnishings	780	100,956	18	2,025	46	---	---	---
Groceries and foods (specialty lines)	2,729	2,088,424	11	8,764	354	---	---	---
Hardware	390	61,860	2	(x)	4	---	---	---
Jewelry	210	18,737	4	2,009	17	---	---	---
Lumber and construction materials	944	213,760	37	12,694	130	---	---	---
Machinery--equipment--supplies	2,890	366,685	144	22,886	506	---	---	---
Metals and metal work (except scrap)	608	359,125	10	2,279	59	---	---	---
Paper and its products	470	98,607	10	4,864	11	---	---	---
Petroleum and its products	146	91,930	15	4,901	279	---	---	---
Plumbing and heating equipment and supplies	512	53,200	10	827	27	---	---	---
Tobacco and products (except leaf)	25	16,135	---	---	---	---	---	---
Waste materials	121	74,181	1	(x)	1	---	---	---
All other products	1,340	911,286	14	11,143	67	---	---	---
	ASSEMBLERS (Mainly farm products)							
ASSEMBLERS (Mainly farm products)	29,102	3,088,571	750	132,446	2,636	5,149	$709,255	$488,446
Farm products--raw materials	15,639	1,809,317	575	96,512	1,9[illegible]	3,428	400,574	264,891
Cotton	1,429	296,918	3	5,037	5	189	106,127	59,569
Grains	9,435	739,424	519	83,440	1,739	2,425	210,714	152,779
Hides, skins, and raw furs	320	13,950	1	(x)	1	37	2,324	1,900
Horses and mules	136	6,528	1	(x)	1	16	649	549
Livestock	3,241	500,496	21	4,786	48	592	46,559	30,738
Tobacco (leaf)	285	133,063	---	---	--	25	6,917	2,794
Wool and mohair	287	49,843	1	(x)	2	38	4,508	3,836
All other	466	69,095	29	4,404	175	109	22,276	12,726
Farm products--consumer goods	12,132	1,148,188	148	29,283	527	1,573	273,899	204,654
Dairy products	7,308	295,757	19	11,439	143	116	20,261	6,431
Dairy and poultry products	3,522	99,819	47	6,396	128	215	9,264	7,662
Poultry and poultry products	2,717	183,724	28	3,017	92	275	29,339	23,574
Fruits and vegetables (fresh)	1,726	178,944	15	2,642	49	483	73,476	44,145
Fresh fruits only	1,204	383,519	30	8,248	118	475	141,135	122,584
All other	62	6,695	9	1,548	9	6	428	258
Farm supplies	482	38,283	15	1,785	4	35	(x)	(x)
Seed	164	10,659	3	211	1	11	733	202
Seeds	170	13,349	5	517	2	17	1,237	572
All other	148	11,275	7	1,054	1	7	(x)	(x)
Groceries and foods (specialty lines)	819	32,614	9	2,586	81	111	32,118	17,759
Fish and sea foods	58	30,371	2	97	9	69	7,441	2,158
Other food and grocery specialties	239	62,247	6	2,429	72	42	24,677	15,601
All other products	50	3,195	3	370	11	2	(x)	(x)

[1] Sales taxes included.

x Withheld to avoid disclosure.

[1] Includes local, state, and federal taxes collected by wholesale establishments from customers, over and above selling prices, and paid direct to governmental taxing agencies. The amount is included in net sales.

TABLE 71.—SALES MADE BY RETAILERS TO OTHER RETAILERS
KINDS OF BUSINESS, BY GEOGRAPHIC DIVISIONS AND STATES[1]

UNITED STATES SUMMARY

DIVISION AND STATE	[illegible]	[illegible]	[illegible]	[illegible]	[illegible]	[illegible]	[illegible]	[illegible]	[illegible]	[illegible]	[illegible]	[illegible]	[illegible]
UNITED STATES TOTAL	[illegible]	$199,451	[illegible]	[illegible]	[illegible]	[illegible]	$19,552	[illegible]	[illegible]	[illegible]	[illegible]	$187,244	[illegible]
GEOGRAPHIC DIVISIONS:													
New England	[illegible]	[illegible]	[illegible]	[illegible]	150	[illegible]	[illegible]	[illegible]	[illegible]	[illegible]	[illegible]	[illegible]	47
Middle Atlantic	169,046	[illegible]	[illegible]	[illegible]	[illegible]	50,786	[illegible]	[illegible]	[illegible]	1	647	77,864	999
East North Central	[illegible]	[illegible]	1,734	2,764	2,815	[illegible]	[illegible]	[illegible]	26,134	[illegible]	[illegible]	55,041	[illegible]
West North Central	[illegible]	32,206	[illegible]	645	[illegible]	38,932	[illegible]	2,912	[illegible]	[illegible]	323	[illegible]	603
South Atlantic	[illegible]	[illegible]	1,628	1,468	[illegible]	[illegible]	[illegible]	1,620	8,710	119	[illegible]	[illegible]	[illegible]
East South Central	[illegible]	4,732	1,330	1,189	[illegible]	[illegible]	[illegible]	[illegible]	[illegible]	[illegible]	429	[illegible]	[illegible]
West South Central	64,117	13,841	[illegible]	[illegible]	[illegible]	[illegible]	1,449	1,378	[illegible]	[illegible]	776	4,743	[illegible]
Mountain	41,914	[illegible]	1,652	1,079	[illegible]	[illegible]	1,265	[illegible]	6,534	191	751	[illegible]	207
Pacific	[illegible]	17,170	[illegible]	1,046	[illegible]	53,769	1,294	3,170	[illegible]	427	[illegible]	11,645	[illegible]
New England:													
Maine	7,041	595	[illegible]	1	[illegible]	1,527	[illegible]	[illegible]	344	1	[illegible]	654	
New Hampshire	2,030	435	12	[illegible]	[illegible]	[illegible]	82	11	529		[illegible]	[illegible]	
Vermont	1,759	289	[illegible]	[illegible]		918	6	21	324		[illegible]	164	[illegible]
Massachusetts	[illegible]	6,906	16	[illegible]	75	10,566	[illegible]	134	1,742	[illegible]	41	4,744	[illegible]
Rhode Island	4,[illegible]	[illegible]		[illegible]	16	[illegible]	47	[illegible]	[illegible]	[illegible]	[illegible]	[illegible]	
Connecticut	[illegible]	[illegible]	[illegible]	[illegible]	[illegible]	[illegible]	132	[illegible]	735	[illegible]	[illegible]	[illegible]	1
Middle Atlantic:													
New York	86,158	10,710	8	1,060	[illegible]	[illegible]	840	[illegible]	9,557	[illegible]	[illegible]	[illegible]	[illegible]
New Jersey	16,476	6,661		[illegible]	[illegible]	5,861	[illegible]	124	708	7	204	3,995	46
Pennsylvania	84,412	14,948	246	1,757	427	16,566	[illegible]	1,127	3,616	[illegible]	107	44,961	157
East North Central:													
Ohio	71,741	8,378	98	1,078	511	24,177	1,069	1,626	8,387	[illegible]	[illegible]	[illegible]	[illegible]
Indiana	23,649	4,273	164	[illegible]	189	11,049	493	199	[illegible]	71	[illegible]	3,564	[illegible]
Illinois	[illegible]	28,030	537	1,278	1,615	27,789	2,297	[illegible]	[illegible]	234	1,075	15,641	[illegible]
Michigan	[illegible]	15,600	557	[illegible]	419	26,469	[illegible]	1,418	6,161		[illegible]	7,496	274
Wisconsin	15,[illegible]	4,742	[illegible]	63	[illegible]	[illegible]	322	[illegible]	[illegible]	[illegible]	[illegible]	[illegible]	[illegible]
West North Central:													
Minnesota	[illegible]	4,141	[illegible]	[illegible]	61	3,905	[illegible]	[illegible]	[illegible]	[illegible]	[illegible]	[illegible]	[illegible]
Iowa	25,740	[illegible]	[illegible]	[illegible]	107	7,693	740	962	[illegible]	[illegible]	[illegible]	[illegible]	14
Missouri	[illegible]	[illegible]	[illegible]	312	[illegible]	14,[illegible]	[illegible]	[illegible]	[illegible]	[illegible]	44	[illegible]	[illegible]
North Dakota	[illegible]	1,099	[illegible]	12	[illegible]	2,696	194	72	[illegible]		[illegible]	289	6
South Dakota	6,078	1,478	[illegible]	[illegible]	[illegible]	2,196	[illegible]	80	1,005		43	[illegible]	
Nebraska	[illegible]	1,142	13	[illegible]	17	2,661	[illegible]	[illegible]	472		[illegible]	780	15
Kansas	[illegible]	4,775	187	[illegible]	16	5,575	654	164	[illegible]		[illegible]	1,541	99
South Atlantic:													
Delaware	[illegible]	134	[illegible]	[illegible]	[illegible]	490	49	[illegible]	57	[illegible]	[illegible]	170	[illegible]
Maryland	[illegible]	3,496	90	[illegible]	4	1,646	[illegible]	[illegible]	[illegible]	[illegible]	[illegible]	[illegible]	116
District of Columbia	[illegible]	[illegible]	[illegible]	[illegible]	[illegible]	[illegible]	[illegible]	71	144	[illegible]	[illegible]	[illegible]	
Virginia	[illegible]	2,109	44	[illegible]	13	3,808	144	207	[illegible]	[illegible]	[illegible]	766	[illegible]
West Virginia	8,066	1,444	466	109	89	[illegible]	[illegible]	[illegible]	1,690	[illegible]	[illegible]	445	[illegible]
North Carolina	[illegible]	1,132	[illegible]	[illegible]	[illegible]	5,692	775	[illegible]	2,275	1	[illegible]	1,731	13
South Carolina	[illegible]	[illegible]	[illegible]	47	[illegible]	[illegible]	[illegible]	[illegible]	[illegible]		[illegible]	[illegible]	[illegible]
Georgia	[illegible]	[illegible]	[illegible]	[illegible]	11	3,965	74	176	561		[illegible]	[illegible]	[illegible]
Florida	[illegible]	1,900	[illegible]	74	[illegible]	6,617	[illegible]	377	2,514	1	[illegible]	[illegible]	76
East South Central:													
Kentucky	7,149	[illegible]	[illegible]	210	47	[illegible]	135	[illegible]	462	[illegible]	[illegible]	775	[illegible]
Tennessee	[illegible]	[illegible]	[illegible]	[illegible]	[illegible]	[illegible]	[illegible]	[illegible]	[illegible]	[illegible]	74	1,673	[illegible]
Alabama	[illegible]	1,171	873	471	[illegible]	3,754	[illegible]	144	1,711	[illegible]	143	1,058	[illegible]
Mississippi	5,161	[illegible]	[illegible]	255	94	[illegible]	[illegible]	71	1,241		44	431	
West South Central:													
Arkansas	11,760	[illegible]	1,763	[illegible]	[illegible]	[illegible]	[illegible]	217	2,168	37	[illegible]	[illegible]	9
Louisiana	9,566	1,170	[illegible]	344	[illegible]	4,340	[illegible]	187	[illegible]	7	[illegible]	1,033	[illegible]
Oklahoma	17,591	[illegible]	[illegible]	[illegible]	41	6,421	[illegible]	[illegible]	2,699		194	[illegible]	74
Texas	24,900	[illegible]	[illegible]	[illegible]	224	13,647	[illegible]	[illegible]	2,901	27	[illegible]	1,774	[illegible]
Mountain:													
Montana	[illegible]	[illegible]	[illegible]	483	45	1,658	[illegible]	[illegible]	671		[illegible]	275	10
Idaho	[illegible]	[illegible]	[illegible]	[illegible]	[illegible]	1,629	[illegible]	[illegible]	320		[illegible]	[illegible]	
Wyoming	2,970	1,029	241	[illegible]	[illegible]	[illegible]	[illegible]	[illegible]	[illegible]		[illegible]	127	5
Colorado	16,907	[illegible]	[illegible]	54	146	[illegible]	[illegible]	[illegible]	2,749	157	[illegible]	2,299	144
New Mexico	2,984	[illegible]	[illegible]	109	24	[illegible]	134	27	[illegible]	[illegible]		[illegible]	1
Arizona	6,757	[illegible]	[illegible]	[illegible]	4	2,700	47	242	1,330	1	167	[illegible]	[illegible]
Utah	[illegible]	[illegible]	[illegible]	[illegible]	[illegible]	1,916	166	[illegible]	296	[illegible]	[illegible]	[illegible]	11
Nevada	[illegible]	[illegible]	43	[illegible]	[illegible]	418	43	[illegible]	[illegible]	[illegible]	[illegible]	134	
Pacific:													
Washington	[illegible]	[illegible]	[illegible]	[illegible]	[illegible]	[illegible]	[illegible]	[illegible]	[illegible]	[illegible]	[illegible]	[illegible]	[illegible]
Oregon	[illegible]	[illegible]	[illegible]	[illegible]	17	[illegible]	[illegible]	[illegible]	[illegible]			[illegible]	
California	[illegible]	11,469	[illegible]	[illegible]	[illegible]	37,378	1,026	2,679	[illegible]	390	1,217	[illegible]	[illegible]

[1] See text for Wholesale Trade: 1939.

SERVICE AND LIMITED-FUNCTION WHOLESALERS

TABLE 8A.—COMMODITY SALES, BY KINDS OF BUSINESS

UNITED STATES SUMMARY

Kind of business and commodity	Establishments reporting commodity data	Reported sales of stated commodity		Percent
AMUSEMENT AND SPORTING GOODS TRADES				
Bicycles and Supplies Trade				
All establishments	45			
Sales	$5,[illegible]			
Commodity coverage	55.[illegible] percent			
Total analyzed	42	$4,[illegible]	$4,[illegible]	100.0
36 Automotive supplies	[illegible]	189	27	14.3
52 Sporting goods	42	4,906	4,742	96.5
53 Toys and games	[illegible]	57[illegible]	[illegible]	8.6
56 Industrial equipment and supplies	[illegible]	264	61	20.7
All other commodities	[illegible]	[illegible]	[illegible]	2.0
Service receipts	[illegible]	224	[illegible]	4.7
Cameras and Photographic Supplies Trade				
All establishments	[illegible]			
Sales	$[illegible]			
Commodity coverage	[illegible] percent			
Total analyzed	[illegible]	15,471	[illegible]	100.0
83 Stationery and supplies	[illegible]	[illegible]	18	41.9
88 Cameras and supplies	110	15,471	14,512	[illegible]
96 Optical goods, watches, photographic and other commodities	[illegible]	2,042	[illegible]	2.0
Service receipts	[illegible]	104	[illegible]	.2
Sporting Goods Trade				
All establishments	[illegible]			
Sales	$[illegible]			
Commodity coverage	[illegible] percent			
Total analyzed	[illegible]	36,355	[illegible]	100.0
27 Clothing and furnishings, men's and boys'	[illegible]	[illegible]	[illegible]	.7
[illegible]	14	5,041	[illegible]	3.0
[illegible]	[illegible]	[illegible]	20	[illegible]
[illegible]	[illegible]	[illegible]	[illegible]	[illegible]
28 Clothing and accessories, women's and children's	4	1,054	[illegible]	.9
[illegible]	4	[illegible]	13	1.8
[illegible]	[illegible]	7,504	[illegible]	1.6
Men's and boys' [illegible]	13	[illegible]	[illegible]	1.0
[illegible]	7	4,843	15[illegible]	.3
[illegible]	[illegible]	[illegible]	6[illegible]	.8
[illegible]	[illegible]	[illegible]	44	[illegible]
[illegible]	[illegible]	4,209	[illegible]	1.4
40 Radios, appliances, and specialties	[illegible]	5,520	[illegible]	11.3
[illegible]	[illegible]	4,411	[illegible]	11.8
[illegible]	[illegible]	[illegible]	[illegible]	91.7
[illegible]	[illegible]	6,041	[illegible]	4.4
[illegible]	2	3,862	137	3.5
[illegible]	[illegible]	2,130	138	6.5
[illegible] Jewelry, silverware, etc.	[illegible]	3,978	[illegible]	1.1
[illegible]	[illegible]	[illegible]	10	1.2
[illegible]	[illegible]	266	71	[illegible]
All other commodities	[illegible]	[illegible]	[illegible]	[illegible]
Service receipts	[illegible]	1,030	14	1.4
Toys, Novelties, and Fireworks Trade				
All establishments	[illegible]			
Sales	$44,[illegible]			
Commodity coverage	[illegible] percent			
Total analyzed	[illegible]	41,644	41,644	100.0
[illegible]	[illegible]	[illegible]	71	9.2
[illegible]	[illegible]	[illegible]	54	6.1

Kind of business and commodity	Establishments reporting commodity data	Reported sales of stated commodity		Percent
AMUSEMENT AND SPORTING GOODS TRADES—Con.				
Toys, Novelties, and Fireworks Trade—Con.				
28 Clothing and accessories, women's and children's	[illegible]	$314	$41	13.1
30 Notions	16	1,761	44[illegible]	15.7
31 Piece goods	1[illegible]	[illegible]	[illegible]	16.3
34 Other dry goods and textile products	4	840	417	49.6
37 Drugs and drug sundries	[illegible]	2,496	[illegible]	17.1
41 Soaps	[illegible]	[illegible]	[illegible]	2.4
42 Other chemicals and related products	3[illegible]	2,261	1,175	52.0
45 Wiring supplies and electrical construction materials	[illegible]	[illegible]	44	3.4
45 Radios, appliances, and specialties	[illegible]	[illegible]	440	16.8
46 China, glassware, and crockery	[illegible]	[illegible]	[illegible]	[illegible]
47 Furniture, wooden and metal	[illegible]	[illegible]	159	9.1
48 [illegible]	[illegible]	3,557	[illegible]	19.2
50 Hardware	[illegible]	1,503	[illegible]	3.9
52 Sporting goods	28	[illegible]	448	14.8
53 Toys and games	201	23,056	17,309	75.1
5[illegible] Paper and products (except stationery and wallpaper)	[illegible]	[illegible]	[illegible]	9.8
83 Stationery and supplies	45	5,419	[illegible]	22.9
88 Cameras and supplies	4	704	194	27.6
91 Jewelry, silverware, etc	2[illegible]	2,151	[illegible]	14.8
Clocks and watches	14	1,856	[illegible]	[illegible]
Jewelry	8	1,059	78	7.5
Silverware and plated ware	[illegible]	[illegible]	51	6.5
Not analyzed in detail	-		[illegible]	
94 [illegible] hardware, etc	7	[illegible]	195	[illegible]
95 Other goods (except food, tobacco)	[illegible]	909	[illegible]	5.7
All other commodities			16,448	[illegible]
Service receipts	[illegible]	157	[illegible]	[illegible]
All Other Amusement and Sporting Goods Trades				
All establishments	[illegible]			
Sales	$1,[illegible]			
Commodity coverage	[illegible] percent			
Total analyzed	16	9,176	9,176	100.0
27 Clothing and furnishings, men's and boys'	[illegible]	[illegible]	34	11.8
28 Clothing and accessories, women's and children's	[illegible]	[illegible]	36	43.2
32 Shoes and other footwear	[illegible]	[illegible]	12	5.4
34 Other dry goods and textile products	[illegible]	165	[illegible]	72.6
45 Radios, appliances, and specialties	4	[illegible]	124	[illegible]
50 Hardware	[illegible]	[illegible]	[illegible]	[illegible]
52 Sporting goods	45	4,370	4,095	93.7
53 Toys and games	9	705	551	78.2
56 Industrial equipment and supplies	3	[illegible]	17	16.5
88 Cameras and supplies	4	455	65	14.3
91 Jewelry (clocks and watches)	[illegible]	[illegible]	47	[illegible]
All other commodities	[illegible]	[illegible]	4,075	
Service receipts	4	[illegible]	9	15.3
AUTOMOTIVE TRADES				
Automobile (New and Used) Distributors				
All establishments	[illegible]			
Sales	$1,[illegible]			
Commodity coverage	[illegible] percent			
Total analyzed	497	[illegible]	1,287,029	100.0
35 Automobiles and other motor vehicles	484	1,[illegible]	1,177,291	91.5
Automobiles (passenger)	464	[illegible]	[illegible]	83.0
Trucks, buses, chassis, etc	248	[illegible]	108,710	15.4
Tractors	4	716	[illegible]	29.2
Motorcycles	4	[illegible]	107	34.5
Not analyzed in detail	43	18,929	[illegible]	89.2

1 Less than one-tenth of one percent.

SERVICE AND LIMITED-FUNCTION WHOLESALERS

TABLE 8A. COMMODITY SALES, BY KINDS OF BUSINESS: [illegible] (Continued)

UNITED STATES SUMMARY

KIND OF BUSINESS AND COMMODITY	ESTABLISHMENTS REPORTING COMMODITY DATA	SALES OF REPORTING ESTABLISHMENTS	SALES OF REPORTING ESTABLISHMENTS	Per
AUTOMOTIVE TRADES—Con.				
Automobile (New and Used) Distributors—Con.				
46 Automotive supplies	[illegible]	$1,[illegible]	$[illegible]	5.4 7.9
Batteries	36	[illegible]	483	.2
Automotive accessories	[illegible]	1,094,177	44,603	4.1
Automotive parts	287	1,143,496	50,862	4.4
Tires and tubes	43	[illegible]	[illegible]	1.0
Not analyzed in detail	[illegible]	[illegible]	[illegible]	[illegible]
48 Radios, appliances, and specialties	4	[illegible]	809	4.3 .1
49 Office and store equipment and supplies				
Garage and filling station equipment	5	[illegible]	166	7.1 (1)
70 Petroleum and its products	42	50,652	524	1.0 .1
98 Second hand merchandise	[illegible]	11,367	1,366	12.0 .1
All other commodities			885	.1
Service receipts	174	18,984	4,645	5.4 .3
Trucks and Tractors Trade				
All establishments	[illegible]			
Sales	$[illegible]			
Commodity coverage.... 66.7 percent				
Total analyzed	455	46,709	46,709	-- 100.0
45 Automotive and tractor supplies	448	46,192	35,795	77.5 76.6
Automotive supplies	[illegible]	[illegible]	1,172	71.4
Trucks, tractors, and chassis	271	28,039	[illegible]	74.6
Tractors	55	10,340	4,813	[illegible]
Motorcycles	[illegible]	[illegible]	[illegible]	[illegible]
Not analyzed in detail	[illegible]	[illegible]	8,855	80.1
47 Automotive equipment	[illegible]	[illegible]	[illegible]	16.6 12.0
Batteries	5	[illegible]	[illegible]	[illegible]
Automotive accessories	[illegible]	[illegible]	[illegible]	4.8
Automotive parts	[illegible]	[illegible]	1,607	14.8
Tires and tubes	[illegible]	[illegible]	[illegible]	[illegible]
Not analyzed in detail	174	[illegible]	3,226	16.5
55 Farm and garden machinery and equipt	49	7,877	[illegible]	15.6
56 Industrial equipment and supplies	[illegible]	393	41	10.4 .1
57 Industrial machinery	7	[illegible]	[illegible]	.6
70 Petroleum and its products	[illegible]	[illegible]	[illegible]	1.0
98 Second hand merchandise	[illegible]	5,653	1,262	[illegible] 2.7
All other commodities	[illegible]		245	.5
Service receipts	[illegible]	25,035	[illegible]	3.9
Automotive Accessories and Equipment Trade				
All establishments	[illegible]			
Sales	$[illegible]			
Commodity coverage.... 94.3 percent				
Total analyzed	[illegible]	[illegible]	245,011	
51 Tires and tubes	[illegible]	1,459	642	[illegible] .3
54 Other merchandise and tobacco products	5	576	424	73.6
58 Automotive and tractor supplies	[illegible]	7,176	1,553	21.6 .6
Automotive equipment	[illegible]	1,922	[illegible]	11.7
Trucks, tractors, chassis, and	[illegible]	[illegible]	[illegible]	[illegible]
Tractors	11	[illegible]	[illegible]	20.3
Not analyzed in detail	11	[illegible]	167	9.4
46 Automotive supplies	2,655	[illegible]	[illegible]	[illegible]
Batteries	[illegible]	143,002	[illegible]	[illegible]
Automotive accessories	[illegible]	177,661	73,683	41.5
Automotive parts	1,399	[illegible]	[illegible]	[illegible]
Tires and tubes	[illegible]	[illegible]	18,949	[illegible]
Not analyzed in detail	[illegible]	[illegible]	46,178	91.2
47 Farm and garden machinery	267	49,355	3,443	7.0
48 Other merchandise and tobacco products	[illegible]	[illegible]	[illegible]	[illegible]
49 Office supplies and equipment, construction materials	100	35,165	1,387	3.9 .6
Interior	44	[illegible]	[illegible]	[illegible]
Outside	11	5,918	[illegible]	2.1
Lighting fixtures	[illegible]	[illegible]	[illegible]	3.1
Incandescent lamps	76	32,962	[illegible]	1.6
Not analyzed in detail	2	167	61	[illegible]
AUTOMOTIVE TRADES—Con.				
Automotive Accessories and Equipment Trade—Con.				
44 Electrical apparatus and equipment	[illegible]	$7,503	$324	4.3
48 Radios, appliances, and specialties	[illegible]	72,647	13,659	18.8 5.6
Radios, parts, and accessories	[illegible]	64,267	[illegible]	[illegible]
Electric household refrigerators	[illegible]	28,491	2,736	[illegible]
Electric washing machines	[illegible]	[illegible]	[illegible]	3.6
Other electrical appliances	[illegible]	43,660	1,791	[illegible]
Not analyzed in detail	24	5,143	[illegible]	19.1
49 House furnishings	[illegible]	6,729	339	5.0
50 Glassware	[illegible]	[illegible]	1,641	9.0 .7
51 Plumbing, heating, and air conditioning	42	21,917	[illegible]	4.2 .4
52 Sporting goods	47	20,879	1,599	7.7 .7
53 Toys and games	[illegible]	[illegible]	[illegible]	2.1
55 Farm and garden machinery and equipment	[illegible]	[illegible]	167	6.2
56 Industrial equipment and supplies	[illegible]	[illegible]	[illegible]	5.7 .3
57 Industrial machinery	[illegible]	9,876	2,793	28.3
Construction machinery (except road building)	[illegible]	[illegible]	[illegible]	8.9
Road-building machinery	[illegible]	[illegible]	564	[illegible]
[illegible]	[illegible]	6,094	[illegible]	3.0
Oil well and oil-refining	[illegible]	[illegible]	[illegible]	[illegible]
Other....	[illegible]	[illegible]	[illegible]	[illegible]
Not analyzed in detail	[illegible]	[illegible]	[illegible]	[illegible]
58 Office and store equipment and supplies	[illegible]	[illegible]	3,986	9.8 1.6
Office machines and equipment	[illegible]	[illegible]	207	8.9
Garage and filling station equipment	[illegible]	38,095	3,619	10.0
Store fixtures and equipment	[illegible]	[illegible]	[illegible]	4.4
Not analyzed in detail	[illegible]	[illegible]	[illegible]	19.0
69 Iron and steel products	[illegible]	[illegible]	412	[illegible]
72 Iron and steel, pipe and tubes	[illegible]	1,514	[illegible]	[illegible]
73 Glass, sheet....	54	1,893	[illegible]	40.1
76 Petroleum and its products	198	[illegible]	3,741	8.4
78 Engines, turbines, [illegible]	[illegible]	[illegible]	[illegible]	[illegible]
[illegible]	[illegible]	[illegible]	[illegible]	[illegible]
All other commodities	[illegible]		[illegible]	[illegible]
Service receipts	[illegible]	28,473	1,971	10.1
Automotive Parts Trade				
All establishments	[illegible]			
Sales	$[illegible]			
Commodity coverage	[illegible]			
Total analyzed	[illegible]	[illegible]	242,843	
3 Automobiles and other motor vehicles	[illegible]	[illegible]	1,280	.5
Automobiles (passenger, [illegible]	34	[illegible]	[illegible]	6.7
Trucks, tractors, chassis, and [illegible]	[illegible]	[illegible]	[illegible]	1.9
Not analyzed in detail	[illegible]		[illegible]	[illegible]
46 Automotive supplies	[illegible]	241,396	[illegible]	93.9
Batteries....	[illegible]	[illegible]	[illegible]	[illegible]
Automotive accessories	[illegible]	[illegible]	[illegible]	[illegible]
Automotive parts	[illegible]	[illegible]	192,008	[illegible]
Tires and tubes	[illegible]	[illegible]	2,196	6.2
Not analyzed in detail	[illegible]	[illegible]	[illegible]	98.7
4 Paints and varnishes	127	[illegible]	683	8.1 .3
5 Electrical apparatus and equipment	[illegible]	[illegible]	794	[illegible] .3
[illegible]	73	[illegible]	2,720	8.7 1.1
[illegible]	[illegible]	[illegible]	[illegible]	6.8
[illegible]	[illegible]	3,288	[illegible]	12.6
[illegible]	[illegible]	2,307	[illegible]	2.2
[illegible]	[illegible]	2,110	[illegible]	[illegible]
Not analyzed in detail	[illegible]	462	[illegible]	9.1
8 Hardware	[illegible]	3,500	[illegible]	4.3
[illegible]	[illegible]	3,294	[illegible]	4.7 .1
Industrial machinery	29	[illegible]	[illegible]	12.1 .1
9 Office and store equipment and supplies	[illegible]	[illegible]	2,359	8.3 1.0
Garage and filling station equipment	[illegible]	[illegible]	[illegible]	8.3
[illegible]	[illegible]		[illegible]	[illegible]
24 Iron and steel products [illegible]	[illegible]	3,360	493	14.7
[illegible]	[illegible]	[illegible]	[illegible]	[illegible]
Other	[illegible]		271	[illegible]

1 Less than one-tenth of one percent

SERVICE AND LIMITED-FUNCTION WHOLESALERS

TABLE 8A.—COMMODITY SALES, BY KINDS OF BUSINESS—Continued

UNITED STATES SUMMARY

		ESTABLISHMENTS REPORTING COMMODITY DATA		REPORTED SALES OF STATED COMMODITY		
		Number	Sales	Amount	Percent	Percent
	AUTOMOTIVE TRADES—Con.					
	Automotive Parts Trade—Con.					
	[illegible]	[illegible]	$4,857	$400	[illegible]	.2
	[illegible]	[illegible]	1,355	1,054	76.3	.4
	[illegible]	[illegible]	[illegible]	1,671	[illegible]	.7
	Service receipts	[illegible]	[illegible]	4,244	10.5	1.7
	Tires and Tubes Trade					
	[illegible]					
	[illegible]					
	[illegible]					
	Total analyzed	[illegible]	83,419	83,419	---	100.0
	Automobiles and other motor vehicles	[illegible]	216	67	31.0	.1
	[illegible]	[illegible]	82,318	[illegible]	94.2	93.0
	[illegible]	[illegible]	[illegible]	[illegible]	8.5	[illegible]
	[illegible]	[illegible]	[illegible]	4,793	11.1	
	Automotive [illegible]	20	1,981	[illegible]	6.3	
	Tires and tubes	[illegible]	[illegible]	68,134	83.8	
	[illegible]	[illegible]	1,011	997	98.6	
18	Harness, saddlery, and specialties	[illegible]	2,455	262	[illegible]	.3
56	Industrial equipment and supplies:					
	[illegible]	4	8,131	1,433	17.6	1.7
7[illegible]	[illegible]	45	6,104	795	[illegible]	1.0
[illegible]	[illegible]	44	[illegible]	[illegible]	[illegible]	.7
	[illegible]			[illegible]		
	[illegible]	54	4,765	38[illegible]	8.0	.5
	BEER, WINES, AND LIQUORS TRADES					
	Beer and Ale Trade					
	[illegible] establishments 4,[illegible]					
	[illegible] $[illegible]					
	Commodity coverage [illegible] percent					
	Total analyzed	4,742	493,231	490,231	-	100.0
00	Bakery products	[illegible]	1,375	681	49.5	.1
[illegible]	Beer and other malt liquors	4,742	493,231	449,307	91.1	91.1
[illegible]	Butter and cheese	[illegible]	[illegible]	468	8.5	.1
[illegible]	Canned foods	7	6,066	341	5.6	.1
[illegible]	Confectionery and ice cream	1[illegible]	17,435	2,952	16.9	.6
[illegible]	Dairy and poultry products, except butter and cheese	[illegible]	3,800	[illegible]	14.5	.1
6[illegible]	Fruits and vegetables, fresh	40	6,967	[illegible]	[illegible]	.3
	Fresh fruits	[illegible]	5,219	728	[illegible]	
	Fresh vegetables	24	4,962	[illegible]	12.0	
	Not analyzed in detail	8	1,014	[illegible]	31.1	
[illegible]	Prepared [illegible]	[illegible]	8,776	[illegible]	5.6	.1
[illegible]	Soft drinks	1,084	122,547	14,616	11.9	3.0
[illegible]	Sugar	17	5,780	365	6.3	.1
[illegible]	Wine and liquors	[illegible]	93,375	15,750	16.9	3.2
	[illegible]	[illegible]	[illegible]	7,590	25.9	
	Wines	424	76,049	6,775	8.9	
	Not analyzed in detail	[illegible]	9,754	1,385	14.2	
[illegible]	Other food and related products	[illegible]	5,973	364	6.1	.1
[illegible]	Fuel	14	2,858	417	14.6	.1
[illegible]	Ice, dry ice	48	[illegible]	375	10.3	.1
75	Petroleum and its products	[illegible]	1,139	[illegible]	16.3	[illegible]
[illegible]	[illegible]	45	7,288	1,551	21.3	.3
	[illegible]			[illegible]		.6
	Wines and Liquors Trade					
	[illegible] establishments 1,4[illegible]					
	Sales $[illegible]					
	Commodity coverage [illegible] percent					
	Total analyzed	1,373	714,534	[illegible]		100.0
[illegible]	Beer [illegible]	[illegible]	163,045	[illegible]	[illegible]	[illegible]
[illegible]	[illegible]	[illegible]	10,066	519	5.2	.1
[illegible]	Confectionery and ice cream	[illegible]	[illegible]	2,327	[illegible]	
	BEER, WINES, AND LIQUORS TRADES—Con.					
	Wines and Liquors Trade—Con.					
09	Fruits and vegetables, fresh	1[illegible]	$16,853	$2,435	14.4	.3
11	Spices, miscellaneous	[illegible]	28,675	3,613	12.6	.5
[illegible]	[illegible]	97	[illegible]	1,803	5.1	.3
14	Sugar	11	5,047	551	10.9	.1
[illegible]	Wine and liquors	1,373	714,534	664,480	93.0	93.0
	[illegible]	945	573,866	481,089	83.8	-
	Wines	1,011	[illegible]	78,520	16.7	
	Not analyzed in detail	150	115,577	104,871	90.7	---
26	Other food and related products	17	21,244	1,293	6.1	.2
37	Drugs and drug sundries	11	4,076	[illegible]	[illegible]	.1
[illegible]	[illegible]	5	2,495	871	34.9	.1
[illegible]	Petroleum products	[illegible]	[illegible]	[illegible]	21.4	.9
	[illegible] other commodities	---	---	2,850	---	.4
	CHEMICALS AND PAINTS TRADES					
	Explosives Trade					
	All establishments 49					
	Sales $2,[illegible]					
	Commodity coverage [illegible] percent					
	Total analyzed	45	2,671	2,671	--	100.0
42	Other chemicals and related products	45	2,671	2,522	94.4	94.4
[illegible]	Hardware	5	131	17	13.0	.6
56	Industrial equipment and supplies	[illegible]	223	23	10.3	.9
	All other commodities	-	-	68	-	2.6
	Service receipts	4	270	41	15.2	1.5
	Industrial Chemicals Trade					
	All establishments 287					
	Sales $21,137,000					
	Commodity coverage 94.6 percent					
	Total analyzed	274	106,127	106,127		100.0
37	Drugs and drug sundries	25	2,751	381	13.8	.4
38	Chemicals, industrial and heavy	241	98,632	88,182	89.4	83.1
39	Farm, vegetable	25	11,392	1,589	13.9	1.5
	Cottonseed, linseed, etc.	15	8,909	1,168	13.1	
	Essential oils	10	3,209	315	9.8	
	Not analyzed in detail	4	1,243	[illegible]	8.5	-
40	Paints and varnishes	12	3,065	239	7.8	.2
41	Soaps	25	9,836	956	9.7	.9
	Toilet soaps	2	129	10	7.8	-
	Other soaps	34	9,457	941	10.0	
	Not analyzed in detail	2	250	5	2.0	-
42	Other chemicals and related products	95	16,330	8,586	52.2	8.0
43	Wiring supplies and electrical construction materials	2	714	104	14.6	.1
56	Industrial equipment and supplies	7	5,203	1,365	26.1	1.3
57	Industrial machinery	4	2,046	429	21.0	.4
62	Other non-ferrous metals (except precious)	2	3,082	937	30.4	.9
[illegible]	Trade non-metallic minerals and products	2	[illegible]	741	6.8	.7
[illegible]	Petroleum and its products	10	6,585	1,011	15.4	1.0
81	Paper and products (except stationery and wallpaper)	3	772	114	14.8	.1
[illegible]	Fertilizer and fertilizer materials	5	[illegible]	492	17.7	.5
	All other commodities	-	---	1,061	-	.9
	Paints and Varnishes Trade					
	All establishments [illegible]					
	Sales $[illegible]					
	Commodity coverage [illegible] percent					
	Total analyzed	[illegible]	50,016	50,[illegible]		100.0
[illegible]	Drugs and drug sundries	4	292	64	21.9	.1
[illegible]	Chemicals, industrial and heavy	10	3,615	[illegible]	24.4	1.8

1 Less than one-tenth of one percent.

SERVICE AND LIMITED-FUNCTION WHOLESALERS

TABLE 8A.—COMMODITY SALES BY KINDS OF BUSINESS—Continued

UNITED STATES SUMMARY

No.	KIND OF BUSINESS AND COMMODITY	[illegible]	[illegible]	[illegible]	[illegible]	[illegible]
	CHEMICALS AND PAINTS TRADES—Con.					
	Paints and Varnishes Trade—Con.					
39	Oils (cottonseed, linseed, etc.)	[illegible]	[illegible]	[illegible]	[illegible]	[illegible]
40	Paints and varnishes	[illegible]	50,016	[illegible]	[illegible]	[illegible]
42	Other chemicals and related products	[illegible]	7,497	[illegible]	[illegible]	[illegible]
48	House furnishings	17	[illegible]	[illegible]	[illegible]	[illegible]
50	Hardware	37	[illegible]	[illegible]	[illegible]	[illegible]
56	Industrial equipment and supplies	24	[illegible]	[illegible]	[illegible]	.4
68	Lead (metallic) and zinc	4	442	[illegible]	[illegible]	[illegible]
75	Glass, sheet	[illegible]	3,214	[illegible]	[illegible]	[illegible]
76	Petroleum and its products	[illegible]	[illegible]	[illegible]	[illegible]	[illegible]
81	Paper and products (except stationery and wallpaper)	6	[illegible]	[illegible]	[illegible]	[illegible]
87	Building materials (except as listed)	[illegible]	[illegible]	[illegible]	[illegible]	[illegible]
88	Cameras and supplies	3	[illegible]	[illegible]	[illegible]	[illegible]
	All other commodities			[illegible]		[illegible]
	Paints With Glass and/or Wallpaper Trade					
	All establishments [illegible]					
	Sales [illegible]					
	Commodity coverage 91.[illegible] percent					
	Total analyzed	[illegible]	[illegible]	26,281		[illegible]
38	Chemicals, industrial and heavy	4	[illegible]	33	[illegible]	[illegible]
39	Oils (cottonseed, linseed, etc.)	41	[illegible]	[illegible]	5.0	[illegible]
40	Paints and varnishes	[illegible]	[illegible]	[illegible]	[illegible]	[illegible]
42	Other chemicals and related products	[illegible]	[illegible]	[illegible]	[illegible]	.4
45	Radios, appliances, and specialties	[illegible]	[illegible]	[illegible]	[illegible]	.4
48	House furnishings	14	[illegible]	[illegible]	[illegible]	[illegible]
	Linoleum, felt base, etc.	[illegible]	[illegible]	[illegible]	[illegible]	
	Other house furnishings	[illegible]	[illegible]	[illegible]	[illegible]	
50	Hardware	[illegible]	[illegible]	[illegible]	4.9	[illegible]
56	Industrial equipment and supplies	[illegible]	[illegible]	[illegible]	4.9	[illegible]
68	Lead (metallic) and zinc	[illegible]	[illegible]	[illegible]	[illegible]	[illegible]
75	Glass, sheet	[illegible]	[illegible]	[illegible]	[illegible]	[illegible]
82	Wallpaper	[illegible]	20,173	[illegible]	[illegible]	[illegible]
87	Building materials (except as listed)	[illegible]	[illegible]	[illegible]	[illegible]	[illegible]
	All other commodities			[illegible]	-	[illegible]
	All Other Chemicals and Paints Trades					
	All establishments 312					
	Sales $36,[illegible]					
	Commodity coverage [illegible] percent					
	Total analyzed	[illegible]	[illegible]	34,341	---	[illegible]
[illegible]	Groceries (miscellaneous)	[illegible]	[illegible]	[illegible]	17.4	.1
37	Drugs and drug sundries	[illegible]	[illegible]	[illegible]	[illegible]	[illegible]
	Drugs, chemicals, and pharmaceuticals	11	[illegible]	[illegible]	[illegible]	
	Other	-		10		
38	Chemicals, industrial and heavy	[illegible]	6,818	[illegible]	[illegible]	[illegible]
39	Oils, vegetable	14	[illegible]	[illegible]	[illegible]	[illegible]
	Cottonseed, linseed, etc.	[illegible]	2,059	[illegible]	[illegible]	
	Essential oils	4	1,272	[illegible]	[illegible]	
40	Paints and varnishes	[illegible]	[illegible]	[illegible]	[illegible]	[illegible]
41	Soaps	[illegible]	2,798	[illegible]	[illegible]	[illegible]
	Toilet soaps	[illegible]	[illegible]	[illegible]	[illegible]	
	Other soaps	[illegible]	2,791	[illegible]	[illegible]	
42	Other chemicals and related products	[illegible]	27,452	[illegible]	[illegible]	[illegible]
48	House furnishings	[illegible]	[illegible]	[illegible]	[illegible]	.6
55	Farm and garden machinery and equipment	[illegible]	[illegible]	[illegible]	[illegible]	.1
56	Industrial equipment and supplies	4	[illegible]	[illegible]	[illegible]	.4
57	Industrial machinery	[illegible]	[illegible]	[illegible]	[illegible]	.1
61	Surgical and hospital equipment	2	[illegible]	[illegible]	[illegible]	[illegible]
69	Other non-ferrous metals (except precious)	2	[illegible]	149	[illegible]	.4
74	Crude non-metallic minerals and products	[illegible]	[illegible]	[illegible]	16.4	.8
76	Petroleum and its products	[illegible]	[illegible]	[illegible]	[illegible]	[illegible]
81	Paper and products (except stationery and wallpaper)	[illegible]	[illegible]	[illegible]	[illegible]	.6

No.	KIND OF BUSINESS AND COMMODITY	[illegible]	[illegible]	[illegible]	[illegible]	[illegible]
	CHEMICALS AND PAINTS TRADES—Con.					
	All Other Chemicals and Paints Trades—Con.					
9	Fertilizer and fertilizer materials	[illegible]	[illegible]	[illegible]	[illegible]	[illegible]
	All other commodities			[illegible]		[illegible]
	Service receipts			[illegible]	[illegible]	[illegible]
	CLOTHING AND FURNISHINGS TRADES					
	Clothing and Furnishings (General Line) Trade					
	All establishments [illegible]					
	Sales [illegible]					
	Commodity coverage [illegible] percent					
	Total analyzed	[illegible]	[illegible]	57,[illegible]		[illegible]
27	Clothing and furnishings, men's and boys'	[illegible]	[illegible]	[illegible]	[illegible]	[illegible]
	Hats and caps	[illegible]	8,194	[illegible]	4	-
	Furnishings (except shoes)	[illegible]	[illegible]	13,117	31.7	
	Suits and overcoats	[illegible]	[illegible]	1,343	[illegible]	
	Work clothing	[illegible]	25,712	[illegible]	[illegible]	
	Not analyzed in detail	[illegible]	5,797	1,608	[illegible]	
28	Clothing and accessories, women's and children's	[illegible]	50,696	[illegible]	[illegible]	[illegible]
	Girls' wear	[illegible]	[illegible]	[illegible]	[illegible]	
	Infants' wear	[illegible]	19,838	[illegible]	[illegible]	
	Dresses (women's and misses')	[illegible]	22,392	[illegible]	[illegible]	
	Hosiery (women's and misses')	[illegible]	36,707	8,143	[illegible]	
	Millinery	[illegible]	[illegible]	227	[illegible]	-
	Underwear, negligees, etc.	[illegible]	[illegible]	4,084	[illegible]	
	Suits and coats (except fur)	[illegible]	7,406	[illegible]	[illegible]	-
	Other (except shoes and furs)	[illegible]	[illegible]	[illegible]	[illegible]	
	Not analyzed in detail	[illegible]	4,383	[illegible]	[illegible]	
29	Furs and fur clothing	4	[illegible]	[illegible]	[illegible]	[illegible]
30	Notions	[illegible]	[illegible]	[illegible]	11.2	[illegible]
31	Piece goods	[illegible]	13,240	[illegible]	[illegible]	[illegible]
	Cotton piece goods	31	7,673	[illegible]	10.1	
	Linens	[illegible]	[illegible]	[illegible]	[illegible]	
	Rayons	[illegible]	[illegible]	[illegible]	[illegible]	---
	Silks and velvets	4	[illegible]	[illegible]	[illegible]	-
	Woolens and worsteds	4	[illegible]	[illegible]	[illegible]	
	Domestics	[illegible]	[illegible]	[illegible]	[illegible]	
	Curtains, draperies, etc.	[illegible]	[illegible]	[illegible]	[illegible]	-
	Other piece and yard goods	4	677	[illegible]	[illegible]	
	Not analyzed in detail	[illegible]	[illegible]	[illegible]	[illegible]	
32	Shoes and other footwear	[illegible]	7,558	[illegible]	[illegible]	[illegible]
	Men's and boys' leather	[illegible]	4,437	[illegible]	[illegible]	-
	Men's and boys' rubber	[illegible]	5,056	[illegible]	[illegible]	
	Women's and children's leather	[illegible]	4,210	[illegible]	[illegible]	
	Women's and children's rubber	[illegible]	[illegible]	[illegible]	[illegible]	-
	Infants'	[illegible]	[illegible]	[illegible]	[illegible]	-
	Other	4	[illegible]	[illegible]	[illegible]	-
	Not analyzed in detail	[illegible]	[illegible]	[illegible]	[illegible]	-
33	Yarns	[illegible]	[illegible]	[illegible]	[illegible]	[illegible]
34	Other dry goods and textile products	[illegible]	[illegible]	[illegible]	[illegible]	[illegible]
37	Drugs and drug sundries	[illegible]	[illegible]	[illegible]	[illegible]	[illegible]
45	Radios, appliances, and specialties	[illegible]	[illegible]	[illegible]	[illegible]	[illegible]
47	Furniture, household	4	[illegible]	[illegible]	[illegible]	[illegible]
48	House furnishings	[illegible]	[illegible]	[illegible]	[illegible]	[illegible]
53	Toys and games	[illegible]	[illegible]	[illegible]	[illegible]	[illegible]
98	Second hand merchandise	[illegible]	[illegible]	[illegible]	[illegible]	[illegible]
	All other commodities	---	---	[illegible]	---	[illegible]
	Clothing and Furnishings (Men's and Boys') Trade					
	All establishments [illegible]					
	Sales $[illegible],244,[illegible]					
	Commodity coverage 96.0 percent					
	Total analyzed	[illegible]	[illegible]	[illegible]	---	[illegible]
27	Clothing and furnishings, men's and boys'	[illegible]	[illegible]	141,572	97.2	[illegible]

SERVICE AND LIMITED-FUNCTION WHOLESALERS

TABLE 8A.—COMMODITY SALES, BY KINDS OF BUSINESS—Continued

UNITED STATES SUMMARY

[Line [illegible] establishments [illegible] kind of business [illegible] commodity coverage [illegible] sales size of sample

Commodity No.	Kind of business and commodity	Establishments reporting commodity data: Number	Establishments reporting commodity data: Sales of such establishments (thousands of dollars)	Reported sales of stated commodity: Amount reported (thousands of dollars)	Reported sales of stated commodity: Percent of line A (See note)	Reported sales of stated commodity: Percent of line B (See note)
	CLOTHING AND FURNISHINGS TRADES—Con.					
	Clothing and Furnishings (Men's and Boys') Trade—Con.					
27	Clothing and furnishings, men's and boys'—Con.					
	Hats and caps	200	$29,476	$23,245	78.9	---
	Furnishings (except shoes)	625	77,451	63,364	81.8	--
	Suits and overcoats	252	36,587	32,261	88.2	---
	Work clothing	195	28,980	16,144	55.9	--
	Not analyzed in detail	65	6,770	6,558	96.9	---
28	Clothing and accessories, women's and children's	93	10,132	1,531	15.1	1.0
30	Notions	15	1,486	105	7.1	.1
31	Piece goods	19	4,953	926	18.7	.6
32	Shoes and other footwear	36	4,457	941	21.1	.6
34	Other dry goods and textile products	8	1,165	298	25.6	.2
48	House furnishings	5	939	120	12.8	.1
52	Sporting goods	6	347	95	27.4	.1
98	Second-hand merchandise	31	730	672	92.1	.5
	All other commodities	---	---	559	---	.4
	Clothing and Furnishings (Women's and Children's) Trade					
	All establishments 1,110; Sales $225,046,000; Commodity coverage 97.8 percent					
	Total analyzed	1,085	220,131	220,131	--	100.0
27	Clothing and furnishings, men's and boys'	63	13,023	2,481	19.1	1.1
28	Clothing and accessories, women's and children's	1,072	215,903	211,034	97.7	95.9
	Girls' wear	137	28,917	11,548	39.9	---
	Infants' wear	177	32,331	18,199	56.3	---
	Dresses (women's and misses')	445	100,384	76,515	76.2	--
	Hosiery (women's and misses')	81	11,580	3,348	28.9	---
	Millinery	23	4,007	738	18.4	---
	Underwear, negligees, etc.	144	21,819	8,518	39.0	--
	Suits and coats (except fur)	229	46,344	24,989	53.9	---
	Other (except shoes and furs)	378	75,612	59,972	79.3	-
	Not analyzed in detail	29	7,378	7,207	97.7	---
29	Furs and fur clothing	[illegible]	3,756	580	15.4	.3
30	Notions	19	3,643	442	12.1	.2
31	Piece goods	24	5,105	390	7.6	.2
32	Shoes and other footwear	13	2,401	326	13.6	.1
91	Jewelry, silverware, etc.	7	956	425	44.5	.2
	All other commodities	---	---	4,453	---	2.0
	Furs, Dressed, and Fur Clothing Trade					
	All establishments 501; Sales $63,925,000; Commodity coverage 98.1 percent					
	Total analyzed	487	62,729	62,729	-	100.0
20	Hides, skins, and raw furs	45	8,339	2,282	27.4	3.6
	Hides and skins	10	2,581	663	27.8	--
	Raw furs	33	5,768	1,495	25.9	---
	Not analyzed in detail	3	510	124	24.6	--
28	Clothing and accessories, women's and children's	4	265	173	65.3	.3
29	Furs and fur clothing	469	62,398	59,956	96.1	95.6
98	Second-hand merchandise	15	173	173	100.0	.3
	All other commodities	- -	---	93	---	.1
	Service receipts	7	432	52	12.0	.1
	Millinery and Millinery Supplies Trade					
	All establishments 478; Sales $76,204,000; Commodity coverage 99.4 percent					
	Total analyzed	473	75,762	75,762	--	100.0
	CLOTHING AND FURNISHINGS TRADES—Con.					
	Millinery and Millinery Supplies Trade—Con.					
27	Clothing and furnishings, men's and boys':					
	Hats and caps	5	$3,675	$1,808	49.1	2.4
28	Clothing and accessories, women's and children's	473	75,762	72,646	95.9	95.9
	Millinery	470	75,677	72,039	95.2	---
	Other	- -	-	525	---	---
	Not analyzed in detail	---	---	83	---	---
30	Notions	2	519	502	96.7	.7
31	Piece goods	5	696	530	76.1	.7
34	Other dry goods and textile products	3	272	74	27.2	.1
	All other commodities	-	---	202	---	.2
	Shoes and Other Footwear Trade					
	All establishments 463; Sales $118,255,000; Commodity coverage 99.1 percent					
	Total analyzed	455	117,208	117,208	---	100.0
32	Shoes and other footwear	443	116,956	116,342	99.5	99.3
	Men's and boys' leather	249	58,324	29,469	50.5	---
	Men's and boys' rubber	121	24,639	3,854	15.6	---
	Women's and children's leather	280	84,560	62,719	74.2	---
	Women's and children's rubber	97	22,151	2,121	9.6	---
	Infants'	68	14,392	1,918	13.3	---
	Other	[illegible]	8,791	2,039	23.2	---
	Not analyzed in detail	52	14,315	14,222	99.4	---
34	Other dry goods and textile products	2	126	62	49.2	.1
94	Luggage, saddlery, harness, etc.	2	805	187	23.2	.2
98	Second-hand merchandise	12	341	259	76.0	.2
	All other commodities	--	---	358	---	.2
	COAL AND COKE TRADE					
	Coal and Coke Trade					
	All establishments 919; Sales $512,835,000; Commodity coverage 95.9 percent					
	Total analyzed	862	491,685	491,685	---	100.0
18	Feed	5	982	194	19.8	(1)
51	Plumbing, heating, and air conditioning	12	11,122	261	2.3	.1
64	Iron and steel products--semi-finished	[illegible]	4,735	1,069	22.6	.2
72	Cement, lime, plaster, and stucco	7	1,830	145	7.9	(1)
73	Coal and coke	862	491,685	481,823	98.0	98.0
	Anthracite	333	225,118	92,632	41.1	---
	Bituminous	671	436,556	355,253	81.4	---
	Coke	232	153,124	13,724	9.0	---
	Not analyzed in detail	63	23,175	20,214	87.2	---
76	Petroleum and its products	39	28,311	5,514	19.5	1.1
80	Lumber--rough, dressed, and finished	4	1,108	298	26.9	.1
	All other commodities	---	---	2,197	---	.5
	Service receipts	9	5,087	184	3.6	(1)
	DRUGS (GENERAL LINE) TRADE					
	Service Drug Wholesalers (Without Liquor)					
	All establishments 226; Sales $287,456,000; Commodity coverage 97.4 percent					
	Total analyzed	218	250,792	250,792	--	100.0
05	Confectionery and ice cream	82	125,200	1,631	1.3	.7
13	Soft drinks	6	5,541	205	3.7	.1

Percentage [illegible] of line A [illegible] commodity [illegible]
Percentage [illegible] of line B [illegible] sales [illegible] establishments [illegible]

[1] Less than one-tenth of one percent.

SERVICE AND LIMITED-FUNCTION WHOLESALERS

TABLE 8A.—COMMODITY SALES, BY KINDS OF BUSINESS—Continued

UNITED STATES SUMMARY

Commodity No.	Kind of business and commodity	Comparable sales reporting commodity data		Reported sales of stated commodities		
		No.	Sales			

DRUGS (GENERAL LINE) TRADE—Con.

Service Drug Wholesalers (Without Liquor)—Con.

Commodity No.	Kind of business and commodity	Comparable sales reporting commodity data: No.	Comparable sales reporting commodity data: Sales	Reported sales of stated commodities		
37	Drugs and drug sundries	218	$284,792	$233,480	93.1	93.1
	Drugs, chemicals, and pharmaceuticals	159	159,273	56,776	35.6	-
	Proprietary medicines and toiletries	154	152,758	84,299	42.1	-
	Druggists' sundries	151	151,707	27,437	18.1	-
	Not analyzed in detail	58	90,981	84,978	93.4	-
38	Chemicals, industrial and heavy	69	96,852	3,741	3.9	1.5
39	Oils, vegetable	35	40,427	927	2.3	.4
	Cottonseed, linseed, etc.	20	25,026	397	1.6	---
	Essential oils	27	34,516	523	1.5	---
	Not analyzed in detail	2	1,080	7	.6	---
40	Paints and varnishes	21	18,033	680	3.8	.3
41	Soaps	52	53,639	576	1.1	.2
	Toilet soaps	46	49,907	461	.9	
	Other soaps	15	23,089	100	.4	-
	Not analyzed in detail	5	2,368	15	.6	
42	Other chemicals and related products	8	10,280	380	3.7	.2
45	Radios, appliances, and specialties	61	95,994	470	.5	.2
61	Surgical and hospital equipment	3	7,330	482	6.6	.2
83	Stationery and supplies	80	120,506	760	.6	.3
	Commercial stationery	16	16,919	111	.7	-
	Social stationery	40	62,223	229	.4	-
	Not analyzed in detail	34	35,556	420	.8	-
88	Cameras and supplies	78	118,867	2,337	2.0	.9
89	Tobacco products	34	51,056	2,047	4.0	.8
	All other commodities	---	--	3,065	---	1.1

Service Drug Wholesalers (With Liquor)

All establishments 45
Sales $72,329,000
Commodity coverage 100.0 percent

Commodity No.	Kind of business and commodity	Comparable sales reporting commodity data: No.	Comparable sales reporting commodity data: Sales	Reported sales of stated commodities		
	Total analyzed	45	72,329	72,329	---	100.0
01	Beer and other malt liquors	5	7,468	347	4.6	.5
08	Confectionery and ice cream	16	27,211	452	1.7	.6
11	Groceries (extracts and spices)	2	4,845	78	1.6	.1
13	Soft drinks	6	6,226	75	1.2	.1
15	Wines and liquors	45	72,329	14,596	20.2	20.2
	Liquors	32	48,360	8,565	17.7	---
	Wines	23	36,556	631	1.7	---
	Not analyzed in detail	8	20,487	5,402	26.4	---
37	Drugs and drug sundries	45	72,329	51,049	70.6	70.6
	Drugs, chemicals, and pharmaceuticals	38	58,550	14,996	25.6	---
	Proprietary medicines and toiletries	36	52,781	17,399	33.0	--
	Druggists' sundries	36	54,759	9,836	18.0	---
	Not analyzed in detail	7	13,788	8,818	64.0	--
38	Chemicals, industrial and heavy	11	13,344	795	5.2	1.1
39	Oils, vegetable	10	12,505	201	1.6	.3
	Cottonseed, linseed, etc.	4	6,940	113	1.6	--
	Essential oils	8	10,040	88	.9	---
40	Paints and varnishes	7	10,535	198	1.9	.3
41	Soaps	15	20,955	124	.6	.2
	Toilet soaps	13	19,088	92	.5	---
	Other soaps	5	7,409	32	.4	---
45	Radios, appliances, and specialties	10	18,278	1,190	6.5	1.6
47	Furniture, wooden and metal	2	6,965	49	.7	.1
49	Musical instruments and accessories	2	2,531	73	2.9	.1
53	Toys and games	6	12,133	98	.8	.1
58	Office and store equipt and supplies	8	13,081	138	1.1	.2
61	Surgical and hospital equipment	4	4,963	138	2.8	.2
75	Glass--sheet and containers	12	17,581	188	1.1	.3
	Sheet glass	2	1,588	28	1.8	---
	Glass containers	11	16,592	160	1.0	---
81	Paper and products (except stationery and wallpaper)	10	15,520	162	1.0	.2
83	Stationery and supplies	5	8,219	91	1.1	.1
88	Cameras and supplies	12	18,025	319	2.0	.4
89	Tobacco products	7	15,215	1,452	9.5	2.0
91	Jewelry (clocks and watches)	6	10,052	71	.7	.1
	All other commodities	--	---	445	---	.6

DRUGS (GENERAL LINE) TRADE—Con.

Cooperative and Voluntary Group Drug Wholesalers

All establishments 26
Sales $33,836,000
Commodity coverage 75.8 percent

Commodity No.	Kind of business and commodity	Comparable sales reporting commodity data: No.	Comparable sales reporting commodity data: Sales	Reported sales of stated commodities		
	Total analyzed	24	$25,577	$25,577		100.0
03	Canned foods	3	4,025	51	1.3	.2
05	Confectionery and ice cream	5	11,275	216	1.9	.8
15	Wines and liquors	4	5,503	765	13.9	3.0
37	Drugs and drug sundries	24	25,577	22,447	87.8	87.8
	Drugs, chemicals, and pharmaceuticals	17	21,174	5,539	26.2	-
	Proprietary medicines and toiletries	16	21,156	9,124	43.1	--
	Druggists' sundries	16	21,653	3,981	18.4	---
	Not analyzed in detail	6	3,816	3,803	99.7	---
38	Chemicals, industrial and heavy	2	7,344	172	2.3	.7
39	Oils, vegetable	6	14,528	234	1.6	.9
41	Soaps	9	18,187	282	1.6	1.1
	Toilet soaps	9	18,187	271	1.5	---
	Other soaps	3	9,306	11	.1	---
81	Paper and products (except stationery and wallpaper)	5	10,435	48	.5	.2
83	Stationery and supplies	5	10,435	31	.3	.1
88	Cameras and supplies	4	8,116	227	2.8	.9
89	Tobacco products	4	8,270	806	9.7	3.2
91	Jewelry (clocks and watches)	3	7,186	38	.5	.1
	All other commodities	---	--	266	---	1.0

DRUGS AND DRUG SUNDRIES (SPECIALTY LINES) TRADES

Proprietary Medicines Trade

All establishments 422
Sales $46,302,000
Commodity coverage 93.7 percent

Commodity No.	Kind of business and commodity	Comparable sales reporting commodity data: No.	Comparable sales reporting commodity data: Sales	Reported sales of stated commodities		
	Total analyzed	403	43,406	43,406	---	100.0
05	Confectionery and ice cream	16	3,792	419	11.0	1.0
11	Groceries (extracts and spices)	7	358	41	11.5	.1
27	Clothing and furnishings, men's and boys'	4	451	141	31.3	.3
30	Notions	13	1,061	135	12.7	.3
37	Drugs and drug sundries	389	39,846	39,121	98.2	90.1
	Drugs, chemicals, and pharmaceuticals	195	26,002	12,961	49.8	-
	Proprietary medicines and toiletries	270	30,719	19,623	63.9	---
	Druggists' sundries	110	19,210	3,562	18.5	---
	Not analyzed in detail	26	3,002	2,975	99.1	---
39	Oils, vegetable	7	3,504	40	1.1	.1
	Cottonseed, linseed, etc.	3	2,974	23	.8	---
	Essential oils	8	3,181	17	.5	--
40	Paints and varnishes	5	1,396	100	7.2	.2
41	Soaps	34	11,342	293	2.6	.7
	Toilet soaps	29	10,783	264	2.4	---
	Other soaps	9	5,193	29	.6	---
42	Other chemicals and related products	8	1,543	774	50.2	1.8
45	Radios, appliances, and specialties	2	501	49	9.8	.1
54	Barber and beauty parlor equipment	11	816	810	99.3	1.9
61	Surgical and hospital equipment	4	532	147	27.6	.3
81	Paper and products (except stationery and wallpaper)	5	701	116	16.5	.3
83	Stationery and supplies	12	884	53	6.0	.1
88	Cameras and supplies	7	1,618	31	1.9	.1
89	Tobacco products	14	6,365	933	14.7	2.1
91	Jewelry (clocks and watches)	2	2,875	143	5.0	.3
	All other commodities	---	---	37	---	.1
	Service receipts	5	749	23	3.1	.1

Per [illegible] A P[illegible] establishments [illegible] month only
Per [illegible] B P[illegible] establishments [illegible]

SERVICE AND LIMITED-FUNCTION WHOLESALERS

TABLE 8A.—COMMODITY SALES, BY KINDS OF BUSINESS—Continued

UNITED STATES
SUMMARY

KIND OF BUSINESS AND COMMODITY	ESTABLISHMENTS REPORTING COMMODITY DATA	Sales of reported (add 000)	REPORTED SALES OF STATED COMMODITY	Percent A	Percent B
DRUGS AND DRUG SUNDRIES (SPECIALTY LINES) TRADES—Con.					
Toiletries Trade					
All establishments [illegible]					
Sales [illegible]					
Commodity coverage [illegible] percent					
Total analyzed	503	$46,539	$46,539	---	100.0
34 Coffee	4	1,846	91	5.3	.1
11 Groceries (extracts and spices)	12	1,903	200	10.5	.4
27 Clothing and furnishings, men's and boys'	2	2,665	200	7.4	.4
30 Notions	7	2,804	85	3.0	.2
34 Other dry goods and textile products	9	981	431	43.9	.9
37 Drugs and drug sundries	345	45,589	41,942	92.0	90.1
Drugs, chemicals, and pharmaceuticals	9	423	123	29.1	---
Proprietary medicines and toiletries	331	41,744	38,405	92.0	-
Druggists' sundries	2[illegible]	3,889	2,635	71.4	---
Not analyzed in detail	6	782	781	99.9	---
39 Oils, vegetable	4	2,562	122	8.8	.3
41 Soaps	54	9,239	1,502	16.1	3.2
Toilet soaps	48	9,035	1,354	15.0	-
Other soaps	10	1,468	148	10.1	---
42 Other chemicals and related products	4	868	854	98.4	1.8
All other commodities	---	---	1,154	---	2.6
Drug Specialties and Sundries Trades					
All establishments 512					
Sales $61,643,000					
Commodity coverage 95.7 percent					
Total analyzed	485	58,983	58,983	---	100.0
33 Confectionery and ice cream	12	1,970	83	4.2	.1
11 Groceries (extracts and spices)	14	918	52	5.7	.1
27 Clothing and furnishings, men's and boys'	13	1,327	103	7.8	.2
28 Clothing and accessories, women's and children's	11	824	73	8.9	.1
30 Notions	40	2,705	451	16.7	.8
37 Drugs and drug sundries	481	58,604	54,245	92.6	92.0
Drugs, chemicals, and pharmaceuticals	189	15,948	7,637	47.9	
Proprietary medicines and toiletries	137	11,877	5,307	44.7	---
Druggists' sundries	281	46,574	38,461	82.6	
Not analyzed in detail	52	5,240	2,840	87.7	
38 Chemicals, industrial and heavy	8	2,092	546	26.1	1.1
39 Oils, vegetable	11	2,453	157	6.4	.3
Cottonseed, linseed, etc	5	1,448	23	1.6	---
Essential oils	9	2,339	134	5.7	---
41 Soaps	39	5,327	269	5.0	.5
Toilet soaps	33	4,176	167	4.0	---
Other soaps	8	1,235	49	4.0	---
Not analyzed in detail	5	451	53	11.8	---
42 Other chemicals and related products	7	1,549	250	16.1	.4
45 Radios, appliances, and specialties	10	3,045	110	3.6	.2
53 Toys and games	10	1,153	121	10.5	.2
75 Glass, containers	2	562	215	38.3	.4
81 Paper and products (except stationery and wallpaper)	13	1,068	105	9.8	.2
83 Stationery and supplies	19	2,150	146	6.8	.2
88 Cameras and supplies	7	2,316	63	2.7	.1
89 Tobacco products	5	1,233	171	13.9	.3
92 Jewelry (clocks and watches)	7	1,940	383	19.7	.6
All other commodities	---	---	1,340	---	2.[illegible]
DRY GOODS (GENERAL LINE) TRADE					
Dry Goods (General Line) Trade					
All establishments 322					
Sales $206,983,000					
Commodity coverage 92.4 percent					
Total analyzed	195	191,305	191,305	---	100.0
DRY GOODS (GENERAL LINE) TRADE—Con.					
Dry Goods (General Line) Trade—Con.					
27 Clothing and furnishings, men's and boys'	194	$187,422	$42,831	22.7	22.3
Hats and caps	78	94,096	1,526	1.6	---
Furnishings (except shoes)	147	136,038	16,852	12.4	---
Suits and overcoats	31	22,288	1,216	5.5	---
Work clothing	142	132,340	14,826	11.2	---
Not analyzed in detail	23	46,598	8,199	17.6	---
28 Clothing and accessories, women's and children's	187	188,688	43,760	23.2	22.9
Girls' wear	85	88,505	2,098	2.4	---
Infants' wear	76	123,740	2,842	2.3	---
Dresses (women's and misses')	116	144,690	9,284	6.4	---
Hosiery (women's and misses')	149	136,717	11,037	8.1	---
Millinery	31	57,607	2,035	3.5	---
Underwear, negligees, etc	129	128,785	5,744	4.5	---
Suits and coats (except fur)	43	60,556	1,388	2.3	---
Other (except shoes and furs)	68	83,706	2,582	3.1	---
Not analyzed in detail	22	25,705	6,750	26.3	---
29 Furs and fur clothing	6	11,846	192	1.6	.1
30 Notions	135	153,954	14,652	9.5	7.7
31 Piece goods	182	189,338	61,686	32.6	32.2
Cotton piece goods	142	149,576	22,214	14.9	---
Jute fabrics	11	30,696	942	3.1	--
Linens	72	133,815	4,721	3.5	---
Rayons	72	83,892	1,991	2.4	---
Silks and velvets	43	105,995	2,913	2.7	---
Woolens and worsteds	51	78,582	3,158	4.0	---
Domestics	126	123,564	10,729	8.7	---
Curtains, draperies, etc	86	134,445	4,105	3.1	---
Other piece and yard goods	62	69,450	1,921	2.8	---
Not analyzed in detail	28	29,070	8,992	30.9	---
32 Shoes and other footwear	76	56,333	3,937	7.0	2.1
Men's and boys' leather	52	31,790	1,002	3.2	---
Men's and boys' rubber	42	32,916	446	1.4	---
Women's and children's leather	39	30,186	884	2.9	--
Women's and children's rubber	33	30,486	278	.9	---
Infants'	17	14,162	99	.7	---
Other	11	10,047	97	1.0	---
Not analyzed in detail	14	19,732	1,131	5.7	---
33 Yarns	39	56,239	1,254	2.2	.7
Cotton yarns	20	16,838	386	2.3	--
Rayon yarns	5	3,331	5	1.5	---
Silk (spun or thrown)	4	2,488	24	1.0	---
Woolen and worsted yarns	25	46,825	642	1.4	---
Other	6	3,636	84	2.3	---
Not analyzed in detail	7	6,941	86	1.2	---
34 Other dry goods and textile products	42	66,215	3,912	5.9	2.0
36 Automotive supplies	5	11,141	166	1.1	.1
37 Drugs and drug sundries	34	52,[illegible]	1,782	3.4	.9
Drugs, chemicals, and pharmaceuticals	6	-	63	1.0	--
Proprietary medicines and toiletries	23	--	395	2.0	---
Druggists' sundries	11	2[illegible]	622	2.2	---
Not analyzed in detail	4	9,672	662	6.8	---
45 Radios, appliances, and specialties	[illegible]	37,200	454	1.2	.2
46 China, glassware, and crockery	9	15,898	442	2.8	.2
47 Furniture, wooden and metal	7	32,521	703	2.2	.4
48 House furnishings	42	79,490	9,219	11.6	4.8
Carpets and rugs	26	40,071	2,340	5.8	---
Linoleum, felt base, etc	25	51,234	3,452	6.8	---
Other house furnishings	10	11,464	400	3.5	---
Not analyzed in detail	18	21,770	3,027	13.9	--
50 Hardware	6	13,424	276	2.1	.1
52 Sporting goods	5	8,728	186	2.1	.1
53 Toys and games	15	26,125	844	3.2	.4
81 Paper and products (except stationery and wallpaper)	13	9,707	234	2.4	.1
83 Stationery and supplies	15	18,302	735	4.0	.4
93 Jewelry, silverware, etc	13	38,208	759	2.0	.4
94 Luggage, saddlery, harness, etc	5	46,321	337	.7	.2
All other commodities	---	---	2,974	---	1.6
Service receipts	5	21,552	189	.9	.1

SERVICE AND LIMITED FUNCTION WHOLESALERS

TABLE 8A.—COMMODITY SALES, BY KINDS OF BUSINESS—Continued

UNITED STATES SUMMARY

Commodity No.	KIND OF BUSINESS AND COMMODITY	ESTABLISHMENTS REPORTING COMMODITY DATA		REPORTED SALES OF LIMITED FUNCTION WHOLESALERS		
	DRY GOODS (SPECIALTY LINES) TRADES					
	Hosiery and Lingerie Trade					
	All establishments 422; Sales $86,204,000; Commodity coverage 95.4 percent					
	Total analyzed	412	$82,258	$82,258	--	100.0
27	Clothing and furnishings, men's and boys'	88	16,445	4,663	28.5	5.7
	Furnishings (except shoes)	82	15,592	4,506	28.9	—
	Other	---	---	183	---	
28	Clothing and accessories, women's and children's	401	81,591	77,081	94.5	93.7
	Infants' wear	3	279	36	12.9	--
	Dresses (women's and misses')	4	357	13	3.6	--
	Hosiery (women's and misses')	305	63,972	57,145	89.3	--
	Millinery	3	669	45	6.7	---
	Underwear, negligees, etc	158	23,675	18,418	77.8	--
	Suits and coats (except fur	3	1,005	370	36.8	---
	Other (except shoes and furs)	-		98	---	---
	Not analyzed in detail	6	1,179	956	81.1	---
30	Notions	15	831	173	32.6	.2
	All other commodities	---	---	321	---	.4
	Notions Trade					
	All establishments 973; Sales $113,874,000; Commodity coverage 92.7 percent					
	Total analyzed	933	105,599	105,599	--	100.0
27	Clothing and furnishings, men's and boys'	21	1,604	238	14.8	.2
28	Clothing and accessories, women's and children's	38	4,960	1,408	28.4	1.3
30	Notions	879	100,124	95,148	95.0	90.1
31	Piece goods	39	7,461	1,671	22.4	1.6
33	Yarns	14	2,178	506	23.3	.5
34	Other dry goods and textile products	22	7,858	2,671	34.0	2.5
37	Drugs and drug sundries	44	2,941	607	20.8	.6
46	China, glassware, and crockery	5	1,372	386	28.1	.4
48	House furnishings	7	1,097	150	13.7	.1
53	Toys and games	10	1,414	107	7.6	.1
81	Paper and products (except stationery and wallpaper)	15	677	158	23.3	.1
83	Stationery and supplies	21	1,629	122	7.5	.1
91	Jewelry, silverware, etc	8	1,215	190	15.6	.2
	All other commodities	---	---	2,235	---	2.2
	Piece Goods (General Line) Trade					
	All establishments 54; Sales $18,493,000; Commodity coverage 100.0 percent					
	Total analyzed	54	18,493	18,493	--	100.0
28	Clothing and accessories, women's and children's	4	1,107	186	16.8	1.0
30	Notions	7	1,195	41	3.4	.2
31	Piece goods	54	18,493	18,010	97.4	97.4
	Cotton piece goods	38	14,189	6,573	46.3	---
	Jute fabrics	6	1,666	123	7.6	---
	Linens	30	11,966	1,301	10.9	---
	Rayons	33	8,447	2,145	25.4	--
	Silks and velvets	23	3,316	398	12.0	
	Woolens and worsteds	29	5,745	1,435	25.0	--
	Domestics	16	6,142	1,272	20.7	---
	Curtains, draperies, etc	10	3,654	309	8.5	---
	Other piece and yard goods	16	5,958	577	9.7	--
	Not analyzed in detail	14	3,877	3,877	100.0	--
32	Shoes and other footwear	3	1,464	32	2.2	.2
33	Yarns, cotton	3	1,040	89	8.6	.5
37	Drugs and drug sundries	2	629	16	2.9	.1
	All other commodities	---	---	117	---	.6

Commodity No.	KIND OF BUSINESS AND COMMODITY	ESTABLISHMENTS REPORTING COMMODITY DATA		REPORTED SALES OF LIMITED FUNCTION WHOLESALERS		
	DRY GOODS (SPECIALTY LINES) TRADES—Con.					
	Cotton Piece Goods Trade					
	All establishments 549; Sales $237,647,000; Commodity coverage 96.7 percent					
	Total analyzed	565	$234,457	$234,457		100.0
27	Clothing and furnishings, men's and boys'	7	2,780	104	3.7	(1)
28	Clothing and accessories, women's and children's	8	13,331	225	1.7	.1
30	Notions	17	6,991	1,336	19.1	.6
31	Piece goods	500	230,121	229,715	99.5	98.0
	Cotton piece goods	444	225,626	207,102	91.8	---
	Jute fabrics	5	867	169	19.5	
	Linens	20	7,089	795	11.2	---
	Rayons	76	67,906	10,020	14.8	---
	Silks and velvets	6	820	82	10.0	
	Woolens and worsteds	12	1,268	180	14.2	-
	Domestics	23	17,419	1,660	9.5	---
	Curtains, draperies, etc	16	7,463	3,376	45.3	-
	Other piece and yard goods	--	---	1,998	---	---
	Not analyzed in detail	14	4,331	4,331	99.5	-
33	Yarns	6	14,451	1,002	6.9	.4
	Cotton yarns	4	2,669	232	8.6	-
	Rayon yarns	2	10,874	279	2.6	-
	Not analyzed in detail	---	---	491	---	-
34	Other dry goods and textile products	6	1,903	1,157	60.8	.5
	All other commodities	---	-	914	---	.4
	Service receipts	2	271	4	1.5	(1)
	Silk, Linen, Rayon, and Velvet Piece Goods Trades					
	All establishments 801; Sales $301,044,000; Commodity coverage 98.8 percent					
	Total analyzed	782	297,303	297,303	---	100.0
30	Notions	8	2,440	580	23.8	.2
31	Piece goods	782	294,571	292,752	99.4	98.5
	Cotton piece goods	67	16,775	3,087	18.4	-
	Linens	126	17,964	16,184	90.1	-
	Rayons	517	238,960	221,466	92.7	---
	Silks and velvets	270	69,918	44,260	63.7	---
	Woolens and worsteds	19	3,700	545	14.7	---
	Curtains, draperies, etc	5	1,110	65	5.8	-
	Other	---	---	534	-	---
	Not analyzed in detail	24	2,855	2,855	100.0	-
33	Yarns	11	11,096	2,823	25.5	1.0
	Cotton yarns	2	294	17	5.8	
	Rayon yarns	6	10,611	2,781	26.2	
	Silk (spun or thrown)	3	1,527	25	1.6	-
34	Other dry goods and textile products	7	2,344	337	14.4	.1
	All other commodities	---		607		.2
	Woolen and Worsted Piece Goods Trade					
	All establishments 366; Sales $97,281,000; Commodity coverage 99.8 percent					
	Total analyzed	362	97,050	97,050	-	100.0
30	Notions	8	1,475	143	9.7	.1
31	Piece goods	361	97,032	96,671	99.6	99.6
	Cotton piece goods	9	2,027	175	8.6	- -
	Linens	2	341	13	3.8	- -
	Rayons	15	4,443	926	20.8	
	Silks and velvets	14	1,911	206	10.8	---
	Woolens and worsteds	355	93,288	92,716	97.5	--
	Curtains, draperies, etc	2	66	31	47.0	- -
	Other piece and yard goods	7	2,117	890	42.0	- -
	Not analyzed in detail	4	1,720	1,720	100.0	- -
	All other commodities			236		.3

[illegible]

[illegible]

[1] Less than one-tenth of one percent

SERVICE AND LIMITED-FUNCTION WHOLESALERS

TABLE 8A.—COMMODITY SALES, BY KINDS OF BUSINESS—Continued

UNITED STATES SUMMARY

[illegible]	ESTABLISHMENTS REPORTING COMMODITY DATA	REPORTED SALES OF STATED COMMODITY			
[illegible]	Number	Amount	Percent A (See note)	Percent B (See note)
DRY GOODS (SPECIALTY LINES) TRADES—Con.				
Other Piece Goods Trades				
All establishments 407; Sales $89,586,000; Commodity coverage 98.5 percent				
Total analyzed	391	$88,076	$88,076	---	100.0
27 Clothing and furnishings, men's and boys'	10	1,417	66	4.7	.1
28 Clothing and accessories, women's and children's	8	1,054	63	5.8	.1
30 Notions	18	1,842	376	20.4	.4
31 Piece goods	362	84,507	82,986	98.2	94.2
Cotton piece goods	140	35,138	13,754	39.1	---
Jute fabrics	10	1,678	206	12.3	---
Linens	50	16,261	3,422	21.0	---
Rayons	117	33,261	14,153	42.6	---
Silks and velvets	64	5,615	1,832	32.6	---
Woolens and worsteds	79	5,673	1,877	33.1	---
Domestics	31	11,070	4,369	39.5	---
Curtains, draperies, etc.	19	32,323	19,352	63.4	---
Other piece and yard goods	94	23,704	18,120	76.4	---
Not analyzed in detail	37	5,978	5,901	98.7	---
33 Yarns	7	1,065	625	58.7	.7
34 Other dry goods and textile products	30	7,954	3,138	79.4	3.6
48 House furnishings	3	2,482	384	15.4	.4
92 Junk and scrap (waste rags)	2	610	171	28.0	.2
All other commodities		---	270	---	.3
Other Dry Goods Specialties Trades					
All establishments 333; Sales $37,547,000; Commodity coverage 94.4 percent					
Total analyzed	304	33,802	33,802	---	100.0
27 Clothing and furnishings, men's and boys'	43	3,201	699	21.8	2.1
Hats and caps	6	272	24	8.8	---
Furnishings (except shoes)	25	2,421	314	13.0	---
Suits and overcoats	3	156	14	9.0	---
Work clothing	25	2,712	320	11.8	---
Not analyzed in detail	5	80	27	33.8	---
28 Clothing and accessories, women's and children's	76	10,715	3,364	31.4	10.0
Girls' wear	9	2,020	68	3.4	---
Infants' wear	10	2,247	198	8.8	---
Dresses (women's and misses')	13	2,431	155	6.4	---
Hosiery (women's and misses')	41	4,242	330	7.8	---
Millinery	4	359	13	3.6	---
Underwear, negligees, etc.	31	2,516	304	12.1	---
Suits and coats (except fur)	2	236	[illegible]	10.2	---
Other (except shoes and furs)	19	4,406	1,911	43.4	---
Not analyzed in detail	[illegible]	1,012	361	35.7	---
30 Notions	64	9,301	3,486	37.5	10.3
31 Piece goods	105	16,064	9,901	61.6	29.3
Cotton piece goods	60	9,627	2,835	29.4	---
Linens	20	3,897	737	18.9	---
Rayons	27	3,296	575	17.4	---
Silks and velvets	22	978	164	16.8	---
Woolens and worsteds	12	1,212	372	30.7	---
Domestics	29	4,802	1,462	30.4	---
Curtains, draperies, etc.	26	4,229	1,229	29.1	---
Other	---	---	1,765	---	---
Not analyzed in detail	11	1,007	762	75.7	---
32 Shoes and other footwear	16	1,396	242	17.3	.7
33 Yarns	22	5,047	502	9.9	1.5
34 Other dry goods and textile products	161	16,843	13,978	83.0	41.4
37 Drugs and drug sundries	11	671	111	16.5	.3
48 House furnishings	6	2,675	774	28.9	2.3
Linoleum, felt base, etc.	5	2,643	711	26.9	---
Other house furnishings	2	881	63	7.2	---
56 Industrial equipment and supplies	3	291	65	22.3	.2
81 Paper and products (except stationery and wallpaper)	9	574	106	18.5	.3

KIND OF BUSINESS AND COMMODITY	ESTABLISHMENTS REPORTING COMMODITY DATA		REPORTED SALES OF STATED COMMODITY		
	Number	Sales of specified commodity (add 000)	Amount reported	Percent A (See note)	Percent B (See note)
DRY GOODS (SPECIALTY LINES) TRADES—Con.					
Other Dry Goods Specialties Trades—Con.					
83 Stationery and supplies	8	$614	$65	10.6	.2
98 Second-hand merchandise	7	290	97	33.4	.3
All other commodities	---	---	412	---	1.1
ELECTRICAL GOODS TRADES					
Electrical Merchandise (General Line) Trade					
All establishments 455; Sales $300,377,000; Commodity coverage 97.7 percent					
Total analyzed	435	293,411	293,411	---	100.0
36 Automotive supplies	7	7,811	1,021	13.1	.3
Automotive accessories	5	4,025	718	17.8	---
Other	--	---	303	---	---
43 Wiring supplies and electrical construction materials	432	291,216	149,345	51.3	50.9
Interior	415	283,338	72,187	25.5	-
Outside	352	255,283	36,707	14.4	---
Lighting fixtures	394	275,702	14,639	5.3	---
Incandescent lamps	407	278,021	21,720	7.8	---
Not analyzed in detail	14	5,320	4,112	77.3	---
44 Electrical apparatus and equipment	352	255,319	26,330	10.3	9.0
45 Radios, appliances, and specialties	423	289,895	111,476	38.5	38.0
Radios, parts, and accessories	376	274,147	17,324	6.3	---
Electric household refrigerators	325	228,231	41,744	18.3	---
Electric washing machines	325	236,001	4,866	2.1	---
Other electrical appliances	407	283,359	46,316	16.3	---
Not analyzed in detail	9	3,333	1,126	33.8	---
51 Plumbing, heating, and air conditioning	9	4,420	424	9.6	.1
57 Industrial machinery	6	5,839	356	6.1	.1
58 Office and store equipment and supplies	54	46,623	1,363	2.9	.5
Store fixtures and equipment	54	46,623	1,347	2.9	---
Other	---	---	16	---	---
[illegible] Cameras and supplies	2	2,951	405	13.7	.1
All other commodities	--	---	2,553	---	1.0
Service receipts	5	2,249	138	6.1	(1)
Apparatus and Equipment Trade					
All establishments 207; Sales $24,214,000; Commodity coverage 94.7 percent					
Total analyzed	191	22,936	22,936	---	100.0
36 Automotive supplies	4	940	71	7.6	.3
43 Wiring supplies and electrical construction materials	26	3,145	800	25.4	3.5
44 Electrical apparatus and equipment	176	21,540	18,479	85.8	80.6
45 Radios, appliances, and specialties	31	4,827	1,551	32.1	6.8
Radios, parts, and accessories	4	1,928	437	22.7	---
Electric household refrigerators	3	1,907	312	16.4	---
Electric washing machines	3	2,026	61	3.0	---
Other electrical appliances	26	4,606	732	15.9	---
Not analyzed in detail	2	43	9	20.9	---
51 Plumbing, heating, and air conditioning	4	1,130	386	34.2	1.7
56 Industrial equipment and supplies	9	786	202	25.7	.9
Belting, hose, packing, etc.	4	482	58	12.0	---
Mechanical power transmission equipt.	4	565	128	22.7	---
Other	--	---	13	---	---
Not analyzed in detail	2	84	3	3.6	---
57 Industrial machinery	11	1,700	141	8.3	.6
58 Office and store equipment and supplies	3	925	144	15.6	.6
98 Second-hand merchandise	14	1,832	433	23.6	1.9
All other commodities	--	---	235	---	.9
Service receipts	29	1,923	494	25.7	2.2

Percentage A: [illegible] establishments [illegible] each commodity.
Percentage B: [illegible] reported sales [illegible] commodity [illegible] total sales of the specified kind of business [illegible] commodity.

1 Less than [illegible] of one percent.

SERVICE AND LIMITED-FUNCTION WHOLESALERS

TABLE 8A. COMMODITY SALES, BY KINDS OF BUSINESS [illegible]

UNITED STATES SUMMARY

KINDS OF BUSINESS AND COMMODITY	[illegible]	[illegible]	[illegible]	[illegible]	[illegible]

ELECTRICAL GOODS TRADES—Con.

Wiring Supplies and Construction Materials Trade

All establishments 955
Sales $1,[illegible]
Commodity coverage 97.1 percent

Total analyzed	937	$123,010	$110,995	90.2	90.2
36 Automotive supplies	5	866	86	10.1	.1
43 Wiring supplies and electrical construction materials	937	123,010	110,995	90.2	90.2
Interior	623	89,250	56,609	63.4	
Outside	495	47,990	9,496	19.8	---
Lighting fixtures	586	81,189	19,937	24.6	---
Incandescent lamps	597	74,547	9,898	13.3	
Not analyzed in detail	107	16,163	15,055	93.1	
44 Electrical apparatus and equipment	154	29,774	3,181	10.7	2.6
45 Radios, appliances, and specialties	152	60,775	6,897	11.3	5.6
Radios, parts, and accessories	119	20,946	1,135	5.4	-
Electric household refrigerators	36	7,750	214	2.8	
Electric washing machines	44	10,[illegible]	192	1.8	-
Other electrical appliances	2[illegible]	52,[illegible]	4,843	9.1	---
Not analyzed in detail	[illegible]	4,062	513	12.6	---
48 House furnishings	7	1,143	[illegible]	29.4	.2
50 Hardware	7	2,[illegible]	281	21.[illegible]	.2
51 Plumbing, heating, and air conditioning	15	2,664	203	8.6	.2
All other commodities		-	1,083	---	.8
Service receipts	4	1,[illegible]	80	6.5	.1

Radios and Equipment Trade

All establishments 666
Sales $112,[illegible]
Commodity coverage 99.1 percent

Total analyzed	661	111,429	111,429	---	100.0
36 Automotive supplies	29	8,464	2,337	27.6	2.1
Batteries	12	6,168	175	2.8	---
Automotive accessories	13	6,129	867	14.1	
Automotive parts	9	5,413	825	15.2	---
Tires and tubes	2	1,642	70	4.3	---
Not analyzed in detail	8	1,311	400	30.5	---
40 Paints and varnishes	5	986	95	9.6	.1
43 Wiring supplies and electrical construction materials	20	9,070	1,199	13.2	1.1
Interior	7	1,027	66	6.6	--
Lighting fixtures	2	540	16	3.0	---
Incandescent lamps	14	8,228	490	6.0	---
Not analyzed in detail	--	-	625	---	--
45 Radios, appliances, and specialties	660	110,881	101,494	91.5	91.1
Radios, parts, and accessories	827	100,867	78,654	78.0	---
Electric household refrigerators	107	55,818	6,355	11.3	---
Electric washing machines	86	51,669	4,669	9.0	---
Other electrical appliances	111	48,146	2,930	6.1	---
Not analyzed in detail	33	9,994	8,906	89.1	---
48 House furnishings	10	4,666	641	13.7	.6
49 Musical instruments and accessories	13	13,796	1,382	10.0	1.2
51 Plumbing, heating, and air conditioning	42	18,554	2,473	13.3	2.2
Air-conditioning equipment	16	7,062	217	3.1	---
Gas appliances and supplies	10	7,028	1,493	21.2	-
Oil burners	12	4,027	435	10.8	---
Oil burner-furnace combinations	2	1,336	39	2.9	---
Stoves, ranges, furnaces (except gas and electric)	10	4,136	275	6.6	---
Other	---	---	14	---	---
58 Office and store equipment and supplies	7	3,421	93	2.7	(1)
88 Cameras and supplies	12	3,196	506	15.8	.5
All other commodities	---		820	---	.8
Service receipts	38	7,591	389	5.1	.3

ELECTRICAL GOODS TRADES—Con.

Refrigerators and Equipment (Household) Trade

All establishments 196
Sales $[illegible]
Commodity coverage [illegible] percent

Total analyzed	188	$116,529	$11[illegible]		100.0
21 Groceries [illegible]	[illegible]	1,077	41[illegible]	38.5	.4
36 Automotive supplies	[illegible]	4,104	1,124	27.4	1.0
43 Wiring supplies and electrical construction materials	[illegible]	4,541	56[illegible]	12.[illegible]	.[illegible]
45 Radios, appliances, and specialties	14[illegible]	116,183	93,027	80.1	[illegible]
Radios, parts, and accessories	4[illegible]	[illegible]	3,693	10.5	-
Electric household refrigerators	141	115,2[illegible]	78,010	67.7	-
Electric washing machines	55	45,767	[illegible]	[illegible]	---
Other electrical appliances	[illegible]	105,960	8,078	7.6	-
Not analyzed in detail	2	8[illegible]	725	87.0	-
49 Musical instruments and accessories	3	6,[illegible]	464	6.8	.4
51 Plumbing, heating, and air conditioning	49	77,700	4,517	5.8	3.9
Air-conditioning equipment	3[illegible]	64,371	2,[illegible]	[illegible]	---
Gas appliances and supplies	7	8,599	476	5.5	
Oil burners	8	3[illegible]	[illegible]	.8	---
Oil burner-furnace combinations	17	49,930	195	.4	---
Stoves, ranges, furnaces (except gas and electric)	[illegible]	31,197	604	1.9	---
Other	---	---	69	---	---
57 Industrial machinery	13	6,816	948	13.9	.8
58 Office and store equipment and supplies	52	84,861	11,177	13.2	9.6
Garage and filling station equipment	3	4,134	2[illegible]	5.7	
Store fixtures and equipment	47	78,091	10,366	13.3	---
Other	--	---	149	---	---
Not analyzed in detail	-	---	427	---	-
76 Petroleum and its products	3	2,226	169	7.6	.1
98 Second-hand merchandise	18	50,423	1[illegible]	.3	-
All other commodities	---	---	1,165	--	1.0
Service receipts	35	64,732	2,804	4.3	2.4

Other Electrical Appliances and Specialties Trades

All establishments 628
Sales $106,242,000
Commodity coverage 96.1 percent

Total analyzed	587	102,068	102,068		100.0
35 Automobiles and other motor vehicles	13	3,245	100	3.1	.1
36 Automotive supplies	28	10,949	2,921	26.5	2.8
Batteries	9	5,778	79	1.4	---
Automotive accessories	16	8,811	1,180	13.2	---
Automotive parts	9	5,296	831	15.7	--
Tires and tubes	2[illegible]	5,[illegible]	3[illegible]	[illegible]	-
Not analyzed in detail	4	1,161	278	23.[illegible]	
40 Paints and varnishes	6	1,969	12[illegible]	[illegible]	.[illegible]
43 Wiring supplies and electrical construction materials	86	14,207	5,768	40.6	5.7
Interior	52	9,611	2,557	26.[illegible]	-
Outside	19	3,724	423	11.4	-
Lighting fixtures	54	8,406	1,516	18.0	---
Incandescent lamps	46	7,419	9[illegible]	12.4	
Not analyzed in detail	8	740	351	47.4	- -
44 Electrical apparatus and equipment	26	3,350	737	22.[illegible]	.7
45 Radios, appliances, and specialties	551	99,988	81,784	81.8	80.1
Radios, parts, and accessories	227	64,871	18,705	28.8	-
Electric household refrigerators	209	65,274	21,144	32.4	
Electric washing machines	216	57,[illegible]	9,128	16.0	-
Other electrical appliances	460	84,173	28,532	33.9	--
Not analyzed in detail	28	4,753	4,275	89.9	---
46 China, glassware, and crockery	6	457	90	19.[illegible]	.1
47 Furniture, [illegible]	13	2,611	364	13.[illegible]	.4

[illegible]

1 Less than one-tenth of one percent

SERVICE AND LIMITED-FUNCTION WHOLESALERS

TABLE 8A.—COMMODITY SALES, BY KINDS OF BUSINESS—Continued

UNITED STATES SUMMARY

[illegible]

[illegible]	KIND OF BUSINESS AND COMMODITY	ESTABLISHMENTS REPORTING COMMODITY DATA		REPORTED SALES OF STATED COMMODITY		Percent [illegible]
		Number	Sales of selected [illegible]	Amount reported	Percent of [illegible]	
			[illegible]	(add 000)		
	ELECTRICAL GOODS TRADES—Con.					
	Other Electrical Appliances and Specialties Trades—Con.					
48	House furnishings	24	$7,467	$1,150	15.4	1.1
	Carpets and rugs	6	1,935	426	22.0	---
	Linoleum, felt base, etc.	12	5,606	482	8.6	---
	Other house furnishings	9	1,461	106	7.3	---
	Not analyzed in detail	6	1,459	136	12.5	---
49	Musical instruments and accessories	[illegible]	2,352	331	14.1	.3
50	Hardware	12	1,487	259	17.4	.3
51	Plumbing, heating, and air conditioning	55	17,017	2,010	11.8	2.0
	Air-conditioning equipment	22	6,473	181	2.8	---
	Gas appliances and supplies	15	7,218	359	5.0	---
	Oil burners	12	3,817	197	5.2	---
	Oil burner furnace combinations	4	2,452	107	4.4	---
	Pipe fittings, valves, brass goods, etc.	4	1,655	60	3.6	---
	Plumbing fixtures, equipt. and supls.	3	424	36	8.5	---
	Stoves, ranges, furnaces (except gas and electric)	28	7,245	597	8.2	---
	Not analyzed in detail	7	2,691	473	17.6	---
54	Sporting goods	6	3,941	583	14.8	.6
55	Farm and garden machinery and equipment	4	862	133	15.4	.1
56	Industrial equipment and supplies	7	2,124	277	13.0	.3
57	Industrial machinery	14	7,654	890	11.6	.9
58	Office and store equipment and supplies	71	10,779	1,799	16.7	1.8
	Garage and filling station equipment	6	2,366	248	10.5	---
	Store fixtures and equipment	25	8,455	1,471	17.4	---
	Others	---	---	80	---	---
76	Petroleum and its products	4	1,303	180	13.8	.2
91	Jewelry, silverware, etc.	9	1,241	118	9.5	.1
94	Luggage, saddlery, harness, etc.	5	1,143	117	10.2	.1
98	Second-hand merchandise	9	361	77	21.3	.1
	All other commodities	---	---	2,018	---	1.8
	Service receipts	31	6,133	474	7.7	.5
	FARM PRODUCTS—RAW MATERIALS—TRADES					
	Cotton Trade					
	All establishments 229; Sales $408,574,000; Commodity coverage 76.5 percent					
	Total analyzed	211	[illegible]	312,439	---	100.0
09	Fruits and vegetables, fresh	3	5,052	744	14.8	.2
14	Sugar	[illegible]	1,368	324	23.7	.1
17	Cotton, raw	211	[illegible]	306,374	98.1	98.1
19	Grain	6	[illegible]	288	16.6	.1
26	Other farm products--raw materials	7	2,123	405	19.1	.1
90	Fertilizer and fertilizer materials	7	1,387	222	16.0	.1
	All other commodities	---	---	4,082	---	1.3
	Grain Trade					
	All establishments 397; Sales $522,447,000; Commodity coverage 88.0 percent					
	Total analyzed	357	[illegible]	459,589	---	100.0
06	Dairy and poultry products (except butter and cheese)	8	1,845	173	9.4	(1)
08	Flour	50	18,752	1,682	9.0	.4
18	Feed	145	51,151	7,436	14.5	1.6
	Hay, straw, and alfalfa	64	25,324	1,675	6.6	---
	Mixed and other feeds	117	30,593	4,577	15.0	---
	Not analyzed in detail	7	7,484	1,184	15.8	---
19	Grain	357	459,589	442,205	96.2	96.2
	Corn	246	376,123	101,632	27.0	---
	Wheat	275	431,951	246,081	57.0	---
	Other (except rice)	240	395,125	78,924	20.0	---
	Not analyzed in detail	25	18,319	15,568	85.0	---
	FARM PRODUCTS—RAW MATERIALS—TRADES—Con.					
	Grain Trade—Con.					
22	Seeds	43	$15,188	$1,442	9.5	.3
26	Other farm products--raw materials	13	19,811	1,839	9.3	.4
31	Piece goods (jute fabrics)	5	3,800	366	9.6	.1
39	Oils (cottonseed, linseed, etc.)	3	2,703	214	7.9	(1)
73	Coal and coke	22	5,475	172	3.1	(1)
90	Fertilizer and fertilizer materials	19	2,888	141	4.9	(1)
	All other commodities	---	---	2,107	---	.6
	Service receipts	28	31,954	1,812	5.7	.4
	Hides, Skins, and Raw Furs Trade					
	All establishments 686; Sales $193,688,000; Commodity coverage 96.0 percent					
	Total analyzed	642	186,001	186,001	---	100.0
11	Groceries (miscellaneous)	[illegible]	2,405	524	21.8	.3
12	Meats and meat products	5	2,040	306	15.0	.2
20	Hides, skins, and raw furs	642	186,001	169,925	91.4	91.4
	Hides and skins	286	105,434	90,719	86.0	---
	Raw furs	435	103,062	73,608	71.4	---
	Not analyzed in detail	46	6,936	5,598	80.7	---
25	Wool, raw	97	28,679	4,676	16.3	2.5
26	Other farm products--raw materials	44	36,209	1,835	5.1	1.0
29	Furs and fur clothing	51	18,031	6,092	33.8	3.3
64	Iron and steel products--semi-finished: Scrap iron and steel	39	3,494	484	13.9	.3
90	Fertilizer and fertilizer materials	2	656	108	16.5	.1
92	Junk and scrap (except iron)	42	4,101	602	14.7	.3
93	Leather and cut stock	4	2,125	354	16.7	.2
	All other commodities	---	---	1,095	---	.4
	Horses and Mules Trade					
	All establishments 28; Sales $7,076,000; Commodity coverage 97.7 percent					
	Total analyzed	27	6,912	6,912	---	100.0
21	Livestock	27	6,912	6,864	99.3	99.3
	Cattle (including calves)	4	326	51	15.8	---
	Horses and mules	27	6,912	6,813	98.6	---
	All other commodities	---	---	48	---	.7
	Livestock Trade					
	All establishments 107; Sales $8,490,000; Commodity coverage 90.9 percent					
	Total analyzed	96	7,719	7,719	---	100.0
06	Dairy and poultry products (except butter and cheese)	12	1,065	97	9.1	1.3
20	Hides, skins, and raw furs	8	431	26	6.0	.3
21	Livestock	96	7,719	6,946	90.0	90.0
	Cattle (including calves)	82	6,352	4,963	78.1	---
	Hogs	34	2,543	1,095	43.1	---
	Horses and mules	12	608	155	25.5	---
	Sheep and lambs	11	825	85	10.3	---
	Other livestock	4	268	240	89.6	---
	Not analyzed in detail	6	445	408	91.7	---
25	Wool, raw	2	212	28	13.2	.4
	All other commodities	---	---	621	---	8.0
	Service receipts	---	---	1	---	(1)

[illegible]

1 Less than one-tenth of one percent.

SERVICE AND LIMITED-FUNCTION WHOLESALERS

TABLE 8A. COMMODITY SALES, BY KINDS OF BUSINESS—Continued

[illegible]

UNITED STATES SUMMARY

Commodity No.	KIND OF BUSINESS AND COMMODITY	LIMITED-FUNCTION WHOLESALERS REPORTING COMMODITY DATA: No.	[illegible]	REPORTED SALE OF STATED COMMODITY: No.	[illegible]	[illegible]
	FARM PRODUCTS—RAW MATERIALS—TRADES—Con.					
	Silk (Raw) Trade					
	All establishments 15					
	Sales $81,006,000					
	Commodity coverage 72.4 percent					
	Total analyzed	10	$56,618	$56,618	---	100.0
26	Other farm products--raw materials	10	56,618	54,926	96.9	96.9
31	Piece goods	2	7,432	1,386	18.6	2.4
33	Yarns	2	9,586	406	4.2	.7
	Tobacco (Leaf) Trade					
	All establishments 191					
	Sales $86,489,000					
	Commodity coverage 94.2 percent					
	Total analyzed	177	81,460	81,460	---	100.0
24	Leaf tobacco	177	81,460	77,682	95.4	95.4
	All other commodities	---	---	349	---	.4
	Service receipts	13	28,993	3,429	11.8	4.2
	Wool and Mohair Trade					
	All establishments 166					
	Sales $194,242,000					
	Commodity coverage 95.5 percent					
	Total analyzed	161	185,544	185,544	---	100.0
11	Groceries (miscellaneous)	5	4,630	306	6.6	.2
20	Hides, skins, and raw furs	50	10,070	2,324	23.1	1.3
	Hides and skins	24	8,113	1,530	18.9	---
	Raw furs	21	6,338	620	9.8	---
	Not analyzed in detail	3	1,404	174	12.4	---
25	Wool, raw	160	185,540	179,197	96.6	96.6
26	Other farm products--raw materials	14	9,264	1,918	20.7	1.0
92	Junk and scrap (except iron)	8	907	149	16.4	.1
	All other commodities	---	---	1,046	---	.8
	Service receipts	3	1,824	18	.5	(1)
	All Other Raw Farm Products Trades					
	All establishments 287					
	Sales $120,892,000					
	Commodity coverage 82.9 percent					
	Total analyzed	238	108,061	108,061	---	100.0
08	Flour	5	1,628	113	6.9	.1
09	Fruits and vegetables, fresh	5	2,666	91	3.4	.1
11	Groceries (except as listed)	29	16,750	2,692	16.1	2.6
	Extracts and spices	3	2,433	1,768	27.1	---
	Nuts (all kinds)	10	2,089	395	19.1	---
	Rice, polished	5	1,458	218	15.0	---
	Other	---	---	317	---	---
17	Cotton, raw	8	692	112	16.2	.1
18	Feed	27	5,616	583	10.4	.6
19	Grain	32	9,305	2,648	28.5	2.5
	Corn	17	5,280	122	2.3	---
	Wheat	24	6,936	1,482	21.4	---
	Other (except rice)	10	4,877	1,044	21.4	---
20	Hides, skins, and raw furs	37	8,601	1,869	21.7	1.8
21	Livestock	6	557	104	18.7	.1
22	Seeds	24	4,389	995	22.5	.5
25	Wool, raw	30	3,555	1,080	30.4	1.0
26	Other farm products--raw materials	193	97,247	84,321	86.7	80.5
64	Iron and steel products--semi-finished: Scrap iron and steel	9	716	165	23.0	.2
90	Fertilizer and fertilizer materials	13	2,398	150	6.3	.1
92	Junk and scrap (except iron)	2	674	78	11.6	.1
	All other commodities	---	---	10,507	---	9.9

Commodity No.	KIND OF BUSINESS AND COMMODITY	[illegible]	[illegible]	[illegible]	[illegible]	[illegible]
	FARM PRODUCTS—CONSUMER GOODS—TRADES					
	Dairy Products Trade					
	All establishments [illegible]					
	Sales [illegible]					
	Commodity coverage 98.8 percent					
	Total analyzed	[illegible]	[illegible]	$461,932	---	100.0
01	Beer and other malt liquors	[illegible]	2,426	749	[illegible]	[illegible]
02	Butter and cheese	[illegible]	[illegible]	[illegible]	43.5	27.1
03	Canned foods	[illegible]	40,208	6,002	[illegible]	[illegible]
	Canned vegetables	[illegible]	773	[illegible]	[illegible]	---
	Canned fish and sea foods	7	1,874	[illegible]	[illegible]	---
	Canned meats	[illegible]	[illegible]	[illegible]	[illegible]	---
	Canned milk	[illegible]	18,095	3,525	[illegible]	---
	Other canned foods	[illegible]	[illegible]	322	[illegible]	---
	Not analyzed in detail	[illegible]	729	74	[illegible]	---
05	Confectionery and ice cream	420	69,474	[illegible]	22.1	3.3
	Candy	[illegible]	2,[illegible]	167	5.6	---
	Chewing gum	[illegible]	[illegible]	3	1.2	---
	Ice cream and ices	394	64,998	14,760	22.7	---
	Other confectionery	37	5,248	245	4.7	---
	Not analyzed in detail	12	2,407	177	7.4	---
06	Dairy and poultry products (except butter and cheese)	1,733	384,905	305,004	79.2	66.0
	Eggs	133	[illegible]	3,379	4.2	---
	Milk and cream, fluid	1,647	[illegible]	[illegible]	79.4	---
	Poultry	12	[illegible]	344	6.4	---
	Other	347	137,349	17,479	12.7	---
	Not analyzed in detail	28	4,050	[illegible]	91.0	---
07	Fish and sea foods (except canned)	[illegible]	4,[illegible]	[illegible]	7.7	.1
10	Fruits and vegetables, frozen	[illegible]	12,[illegible]	[illegible]	2.5	.1
11	Groceries (except as listed)	94	27,312	[illegible]	14.1	.8
	Lard substitutes and cooking fats	[illegible]	5,[illegible]	[illegible]	[illegible]	---
	Butter substitutes	24	6,978	[illegible]	5.9	---
	Pickles, preserves, and sauces	21	7,781	1,127	14.5	---
	Other	[illegible]	---	2,072	---	---
12	Meats and meat products	[illegible]	[illegible]	1,165	[illegible]	.3
13	Soft drinks	[illegible]	30,913	[illegible]	[illegible]	.1
16	Other food and related products	32	15,402	686	5.1	.1
18	Feed	[illegible]	3,[illegible]	295	7.6	.1
	All other commodities	---	---	2,482	---	.5
	Dairy and Poultry Products Trade					
	All establishments 760					
	Sales $241,[illegible]					
	Commodity coverage 98.5 percent					
	Total analyzed	741	237,[illegible]	[illegible]	---	100.0
01	Beer and other malt liquors	[illegible]	7,478	[illegible]	---	.4
02	Butter and cheese	[illegible]	217,013	111,617	---	[illegible]
03	Canned foods	[illegible]	[illegible]	1,649	---	.7
	Canned fruits	9	1,945	54	---	---
	Canned vegetables	8	1,206	---	5.1	---
	Canned fish and sea foods	3	[illegible]	.9	---	---
	Canned meats	34	[illegible]	[illegible]	5.7	---
	Canned milk	[illegible]	7,526	[illegible]	[illegible]	---
	Other canned foods	[illegible]	9,945	[illegible]	[illegible]	---
	Not analyzed in detail	[illegible]	3,123	340	10.9	---
04	Coffee, roasted	[illegible]	4,944	[illegible]	---	[illegible]
05	Confectionery and ice cream	28	8,371	[illegible]	[illegible]	.2
	Candy	6	[illegible]	.4	---	---
	Ice cream and ices	26	4,606	[illegible]	---	---
	Other confectionery	[illegible]	[illegible]	[illegible]	---	---
06	Dairy and poultry products (except butter and cheese)	[illegible]	[illegible]	115,349	[illegible]	[illegible]
	Eggs	[illegible]	[illegible]	[illegible]	---	---
	Milk and cream, fluid	[illegible]	29,386	[illegible]	---	---
	Poultry	[illegible]	[illegible]	[illegible]	---	---
	Other	68	[illegible]	5,913	---	---
	Not analyzed in detail	[illegible]	[illegible]	5,842	---	---
10	Fruits and vegetables, frozen	[illegible]	[illegible]	[illegible]	---	---

[illegible]

1 Less than one-tenth of one percent.

SERVICE AND LIMITED-FUNCTION WHOLESALERS

TABLE 5A. COMMODITY SALES, BY KINDS OF BUSINESS—Continued

UNITED STATES SUMMARY [Lin

	ESTABLISHMENTS REPORTING COMMODITY DATA	REPORTED SALES OF STATED COMMODITY		
KIND OF BUSINESS AND COMMODITY				
FARM PRODUCTS—CONSUMER GOODS—TRADES—Con.				
Dairy and Poultry Products Trade—Con.				
11 Groceries (except [illegible])	[illegible]	$33,175	$2,597	7.8	1.1
Extracts and spices	[illegible]	1,171	21	1.8	-
Lard substitutes and cooking fats	46	[illegible]	552	[illegible]	[illegible]
Nuts (all kinds)	9	4,527	122	2.7	- -
Butter substitutes	[illegible]	11,554	312	2.6	-
Pickles, preserves, and sauces	16	8,552	67	.9	-
Other	-	-	1,133	-	-
12 Meats and meat products	57	43,074	2,179	5.1	.9
Lard	[illegible]	10,205	154	1.5	[illegible]
Meats, fresh	7	5,776	[illegible]	[illegible]	[illegible]
Meats, cured or canned	21	5,066	[illegible]	[illegible]	--
Other (including lard)	5	776	26	3.4	-
Not analyzed in detail	14	23,244	[illegible]	4.4	
16 Feed	30	4,829	205	4.2	..
19 Oils, vegetable	[illegible]	3,676	271	7.4	.1
All other commodities	-	--	1,701	--	.8
Poultry and Poultry Products Trade					
All establishments [illegible]					
Sales $[illegible]					
Commodity coverage [illegible] percent					
Total analyzed	1,613	234,468	234,468	--	100.0
02 Butter and cheese	5	19,546	1,017	5.2	.4
03 Canned foods	13	7,387	287	3.9	.1
05 Confectionery and ice cream	3	959	403	42.0	.2
06 Dairy and poultry products (except butter and cheese)	1,610	234,134	224,601	95.9	95.8
Eggs	1,205	157,941	[illegible]	98.2	-
Milk and cream, fluid	14	1,578	289	18.8	-
Poultry	1,146	177,260	132,837	74.9	-
Other	36	5,644	1,255	22.2	---
Not analyzed in detail	16	3,112	[illegible]	95.2	--
07 Fish and sea foods (except canned)	29	1,160	232	20.0	.1
09 Fruits and vegetables, fresh	46	4,612	743	16.1	.3
11 Groceries (except [illegible])	31	11,130	502	4.5	.2
Nuts (all kinds)	13	2,364	158	6.7	--
Butter substitutes	2	485	23	4.7	---
Pickles, preserves, and sauces	2	506	84	16.6	---
Rice, polished	2	264	5	1.9	---
Other	---	---	232	---	---
12 Meats and meat products	84	18,593	3,073	16.5	1.3
14 Sugar	5	1,294	364	28.1	.2
18 Feed	69	8,827	1,148	13.0	.5
21 Livestock	27	3,027	302	10.0	.1
22 Seeds	5	2,972	322	10.8	.1
All other commodities	- -	---	1,474	---	.7
Fruits and Vegetables (Fresh) Trade					
All establishments 5,449					
Sales $[illegible]					
Commodity coverage [illegible] percent					
Total analyzed	5,385	975,326	975,326	-	100.0
01 Beer and other malt liquors	156	58,457	10,489	17.9	1.1
02 Butter and cheese	77	38,603	818	2.1	.1
03 Canned foods	183	50,481	5,153	10.2	.5
04 Coffee, roasted	47	27,251	414	1.5	(1)
05 Confectionery and ice cream	94	41,736	1,029	2.5	.1
06 Dairy and poultry products (except butter and cheese)	116	36,218	3,454	9.5	.4
07 Fish and sea foods (except canned)	68	31,437	1,006	3.2	.1
09 Fruits and vegetables, fresh	5,385	975,326	[illegible]	94.4	94.4
Fresh fruits	[illegible]	679,728	316,741	46.6	-
Fresh vegetables	4,789	774,426	420,830	54.3	-
Not analyzed in detail	588	198,379	[illegible]	32.4	-
10 Fruits and vegetables, frozen	83	31,273	2,026	6.5	.2

	ESTABLISHMENTS REPORTING COMMODITY DATA	REPORTED SALES OF STATED COMMODITY			
KIND OF BUSINESS AND COMMODITY					
FARM PRODUCTS—CONSUMER GOODS—TRADES—Con.					
Fruits and Vegetables (Fresh) Trade—Con.					
11 Groceries (except [illegible])	290	$128,533	$11,793	9.2	1.2
Breakfast cereals	[illegible]	23,762	542	2.3	- -
Extracts and spices	17	10,432	97	.9	- -
Lard substitutes and cooking fats	[illegible]	11,191	116	1.[illegible]	[illegible]
Nuts (all kinds)	[illegible]	76,802	1,332	1.7	[illegible]
Butter substitutes	36	17,090	410	2.4	--
Pickles, preserves, and sauces	44	25,770	223	.9	- -
Rice, polished	33	[illegible]	182	.5	---
Teas	10	6,757	53	.8	---
Other	107	50,706	3,011	5.9	[illegible]
Not analyzed in detail	73	27,895	5,875	21.1	--
13 Soft drinks	77	35,897	874	2.4	.1
14 Sugar	122	51,865	6,590	12.7	.7
15 Wines and liquors	27	12,025	1,923	16.0	.2
Liquors	13	5,927	1,182	19.9	---
Wines	19	7,394	598	8.1	---
Not analyzed in detail	4	3,340	141	4.2	---
18 Feed	26	7,845	719	10.0	.1
22 Seeds	34	9,497	590	6.2	.1
89 Tobacco products	33	14,998	1,333	8.9	.1
90 Fertilizer and fertilizer materials	31	7,222	1,090	15.1	1
All other commodities	-	--	5,153		.5
Fresh Fruits Only Trade					
All establishments 965					
Sales $146,965,000					
Commodity coverage 98.8 percent					
Total analyzed	891	145,242	145,242		100.0
01 Beer and other malt liquors	3	741	227	30.6	.2
09 Fruits and vegetables, fresh	891	145,242	143,926	99.1	99.1
11 Groceries (miscellaneous)	11	2,156	331	15.4	.2
All other commodities	- -	- -	758	---	.5
All Other Farm Consumer Goods Trades					
All establishments 32					
Sales $5,359,000					
Commodity coverage [illegible] percent					
Total analyzed	24	4,161	4,161	--	100.0
02 Butter and cheese	2	1,419	656	46.2	15.8
03 Canned foods	3	631	200	31.7	4.8
04 Coffee, roasted	3	3,244	39	1.2	.9
05 Confectionery and ice cream	3	1,651	16	1.0	.4
06 Dairy and poultry products (except butter and cheese)	14	2,285	271	11.9	6.5
09 Fruits and vegetables, fresh	15	3,739	2,273	60.8	54.6
11 Groceries (miscellaneous)	8	3,454	205	5.9	4.9
16 Other feed and related products	5	1,404	116	8.3	2.8
All other commodities	- -	---	385	-	9.3
FARM SUPPLIES TRADES					
Feed Trade					
All establishments 782					
Sales $130,199,000					
Commodity coverage 85.9 percent					
Total analyzed	707	111,891	111,891	---	100.0
01 Beer and other malt liquors	6	1,138	194	17.0	.2
03 Canned foods	32	8,025	937	11.7	.8
04 Coffee, roasted	16	5,188	207	4.0	.2
05 Confectionery and ice cream	6	3,483	231	6.6	.2

1 Less than one-tenth of one percent

SERVICE AND LIMITED-FUNCTION WHOLESALERS

TABLE 5A. COMMODITY SALES, BY KINDS OF BUSINESS—Continued

UNITED STATES SUMMARY

Code No.	KIND OF BUSINESS AND COMMODITY	[illegible]	[illegible]	[illegible]	[illegible]
	FARM SUPPLIES TRADES—Con.				
	Feed Trade—Con.				
06	Dairy and poultry products (except butter and cheese	37	$4,[illegible]	$4[illegible]	12.1	.4
08	Flour	[illegible]	[illegible]	4,[illegible]	12.8	4.1
09	Fruits and vegetables, fresh	12	1,901	[illegible]	7.7	.1
11	Groceries (miscellaneous	50	14,526	[illegible]	4.2	.5
14	Sugar	[illegible]	8,504	810	9.5	.7
16	Other food and related products	16	1,770	[illegible]	[illegible]	.2
17	Cotton, raw	[illegible]	2,707	[illegible]	[illegible]	.3
18	Feed	[illegible]	111,891	84,587	75.6	75.6
	Hay, straw, and alfalfa	[illegible]	[illegible]	6,386	16.2	--
	Mixed and other feeds	[illegible]	[illegible]	69,960	[illegible]	---
	Not analyzed in detail	69	9,894	[illegible]	[illegible]	---
19	Grain	326	58,973	[illegible]	18.0	9.5
	Corn	279	47,249	[illegible]	11.7	--
	Wheat	186	39,[illegible]	[illegible]	6.2	--
	Other (except rice	125	29,635	[illegible]	8.1	--
	Not analyzed in detail	18	3,481	278	8.0	--
22	Seeds	[illegible]	[illegible]	1,860	[illegible]	1.8
36	Chemicals, industrial and heavy	[illegible]	[illegible]	417	18.9	.4
39	Oils, vegetable	4	3,139	597	19.0	.5
55	Farm and garden machinery and equipt	26	[illegible]	149	4.7	.1
66	Iron and steel--wire and wire products	13	3,259	[illegible]	3.8	.2
72	Cement, lime, plaster, and stucco	12	2,541	[illegible]	4.0	.1
73	Coal and coke	26	4,727	458	9.7	.4
76	Petroleum and its products	[illegible]	1,126	107	9.5	.1
81	Paper and products (except stationery and wallpaper	8	1,718	140	8.2	.1
90	Fertilizer and fertilizer materials	75	18,803	1,048	5.6	.9
	All other commodities	--	--	2,661	--	2.5
	Service receipts	17	4,947	123	2.5	.1
	Fertilizer Trade					
	All establishments 99					
	Sales $37,327,000					
	Commodity coverage 94.4 percent					
	Total analyzed	86	35,727	35,727		100.0
18	Feed	12	5,240	1,759	33.6	4.9
21	Seeds	12	2,076	719	34.6	2.0
37	Drugs and drug sundries	4	4,559	178	3.9	.5
38	Chemicals, industrial and heavy	8	6,904	909	13.2	2.5
42	Other chemicals and related products	6	1,126	173	15.4	.5
55	Farm and garden machinery and equipt	5	827	129	15.6	.4
90	Fertilizer and fertilizer materials	86	35,727	31,603	88.5	88.5
	All other commodities	--		257	---	.7
	Seed Trade					
	All establishments 415					
	Sales $101,419,000					
	Commodity coverage 94.5 percent					
	Total analyzed	398	95,679	95,679		100.0
06	Dairy and poultry products (except butter and cheese	4	1,120	[illegible]	9.2	.1
11	Groceries (miscellaneous	11	2,309	276	12.0	.3
16	Other food and related products	3	1,488	156	10.5	.2
18	Feed	75	22,547	4,573	20.3	4.8
	Hay, straw, and alfalfa	14	3,427	98	2.9	--
	Mixed and other feeds	58	18,384	2,776	15.1	--
	Not analyzed in detail	12	3,345	1,699	50.8	--
19	Grain	46	11,678	1,618	13.9	1.7
	Corn	34	9,800	578	5.9	---
	Wheat	27	5,855	422	4.8	--
	Other (except rice	22	8,596	[illegible]	7.1	---
	Not analyzed in detail	6	645	219	33.9	--
21	Livestock	6	1,281	206	16.2	.2
22	Seeds	398	95,679	84,844	88.7	88.7
23	Cut flowers and plants	13	2,019	126	[illegible]	.1
26	Other farm products--raw materials	9	3,345	368	11.0	.4
42	Other chemicals and related products	20	7,785	300	3.9	.3
55	Farm and garden machinery and equipt	34	9,043	868	9.6	.9
	FARM SUPPLIES TRADES—Con.					
	Seed Trade—Con.					
[illegible]	Industrial equipment and supplies	9	$[illegible]	$245	8.0	.3
	Rope, cordage, and twine	[illegible]	2,174	[illegible]	[illegible]	[illegible]
	Other	[illegible]	[illegible]	[illegible]	[illegible]	[illegible]
66	Iron and steel--wire and wire products	5	2,702	117	[illegible]	[illegible]
77	Coal and coke	15	3,900	[illegible]	4.8	.2
8[illegible]	Fertilizer and fertilizer materials	57	[illegible]	[illegible]	4.7	.6
[illegible]	All other commodities	[illegible]	[illegible]	[illegible]	[illegible]	1.0
	Service receipts	.2	4,810	87	1.8	[illegible]
	All Other Farm Supplies Trades					
	All establishments [illegible]					
	Sales $64,[illegible]					
	Commodity coverage 90.3 percent					
	Total analyzed	140	[illegible]	[illegible]	[illegible]	[illegible]
06	Dairy and poultry products (except butter and cheese	7	7,611	447	5.9	[illegible]
[illegible]	Fruits and vegetables, fresh	[illegible]	4,178	[illegible]	6.9	.5
	Fresh fruits	9	9,384	673	7.2	1.2
	Fresh vegetables	4	7,744	[illegible]	1.7	[illegible]
		7	8,886	545	6.1	[illegible]
11	Groceries (miscellaneous	13	1,640	[illegible]	8.1	.2
[illegible]	Sugar	[illegible]	940	67	7.1	.1
18	Feed	[illegible]	43,516	13,987	32.1	23.9
	Hay, straw, and alfalfa	77	8,914	3,141	35.2	--
	Mixed and other feeds	65	[illegible]	10,674	26.9	[illegible]
	Not analyzed in detail	2	[illegible]	[illegible]	51.7	[illegible]
19	Grain	49	[illegible]	2,464	[illegible]	[illegible]
	Corn	33	[illegible]	713	5.8	[illegible]
	Wheat	33	14,015	917	6.5	[illegible]
	Other (except rice	[illegible]	12,466	[illegible]	5.6	[illegible]
	Not analyzed in detail	5	829	[illegible]	[illegible]	[illegible]
[illegible]	Seeds	59	[illegible]	3,546	[illegible]	6.1
[illegible]	Other farm products--raw materials	17	[illegible]	[illegible]	5.5	.9
[illegible]	Automotive and other motor vehicles	[illegible]	14,764	175	1.2	.3
	Tractors	4	7,707	114	[illegible]	[illegible]
	[illegible]	[illegible]	[illegible]	[illegible]	[illegible]	[illegible]
36	Automotive supplies	[illegible]	19,044	436	2.3	.7
39	Oils, vegetable	[illegible]	2,326	[illegible]	8.0	[illegible]
40	Paints and varnishes	15	[illegible]	399	[illegible]	.7
41	Soaps	[illegible]	10,710	[illegible]	.8	.1
42	Other chemicals and related products	[illegible]	23,200	[illegible]	[illegible]	1.5
43	Wiring supplies and electrical construction materials	[illegible]	[illegible]	[illegible]	1.7	[illegible]
45	Radios, appliances, and specialties	[illegible]	16,875	[illegible]	1.7	.5
50	Hardware	7	[illegible]	[illegible]	1.1	.2
51	Plumbing, heating, and air conditioning	[illegible]	6,789	[illegible]	1.7	[illegible]
55	Farm and garden machinery and equipment	[illegible]	[illegible]	1,254	5.5	2.1
56	Industrial equipment and supplies	10	21,811	697	[illegible]	1.2
	Rope, cordage, and twine	11	12,060	[illegible]	1.7	[illegible]
	Other industrial equipment	4	[illegible]	494	5.1	[illegible]
62	Building metal work	10	5,900	177	[illegible]	[illegible]
66	Iron and steel--wire and wire products	24	[illegible]	1,000	3.3	[illegible]
72	Cement, lime, plaster, and stucco	12	[illegible]	[illegible]	2.0	.3
73	Coal and coke	15	[illegible]	[illegible]	4.2	1.1
76	Petroleum and its products	[illegible]	43,346	5,948	13.7	10.2
[illegible]	Lumber--rough, dressed, and finished	[illegible]	9,875	4,894	49.6	[illegible]
[illegible]	Paper and products (except stationery and wallpaper	4	15,785	1,708	10.8	[illegible]
87	Building materials (except [illegible]	12	[illegible]	421	[illegible]	[illegible]
[illegible]	Fertilizer and fertilizer materials	48	47,383	[illegible]	19.9	[illegible]
	All other commodities	[illegible]	[illegible]	[illegible]	---	12.2
	FURNITURE AND HOUSE FURNISHINGS TRADES					
	China, Glassware, and Crockery Trade					
	All establishments [illegible]					
	Sales [illegible]					
	Commodity coverage 94.3 [illegible]					
	Total analyzed	329	34,718	34,718	--	100.0

Per[illegible] A P[illegible]
P[illegible] B -P[illegible]

SERVICE AND LIMITED-FUNCTION WHOLESALERS

TABLE 8A.—COMMODITY SALES, BY KINDS OF BUSINESS--Continued

UNITED STATES SUMMARY [Limited [illegible] Ratio of commodity coverage indicates sales [illegible] sample]

[illegible]	KIND OF BUSINESS AND COMMODITY	ESTABLISHMENTS REPORTING COMMODITY DATA: Number	ESTABLISHMENTS REPORTING COMMODITY DATA: Sales of establishments	REPORTED SALES OF STATED COMMODITY: Amount reported	REPORTED SALES OF STATED COMMODITY: Percent (Group A) (See text)	Percent (Group B) (See text)
	FURNITURE AND HOUSE FURNISHINGS TRADES—Con.					
	China, Glassware, and Crockery Trade—Con.					
26	Clothing and accessories, women's and children's	2	$632	$68	9.8	.2
31	Piece goods	6	889	96	10.8	.3
43	Wiring supplies and electrical construction materials	5	550	92	16.7	.3
45	Radios, appliances, and specialties	9	1,401	177	12.6	.5
46	China, glassware, and crockery	349	34,718	31,796	91.6	91.6
47	Furniture, wooden and metal	9	989	102	10.3	.3
48	House furnishings	11	1,173	162	13.8	.5
51	Plumbing, heating, and air conditioning	3	195	34	17.6	.1
53	Toys and games	4	1,023	98	9.7	.3
54	Jewelry, silverware, etc.	19	2,825	668	23.6	1.9
	Silverware and plated ware	12	1,595	589	22.7	---
	Other	--	---	14	---	---
	Not analyzed in detail	3	230	65	28.3	
	All other commodities	---	---	1,423	---	4.0
	Floor Coverings Trade					
	All establishments 487; Sales $149,554,000; Commodity coverage 97.0 percent					
	Total analyzed	471	145,145	145,145	---	100.0
29	Furs and fur clothing	4	1,420	555	39.1	.4
31	Piece goods	20	18,223	3,050	16.7	2.1
33	Yarns	3	841	109	13.0	.1
34	Other dry goods and textile products	5	1,115	175	15.7	.1
45	Radios, appliances, and specialties	3	1,469	325	22.1	.2
47	Furniture, household	22	15,214	2,546	16.8	1.8
48	House furnishings	471	145,145	137,169	94.5	94.5
	Carpets and rugs	351	123,432	82,178	66.6	---
	Linoleum, felt base, etc.	278	115,382	46,965	40.7	--
	Other house furnishings	42	28,008	4,635	16.5	-
	Not analyzed in detail	10	3,602	3,391	89.2	---
51	Plumbing, heating, and air conditioning	5	1,392	183	13.1	.1
75	Glass, sheet	2	625	218	34.9	.2
	All other commodities	--	---	628	---	.4
	Service receipts	4	716	127	17.7	.1
	Furniture (General Line) Trade					
	All establishments 49; Sales $10,476,000; Commodity coverage 77.2 percent					
	Total analyzed	39	8,087	8,087	-	100.0
45	Radios, appliances, and specialties	3	441	45	10.2	.6
47	Furniture, wooden and metal	31	6,730	5,357	79.6	66.2
48	House furnishings	15	5,693	2,437	42.8	30.1
	Carpets and rugs	9	4,034	785	19.5	---
	Linoleum, felt base, etc.	8	4,115	348	8.9	---
	Other house furnishings	5	1,262	487	38.6	---
	Not analyzed in detail	2	857	817	95.3	-
51	Plumbing, heating, and air conditioning	3	215	35	16.1	.4
98	Second-hand merchandise	10	136	105	99.1	1.3
	All other commodities	---	---	108	---	1.4
	Furniture (Household) Trade					
	All establishments 353; Sales $47,[illegible],000; Commodity coverage 94.8 percent					
	Total analyzed	314	45,192	45,192	---	100.0
31	Piece goods	7	863	82	9.5	.2
40	Paints and varnishes	2	95	20	21.1	(1)
45	Radios, appliances, and specialties	16	3,019	547	18.5	1.2
	FURNITURE AND HOUSE FURNISHINGS TRADES—Con.					
	Furniture (Household) Trade—Con.					
47	Furniture, wooden and metal	290	$44,770	$40,663	90.8	90.0
	Household furniture	280	42,873	39,089	91.2	---
	Office and store furniture, wooden	10	3,251	65	2.0	---
	Office and store furniture, metal	--	---	7	---	---
	Not analyzed in detail	10	1,563	1,502	96.1	---
48	House furnishings	59	14,760	2,981	20.2	6.6
	Carpets and rugs	41	12,261	1,636	13.3	---
	Linoleum, felt base, etc.	29	9,562	1,023	10.7	---
	Other house furnishings	13	1,627	275	15.1	---
	Not analyzed in detail	2	82	47	57.3	---
50	Hardware	4	475	60	12.6	.1
51	Plumbing, heating, and air conditioning	14	2,430	220	9.1	.5
98	Second-hand merchandise	24	422	388	91.9	.9
	All other commodities	---	---	186	---	.4
	Service receipts	5	475	45	9.5	.1
	Furniture (Office) Trade					
	All establishments 51; Sales $3,052,000; Commodity coverage 95.8 percent					
	Total analyzed	[illegible]	2,925	2,925	---	100.0
47	Furniture, wooden and metal	46	2,913	2,840	97.5	97.1
	Household furniture	2	601	104	17.3	---
	Office and store furniture, wooden	26	1,650	1,383	83.8	---
	Office and store furniture, metal	30	2,008	676	33.7	---
	Not analyzed in detail	2	677	677	100.0	---
58	Office and store equipment and supplies	5	108	16	14.8	.5
83	Stationery and supplies (commercial)	2	83	32	38.6	1.1
	All other commodities	--	---	37	---	1.3
	House Furnishings (Except as Specified) Trade					
	All establishments 827; Sales $106,017,000; Commodity coverage 94.4 percent					
	Total analyzed	794	100,125	100,125	---	100.0
27	Clothing and furnishings, men's and boys'	10	2,851	132	4.6	.1
28	Clothing and accessories, women's and children's	17	2,840	409	14.4	.4
30	Notions	6	1,670	118	7.1	.1
31	Piece goods	260	53,175	49,475	93.0	49.4
	Cotton piece goods	25	6,080	1,652	27.2	--
	Linens	35	7,296	2,062	28.3	---
	Rayons	8	2,559	563	22.0	---
	Silks and velvets	4	279	18	6.5	--
	Woolens and worsteds	8	1,329	297	22.3	--
	Domestics	156	31,491	24,472	77.7	--
	Curtains, draperies, etc.	138	22,594	15,979	70.7	--
	Other	---	---	1,231	--	--
	Not analyzed in detail	12	3,455	3,201	92.6	---
34	Other dry goods and textile products	44	9,702	5,922	61.0	5.9
40	Paints and varnishes	4	1,655	36	2.2	(1)
42	Other chemicals and related products	8	1,499	205	13.7	.2
43	Wiring supplies and electrical construction materials	9	4,245	326	7.7	.3
45	Radios, appliances, and specialties	48	13,793	3,673	26.6	3.7
	Radios, parts, and accessories	14	7,324	1,150	15.7	---
	Electric household refrigerators	8	6,282	270	4.3	---
	Electric washing machines	9	6,987	211	3.0	--
	Other electrical appliances	37	8,321	1,421	17.2	---
	Not analyzed in detail	5	2,343	621	26.5	--
46	China, glassware, and crockery	44	9,531	1,760	18.5	1.8
47	Furniture (household)	41	5,286	2,662	50.4	2.7
48	House furnishings	444	39,066	27,932	71.5	27.9
	Carpets and rugs	27	5,551	846	15.2	---
	Linoleum, felt base, etc.	22	9,339	2,072	22.3	---
	Other house furnishings	395	30,331	21,278	70.2	---
	Not analyzed in detail	51	5,882	3,736	63.5	---

[illegible]

1 Less than one-tenth of one percent.

SERVICE AND LIMITED-FUNCTION WHOLESALERS

TABLE 8A. COMMODITY SALES, BY KINDS OF BUSINESS Continued

[Limited-function establishments which report on analysis of their sales by commodities. Reported commodity coverage is that [illegible] sample]

UNITED STATES SUMMARY

Commodity No.	Kind of business and commodity	Establishments reporting commodity data: Number	Establishments reporting commodity data: Sales of such establishments	Reported sales of stated commodity: Amount reported	Reported sales of stated commodity: Percent of column A (See note)	Reported sales of stated commodity: Percent of column B (See note)
	FURNITURE AND HOUSE FURNISHINGS TRADES—Con.					
	House Furnishings (Except as Specified) Trade—Con.					
50	Hardware	23	$8,699	$1,180	13.6	1.2
51	Plumbing, heating, and air conditioning	15	3,864	376	9.7	.4
53	Toys and games	15	6,387	557	8.7	.6
81	Paper and products (except stationery and wallpaper)	11	4,721	256	5.4	.3
91	Jewelry, silverware, etc.	18	5,460	714	13.1	.7
	Clocks and watches	13	4,733	219	4.6	---
	Jewelry	3	1,521	27	1.8	---
	Silverware and plated ware	14	3,931	468	11.9	---
98	Second-hand merchandise	27	885	881	99.5	.9
	All other commodities	---	---	3,509	---	3.4
	Musical Instruments and Sheet Music Trade					
	All establishments 128; Sales $19,898,000; Commodity coverage 95.5 percent					
	Total analyzed	119	19,000	19,000	---	100.0
45	Radios, appliances, and specialties	5	1,400	225	16.1	1.2
49	Musical instruments and accessories	96	16,868	15,011	89.0	79.0
78	Books, magazines, and other printed material	27	4,817	3,538	73.4	18.6
98	Second-hand merchandise	4	142	125	88.0	.7
	All other commodities	---	---	51	---	.2
	Service receipts	3	2,514	50	2.0	.3
	GROCERIES (GENERAL LINE) TRADE					
	Grocery Wholesalers Not Sponsoring Cooperative or Voluntary Groups					
	All establishments 2,786; Sales $1,310,164,000; Commodity coverage 82.8 percent					
	Total analyzed	2,344	1,084,623	1,084,623	---	100.0
00	Bakery products	899	474,389	5,113	1.1	.5
01	Beer and other malt liquors	213	154,519	11,346	7.3	1.0
02	Butter and cheese	786	398,204	8,211	2.1	.8
03	Canned foods	2,300	1,056,168	306,110	29.0	28.2
	Canned fruits	2,011	948,479	67,877	7.2	---
	Canned vegetables	2,028	954,214	107,257	11.2	---
	Canned fish and sea foods	1,656	902,779	26,805	3.0	---
	Canned meats	1,715	870,479	16,491	1.9	---
	Canned milk	1,947	916,469	34,281	3.7	---
	Other canned foods	1,242	606,869	29,584	4.9	---
	Not analyzed in detail	179	81,614	23,815	29.2	---
04	Coffee	2,053	985,247	37,470	3.8	3.5
	Green	223	116,273	2,288	2.0	---
	Roasted	1,810	869,458	30,148	3.5	---
	Not analyzed in detail	195	97,400	5,034	5.2	---
05	Confectionery and ice cream	1,779	870,204	26,816	3.1	2.5
	Candy	1,534	772,212	16,468	2.1	---
	Chewing gum	1,288	661,993	6,082	.9	-
	Ice cream and ices	13	5,759	38	.7	---
	Other confectionery	282	157,734	1,811	1.1	---
	Not analyzed in detail	181	71,640	2,417	3.4	--
06	Dairy and poultry products (except butter and cheese)	219	96,053	5,201	5.3	.5
	Eggs	171	80,117	3,098	3.9	---
	Milk and cream, fluid	40	19,696	258	1.3	---
	Poultry	61	22,492	1,438	6.4	--
	Other	10	11,856	150	1.3	--
	Not analyzed in detail	32	11,623	257	2.2	---
	GROCERIES (GENERAL LINE) TRADE—Con.					
	Grocery Wholesalers Not Sponsoring Cooperative or Voluntary Groups—Con.					
07	Fish and sea foods (except canned)	259	$159,217	$1,605	1.0	.1
	Fresh fish	29	15,544	204	1.3	---
	Cured and processed fish	189	113,670	840	.7	---
	Frozen fish	30	32,909	285	.9	---
	Other sea foods	27	24,487	143	.6	---
	Not analyzed in detail	26	9,427	133	1.4	--
08	Flour	1,896	871,653	64,761	7.4	6.0
09	Fruits and vegetables, fresh	644	322,853	28,965	9.0	2.7
	Fresh fruits	451	238,135	14,576	6.1	---
	Fresh vegetables	478	247,006	11,958	4.8	---
	Not analyzed in detail	74	32,359	2,431	7.5	---
10	Fruits and vegetables, frozen	85	46,172	1,145	.6	.1
11	Groceries (except as listed)	2,326	1,078,287	195,943	18.2	18.1
	Breakfast cereals	1,945	925,614	32,669	3.5	---
	Extracts and spices	1,561	842,345	8,386	1.0	---
	Lard substitutes and cooking fats	1,501	742,326	21,402	2.9	-
	Nuts (all kinds)	883	578,446	6,307	1.1	---
	Butter substitutes	240	139,162	2,677	1.9	---
	Pickles, preserves, and sauces	1,743	884,888	20,765	2.3	---
	Rice, polished	1,442	763,897	11,527	1.5	---
	Teas	1,392	775,852	7,081	.9	---
	Other	1,018	523,133	58,497	11.2	---
	Not analyzed in detail	172	91,718	26,630	29.0	-
12	Meats and meat products	1,058	420,366	24,129	5.7	2.2
	Lard	780	316,105	9,591	3.0	---
	Meats, fresh	104	38,268	3,457	9.0	--
	Meats, cured or smoked	647	261,897	7,766	3.0	---
	Other (including game)	53	23,239	783	3.4	---
	Not analyzed in detail	82	38,793	2,532	6.5	---
13	Soft drinks	392	254,807	5,160	2.0	.5
14	Sugar	2,188	980,580	115,071	11.6	10.6
15	Wines and liquors	56	50,715	8,873	17.5	.8
	Liquors	24	19,428	2,120	10.9	---
	Wines	35	31,664	845	2.7	---
	Not analyzed in detail	15	17,236	5,908	34.3	- -
16	Other food and related products	284	150,832	11,657	7.7	1.1
18	Feed	759	295,405	17,705	6.0	1.6
	Hay, straw, and alfalfa	189	77,018	1,242	1.6	---
	Mixed and other feeds	588	260,685	15,017	5.8	---
	Not analyzed in detail	77	29,319	1,446	4.9	--
19	Grain	324	138,293	3,891	2.8	.4
	Corn	258	112,796	2,163	1.9	---
	Wheat	52	27,656	502	1.8	-
	Other (except rice)	119	58,282	1,129	1.9	---
	Not analyzed in detail	28	8,191	285	3.5	---
22	Seeds	444	122,588	1,910	1.6	.2
24	Leaf tobacco	63	12,384	2,349	17.8	.2
26	Other farm products--raw materials	126	86,311	1,063	1.2	.1
27	Clothing and furnishings, men's and boys'	225	113,145	1,921	1.7	.2
	Hats and caps	14	11,992	34	.3	---
	Furnishings (except shoes)	74	45,169	494	1.1	---
	Suits and overcoats	7	5,758	236	4.1	---
	Work clothing	160	80,043	1,002	1.3	---
	Not analyzed in detail	18	8,207	151	1.8	---
28	Clothing and accessories, women's and children's	85	53,898	1,248	2.3	.1
30	Notions	158	84,205	949	1.1	.1
33	Piece goods	39	28,822	773	2.1	.1
72	Shoes and other footwear	27	11,683	200	1.7	(1)
34	Other dry goods and textile products	112	61,052	1,184	1.9	.1
36	Automotive supplies	147	75,140	1,270	1.7	.1
37	Drugs and drug sundries	766	400,768	6,386	1.6	.6
39	Oils, vegetable	142	97,579	1,461	1.5	.1
	Cottonseed, linseed, etc.	116	80,525	1,283	1.6	---
	Essential oils	19	16,236	53	.3	---
	Not analyzed in detail	13	11,116	125	1.1	--
40	Paints and varnishes	167	82,739	992	1.2	.1
41	Soaps	1,399	648,015	32,541	5.0	3.0
	Toilet soaps	1,282	583,155	7,251	1.3	---
	Other soaps	1,222	587,988	22,367	3.8	---
	Not analyzed in detail	158	56,821	2,923	5.8	---

Percent column A: Percent of reported sales of stated commodity to total sales of establishments reporting such sales.
Percent column B: Percent of reported sales of stated commodity to total sales of all establishments in the trade.
1 Less than one-tenth of one percent.

SERVICE AND LIMITED-FUNCTION WHOLESALERS

TABLE 8A.—COMMODITY SALES, BY KINDS OF BUSINESS—Continued

UNITED STATES SUMMARY

[Limited to establishments which report an analysis of their sales by commodities. Ratio of commodity coverage indicates sales size of sample]

Commodity No.	KIND OF BUSINESS AND COMMODITY	ESTABLISHMENTS REPORTING COMMODITY DATA: Number	ESTABLISHMENTS REPORTING COMMODITY DATA: Sales of such establishments (add 000)	REPORTED SALES OF STATED COMMODITY: Amount reported (add 000)	REPORTED SALES OF STATED COMMODITY: Percent of column A (See note)	Percent of column B (See note)
	GROCERIES (GENERAL LINE) TRADE—Con.					
	Grocery Wholesalers Not Sponsoring Cooperative or Voluntary Groups—Con.					
42	Other chemicals and related products	65	$40,378	$586	1.5	.1
46	China, glassware, and crockery	82	47,514	436	.9	(1)
50	Hardware	277	158,854	3,983	2.6	.3
	Builders' hardware	43	17,361	373	2.1	---
	Heavy hardware	55	23,755	1,164	4.9	---
	Bolts, nuts, rivets, and screws	17	6,720	84	1.3	---
	Shelf or light hardware	65	33,171	283	.8	---
	Tools and cutlery	18	6,636	67	1.0	---
	Wire screening	20	13,343	101	.8	---
	Other	132	70,284	894	1.3	---
	Not analyzed in detail	38	16,712	647	3.9	---
52	Sporting goods	177	96,734	926	1.0	.1
56	Industrial equipment and supplies	245	150,929	798	.5	.1
6.	Building metal work (roofing and siding)	210	99,534	3,430	3.4	.3
65	Iron and steel products (sheets)	105	48,117	1,187	2.5	.1
66	Iron and steel--wire and wire products	475	227,108	6,650	2.9	.6
	Woven wire fence	240	114,807	2,125	1.9	--
	Fence posts and fittings	14	6,261	62	.8	---
	Barbed and twisted wire	279	143,955	1,225	.9	---
	Nails (including staples and tacks)	383	193,391	2,790	1.4	--
	Other	---	--	448	---	---
72	Cement, lime, plaster, and stucco	95	49,947	759	1.5	.1
75	Glass containers	148	85,305	709	.8	.1
81	Paper and products (except stationery and wallpaper)	1,040	525,597	10,708	2.0	1.0
	Printing and writing papers	46	28,712	111	.4	--
	Cardboard and paperboard	15	8,779	198	2.3	--
	Wrapping or coarse paper	658	363,817	2,531	.7	--
	Paper products such as bags, boxes, cups, dishes, etc.	909	476,610	7,386	1.5	---
	Not analyzed in detail	81	30,314	482	1.6	--
83	Stationery and supplies	280	158,368	680	.4	.1
87	Building material (except as listed)	128	61,190	1,008	1.6	.1
89	Tobacco products	1,494	708,965	106,591	15.0	9.8
	Cigars	1,022	525,047	7,713	1.5	---
	Cigarettes	1,247	601,555	55,635	9.2	---
	Other tobacco products	1,278	617,115	32,496	5.3	--
	Not analyzed in detail	160	77,708	10,747	13.8	---
90	Fertilizer and fertilizer materials	138	61,635	1,919	3.1	.2
	All other commodities	--	---	11,100	---	.8
	Service receipts	21	11,896	184	1.5	(1)
	Grocery Wholesalers Sponsoring Voluntary Groups					
	All establishments 658					
	Sales $658,253,000					
	Commodity coverage 80.2 percent					
	Total analyzed	511	527,997	527,997	---	100.0
00	Bakery products	145	171,635	2,051	1.2	.4
01	Beer and other malt liquors	76	97,189	6,109	6.3	1.2
02	Butter and cheese	170	221,675	3,715	1.7	.7
03	Canned foods	501	520,449	172,089	33.1	32.6
	Canned fruits	442	429,716	34,632	8.1	---
	Canned vegetables	443	427,633	54,751	12.8	---
	Canned fish and sea foods	435	424,027	15,908	3.8	---
	Canned meats	421	416,779	7,207	1.7	---
	Canned milk	439	427,472	18,205	4.3	---
	Other canned foods	320	303,883	12,517	4.1	---
	Not analyzed in detail	55	88,893	28,869	32.5	--
04	Coffee	482	501,272	23,375	4.7	4.4
	Green	24	44,650	1,215	2.7	--
	Roasted	416	431,860	19,434	4.5	--
	Not analyzed in detail	57	56,410	2,726	4.8	--
05	Confectionery and ice cream	393	393,995	11,010	2.8	2.1
	Candy	342	338,756	7,101	2.1	---
	Chewing gum	271	257,767	1,765	.7	---
	Ice cream and ices	2	2,412	9	.4	---
	Other confectionery	64	61,883	486	.8	--
	Not analyzed in detail	49	54,767	1,649	3.0	---
	GROCERIES (GENERAL LINE) TRADE—Con.					
	Grocery Wholesalers Sponsoring Voluntary Groups—Con.					
06	Dairy and poultry products (except butter and cheese)	34	$43,291	$1,332	3.1	.3
	Eggs	13	23,920	352	1.5	---
	Poultry	4	3,010	32	1.1	---
	Other	---	---	109	---	---
	Not analyzed in detail	13	10,863	839	7.7	---
07	Fish and sea foods (except canned)	93	134,775	1,760	1.3	.3
	Fresh fish	4	3,417	14	.4	---
	Cured and processed fish	55	73,009	499	.7	---
	Frozen fish	28	39,855	195	.5	---
	Other sea foods	7	7,452	19	.3	---
	Not analyzed in detail	15	31,694	1,033	3.3	---
08	Flour	427	444,639	21,664	4.9	4.1
09	Fruits and vegetables, fresh	125	118,049	13,762	11.7	2.6
	Fresh fruits	92	85,619	6,867	8.0	---
	Fresh vegetables	95	91,049	4,490	4.9	---
	Not analyzed in detail	25	23,954	2,405	10.0	---
10	Fruits and vegetables, frozen	46	77,727	1,162	1.5	.2
11	Groceries (except as listed)	505	524,727	118,834	22.6	22.5
	Breakfast cereals	441	441,246	20,705	4.7	---
	Extracts and spices	418	442,211	5,247	1.2	---
	Lard substitutes and cooking fats	380	384,084	8,160	2.1	---
	Nuts (all kinds)	343	369,647	3,812	1.0	---
	Butter substitutes	81	82,932	1,340	1.6	---
	Pickles, preserves, and sauces	426	442,173	14,026	3.2	---
	Rice, polished	376	378,887	3,823	1.0	---
	Teas	401	429,329	5,918	1.4	---
	Other	286	320,830	35,621	11.1	---
	Not analyzed in detail	56	67,777	20,184	29.8	---
12	Meats and meat products	89	91,987	2,598	2.8	.5
	Lard	76	82,330	1,657	2.0	--
	Meats, fresh	5	5,054	79	1.6	---
	Meats, cured or smoked	26	33,661	701	2.1	---
	Other (including game)	3	4,677	56	1.2	---
	Not analyzed in detail	3	1,985	105	5.3	---
13	Soft drinks	229	263,272	3,276	1.2	.6
14	Sugar	485	510,432	52,667	10.3	10.0
15	Wines and liquors	25	69,877	13,113	18.8	2.5
	Liquors	12	46,092	11,267	24.4	---
	Wines	21	58,178	1,048	1.8	---
	Not analyzed in detail	4	11,699	798	6.8	---
16	Other food and related products	52	72,338	3,053	4.2	.6
18	Feed	30	26,896	499	1.9	.1
27	Clothing and furnishings, men's and boys'	32	34,025	607	1.8	.1
36	Automotive supplies	16	37,136	986	2.7	.2
37	Drugs and drug sundries	153	149,603	1,556	1.0	.3
39	Oils, vegetable	49	54,345	344	.6	.1
40	Paints and varnishes	35	45,428	644	1.4	.1
41	Soaps	327	332,920	21,649	6.5	4.1
	Toilet soaps	277	280,824	6,069	2.2	---
	Other soaps	283	280,536	13,258	4.7	---
	Not analyzed in detail	37	42,010	2,322	5.5	---
48	House furnishings	13	18,627	682	3.7	.1
50	Hardware	31	41,971	1,265	3.0	.2
52	Sporting goods	34	40,080	751	1.9	.1
66	Iron and steel--wire and wire products	39	28,572	813	2.8	.2
75	Glass containers	20	28,838	250	.9	(1)
81	Paper and products (except stationery and wallpaper)	254	280,605	5,481	2.0	1.0
	Printing and writing papers	12	7,949	100	1.3	---
	Cardboard and paperboard	5	4,920	61	1.2	--
	Wrapping or coarse paper	146	143,377	1,264	.9	---
	Paper products such as bags, boxes, cups, dishes, etc.	210	229,567	3,317	1.4	---
	Not analyzed in detail	23	36,309	739	2.0	---
89	Tobacco products	317	320,738	34,165	10.7	6.5
	Cigars	237	248,100	3,952	1.6	---
	Cigarettes	287	283,737	20,060	7.6	---
	Other tobacco products	257	240,428	7,610	3.2	---
	Not analyzed in detail	37	47,390	2,543	5.4	---
	All other commodities	---	---	6,467	---	1.2
	Service receipts	5	12,755	288	2.3	.1

[illegible]

[illegible]

1 Less than one-tenth of one percent.

SERVICE AND LIMITED-FUNCTION WHOLESALERS

TABLE 8A.—COMMODITY SALES, BY KINDS OF BUSINESS—Continued

UNITED STATES SUMMARY

Commodity No.	KIND OF BUSINESS AND COMMODITY	ESTABLISHMENTS REPORTING COMMODITY DATA: Number	ESTABLISHMENTS REPORTING COMMODITY DATA: Sales	REPORTED SALES OF STATED COMMODITY: Amount	REPORTED SALES OF STATED COMMODITY: Percent of total	Percent of Line B Sales
	GROCERIES (GENERAL LINE) TRADE—Con.					
	Retailer-cooperative Warehouses—Groceries					
	All establishments 136					
	Sales $154,651,000					
	Commodity coverage 86.5 percent					
	Total analyzed	110	$133,422	$133,422	---	100.0
00	Bakery products	20	46,492	1,427	3.1	1.1
01	Beer and other malt liquors	13	39,978	944	2.4	.7
02	Butter and cheese	57	66,315	4,041	6.1	3.0
03	Canned foods	109	132,979	38,227	28.7	28.7
	Canned fruits	98	128,935	7,677	6.0	---
	Canned vegetables	100	129,067	12,469	9.7	---
	Canned fish and sea foods	94	127,997	5,501	3.0	---
	Canned meats	90	126,230	2,970	2.4	---
	Canned milk	97	129,149	5,254	4.1	---
	Other canned foods	69	114,313	4,409	3.9	---
	Not analyzed in detail	7	3,529	1,647	46.7	---
04	Coffee	104	132,435	4,853	3.7	3.6
	Green	4	14,301	379	2.7	---
	Roasted	97	122,305	4,547	3.6	---
	Not analyzed in detail	5	2,450	127	5.2	---
05	Confectionery and ice cream	89	127,199	2,230	1.8	1.7
	Candy	72	106,050	1,259	1.2	---
	Chewing gum	57	99,744	417	.4	---
	Other confectionery	13	27,466	118	.4	---
	Not analyzed in detail	14	16,206	436	2.7	---
06	Dairy and poultry products (except butter and cheese)	11	18,377	654	3.6	.5
07	Fish and sea foods (except canned)	18	28,150	165	.6	.1
08	Flour	94	120,809	4,380	3.6	3.3
09	Fruits and vegetables, fresh	21	31,354	2,586	8.2	1.9
	Fresh fruits	17	21,057	1,273	6.0	---
	Fresh vegetables	16	29,739	1,220	4.1	---
	Not analyzed in detail	2	1,240	93	7.5	---
10	Fruits and vegetables, frozen	[illegible]	35,161	347	1.0	.3
11	Groceries (except as listed)	108	132,757	26,655	20.1	20.0
	Breakfast cereals	95	128,995	6,170	4.8	---
	Extracts and spices	85	128,160	987	.8	---
	Lard substitutes and cooking fats	81	112,668	2,419	2.1	---
	Nuts (all kinds)	72	107,588	549	.5	---
	Butter substitutes	13	38,117	176	.5	---
	Pickles, preserves, and sauces	93	126,008	2,427	1.9	---
	Rice, polished	65	108,420	409	.4	---
	Teas	84	123,299	1,142	.9	---
	Other	59	98,814	11,596	14.4	---
	Not analyzed in detail	6	2,883	780	27.2	---
12	Meats and meat products	29	38,786	1,297	3.3	1.0
	Lard	12	33,416	392	1.2	---
	Meats, fresh	5	15,221	353	2.3	---
	Meats, cured or smoked	12	19,451	393	2.0	---
	Not analyzed in detail	5	2,280	159	7.0	---
13	Soft drinks	51	99,192	1,246	1.3	.9
14	Sugar	97	130,129	11,562	8.9	8.7
15	Wines and liquors	8	17,273	969	5.3	.7
	Liquors	3	4,744	141	3.0	---
	Wines	6	15,070	657	4.4	---
	Not analyzed in detail	---	---	111	---	---
16	Other food and related products	11	23,072	815	3.5	.6
17	Clothing and furnishings, men's and boys'	12	26,563	315	1.2	.2
32	Shoes and other footwear	5	13,281	111	.8	.1
36	Automotive supplies	4	4,866	110	2.4	.1
37	Drugs and drug sundries	17	40,707	146	.4	.1
39	Oils, vegetable	9	27,642	122	.4	.1
41	Soaps	64	104,737	8,686	8.3	6.5
	Toilet soaps	53	99,361	2,367	2.4	---
	Other soaps	54	92,974	5,681	6.1	---
	Not analyzed in detail	6	1,144	638	12.4	---
42	Other chemicals and related products	15	47,238	998	2.1	.7
50	Hardware	9	22,966	384	1.7	.3
70	Petroleum and its products	5	6,872	327	4.8	.2

Commodity No.	KIND OF BUSINESS AND COMMODITY	ESTABLISHMENTS REPORTING COMMODITY DATA: Number	ESTABLISHMENTS REPORTING COMMODITY DATA: Sales	REPORTED SALES OF STATED COMMODITY: Amount	REPORTED SALES OF STATED COMMODITY: Percent of total	Percent of Line B Sales
	GROCERIES (GENERAL LINE) TRADE—Con.					
	Retailer-cooperative Warehouses—Groceries—Con.					
81	Paper and products (except stationery and wallpaper)	45	$82,143	$2,425	3.0	1.8
	Cardboard and paperboard	4	1,425	61	4.3	---
	Wrapping or coarse paper	[illegible]	48,201	288	.6	---
	Paper products such as bags, boxes, cups, dishes, etc.	41	80,789	2,096	2.6	---
89	Tobacco products	54	97,422	6,389	6.6	4.8
	Cigars	30	62,964	246	.4	---
	Cigarettes	45	80,160	4,182	5.2	---
	Other tobacco products	38	66,686	828	1.2	---
	Not analyzed in detail	6	16,880	1,133	6.7	---
	All other commodities	---	---	11,090	---	8.3
	Cash-and-carry Depots—Groceries					
	All establishments 382					
	Sales $62,668,000					
	Commodity coverage 64.0 percent					
	Total analyzed	293	40,125	40,125	---	100.0
00	Bakery products	41	7,507	75	1.0	.2
01	Beer and other malt liquors	63	9,226	143	1.5	.4
02	Butter and cheese	24	3,829	47	1.2	.1
03	Canned foods	289	39,805	12,289	30.9	30.6
	Canned fruits	257	37,099	2,234	6.0	---
	Canned vegetables	286	38,985	4,075	10.5	---
	Canned fish and sea foods	231	35,018	1,262	3.6	---
	Canned meats	290	33,391	601	1.8	---
	Canned milk	276	38,874	2,245	5.8	---
	Other canned food	217	30,196	1,724	5.7	---
	Not analyzed in detail	7	678	119	17.5	---
04	Coffee	267	38,736	1,207	3.1	3.0
	Green	9	1,415	24	2.0	---
	Roasted	245	36,297	1,129	3.1	---
	Not analyzed in detail	19	2,127	54	2.5	---
05	Confectionery and ice cream	247	32,931	1,170	3.3	2.9
	Candy	224	32,024	705	2.3	---
	Chewing gum	115	19,727	209	1.1	---
	Other confectionery	8	1,452	12	.8	---
	Not analyzed in detail	22	2,848	194	7.7	---
08	Flour	236	34,063	1,504	4.4	3.7
09	Fruits and vegetables, fresh	29	8,760	714	10.6	1.8
	Fresh fruits	26	8,399	428	5.1	---
	Fresh vegetables	27	6,701	379	5.7	---
11	Groceries (except as listed)	290	39,978	9,754	24.4	24.3
	Breakfast cereals	259	37,185	2,328	6.3	---
	Extracts and spices	157	27,975	322	1.2	---
	Lard substitutes and cooking fats	219	32,428	1,011	3.1	---
	Nuts (all kinds)	42	10,051	86	.9	---
	Butter substitutes	88	11,861	178	1.5	---
	Pickles, preserves, and sauces	266	31,641	980	3.1	---
	Rice, polished	32	11,268	180	1.6	---
	Teas	127	21,672	405	1.9	---
	Other	225	34,696	3,763	12.1	---
	Not analyzed in detail	11	1,073	490	45.7	---
12	Meats and meat products	37	5,896	225	3.8	.6
13	Soft drinks	34	1,976	41	2.1	.1
14	Sugar	252	34,376	3,690	9.4	9.2
16	Other food and related products	8	3,690	198	5.4	.5
18	Feed	22	2,314	256	11.0	.6
37	Drugs and drug sundries	3	5,647	56	1.0	.1
41	Soaps	167	23,449	1,470	6.3	3.7
	Toilet soaps	110	19,087	218	1.1	---
	Other soaps	156	22,752	1,120	4.9	---
	Not analyzed in detail	8	697	99	14.2	---
81	Paper and products (except stationery and wallpaper)	85	14,261	270	1.9	.7
	Wrapping or coarse paper	2	5,832	60	1.0	---
	Paper products such as bags, boxes, cups, dishes, etc.	[illegible]	[illegible]	[illegible]	[illegible]	---
	Not analyzed in detail	[illegible]	1,400	29	2.1	---

SERVICE AND LIMITED-FUNCTION WHOLESALERS

TABLE 8A.—COMMODITY SALES, BY KINDS OF BUSINESS—Continued

UNITED STATES SUMMARY

[Limited to establishments which report an analysis of their sales by commodities. Ratio of commodity coverage indicates sales size of sample]

Commodity No.	Kind of business and commodity	Establishments reporting commodity data: Number	Establishments reporting commodity data: Sales of such establishments (add 000)	Reported sales of stated commodity: Amount reported (add 000)	Reported sales of stated commodity: Percent column A (See note)	Percent column B (See note)
	GROCERIES (GENERAL LINE) TRADE—Con.					
	Cash-and-carry Depots—Groceries—Con.					
89	Tobacco products	271	$35,958	$5,882	16.4	14.7
	Cigars	142	22,917	810	3.5	---
	Cigarettes	251	33,668	3,195	9.5	---
	Other tobacco products	212	30,291	1,516	5.0	-
	Not analyzed in detail	19	2,155	361	16.8	--
	All other commodities	---	---	1,165	- -	2.8
	GROCERIES AND FOODS (SPECIALTY LINES) TRADES					
	Breakfast Cereals Trade					
	All establishments 34					
	Sales $22,078,000					
	Commodity coverage 99.6 percent					
	Total analyzed	33	21,989	21,989	---	100.0
11	Groceries (except as listed)	33	21,989	21,960	99.9	99.9
	Breakfast cereals	33	21,989	21,937	99.8	-
	Other	-		23	---	- -
	All other commodities	---	---	29	- -	.1
	Canned Foods Trade					
	All establishments 430					
	Sales $111,537,000					
	Commodity coverage 97.8 percent					
	Total analyzed	417	109,114	109,114	---	100.0
00	Bakery products	24	5,157	196	3.8	.2
01	Beer and other malt liquors	5	1,596	191	12.0	.2
02	Butter and cheese	34	8,814	903	10.2	.8
03	Canned foods	417	109,114	85,254	78.1	78.1
	Canned fruits	221	55,689	14,420	25.9	--
	Canned vegetables	242	55,723	19,133	34.3	---
	Canned fish and sea foods	191	60,907	17,183	28.2	---
	Canned meats	131	53,802	16,867	31.4	--
	Canned milk	119	32,821	4,731	14.4	---
	Other canned foods	156	36,892	4,630	12.6	- -
	Not analyzed in detail	56	11,426	8,290	72.6	---
04	Coffee	100	31,779	2,159	6.8	2.0
	Green	10	3,991	142	3.6	--
	Roasted	85	28,667	1,773	6.2	--
	Not analyzed in detail	11	2,492	244	9.8	---
05	Confectionery and ice cream	38	12,375	506	4.1	.5
06	Dairy and poultry products (except butter and cheese)	12	5,194	385	7.4	.4
07	Fish and sea foods (except canned)	16	11,645	1,562	12.9	1.4
08	Flour	41	8,787	391	4.4	.4
09	Fruits and vegetables, fresh	13	1,906	328	17.2	.3
11	Groceries (except as listed)	162	44,714	6,103	13.6	5.6
	Breakfast cereals	65	23,273	604	2.6	--
	Extracts and spices	65	28,409	429	1.5	--
	Lard substitutes and cooking fats	42	17,029	285	1.7	---
	Nuts (all kinds)	27	10,458	100	1.0	---
	Butter substitutes	13	6,773	72	1.1	---
	Pickles, preserves, and sauces	83	29,372	1,982	6.7	--
	Rice, polished	57	23,997	425	1.8	--
	Teas	57	25,209	504	2.0	---
	Other	46	14,881	1,427	9.6	---
	Not analyzed in detail	20	1,890	279	14.8	
12	Meats and meat products	29	3,996	511	5.7	.5
13	Soft drinks	13	7,509	448	6.0	.4
14	Sugar	25	19,644	3,022	15.4	2.8
15	Wines and liquors	5	3,110	965	31.0	.9
16	Other food and related products	15	5,067	989	19.5	.9
18	Feed	11	5,262	297	5.6	.3
20	Hides, skins, and raw furs	4	2,800	165	1.7	.2
41	Soaps	16	2,647	206	7.8	.2
	GROCERIES AND FOODS (SPECIALTY LINES) TRADES—Con.					
	Canned Foods Trade—Con.					
81	Paper and products (except stationery and wallpaper)	12	$1,407	$111	7.9	.1
89	Tobacco products	13	2,780	241	8.7	.2
	All other commodities	---	---	4,239	---	3.6
	Coffee, Tea, and Spices Trade					
	All establishments 703					
	Sales $173,980,000					
	Commodity coverage 91.4 percent					
	Total analyzed	676	159,061	159,061	---	100.0
03	Canned foods	20	4,664	634	13.6	.4
04	Coffee	603	129,833	109,533	84.4	68.9
	Green	105	68,433	47,390	69.3	---
	Roasted	516	75,517	53,562	70.9	---
	Not analyzed in detail	39	9,209	8,581	93.2	---
05	Confectionery and ice cream	17	2,015	106	5.3	.1
11	Groceries (except as listed)	404	91,222	46,693	51.2	29.4
	Breakfast cereals	8	579	36	6.2	---
	Extracts and spices	176	37,015	14,652	39.6	---
	Lard substitutes and cooking fats	4	1,185	11	.9	---
	Nuts (all kinds)	32	2,621	206	7.9	---
	Butter substitutes	2	1,252	162	12.9	---
	Pickles, preserves, and sauces	24	6,872	328	4.8	---
	Rice, polished	12	5,592	163	2.9	---
	Teas	284	76,296	29,503	38.7	---
	Other	67	15,517	1,376	8.9	---
	Not analyzed in detail	25	1,043	254	24.4	---
14	Sugar	9	2,024	421	20.8	.3
16	Other food and related products	13	4,462	157	3.5	.1
	All other commodities	---	---	1,517	---	.8
	Coffee Roasting and Spice Grinding Trade					
	All establishments 306					
	Sales $136,988,000					
	Commodity coverage 83.3 percent					
	Total analyzed	296	114,115	114,115	---	100.0
02	Butter and cheese	5	1,482	193	13.0	.2
03	Canned foods	12	1,382	229	16.6	.2
04	Coffee	293	106,450	97,043	91.2	85.0
	Green	32	11,793	1,933	16.6	---
	Roasted	280	101,798	91,607	90.0	---
	Not analyzed in detail	10	4,483	3,483	77.7	---
05	Confectionery and ice cream	6	724	124	17.1	.1
11	Groceries (except as listed)	176	61,789	15,433	25.0	13.5
	Extracts and spices	72	15,221	1,560	10.2	---
	Nuts (all kinds)	15	4,397	150	3.4	---
	Pickles, preserves, and sauces	11	1,075	60	5.6	---
	Rice, polished	10	6,743	263	3.9	---
	Teas	151	60,432	12,387	20.5	--
	Other	---	---	951	---	---
	Not analyzed in detail	5	315	62	20.0	---
16	Other food and related products	12	5,242	333	6.4	.3
	All other commodities	---	--	760	- -	.7
	Confectionery Trade					
	All establishments 2,089					
	Sales $132,682,000					
	Commodity coverage 95.8 percent					
	Total analyzed	2,047	127,167	127,167	--	100.0
00	Bakery products	60	3,636	285	7.8	.2
01	Beer and other malt liquors	18	2,770	663	23.9	.5
03	Canned foods	31	2,473	150	6.1	.1

SERVICE AND LIMITED-FUNCTION WHOLESALERS

TABLE 8A.—COMMODITY SALES, BY KINDS OF BUSINESS Continued

[Limited to establishments which report an analysis of their sales by commodities. Ratio of commodity average indicates sale size of sample]

UNITED STATES SUMMARY

Commodity No.	KIND OF BUSINESS AND COMMODITY	ESTABLISHMENTS REPORTING COMMODITY DATA: Number	ESTABLISHMENTS REPORTING COMMODITY DATA: Sales of reporting establishments (Thousands)	REPORTED SALES OF STATED COMMODITY: Amount (Thousands)	REPORTED SALES OF STATED COMMODITY: Percent of column A See note	Percent of column B See note
	GROCERIES AND FOODS (SPECIALTY LINES) TRADES—Con.					
	Confectionery Trade—Con.					
04	Coffee, roasted	22	$1,716	$178	10.4	.1
05	Confectionery and ice cream	2,033	126,273	109,441	86.7	86.1
	Candy	1,760	108,063	76,147	70.5	---
	Chewing gum	1,069	80,344	9,425	11.7	---
	Ice cream and ices	133	6,426	3,357	52.2	---
	Other confectionery	575	45,612	9,974	21.9	---
	Not analyzed in detail	129	12,503	10,538	84.3	---
06	Dairy and poultry products (except butter and cheese)	11	1,481	921	62.2	.7
09	Fruits and vegetables, fresh	10	685	148	21.6	.1
11	Groceries (except as listed)	116	7,651	849	11.1	.7
	Nuts (all kinds)	59	4,573	393	8.6	---
	Other	---	---	456	- -	---
13	Soft drinks	91	7,645	1,109	14.5	.9
15	Wines and liquors	4	1,311	381	29.1	.3
16	Other food and related products	16	832	175	21.0	.1
30	Notions	23	1,405	126	9.0	.1
37	Drugs and drug sundries	70	6,590	349	5.3	.3
81	Paper and products (except stationery and wallpaper)	118	12,238	1,128	9.2	.9
83	Stationery and supplies	49	4,700	221	4.7	.2
88	Cameras and supplies	5	917	45	4.9	(1)
89	Tobacco products	373	34,718	9,425	27.1	7.4
	Cigars	261	24,114	2,164	9.0	---
	Cigarettes	199	20,188	4,533	22.5	---
	Other tobacco products	146	15,734	1,435	9.1	-
	Not analyzed in detail	39	4,232	1,293	30.6	---
	All other commodities	---	--	1,573	-	1.3
	Fish and Sea Foods Trade					
	All establishments 1,182; Sales $131,246,000; Commodity coverage 98.4 percent					
	Total analyzed	1,168	129,212	129,212	---	100.0
03	Canned foods	36	9,418	1,796	19.1	1.4
06	Dairy and poultry products (except butter and cheese)	25	2,818	431	15.3	.3
07	Fish and sea foods (except canned)	1,168	129,212	123,540	95.6	95.6
	Fresh fish	641	29,923	64,370	71.6	---
	Cured and processed fish	286	45,313	13,502	29.8	---
	Frozen fish	372	22,492	15,745	25.2	---
	Other sea foods	457	49,143	15,214	31.0	---
	Not analyzed in detail	69	14,747	14,709	99.7	---
09	Fruits and vegetables, fresh	11	691	151	21.9	.1
10	Fruits and vegetables, frozen	16	4,098	385	9.4	.3
11	Groceries (miscellaneous)	14	4,467	954	21.4	.7
12	Meats and meat products	13	2,851	1,283	45.0	1.0
76	Petroleum and its products	9	871	128	14.7	.1
	All other commodities	- -		544	--	.5
	Flour Trade					
	All establishments 323; Sales $45,850,000; Commodity coverage 98.2 percent					
	Total analyzed	311	45,022	45,022	--	100.0
00	Bakery products	5	853	34	4.0	.1
01	Beer and other malt liquors	2	309	65	21.0	.1
02	Butter and cheese	4	508	58	11.4	.1
03	Canned foods	32	6,470	362	5.6	.8
04	Coffee, roasted	3	1,736	92	5.3	.2
05	Confectionery and ice cream	5	975	47	4.8	.1
08	Flour	311	45,022	37,610	83.5	83.5
11	Groceries (except as listed)	48	10,643	1,211	11.4	2.7
	Breakfast cereals	16	3,607	123	3.4	-
	Lard substitutes and cooking fats	22	4,915	556	11.3	-
	Butter substitutes	4	1,195	124	10.4	---
	Other	--	---	408	--	--

Commodity No.	KIND OF BUSINESS AND COMMODITY	ESTABLISHMENTS REPORTING COMMODITY DATA: Number	ESTABLISHMENTS REPORTING COMMODITY DATA: Sales of reporting establishments (Thousands)	REPORTED SALES OF STATED COMMODITY: Amount (Thousands)	REPORTED SALES OF STATED COMMODITY: Percent of column A See note	Percent of column B See note
	GROCERIES AND FOODS (SPECIALTY LINES) TRADES—Con.					
	Flour Trade—Con.					
14	Sugar	34	$6,204	$766	12.3	1.7
16	Other food and related products	16	1,928	123	6.4	.3
18	Feed	133	13,640	3,199	23.5	7.1
19	Grain	39	4,299	516	12.0	1.1
22	Seeds	17	2,378	198	8.3	.4
73	Coal and coke	7	876	83	9.5	.2
90	Fertilizer and fertilizer materials	7	1,340	97	7.2	.2
	All other commodities	---	---	561	---	1.4
	Meats and Provisions Trade					
	All establishments 2,552; Sales $519,593,000; Commodity coverage 98.0 percent					
	Total analyzed	2,480	508,981	508,981	---	100.0
00	Bakery products	47	6,845	373	5.4	.1
01	Beer and other malt liquors	13	4,052	688	16.5	.1
02	Butter and cheese	315	96,676	6,190	6.4	1.2
03	Canned foods	273	79,324	4,219	5.3	.8
06	Dairy and poultry products (except butter and cheese)	434	140,589	18,335	13.0	3.6
	Eggs	283	83,512	3,859	4.6	--
	Milk and cream, fluid	18	2,930	35	1.2	--
	Poultry	320	116,561	13,619	11.6	--
	Other	15	8,742	452	5.2	-
	Not analyzed in detail	32	3,366	170	5.0	-
09	Fruits and vegetables, fresh	75	14,583	1,018	7.0	.2
10	Fruits and vegetables, frozen	27	17,901	894	5.0	.2
11	Groceries (except as listed)	176	44,661	2,387	5.3	.5
	Breakfast cereals	13	2,866	30	1.0	-
	Extracts and spices	11	2,022	65	3.2	--
	Lard substitutes and cooking fats	68	25,660	773	3.0	
	Nuts (all kinds)	5	1,149	16	1.4	
	Butter substitutes	29	13,834	209	2.5	
	Pickles, preserves, and sauces	45	15,846	282	1.8	---
	Rice, polished	7	1,265	33	2.6	--
	Teas	8	1,143	15	1.3	
	Other	19	3,591	299	8.3	--
	Not analyzed in detail	48	5,700	665	11.7	-
12	Meats and meat products	2,480	508,981	465,617	91.5	91.5
	Lard	615	159,596	9,583	6.0	---
	Meats, fresh	1,954	428,518	330,750	77.2	---
	Meats, cured or smoked	1,334	282,578	69,274	24.4	--
	Other (including game)	286	59,166	13,674	23.1	
	Not analyzed in detail	252	42,323	42,416	22.9	-
14	Sugar	27	6,463	524	8.3	.1
15	Wines and liquors	6	3,173	763	24.0	.1
16	Other food and related products	27	3,806	863	22.3	.2
20	Hides, skins, and raw furs	92	18,615	1,047	5.6	.2
	All other commodities	-	-	5,982	---	1.2
	Other Food and Grocery Specialties Trades					
	All establishments 4,394; Sales $609,650,000; Commodity coverage 85.0 percent					
	Total analyzed	3,991	518,105	518,105	- -	100.0
00	Bakery products	738	52,392	22,060	42.1	4.3
01	Beer and other malt liquors	142	28,465	6,214	21.8	1.2
02	Butter and cheese	448	75,369	18,583	24.4	3.6
03	Canned foods	1,367	200,724	46,713	23.3	9.0
	Canned fruits	562	127,549	11,921	9.3	
	Canned vegetables	621	106,942	12,792	12.0	---
	Canned fish and sea foods	437	87,853	4,814	5.5	-
	Canned meats	339	64,301	2,685	4.2	---
	Canned milk	363	88,120	5,408	6.1	
	Other canned foods	342	69,731	4,666	6.7	---
	Not analyzed in detail	134	21,333	5,439	19.2	--

[illegible]

[illegible]

1 Less than one-tenth of one percent.

SERVICE AND LIMITED-FUNCTION WHOLESALERS

TABLE 8A.—COMMODITY SALES, BY KINDS OF BUSINESS--Continued

UNITED STATES SUMMARY

[Limited [illegible] Ratio of commodity coverage indicates [illegible]]

GROCERIES AND FOODS (SPECIALTY LINES) TRADES—Con.

Code number	KIND OF BUSINESS AND COMMODITY	ESTABLISHMENTS REPORTING COMMODITY DATA: Number	ESTABLISHMENTS REPORTING COMMODITY DATA: Sales of [illegible]	REPORTED SALES OF STATED COMMODITY: Amount [illegible]	REPORTED SALES OF STATED COMMODITY: Percent [illegible] (See A)	Percent [illegible] (See B)
	Other Food and Grocery Specialties Trades—Con.					
04	Coffee	[illegible]	$96,565	$9,382	9.7	1.8
	Green	40	13,873	735	5.4	--
	Roasted	413	76,716	7,314	9.5	--
	Not analyzed in detail	64	16,338	1,333	8.2	---
05	Confectionery and ice cream	554	78,993	8,183	10.4	1.6
	Candy	382	50,114	4,207	8.4	--
	Chewing gum	151	21,206	529	2.5	--
	Ice cream and ices	9	2,518	262	10.4	---
	Other confectionery	153	22,025	1,725	7.8	---
	Not analyzed in detail	67	13,839	1,460	10.5	---
06	Dairy and poultry products (except butter and cheese)	175	29,880	2,801	9.4	.5
	Eggs	115	20,624	1,522	7.4	
	Milk and cream, fluid	23	2,256	121	5.4	-
	Poultry	36	5,049	618	12.2	-
	Other	24	4,387	297	6.8	-
	Not analyzed in detail	26	4,038	243	6.0	-
07	Fish and sea foods (except canned)	168	24,461	1,438	5.9	.3
	Fresh fish	20	3,278	166	5.1	-
	Cured and processed fish	116	17,494	869	5.0	-
	Frozen fish	13	1,838	78	4.2	---
	Other sea foods	30	4,762	213	4.5	--
	Not analyzed in detail	13	2,136	112	5.2	--
08	Flour	427	75,584	12,774	16.9	2.5
09	Fruits and vegetables, fresh	180	31,463	6,566	20.9	1.3
	Fresh fruits	104	16,661	1,879	11.3	--
	Fresh vegetables	123	19,821	2,803	14.1	--
	Not analyzed in detail	32	7,586	1,884	24.8	
10	Fruits and vegetables, frozen	49	20,398	2,472	12.1	.5
11	Groceries (except as listed)	2,452	371,233	185,494	50.0	35.8
	Breakfast cereals	307	50,308	3,166	6.3	
	Extracts and spices	559	114,498	9,942	8.7	---
	Lard substitutes and cooking fats	357	79,515	7,949	10.0	--
	Nuts (all kinds)	536	107,278	38,828	36.2	-
	Butter substitutes	233	59,356	6,012	10.1	
	Pickles, preserves, and sauces	852	136,362	15,139	11.1	---
	Rice, polished	280	63,117	5,230	8.3	---
	Teas	277	66,797	2,029	3.0	-
	Other	1,130	178,520	77,185	43.2	--
	Not analyzed in detail	239	43,441	20,014	46.1	--
12	Meats and meat products	[illegible]	52,810	7,075	13.4	1.4
	Lard	134	23,660	1,065	4.5	-
	Meats, fresh	83	9,726	1,816	18.7	--
	Meats, cured or smoked	202	27,656	2,600	9.4	-
	Other (including game)	24	2,852	261	9.2	--
	Not analyzed in detail	46	9,277	1,333	14.4	-
13	Soft drinks	703	40,209	21,064	52.4	4.1
14	Sugar	[illegible]	178,133	92,807	52.1	17.9
15	Wines and liquors	66	[illegible]	3,101	16.5	.6
16	Other related food products	[illegible]	[illegible]	[illegible]	43.4	6.3
18	Feed	162	22,772	4,780	21.0	.9
19	Grain	97	[illegible]	[illegible]	11.3	.4
20	Hides, skins, and raw furs	11	4,948	1,030	20.8	.2
22	Seeds	39	8,012	531	6.6	.1
26	Other farm products--raw materials	82	20,473	2,286	11.2	.4
37	Drugs and drug sundries	94	18,929	1,743	9.2	.3
39	Oils, vegetable	90	20,308	1,881	9.3	.4
	Cottonseed, linseed, etc	62	12,429	1,383	11.1	--
	Essential oils	23	7,874	416	5.3	-
	Not analyzed in detail	10	1,729	82	4.7	-
41	Soaps	164	23,672	[illegible]	19.7	.9
	Toilet soaps	61	16,914	2,815	16.6	
	Other soaps	112	15,752	[illegible]	9.8	
	Not analyzed in detail	28	2,885	314	10.9	--
42	Other chemicals and related products	51	13,005	1,619	12.4	.3
46	China, glassware, and crockery	37	[illegible]	398	7.1	.1
50	Hardware	47	[illegible]	578	5.2	.1
56	Industrial equipment and supplies	37	[illegible]	1,349	11.2	.4
	Rope, cordage, and twine	24	[illegible]	525	6.7	
	All other		--	824	--	-
66	Iron and steel--wire and wire products	23	5,330	270	5.1	.1
81	Paper and products (except stationery and wallpaper)	143	21,043	1,538	7.3	.3
89	Tobacco products	193	32,908	7,597	23.1	1.5
90	Fertilizer and fertilizer materials	25	5,929	407	6.9	.1
	All other commodities	-	---	8,728	---	1.3
	Service receipts	20	5,586	291	5.2	.1

HARDWARE TRADES

General-line Hardware Wholesalers (With Industrial Department)

All establishments 409
Sales $396,746,000
Commodity coverage 82.8 percent

Code number	KIND OF BUSINESS AND COMMODITY	ESTABLISHMENTS REPORTING COMMODITY DATA: Number	ESTABLISHMENTS REPORTING COMMODITY DATA: Sales of [illegible]	REPORTED SALES OF STATED COMMODITY: Amount reported	REPORTED SALES OF STATED COMMODITY: Percent [illegible] (See A)	Percent [illegible] (See B)
	Total analyzed	359	$328,673	$328,673	---	100.0
26	Seeds	14	6,138	197	3.2	.1
27	Clothing and furnishings, men's and boys'	24	59,915	230	.4	.1
31	Piece goods	9	14,671	425	2.9	.1
35	Automobiles and other motor vehicles	11	12,073	321	2.7	.1
36	Automotive supplies	130	217,413	10,450	4.8	3.2
	Batteries	66	147,558	508	.3	-
	Automotive accessories	77	152,853	3,147	2.1	---
	Automotive parts	36	70,470	1,337	1.9	---
	Tires and tubes	101	189,307	3,506	1.9	--
	Not analyzed in detail	10	16,283	1,952	12.0	---
38	Chemicals, industrial and heavy	17	23,608	246	1.0	.1
39	Oils, vegetable	58	61,877	382	.6	.1
40	Paints and varnishes	189	230,344	9,103	4.0	2.8
42	Other chemicals and related products	23	22,690	793	3.5	.2
43	Wiring supplies and electrical construction materials	184	241,983	9,901	4.1	3.0
	Interior	129	193,998	4,152	2.1	---
	Outside	47	105,782	1,300	1.2	---
	Lighting fixtures	55	123,447	649	.5	---
	Incandescent lamps	136	201,899	1,916	.9	---
	Not analyzed in detail	25	28,581	1,884	6.6	---
44	Electrical apparatus and equipment	30	64,054	1,026	1.6	.3
45	Radios, appliances, and specialties	164	239,979	13,334	5.6	4.1
	Radios, parts, and accessories	99	178,100	3,877	2.2	---
	Electric household refrigerators	79	151,949	3,052	2.0	---
	Electric washing machines	93	175,954	1,332	.8	---
	Other electrical appliances	133	197,323	3,826	1.9	---
	Not analyzed in detail	14	27,397	1,247	4.6	---
46	China, glassware, and crockery	87	148,018	1,748	1.2	.5
47	Furniture, wooden and metal	31	81,965	3,077	3.8	.9
	Household furniture	24	63,081	1,932	3.1	---
	Office and store furniture, wooden	3	20,192	27	.1	---
	Office and store furniture, metal	4	21,602	10	---	---
	Not analyzed in detail	6	18,089	1,108	6.1	---
48	House furnishings	104	180,605	8,645	4.8	2.6
	Carpets and rugs	8	31,725	604	1.9	---
	Linoleum, felt base, etc	72	138,931	3,352	2.4	---
	Other house furnishings	57	119,503	4,220	3.5	---
	Not analyzed in detail	6	6,618	469	7.1	---
50	Hardware	359	328,673	131,626	40.0	40.0
	Builders' hardware	253	255,749	17,056	6.7	---
	Heavy hardware	269	248,095	28,506	11.5	---
	Bolts, nuts, rivets, and screws	278	255,621	8,662	3.4	---
	Shelf or light hardware	249	216,290	16,764	7.8	---
	Tools and cutlery	262	254,804	15,197	6.0	---
	Wire screening	218	232,039	4,596	2.0	---
	Other	209	211,927	14,853	7.0	---
	Not analyzed in detail	44	46,124	25,992	56.4	---
51	Plumbing, heating, and air conditioning	243	274,124	21,337	7.8	6.5
	Air-conditioning equipment	22	43,340	226	.5	---
	Gas appliances and supplies	47	54,760	732	1.3	---
	Oil burners	31	53,554	349	.7	---
	Oil burner-furnace combinations	11	9,483	98	1.0	---
	Pipe fittings, valves, brass goods, etc	180	206,254	4,720	2.3	---
	Plumbing fixtures, equipt, and spls	105	155,309	4,081	2.6	---
	Stoves, ranges, furnaces (except gas and electric)	150	189,512	7,271	3.8	---
	Not analyzed in detail	22	32,004	3,860	12.1	--
52	Sporting goods	172	237,215	24,315	10.3	7.4
53	Toys and games	53	122,680	1,937	1.6	.6
55	Farm and garden machinery and equipment	164	184,837	7,614	4.1	2.3
	Dairy equipment and supplies	46	72,483	907	1.3	-
	Farm machinery and equipment	96	105,988	3,149	3.0	---
	Garden equipment and supplies	103	124,106	2,905	2.3	---
	Not analyzed in detail	15	21,202	653	3.1	-

Percent [illegible] A [illegible]
Percent [illegible] B [illegible]

SERVICE AND LIMITED FUNCTION WHOLESALERS

TABLE 8A. COMMODITY SALES, BY KINDS OF BUSINESS—Continued

UNITED STATES SUMMARY

Commodity No.	KIND OF BUSINESS AND COMMODITY	ESTABLISHMENTS REPORTING COMMODITY DATA	REPORTED SALES OF STATED COMMODITY	Percent of Table B No.
	HARDWARE TRADES—Con.			
	General-line Hardware Wholesalers (With Industrial Department)—Con.			
56	Industrial equipment and supplies	269	[illegible]	4.8
	Belting, hose, packing, etc.	161	186,161	1.4
	Mechanical power transmission equipt	[illegible]	74,286	1.2
	Printing equipment and supplies (except paper)	8	4,304	[illegible]
	Metal-working tools	149	189,371	3,785	2.0
	Materials-handling equipment	68	[illegible]	964	.6
	Rope, cordage, and twine	180	[illegible]	[illegible]	1.2
	Other industrial equipment	72	76,044	3,002	3.9
	Not analyzed in detail	14	[illegible]	[illegible]	---
57	Industrial machinery	95	89,771	3,408	3.8
	Construction machinery (except road-building)	11	18,794	209	1.1
	Road-building machinery	15	17,000	231	1.4
	Machine tools (power-driven)	69	72,398	936	1.3
	Mining, quarrying, etc.	25	34,034	697	2.0
	Oil-well and oil-refining	4	8,321	473	5.7
	Power-plant machinery (except electrical)	8	8,873	334	3.8
	Other industrial machinery	12	13,967	374	2.7
	Not analyzed in detail	4	2,364	152	6.4
58	Office and store equipment and spls	51	64,133	686	.8
62	Building metal work	135	140,755	4,730	3.2
	Fire escapes, elevator cages, etc.	2	966	5	.5
	Ventilators and air conditioning ducts	9	17,215	26	.1
	Metal roofing and siding	119	133,268	3,695	2.8
	Metal storage tanks, etc.	26	29,665	146	.5
	Fabricated structural work	4	7,942	65	.8
	Metal lath	36	56,168	316	.6
	Other building metal work	21	24,477	148	.6
	Not analyzed in detail	6	2,991	329	11.0
63	Copper and products	71	73,823	914	1.2
64	Iron and steel products--semi-finished	33	33,016	841	2.5
	Pig iron	6	9,831	40	.4
	Ingots, blooms, billets, and slabs	4	[illegible]	43	1.4
	Sheet and tin-plate bars	8	11,743	109	.9
	Wire rods	10	[illegible]	374	2.9
	Rough castings and foundry products	6	4,180	22	.5
	Forgings	3	1,686	12	.7
	Other	---	---	199	---
	Not analyzed in detail	3	924	42	4.5
65	Iron and steel products--flat	168	[illegible]	[illegible]	4.7
	Plates	41	59,635	932	1.6
	Strip--hot-rolled	36	55,123	472	.9
	Strip--cold-rolled	22	27,912	354	1.3
	Sheets--continuous-mill	27	[illegible]	665	1.8
	Sheets--hand-mill	12	[illegible]	525	[illegible]
	Sheets--galvanized or otherwise coated	126	[illegible]	2,979	1.8
	Black plate	32	56,605	440	.8
	Tin plate	34	62,352	375	.6
	Other	43	64,864	1,720	2.7
	Not analyzed in detail	13	16,750	1,311	7.8
66	Iron and steel--wire and wire products	235	[illegible]	19,134	7.6
	Woven wire fence	155	200,979	2,957	1.5
	Fence posts and fittings	50	150,148	496	.3
	Barbed and twisted wire	153	206,850	[illegible]	1.2
	Nails (including staples and tacks)	203	[illegible]	8,469	3.8
	Wire rope and cable except insulated	132	142,367	1,461	1.0
	Strand, galvanized	54	57,436	208	.4
	Reinforcement mesh	21	[illegible]	121	.5
	Drawn wire	50	[illegible]	442	.7
	Other	43	47,189	627	1.3
	Not analyzed in detail	16	20,106	1,889	9.4
67	Iron and steel finished products--other than flat and wire	170	193,348	9,980	5.2
	Rails, tie plates, splice bars, etc.	36	54,468	563	1.1
	Bars and small shapes except reinforcing	81	94,800	2,294	2.4
	Concrete reinforcing bars, all types	53	81,119	996	1.2
	Structural shapes	27	41,608	443	1.1
	Piling and bearing piles	4	2,909	22	.8
	Cast-iron pipe	62	84,691	1,114	1.3
	Steel pipe	115	132,904	3,319	2.5
	Seamless steel tubing	22	27,295	286	1.0
	Other	21	31,858	507	1.6
	Not analyzed in detail	6	4,861	422	9.2
68	Lead, antimonial, and zinc	40	$69,697	$249	.4
69	Other non-ferrous metals (except precious)	11	29,641	156	.5
70	Brick, tile, and terra cotta	31	31,564	[illegible]	.9
72	Cement, lime, plaster, and stucco	41	37,212	849	2.3
75	Glass--sheet and containers	88	124,683	976	.8
	Sheet glass	75	105,152	92	.8
	Glass containers	33	14,522	46	.3
	Not analyzed in detail	9	14,877	77	.5
76	Petroleum and its products	27	52,068	847	1.6
78	Paper and products (except stationery and wall-paper)	42	71,139	484	.7
84	Paper mill products	7	[illegible]	428	2.8
87	Building materials (except as listed	117	155,107	5,131	3.3
90	Fertilizer and fertilizer materials	49	52,211	287	.5
91	Jewelry, silverware, etc.	68	[illegible]	1,331	1.0
94	Luggage, saddlery, harness, etc.	57	116,840	1,614	1.4
	All other commodities	--	-	4,333	---
	General-line Hardware Wholesalers (Without Industrial Department)				
	All establishments 363				
	Sales $142,794,000				
	Commodity coverage 92.6 percent				
	Total analyzed	337	132,289	132,289	-
32	Shoes and other footwear	3	3,008	192	6.4
36	Automotive supplies	75	48,595	4,387	9.0
	Batteries	31	22,054	242	1.1
	Automotive accessories	36	24,704	1,202	4.9
	Automotive parts	26	13,017	645	5.0
	Tires and tubes	45	27,952	876	3.1
	Not analyzed in detail	9	11,596	1,422	12.3
40	Paints and varnishes	116	51,772	2,402	4.6
43	Wiring supplies and electrical construction materials	92	50,496	2,518	5.0
	Interior	54	27,916	979	3.5
	Outside	12	6,234	104	1.7
	Lighting fixtures	20	16,037	346	2.1
	Incandescent lamps	27	38,213	556	1.4
	Not analyzed in detail	11	7,093	539	7.6
45	Radios, appliances, and specialties	98	68,058	5,578	8.2
	Radios, parts, and accessories	54	44,995	1,807	4.0
	Electric household refrigerators	35	[illegible]	972	3.7
	Electric washing machines	40	36,691	541	1.5
	Other electrical appliances	68	46,177	1,585	3.4
	Not analyzed in detail	7	6,517	673	10.3
46	China, glassware, and crockery	33	22,059	377	1.7
47	Furniture, wooden and metal	16	14,546	1,204	8.3
48	House furnishings	56	54,483	5,789	10.6
	Carpets and rugs	4	1,463	12	.8
	Linoleum, felt base, etc.	29	22,870	[illegible]	5.9
	Other house furnishings	35	39,494	3,852	9.8
	Not analyzed in detail	2	1,152	276	16.8
50	Hardware	337	[illegible]	72,718	55.0
	Builders' hardware	[illegible]	[illegible]	[illegible]	10.9
	Heavy hardware	178	61,183	8,092	13.2
	Bolts, nuts, rivets, and screws	[illegible]	[illegible]	4,576	3.8
	Shelf or light hardware	264	57,762	6,689	[illegible]
	Tools and cutlery	214	80,633	8,449	10.5
	Wire screening	166	70,408	1,897	2.7
	Other	188	57,846	11,153	[illegible]
	Not analyzed in detail	56	34,553	24,941	72.2
51	Plumbing, heating, and air conditioning	148	69,072	7,543	[illegible]
	Air-conditioning equipment	6	4,728	46	1.0
	Gas appliances and supplies	27	16,278	588	3.6
	Oil burners	10	9,752	87	.9
	Oil burner-furnace combinations	5	2,156	36	1.7
	Pipe fittings, valves, brass goods, etc.	85	31,153	1,433	4.6
	Plumbing fixtures, equipt, and spls	56	27,696	1,057	3.8
	Stoves, ranges, furnaces (except gas and electric)	63	45,347	2,554	5.6
	Not analyzed in detail	15	11,992	1,742	14.7
52	Sporting goods	92	62,755	5,910	9.4

Percentage of Table A Sales [illegible]

Percentage of Table B Sales [illegible]

1 Less than one-tenth of one percent.

SERVICE AND LIMITED-FUNCTION WHOLESALERS

TABLE 8A.—COMMODITY SALES, BY KINDS OF BUSINESS—Continued

UNITED STATES SUMMARY

Line number	KIND OF BUSINESS AND COMMODITY	ESTABLISHMENTS REPORTING COMMODITY DATA: Number	ESTABLISHMENTS REPORTING COMMODITY DATA: Sales of establishments reporting	REPORTED SALES OF STATED COMMODITY: Amount reported	REPORTED SALES OF STATED COMMODITY: Percent of total sales (See note A)	Percent of total sales (See note B)
	HARDWARE TRADES—Con.					
	General-line Hardware Wholesalers (Without Industrial Department)—Con.					
53	Toys and games	32	$26,428	$7[illegible]	4.1	.6
55	Farm and garden machinery and equipment	61	22,379	1,284	5.6	1.4
	Dairy equipment and supplies	20	8,501	116	1.7	-
	Farm machinery and equipment	43	14,757	1,160	7.9	
	Garden equipment and supplies	40	21,160	[illegible]	[illegible]	
	Not analyzed in detail	8	3,867	5[illegible]	1.4	-
56	Industrial equipment and supplies	115	48,349	1,857	3.8	1.4
	Belting, hose, packing, etc	25	12,680	[illegible]	1.6	-
	Mechanical power transmission equipment	7	[illegible]	[illegible]	1.6	--
	Metal-working tools	49	16,222	59[illegible]	[illegible]	--
	Materials-handling equipment	[illegible]	3,519	20	.6	
	Rope, cordage, and twine	09	37,176	607	1.6	
	Other	---	- -	28[illegible]	- -	
	Not analyzed in detail	10	3,932	219	5.6	-
57	Industrial machinery	24	[illegible]	[illegible]	2.4	.1
58	Office and store equipment and supplies	13	9,923	[illegible]	1.9	.1
62	Building metal work	44	20,337	1,653	8.1	1.2
63	Copper and products	13	11,858	166	1.3	.1
65	Iron and steel products--flat	58	24,610	[illegible]	5.3	1.0
	Plates	14	[illegible]	94	2.3	--
	Sheets--continuous mill	11	[illegible]	89	3.1	---
	Sheets--mark-mill	10	710	1[illegible]	14.1	--
	Sheets--galvanized or otherwise coated	42	19,712	828	4.2	- -
	Other	-	---	1[illegible]	--	
	Not analyzed in detail	2	1,175	61	5.2	-
66	Iron and steel--wire and wire products	109	[illegible]	5,943	11.6	4.5
	Woven wire fence	71	37,374	1,208	3.2	---
	Fence posts and fittings	24	[illegible]	127	.8	-
	Barbed and twisted wire	52	[illegible]	442	1.5	
	Nails (including staples and tacks)	91	[illegible]	2,414	6.1	
	Wire rope and cable (except insulated)	22	[illegible]	84	1.1	-
	Strand, galvanized	2	2,144	9	.4	--
	Reinforced mesh	8	3,347	[illegible]	5.4	---
	Drawn wire	15	[illegible]	528	6.4	-
	Other	19	[illegible]	374	3.6	
	Not analyzed in detail	7	4,758	[illegible]	13.4	- -
67	Iron and steel--finished products--other than flat and wire	70	28,433	[illegible]	7.5	1.6
[illegible]	Cement, lime, plaster, and stucco	13	[illegible]	[illegible]	6.7	.2
[illegible]	Lead, sheet	31	14,860	118	.8	.1
[illegible]	Lumber--rough, dressed, and finished	3	1,140	574	50.4	.4
[illegible]	Paper and products (except stationery and wallpaper)	8	4,397	150	3.4	.1
87	Building materials (except as listed)	48	22,519	1,877	8.0	1.4
[illegible]	Jewelry, silverware, etc	32	21,722	283	1.3	.2
[illegible]	Luggage, saddlery, harness, etc	19	16,175	1,022	6.3	.8
	All other commodities		--	3,490		2.7
	Specialty-line Hardware Trades					
	All establishments 571					
	Sales $52,490,000					
	Commodity coverage 87.[illegible] percent					
	Total analyzed	533	45,864	45,862	---	100.0
30	Automotive supplies	19	1,894	269	14.2	.6
42	Paints and varnishes	23	2,994	393	13.1	.9
43	Wiring supplies and electrical construction materials	18	2,274	187	8.2	.4
45	Radios, appliances, and specialties	12	1,777	108	6.1	.2
46	China, glassware, and crockery	7	391	129	33.0	.3
48	House furnishings	8	2,617	379	14.5	.8
50	Hardware	515	43,383	39,497	91.1	86.5
	Builders' hardware	126	10,879	8,877	81.4	
	Heavy hardware	72	9,517	5,914	62.1	
	Boots, shoes, gloves, and screws	211	11,880	4,796	41.5	
	Shelf hardware	97	10,324	2,[illegible]	22.[illegible]	-
	Tools and cutlery	123	10,602	5,380	50.8	-
	Wire screening	17	2,033	344	16.9	
	Other	79	14,889	11,086	74.3	
	Not analyzed in detail	24	[illegible]	1,994	87.6	--
51	Plumbing, heating, and air conditioning	34	3,795	675	17.8	.5
[illegible]	Sporting goods	13	1,055	274	9.0	.6
	HARDWARE TRADES—Con.					
	Specialty-line Hardware Trades—Con.					
55	Farm and garden machinery and equipment	11	$1,797	$216	12.0	.5
56	Industrial equipment and supplies	34	2,512	376	15.0	.9
57	Industrial machinery	12	2,250	416	18.5	.9
	Machine tools (power-driven)	5	1,520	214	14.1	---
	Other	---	--	202	--	---
64	Iron and steel products--semi-finished	5	1,909	42	2.2	.1
65	Iron and steel products--flat	12	2,705	246	9.1	.5
66	Iron and steel--wire and wire products	18	3,944	597	15.1	1.3
67	Iron and steel finished products--other than flat and wire	8	1,299	201	15.5	.4
80	Lumber--rough, dressed, and finished	4	291	99	34.2	.2
87	Building materials (except as listed)	5	732	142	19.2	.3
91	Jewelry, silverware, etc	9	1,420	335	23.6	.7
94	Luggage, saddlery, harness, etc	9	704	107	15.3	.2
	All other commodities	--	--	967	- -	2.3
	JEWELRY TRADES					
	Jewelry (General Line) Trade					
	All establishments 195					
	Sales $60,312,000					
	Commodity coverage 97.2 percent					
	Total analyzed	191	60,548	60,548		100.0
45	Radios, appliances, and specialties	12	9,465	917	9.7	1.5
46	China, glassware, and crockery	6	6,679	175	2.6	.3
52	Sporting goods	3	1,550	188	12.2	.3
58	Industrial equipment and supplies	4	2,255	246	10.9	.4
91	Jewelry, silverware, etc	191	60,548	57,725	95.3	95.3
	Clocks and watches	127	47,374	18,106	38.4	-
	Jewelry	144	50,647	14,388	28.4	--
	Precious stones and metals	124	44,967	9,378	20.9	-
	Silverware and plated ware	105	42,887	6,118	14.3	--
	Not analyzed in detail	45	9,693	9,693	100.0	-
94	Luggage, saddlery, harness, etc	6	2,[illegible]	222	7.7	.4
96	Optical goods (except photographic)	9	5,546	276	5.0	.5
	All other commodities	- -	---	782	--	1.2
	Service receipts	7	2,579	45	1.7	.1
	Clocks and Watches Trade					
	All establishments 178					
	Sales $44,083,000					
	Commodity coverage 97.9 percent					
	Total analyzed	170	43,709	43,709	- -	100.0
91	Jewelry, silverware, etc	170	43,709	43,494	99.5	99.5
	Clocks and watches	163	43,575	41,857	96.1	---
	Jewelry	28	4,190	669	16.0	---
	Precious stones and metals	12	1,861	462	24.8	
	Silverware and plated ware	11	2,847	372	13.1	---
	Not analyzed in detail	6	134	134	100.0	---
	All other commodities	---	---	215	--	.5
	Diamonds and Other Precious Stones Trade					
	All establishments 427					
	Sales $46,873,000					
	Commodity coverage 98.1 percent					
	Total analyzed	412	45,973	45,973	---	100.0
91	Jewelry, silverware, etc	412	45,973	45,937	99.9	99.9
	Clocks and watches	12	621	45	7.2	---
	Jewelry	30	2,705	911	33.7	---
	Precious stones and metals	395	42,757	42,066	98.4	---
	Silverware and plated ware	4	139	6	4.3	-
	Not analyzed in detail	15	2,909	2,909	100.0	---
	All other commodities	--	---	36	- -	.1

SERVICE AND LIMITED-FUNCTION WHOLESALERS

TABLE 8A. COMMODITY SALES, BY KINDS OF BUSINESS—Continued

[illegible]

UNITED STATES SUMMARY

Commodity No.	KIND OF BUSINESS AND COMMODITY	ESTABLISHMENTS REPORTING COMMODITY DATA: Number	ESTABLISHMENTS REPORTING COMMODITY DATA: Sales	REPORTED SALES OF LISTED COMMODITY: Amount	REPORTED SALES OF LISTED COMMODITY: Percent of total	Percent of total B Sales code
	JEWELRY TRADES—Con.					
	All Other Jewelry Trades					
	All establishments 1,005; Sales $80,218,000; Commodity coverage 98.4 percent					
	Total analyzed	980	$78,157	$78,157	-	100.0
27	Clothing and furnishings, men's and boys'	5	298	65	21.8	.1
28	Clothing and accessories, women's and children's	4	355	74	20.8	.1
45	Radios, appliances, and specialties	26	5,412	846	15.9	1.1
48	House furnishings	5	561	114	20.4	.1
52	Sporting goods	5	641	66	10.3	.1
56	Industrial equipment and supplies	7	826	237	28.7	.3
91	Jewelry, silverware, etc.	964	76,369	72,765	95.3	93.1
	Clocks and watches	202	16,579	4,239	25.6	.1
	Jewelry	492	26,892	19,776	68.4	-
	Precious stones and metals	201	18,444	11,114	60.3	--
	Silverware and plated ware	134	16,042	7,820	48.7	
	Not analyzed in detail	367	30,074	29,814	99.1	--
94	Luggage, saddlery, harness, etc.	15	1,823	425	23.3	.5
96	Optical goods (except photographic)	6	1,180	206	17.5	.3
98	Second-hand merchandise	8	65	61	93.8	.1
	All other commodities	--	---	3,208	---	4.1
	Service receipts	19	1,815	94	5.8	.1
	LUMBER AND CONSTRUCTION MATERIALS TRADES					
	Builders' Supplies (General Line) Trade					
	All establishments 189; Sales $67,773,000; Commodity coverage 87.2 percent					
	Total analyzed	160	$59,121	$59,121	--	100.0
40	Paints and varnishes	56	16,652	670	4.0	1.1
43	Wiring supplies and electrical construction materials	3	656	69	10.5	.1
48	House furnishings	3	973	126	12.9	.2
50	Hardware	87	33,434	1,904	5.3	3.2
51	Plumbing, heating, and air conditioning	26	4,490	585	13.0	1.0
62	Building metal work	73	28,090	2,013	7.2	3.4
	Metal roofing and siding	45	18,800	591	5.7	-
	Fabricated structural work	11	2,987	128	4.3	
	Metal lath	53	23,960	528	2.2	--
	Other	--	---	446		--
	Not analyzed in detail	3	637	20	3.1	---
63	Copper and products	10	2,383	62	2.7	.1
64	Iron and steel products--semi-finished	3	1,913	203	10.6	.3
66	Iron and steel--wire and wire products	77	26,817	1,843	6.9	3.1
	Woven wire fence	28	11,941	366	3.1	--
	Fence posts and fittings	9	5,514	29	.5	---
	Barbed and twisted wire	26	11,627	134	1.2	---
	Nails (including staples and tacks)	62	21,990	899	4.1	--
	Wire rope and cable except insulated	4	3,205	37	1.2	
	Reinforcement mesh	18	9,320	155	1.7	-
	Other	--	-	196		
	Not analyzed in detail	3	792	27	3.4	
67	Iron and steel finished products--other than flat and wire	42	19,926	1,697	8.5	2.9
	Bars and small shapes except reinforcing	-	1,584	26	1.6	--
	Concrete reinforcing bars, all types	29	17,492	1,446	8.3	-
	Structural shapes	9	2,128	32	1.5	
	Cast-iron pipe	3	1,826	73	4.0	---
	Steel pipe	18	2,625	63	2.4	-
	Other	-	-	22	---	
70	Brick, tile, and terra cotta	60	23,083	2,248	8.0	3.8
71	Building stone, slate, and concrete products	55	13,990	1,769	13.0	3.0
72	Cement, lime, plaster, and stucco	99	34,693	5,864	16.9	9.9
73	Coal and coke	19	7,625	894	11.7	1.5
75	Glass, sheet	61	$18,949	1,174	6.2	1.2
76	Petroleum and its products	3	2,584	78	3.0	.1
77	Sand, gravel, and crushed stone	55	19,368	1,963	[illegible]	3.3
80	Lumber--rough, dressed, and finished	103	43,108	11,29[illegible]	[illegible]	24.7
84	Planing-mill products	82	32,574	3,780	[illegible]	11.6
86	Boats--motor, sail, and steam	7	1,516	137	[illegible]	.2
87	Building materials (except as listed)	139	23,[illegible]	13,570	25.6	23.0
	All other commodities	--	--	1,284		2.[illegible]
	Lumber Trade					
	All establishments 1,[illegible]; Sales $[illegible]; Commodity coverage 92.2 percent					
	Total analyzed	1,174	348,747	348,747		100.0
50	Hardware	37	14,242	372	2.6	.1
72	Cement, lime, plaster, and stucco	36	12,993	532	4.1	.2
73	Coal and coke	15	3,605	5[illegible]	[illegible]	.1
79	Logs, ties, pulpwood, etc.	55	12,578	2,517	20.0	.7
80	Lumber--rough, dressed, and finished	1,174	348,747	334,115	95.8	95.8
84	Planing-mill products	37	12,492	2,533	[illegible]	.7
87	Building materials (except as listed)	48	29,157	4,261	14.3	1.2
	All other commodities			4,151	---	1.2
	Lumber and Millwork Trade					
	All establishments 154; Sales $[illegible]; Commodity coverage [illegible] percent					
	Total analyzed	129	41,[illegible]	41,[illegible]	-	100.0
40	Paints and varnishes	1[illegible]	2,317	[illegible]	3.5	.2
50	Hardware	12	4,740	260	5.9	.7
62	Building metal work	7	4,[illegible]	99	[illegible]	.4
66	Iron and steel--wire and wire products	4	2,374	159	6.7	.4
72	Cement, lime, plaster, and stucco	5	2,284	63	2.8	.2
75	Glass, sheet	[illegible]	2,090	84	4.0	.2
79	Logs, ties, pulpwood, etc.	9	4,736	25[illegible]	5.4	.6
80	Lumber--rough, dressed, and finished	129	41,[illegible]	[illegible]	68.4	68.4
83	Paper and products (except stationery and wallpaper)	4	2,269	111	[illegible]	.3
84	Planing-mill products	72	23,677	7,659	[illegible]	18.7
87	Building materials (except as listed)	39	14,314	[illegible]	[illegible]	[illegible]
	All other commodities	-		776	-	1.9
	Millwork Trade					
	All establishments 280; Sales $59,[illegible]; Commodity coverage 98.7 percent					
	Total analyzed	2[illegible]	58,[illegible]	[illegible]	-	100.0
40	Paints and varnishes	4	981	[illegible]	6.3	.[illegible]
50	Hardware	10	2,316	66	[illegible]	.1
75	Glass, sheet	28	7,050	718	[illegible]	1.2
80	Lumber--rough, dressed, and finished	2[illegible]	6,481	1,781	27.5	3.1
83	Paper and products (except stationery and wallpaper)	6	1,926	15[illegible]	7.9	.3
84	Planing-mill products	[illegible]	[illegible]	[illegible]	[illegible]	[illegible]
87	Building materials (except as listed)	40	10,478	2,659	[illegible]	4.6
	All other commodities	-	--	624		1.1
	Brick, Tile, and Terra Cotta Trade					
	All establishments 2[illegible]; Sales $[illegible]; Commodity coverage 94.4 percent					
	Total analyzed	18[illegible]	[illegible]	17,652	---	[illegible]

[illegible]

SERVICE AND LIMITED-FUNCTION WHOLESALERS

TABLE 8A.—COMMODITY SALES, BY KINDS OF BUSINESS Continued

UNITED STATES SUMMARY

Line No.	Kind of business and commodity	Establishments reporting commodity data: Number	Establishments reporting commodity data: Sales of stated commodity ($000)	Reported sales of stated commodity: Amount reported ($000)	Reported sales of stated commodity: Percent column A Sales	Percent column B Sales
	LUMBER AND CONSTRUCTION MATERIALS TRADES—Con.					
	Brick, Tile, and Terra Cotta Trade—Con.					
62	Building metal work	3	$274	$23	8.4	.1
66	Iron and steel--wire and wire products	3	808	63	7.8	.4
70	Brick, tile, and terra cotta	136	17,652	16,531	93.6	93.6
71	Building stone, slate, and concrete products	13	1,688	200	11.9	1.1
72	Cement, lime, plaster, and stucco	7	2,649	449	16.8	2.5
73	Coal and coke	3	489	69	14.7	.4
87	Building materials (except as listed)	9	1,267	235	18.6	1.3
	All other commodities	-	--	82	--	.6
	Cement, Lime, and Plaster Trade					
	All establishments 302; Sales $22,532,000; Commodity coverage 93.2 percent					
	Total analyzed	97	20,990	20,990		100.0
40	Paints and varnishes	3	601	27	4.5	.1
62	Building metal work	17	2,710	190	7.0	.9
70	Brick, tile, and terra cotta	35	9,318	956	10.3	4.6
71	Building stone, slate, and concrete products	18	4,860	1,106	22.8	5.3
72	Cement, lime, plaster, and stucco	97	20,990	16,967	80.8	80.8
73	Coal and coke	9	2,254	319	14.2	1.5
77	Sand, gravel, and crushed stone	51	8,793	664	7.6	3.2
87	Building materials (except as listed)	22	3,993	602	15.1	2.9
	All other commodities	---	---	159		.7
	Glass Trade					
	All establishments 282; Sales $32,145,000; Commodity coverage 94.3 percent					
	Total analyzed	269	30,313	30,313		
36	Automotive supplies	6	1,270	105	8.3	[illegible]
39	Oils, vegetable	4	818	50	6.1	
40	Paints and varnishes	31	3,765	859	22.8	[illegible]
46	House furnishings	4	650	94	14.5	
50	Hardware	4	876	34	3.9	
62	Building metal work	22	5,666	317	5.4	[illegible]
75	Glass--sheet and containers	269	30,313	27,490	90.7	90.7
	Sheet glass	249	29,128	26,502	91.0	
	Glass containers	11	930	251	27.0	-
	Not analyzed in detail	10	737	737	100.0	-
87	Building materials (except as listed)	8	3,500	400	11.4	1.3
98	Second-hand merchandise	3	82	82	100.0	.3
	All other commodities	---	-	812	- -	2.8
	Service receipts	6	644	70	10.9	.2
	All Other Lumber and Construction Materials Trades					
	All establishments 915; Sales $175,634,000; Commodity coverage 95.0 percent					
	Total analyzed	853	166,878	166,878	-	100.0
18	Feed	9	1,869	264	14.1	.2
40	Paints and varnishes	66	13,556	977	7.2	.6
43	Wiring supplies and electrical construction materials	7	2,002	168	8.4	.1
45	Radios, appliances, and specialties	5	481	259	53.6	.2
46	House furnishings	12	2,250	585	26.0	.4
50	Hardware	66	15,287	1,020	6.7	.6
51	Plumbing, heating, and air conditioning	36	7,187	680	9.5	.4
56	Industrial equipment and supplies	16	4,258	745	17.5	.4
62	Building metal work	137	$35,520	$3,278	9.2	2.0
	Ventilators and air-conditioning ducts	9	2,852	27	.9	---
	Metal roofing and siding	36	7,844	653	8.3	-
	Metal lath	83	25,779	1,232	4.8	--
	Other	---	--	1,102	--	--
	Not analyzed in detail	4	844	264	32.8	-
63	Copper and products	30	6,498	574	8.8	.3
65	Iron and steel products--flat	43	9,387	1,161	12.4	.7
66	Iron and steel--wire and wire products	87	19,557	1,768	9.0	1.1
67	Iron and steel finished products - other than flat and wire	52	12,763	1,880	14.7	1.1
70	Brick, tile, and terra cotta	131	43,205	7,427	17.2	4.5
71	Building stone, slate, and concrete products	139	23,529	9,574	40.7	5.7
72	Cement, lime, plaster, and stucco	169	50,034	15,052	30.1	9.0
73	Coal and coke	51	16,938	2,917	17.2	1.7
74	Crude non-metallic minerals and products	4	3,273	2,974	90.9	1.8
75	Glass, sheet	28	6,913	1,076	15.6	.6
76	Petroleum and its products	26	8,845	1,867	21.1	1.1
77	Sand, gravel, and crushed stone	187	55,847	29,375	52.6	17.6
84	Planing-mill products	51	11,526	2,661	23.9	1.6
87	Building materials (except as listed)	549	119,034	72,829	61.2	43.6
98	Second-hand merchandise	9	559	176	31.5	.1
	All other commodities	-	-	7,034	---	4.3
	Service receipts	14	5,075	552	10.9	.3
	MACHINERY—EQUIPMENT—SUPPLIES TRADES					
	Office Machines and Equipment Trade					
	All establishments 216; Sales $22,291,000; Commodity coverage 88.9 percent					
	Total analyzed	177	19,809	19,809	-	100.0
[illegible]	Furniture, wooden and metal	19	1,887	1,067	56.5	5.4
	Office and store furniture, wooden	9	1,060	387	36.5	--
	Office and store furniture, metal	15	1,473	541	36.7	
	Not analyzed in detail	3	404	139	34.4	--
56	Industrial equipment and supplies	3	116	25	21.2	.1
58	Office and store equipment and supplies	160	16,698	15,685	93.9	79.1
	Office machines and equipment	144	16,761	15,408	91.9	- -
	Store machines	6	29	27	92.	---
	Store fixtures and equipment	4	--	2	24.0	-
	Not analyzed in detail			190		-
81	Paper and products (except stationery and wallpaper)	4	281	100	35.6	.5
98	Second-hand merchandise	15	1,786	1,452	81.3	7.3
	All other commodities	-		1,341	---	6.8
	Service receipts	[illegible]	2,425	159	6.4	.8
	Restaurant and Hotel Supply Houses					
	All establishments 436; Sales $46,290,000; Commodity coverage 73.8 percent					
	Total analyzed	350	35,643	35,643		100.0
03	Canned foods	8	462	133	28.8	.4
4	Coffee, roasted	4	471	130	28.7	.4
11	Groceries (miscellaneous)	10	716	77	10.8	.2
15	Wines and liquors	4	1,143	488	42.7	1.4
16	Other food and related products	7	436	37	8.4	.1

SERVICE AND LIMITED-FUNCTION WHOLESALERS

TABLE 8A. COMMODITY SALES, BY KINDS OF BUSINESS—Continued

[illegible]

UNITED STATES SUMMARY

Commodity No.	KIND OF BUSINESS AND COMMODITY	ESTABLISHMENTS REPORTING COMMODITY DATA: Number	ESTABLISHMENTS REPORTING COMMODITY DATA: [illegible]	REPORTED SALES OF STATED COMMODITY: Amount	REPORTED SALES OF STATED COMMODITY: Percent [illegible] (See [illegible])	Percent [illegible] B (See [illegible])
	MACHINERY—EQUIPMENT—SUPPLIES TRADES—Con.					
	Restaurant and Hotel Supply Houses—Con.					
31	Piece goods	18	$4,727	$3,827	81.0	1.2
34	Other dry goods and textile products	3	675	154	22.8	.4
41	Soaps	11	1,287	130	6.6	.4
43	Wiring supplies and electrical construction materials	5	987	47	4.8	.1
45	Radios, appliances, and specialties	42	11,072	1,015	9.1	2.8
46	China, glassware, and crockery	[illegible]	[illegible]	[illegible]	41.3	27.0
47	Furniture, wooden and metal	35	9,991	1,745	17.5	4.9
	Household furniture	5	4,488	652	14.4	---
	Office and store furniture, wooden	27	4,618	471	10.2	---
	Office and store furniture, metal	21	4,569	394	8.6	---
	Not analyzed in detail	11	812	278	34.2	
48	House furnishings	30	6,096	1,092	17.9	4.1
	Carpets and rugs	6	4,616	133	2.9	---
	Linoleum, felt base, etc.	9	4,597	346	7.5	---
	Other house furnishings	19	3,042	917	30.1	---
	Not analyzed in detail	3	243	57	23.1	---
50	Hardware	43	5,678	1,308	23.0	3.7
51	Plumbing, heating, and air conditioning	44	12,215	1,056	8.6	3.0
	Gas appliances and supplies	14	7,142	270	3.8	
	Plumbing fixtures, equipt. and spls.	5	1,059	100	9.4	
	Stoves, ranges, furnaces (except gas and electric)	3	6,756	686	10.2	---
56	Industrial equipment and supplies	22	3,299	1,182	35.8	3.3
	Printing machinery	29	4,586	1,096	42.7	---
	Other	---	---	86	---	---
57	Industrial machinery	4	446	214	49.1	.6
58	Office and store equipt and supplies	121	13,706	8,117	59.2	22.8
	Store fixtures and equipment	100	9,827	5,528	56.3	
	Other	6	1,048	77	7.5	
	Not analyzed in detail	18	3,790	2,512	66.3	
75	Glass containers	21	3,989	1,758	44.1	4.9
81	Paper and products (except stationery and wallpaper)	32	3,366	390	11.6	1.1
83	Stationery and supplies	5	215	202	94.0	.6
91	Jewelry, silverware, etc.	53	11,446	666	5.8	1.9
	Silverware and plated ware	51	11,298	639	5.7	
	Not analyzed in detail	2	148	27	18.2	---
98	Second-hand merchandise	23	2,137	226	10.6	.6
	All other commodities	---	---	3,270		9.1
	Garage and Filling Station Equipment Trade					
	All establishments 169					
	Sales $9,877,000					
	Commodity coverage 89.9 percent					
	Total analyzed	145	8,880	8,880		100.0
30	Automotive supplies	12	1,490	421	28.2	4.7
40	Paints and varnishes	4	292	101	34.6	1.1
45	Radios, appliances, and specialties	5	1,203	27	2.2	.3
51	Plumbing, heating, and air conditioning	3	752	82	10.9	.9
56	Industrial equipment and supplies	6	476	39	8.2	.4
57	Industrial machinery	5	617	275	44.6	3.1
58	Office and store equipment and spls.	145	8,880	7,269	81.9	81.9
	Garage and filling station equipment	145	8,880	7,165	80.7	
	Other	---	---	104	---	
76	Petroleum and its products	9	1,473	506	34.4	5.7
98	Second-hand merchandise	---	---	[illegible]	9.4	.2
	All other commodities	---	---	22	---	.3
	Service receipts	9	919	78	8.5	.9
	Soda Fountain Equipment and Supplies Trade					
	All establishments 29					
	Sales $1,846,000					
	Commodity coverage 61.1 percent					
	Total analyzed	25	1,497	1,497		100.0
13	Soft drinks	2	262	85	32.4	5.7
41	Soaps	---	[illegible]	44	16.8	2.9

Commodity No.	KIND OF BUSINESS AND COMMODITY	ESTABLISHMENTS REPORTING COMMODITY DATA: Number	ESTABLISHMENTS REPORTING COMMODITY DATA: [illegible]	REPORTED SALES OF STATED COMMODITY: Amount	REPORTED SALES OF STATED COMMODITY: Percent [illegible] (See [illegible])	Percent [illegible] B (See [illegible])
	MACHINERY—EQUIPMENT—SUPPLIES TRADES—Con.					
	Soda Fountain Equipment and Supplies Trade—Con.					
46	China, glassware, and crockery	[illegible]	$344	$68	19.9	4.3
56	Industrial equipment and supplies	4	163	163	100.0	10.9
58	Office and store equipment and supplies	13	982	852	86.1	[illegible]
	Store fixtures and equipment	[illegible]	546	415	75.6	---
	Not analyzed in detail	3	415	415	100.0	
81	Paper and products (except stationery and wallpaper)	2	187	82	23.0	5.5
	All other commodities	---	---	---	---	15.4
	Store Machines Trade					
	All establishments 49					
	Sales $4,860,000					
	Commodity coverage [illegible] percent					
	Total analyzed	48	4,842	4,842		100.0
58	Office and store equipment and supplies	33	2,530	2,511	99.3	[illegible]
	Store machines	33	2,530	2,507	99.1	---
	Other	---	---	---	---	---
98	Second-hand merchandise	4	94	94	100.0	3.3
	All other commodities	---	---	245	---	8.3
	Store Fixtures and Equipment Trade					
	All establishments 401					
	Sales $2,794,000					
	Commodity coverage 91.9 percent					
	Total analyzed	383	19,115	19,115	-	100.0
45	Radios, appliances, and specialties	7	415	68	16.4	.4
	Electric household refrigerators	5	384	57	14.8	---
	Other electrical appliances	2	203	11	5.4	---
46	China, glassware, and crockery	8	364	52	14.4	.3
47	Furniture, wooden and metal	14	454	78	16.4	1.4
50	Hardware	3	518	40	7.7	.2
51	Plumbing, heating, and air conditioning	12	1,479	229	15.4	1.2
56	Industrial equipment and supplies	5	272	56	20.6	.3
57	Industrial machinery	2	72	16	22.2	---
58	Office and store equipment and supplies	319	17,850	16,674	93.4	[illegible]
	Store machines	29	1,930	499	25.9	---
	Store fixtures and equipment	318	17,072	15,557	91.1	---
	Other	2	208	36	17.5	
	Not analyzed in detail	15	628	592	94.8	---
98	Second-hand merchandise	22	622	392	63.1	2.0
	All other commodities	---	---	1,097	---	5.7
	Service receipts	26	1,501	216	14.4	1.1
	All Other Commercial Equipment and Supplies Trade					
	All establishments 341					
	Sales $3,759,000					
	Commodity coverage 85.8 percent					
	Total analyzed	291	26,399	26,399	-	100.0
05	Confectionery and ice cream	4	209	36	17.2	.1
11	Groceries miscellaneous	9	268	128	47.8	.2
12	Meats and meat products	3	548	228	41.6	.9
23	Cut flowers and plants	10	1,219	725	59.5	2.7
31	Piece goods	6	733	101	13.8	.4
34	Other dry goods and textile products	3	87	61	21.0	.2
43	Wiring supplies and electrical construction materials	7	545	31	5.7	.1
44	Electrical apparatus and equipment	6	496	112	22.6	.4
45	Radios, appliances, and specialties	11	487	457	93.8	1.7
46	China, glassware, and crockery	6	714	224	31.4	.9
47	Furniture, wooden and metal	9	1,546	893	57.7	3.4
48	House furnishings	6	34	241	14.1	.9

[illegible]

SERVICE AND LIMITED-FUNCTION WHOLESALERS

TABLE 8A.—COMMODITY SALES, BY KINDS OF BUSINESS Continued

UNITED STATES SUMMARY [Lin[illegible] analyzed [illegible] commodities. Ratio of commodity coverage indicates sales size of sample]

Commodity No.	KIND OF BUSINESS AND COMMODITY	ESTABLISHMENTS REPORTING COMMODITY DATA: Number	ESTABLISHMENTS REPORTING COMMODITY DATA: Sales of such establishments (Thousands)	REPORTED SALES OF STATED COMMODITY: Amount reported (Thousands)	REPORTED SALES OF STATED COMMODITY: Percent of column B (See note A)	Percent of column B (See note)
	MACHINERY—EQUIPMENT—SUPPLIES TRADES—Con.					
	All Other Commercial Equipment and Supplies Trades—Con.					
49	Musical instruments and accessories	7	$1,402	$534	38.1	2.0
50	Hardware	12	761	265	34.8	1.0
51	Plumbing, heating, and air conditioning	7	670	156	23.6	.6
56	Industrial equipment and supplies	56	5,004	2,082	73.5	13.9
57	Industrial machinery	5	192	37	20.3	.1
58	Office and store equipment and supplies	108	11,886	11,090	80.4	42.0
	Office machines and equipment	6	783	294	37.5	-
	Store machines	55	4,900	3,617	76.6	-
	Store fixtures and equipment	42	3,864	3,434	88.8	-
	Other	--	--	331	--	--
	Not analyzed in detail	31	3,526	3,416	96.8	-
62	Iron and steel—wire and wire products	8	243	41	16.9	.2
81	Paper and products (except stationery and wallpaper)	10	766	314	40.9	1.2
99	Decline-and merchandise	7	211	85	40.3	.3
	All other commodities			6,656	-	25.3
	Service receipts	[illegible]	2,701	389	14.4	1.5
	Dairy Equipment Trade					
	All establishments 149					
	Sales $19,7[illegible]					
	Commodity coverage 94.[illegible] percent					
	Total analyzed	[illegible]	18,733	18,323	-	100.0
03	Canned foods	3	1,892	68	3.7	.3
21	Groceries (miscellaneous)	3	1,982	283	14.2	1.2
28	Other food and related products	3	1,342	20	1.5	.1
35	Chemicals, industrial and heavy	5	2,190	571	26.1	3.1
41	Soaps	4	942	84	8.9	.5
42	Other chemicals and related products	4	841	115	13.7	.6
44	Electrical apparatus and equipment	-	433	42	9.7	.2
46	Radios, appliances, and specialties	2	540	59	10.9	.3
50	Farm and garden machinery and equipt	1[illegible]	18,343	14,264	83.1	83.1
	Dairy equipment and supplies	96	17,746	14,753	83.1	-
	Farm machinery and equipment	4	1,037	402	38.9	-
	Other	--	--	29	--	-
	Not analyzed in detail	3	51	51	100.0	--
56	Industrial equipment and supplies	6	3,126	739	23.6	4.0
75	Glass containers	2	467	192	41.1	1.0
81	Paper and products (except stationery and wallpaper	6	1,775	172	9.7	.9
	All other commodities	--	--	829	-	4.7
	Farm Implements Trade					
	All establishments 21					
	Sales $2,961,000					
	Commodity coverage 91.3 percent					
	Total analyzed	17	2,706	2,706	-	100.0
[illegible]	Seeds	2	302	26	8.7	.7
[illegible]	Seeds	4	279	26	[illegible]	[illegible]
[illegible]	Farm and garden machinery and equipt	17	2,706	[illegible]	[illegible]	[illegible]
	Farm machinery and equipment	11	[illegible]	[illegible]	69.1	
	Farmer equipment and supplies	2	435	78	17.9	—
	Other					
	Not analyzed in detail	[illegible]	839	839	100.0	--
56	Industrial equipment and supplies	2	1,171	[illegible]	[illegible]	11.2
62	Iron and steel—wire and wire products	2	1,171	55	4.7	2.0
	All other commodities	--		[illegible]	--	[illegible]
	Farm Machinery and Equipment Trade					
	All establishments 149					
	Sales $8,[illegible]					
	Commodity coverage [illegible] percent					
	Total analyzed	[illegible]	31,841	31,841	-	100.0
18	Feed	10	$2,235	$423	18.9	1.3
22	Seeds	18	3,765	544	14.4	1.7
27	Clothing (work clothing)	3	475	57	12.0	.2
35	Automobiles and other motor vehicles	20	4,028	1,787	44.4	5.6
	Trucks, busses, taxicabs, etc	2	354	78	22.0	---
	Tractors	20	4,028	1,709	42.4	---
36	Automotive supplies	13	2,665	344	12.9	1.1
40	Paints and varnishes	6	2,197	98	4.5	.3
42	Other chemicals and related products	19	3,433	464	13.5	1.5
43	Wiring supplies and electrical construction materials	3	918	32	3.5	.1
44	Electrical apparatus and equipment	3	244	37	15.2	.1
46	Radios, appliances, and specialties	4	393	126	32.1	.4
50	Hardware	13	3,003	315	10.5	1.0
51	Plumbing, heating, and air conditioning	8	1,237	48	3.9	.2
55	Farm and garden machinery and equipment	137	28,579	22,713	79.5	71.3
	Dairy equipment and supplies	17	8,238	600	11.5	---
	Farm machinery and equipment	116	25,800	20,376	79.0	---
	Garden equipment and supplies	27	4,592	869	18.9	---
	Not analyzed in detail	8	1,565	868	55.5	---
56	Industrial equipment and supplies	12	2,413	208	8.6	.7
57	Industrial machinery	9	1,388	247	17.8	.8
62	Building metal work	5	1,151	154	13.4	.5
66	Iron and steel—wire and wire products	9	2,398	537	22.4	1.7
67	Iron and steel finished products—other than flat and wire	7	1,007	161	16.0	.5
72	Cement, lime, plaster, and stucco	3	1,310	55	4.2	.2
76	Petroleum and its products	10	2,460	692	28.1	2.2
81	Paper and products (except stationery and wallpaper	7	1,323	248	18.7	.8
84	Planing-mill products	5	1,071	551	51.4	1.7
87	Building materials (except as listed)	4	1,740	60	3.4	.2
90	Fertilizer and fertilizer materials	21	3,700	345	9.3	1.1
94	Luggage, saddlery, harness, etc	4	713	100	14.0	.3
99	Decline-and merchandise	5	320	66	20.0	.2
	All other commodities	--	---	1,275	-	3.8
	Service receipts	7	4,153	154	7.2	.5
	Industrial Equipment and Supplies (General Line) Trade					
	All establishments 110					
	Sales $[illegible]					
	Commodity coverage 85.4 percent					
	Total analyzed	97	60,010	60,010	-	100.0
35	Automobiles (trucks, busses, taxicabs, etc	5	5,884	220	3.7	.3
36	Automotive supplies	10	7,184	728	10.1	1.2
38	Chemicals, industrial and heavy	5	5,641	334	5.9	.5
40	Paints and varnishes	5	5,[illegible]	251	1.2	.4
42	Other chemicals and related products	5	4,100	246	6.0	.4
43	Wiring supplies and electrical construction materials	28	17,127	1,257	7.3	[illegible]
	Interior	16	11,741	633	5.3	-
	Outside	12	5,382	230	4.3	—
	Lighting fixtures	11	8,136	46	.6	—
	Incandescent lamps	27	16,970	232	1.4	--
	Not analyzed in detail			12	---	-
44	Electrical apparatus and equipment	20	15,360	1,041	6.8	1.7
46	Radios, appliances, and specialties	14	11,193	463	4.1	.8
50	Hardware	67	46,385	6,677	14.4	11.1
	Builders' hardware	17	11,766	221	1.9	-
	[illegible]	40	[illegible]	3,798	17.0	-
	[illegible]	58	40,349	1,686	4.2	—
	[illegible]	19	11,249	171	1.5	--
	[illegible]	23	25,479	474	1.9	--
	[illegible]	8	4,653	42	.9	--
	Other	23	14,124	282	2.0	--
51	Plumbing, heating, and air conditioning	53	36,713	3,803	10.4	6.3

SERVICE AND LIMITED-FUNCTION WHOLESALERS

TABLE 8A. COMMODITY SALES, BY KINDS OF BUSINESS—Continued

[illegible] Ratio [illegible] commodity [illegible] sample

UNITED STATES SUMMARY

Commodity No.	KIND OF BUSINESS AND COMMODITY	ESTABLISHMENTS REPORTING COMMODITY DATA: Number	ESTABLISHMENTS REPORTING COMMODITY DATA: Sales [illegible]	REPORTED SALES OF STATED COMMODITY: Amount	REPORTED SALES OF STATED COMMODITY: Percent of A (See note)	Percent of B (See note)
	MACHINERY—EQUIPMENT—SUPPLIES TRADES—Con.					
	Industrial Equipment and Supplies (General Line) Trade—Con.					
55	Farm and garden machinery and equipment	10	$4,227	$230	3.1	.2
56	Industrial equipment and supplies	[illegible]	51,587	[illegible]	26.8	34.2
	Belting, hose, packing, etc.	[illegible]	38,738	[illegible]	4.7	
	Mechanical power transmission equipment	58	[illegible]	1,617	4.9	
	Printing equipment and supplies except paper	2	1,[illegible]	9	.6	-
	Metal-working tools	42	43,270	4,[illegible]	10.7	-
	Materials-handling equipment	[illegible]	[illegible]	[illegible]	2.2	
	Rope, cordage and twine	51	33,948	373	1.1	--
	Other industrial equipment	53	[illegible]	7,425	[illegible]	
	Not analyzed in detail	10	4,514	4,111	[illegible]	- -
57	Industrial machinery	68	46,677	8,361	17.8	13.9
	Construction machinery (except road-building)	32	14,450	923	6.4	- -
	Road-building machinery	16	[illegible]	2,055	13.8	
	[illegible]	39	[illegible]	1,056	3.8	--
	Mining, quarry, etc.	[illegible]	[illegible]	1,086	[illegible]	-
	Oil-well and [illegible]	7	3,[illegible]	441	11.3	
	Power-plant [illegible] electrical	[illegible]	13,065	911	7.0	
	Textile machinery	2	1,500	18	1.2	
	Other industrial machinery	54	26,452	1,654	6.3	
	Not analyzed in detail	2	[illegible]	217	24.5	-
58	Office and store equipment and supplies	15	9,744	177	1.8	.3
59	Railroad equipment and supplies	7	[illegible]	20	1.6	.2
60	Building metal work	17	[illegible]	[illegible]	2.7	.5
	Fire escapes, elevator cabs, etc.	5	[illegible]	22	1.5	--
	Ventilators and air-conditioning ducts					
	Metal roofing and siding	7	4,238	49	1.1	-
	Metal storage tanks, etc.	11	7,642	[illegible]	[illegible]	- -
	Metal bath [illegible]	6	[illegible]	[illegible]	1.7	-
	Other building metal work	[illegible]	[illegible]	[illegible]	[illegible]	
	Not analyzed in detail	-	-	[illegible]	- -	
63	Copper and products	16	17,843	1,178	6.6	2.0
64	Iron and steel products--semi-finished	14	9,144	416	4.5	.7
65	Iron and steel products--flat	56	29,594	1,699	5.7	[illegible]
	Plates	21	20,951	[illegible]	1.7	
	Strip--hot-rolled	14	5,897	[illegible]	[illegible]	
	Strip--cold-rolled	5	3,337	76	2.3	
	Sheets--continuous-[illegible]	12	13,907	[illegible]	1.3	-
	Sheets--hand mill	5	8,718	[illegible]	[illegible]	-
	Sheets--galvanized or otherwise coated	21	15,[illegible]	507	2.6	
	Black plate	10	[illegible]	[illegible]	1.1	-
	Tin plate	2	[illegible]	[illegible]	1.0	
	Other	14	15,708	265	1.7	
	Not analyzed in detail	-	-	49	- -	
66	Iron and steel--wire and wire products	39	[illegible]	[illegible]	5.1	3.5
	Woven wire fence	11	10,793	[illegible]	1.4	
	Fence posts and fittings	[illegible]	[illegible]	[illegible]	[illegible]	
	Barbed and twisted wire	11	9,470	[illegible]	[illegible]	[illegible]
	Nails (including staples and tacks)	37	25,661	[illegible]	2.0	
	Wire rope and cable except insulated	51	32,146	[illegible]	2.9	
	Strand, galvanized	16	12,513	[illegible]	.5	
	Reinforcement mesh	7	9,979	71	.7	
	Drawn wire	[illegible]	[illegible]	[illegible]	4.2	--
	Other	8	6,294	39	.6	
	Not analyzed in detail	---	---	[illegible]	- -	
67	Iron and steel finished products--other than flat and wire	53	[illegible]	7,308	18.7	[illegible]
	Bars, tie bars, spike bars, etc.	11	8,906	[illegible]	2.4	
	Bars and small shapes except reinforcing	34	[illegible]	[illegible]	3.7	
	Concrete reinforcing bars, all types	12	8,883	144	1.6	---
	Structural shapes	17	9,924	187	1.9	--
	Cast-iron pipe	[illegible]	15,701	[illegible]	2.8	-
	Steel pipe	[illegible]	[illegible]	2,687	7.5	
	Seamless steel tubing	[illegible]	21,077	1,029	4.9	
	Other	[illegible]	15,735	[illegible]	8.1	- -
	Not analyzed in detail	--	[illegible]	-	-	
68	Lead products, all kinds	19	16,178	133	.8	.2
69	Other non-ferrous metals (except precious)	[illegible]	13,561	[illegible]	1.9	.4
70	Coal and coke	[illegible]	3,799	109	[illegible]	.2
	MACHINERY—EQUIPMENT—SUPPLIES TRADES—Con.					
	Industrial Equipment and Supplies (General Line) Trade—Con.					
75	Glass containers	[illegible]	[illegible]	[illegible]	.9	.1
76	Petroleum and its products	7	5,539	10[illegible]	[illegible]	.2
77	Building materials (except metal products)	10	[illegible]	[illegible]	2.7	.4
78	Chemicals and warehouse	[illegible]	1,[illegible]	397	8.6	.7
	All other commodities	-	---	1,297	- -	.7
	Service receipts	7	3,798	[illegible]	1.9	.2
	Belting, Hose, and Packing Trade					
	All establishments [illegible]					
	Sales [illegible] $18,[illegible]					
	Commodity coverage 98.0 percent					
	Total analyzed	[illegible]	18,457	18,457		100.0
37	Clothing and furnishings, men's and boys'	[illegible]	1,416	[illegible]	1.6	.[illegible]
38	Shoes and other footwear	14	[illegible]	[illegible]	[illegible]	.5
39	Automotive supplies	7	1,064	[illegible]	[illegible]	1.4
40	Paints and varnishes	4	1,[illegible]	94	7.7	.5
42	Other chemicals and related products	[illegible]	1,573	27	1.7	.1
43	House furnishings	[illegible]	1,207	47	3.9	.3
44	Plumbing, heating, and air conditioning	[illegible]	[illegible]	42	10.2	.2
55	Farm and garden machinery and equipment	[illegible]	1,207	[illegible]	[illegible]	.3
56	Industrial equipment and supplies	[illegible]	18,457	16,412	[illegible]	88.9
	Belting, hose, packing, etc.	[illegible]	18,327	14,917	81.4	---
	Mechanical power transmission equipt.	18	2,895	502	17.3	-
	Rope, cordage, and twine	[illegible]	1,[illegible]	15	1.2	-
	Other industrial equipment	--	- -	[illegible]	- -	
	Not analyzed in detail	[illegible]	130	129	99.2	
57	Industrial machinery	7	[illegible]	[illegible]	18.3	.[illegible]
58	Railroad equipment and supplies	[illegible]	[illegible]	[illegible]	7.7	.5
61	Iron and steel--wire and wire products	4	1,250	[illegible]	4.4	.3
62	Building materials (except as listed)	[illegible]	1,498	[illegible]	7.0	.6
	All other commodities	-		1,074	---	5.8
	Construction Machinery and Equipment (Except Road Building) Trade					
	All establishments 183					
	Sales [illegible] $[illegible]					
	Commodity coverage 83.9 percent					
	Total analyzed	183	20,100	20,100		[illegible]
41	Automobiles and other motor vehicles	[illegible]	4,003	[illegible]	14.2	2.8
39	Automotive supplies	[illegible]	[illegible]	[illegible]	20.7	.[illegible]
44	Plumbing, heating, and air conditioning	2	1,990	135	6.8	.7
56	Industrial equipment and supplies	14	[illegible]	[illegible]	14.7	2.6
57	Industrial machinery	182	20,100	16,750	[illegible]	83.3
	Construction machinery (except road-building)	99	17,741	12,945	73.0	
	Welding equipment, power-driven	[illegible]	1,676	334	19.9	-
	Tools, carrying, etc.	2	1,964	[illegible]	4.6	
	Other	-		749		
	Not analyzed in detail	---		[illegible]	- -	-
61	Iron and steel--wire and wire products	[illegible]	2,410	[illegible]	1.0	.1
67	Iron and steel finished products--other than flat and wire	[illegible]	[illegible]	[illegible]	10.7	[illegible]
	Bars and small shapes	[illegible]	270	84	31.1	.4
	All other commodities	-		[illegible]	- -	1.8
	Service receipts	[illegible]	4,644	1,222	[illegible]	6.1
	Road Building Machinery and Equipment Trade					
	All establishments [illegible]					
	Sales [illegible]					
	Commodity coverage [illegible]					
	Total analyzed	[illegible]	57,695	57,695		[illegible]
41	Automobiles and other motor vehicles	[illegible]	[illegible]	3,305	32.1	5.7

SERVICE AND LIMITED-FUNCTION WHOLESALERS

TABLE 8A. COMMODITY SALES, BY KINDS OF BUSINESS—Continued

UNITED STATES SUMMARY

Line No.	Kind of business and commodity	Establishments reporting commodity data: Number	Sales of these establishments ($1,000)	Reported sales of stated commodity: Amount reported ($1,000)	Percent of col. A (See note)	Percent of column B (See note)
	MACHINERY—EQUIPMENT—SUPPLIES TRADES—Con.					
	Road Building Machinery and Equipment Trade—Con.					
36	Automotive [illegible]	[illegible]	[illegible]	[illegible]	[illegible]	2.8
[illegible]	Chemicals, industrial and heavy	[illegible]	746	621	[illegible]	1.1
55	Farm and garden machinery and equipment	[illegible]	4,236	529	12.5	.9
56	Industrial equipment and supplies	[illegible]	12,406	[illegible]	[illegible]	4.5
	Belting, hose, packing, etc.	[illegible]	[illegible]	[illegible]	2.8	-
	Mechanical power transmission equipt.	[illegible]	977	[illegible]	3.0	
	Metal-working tools	[illegible]	[illegible]	[illegible]	1.5	
	Materials handling equipment	[illegible]	[illegible]	[illegible]	.8	
	Rope, cordage, and twine	[illegible]	[illegible]	[illegible]	1.6	
	Other industrial equipment		-	[illegible]		-
57	Industrial machinery	174	56,253	45,747	[illegible]	79.3
	Construction machinery (except road building)	35	13,758	1,832	13.3	-
	Road-building machinery	170	55,578	41,676	75.0	-
	Machine tools, power-driven	5	2,121	143	6.7	-
	Mining, quarrying, etc.	16	4,807	[illegible]	[illegible]	
	Other	---	--	1,036	-	
	Not analyzed in detail	2	632	632	100.0	-
[illegible]	Iron and steel—wire and wire products	[illegible]	9,170	378	4.1	.7
67	Iron and steel (reinforcing bars)	9	[illegible]	421	[illegible]	.7
[illegible]	Second-hand merchandise	[illegible]	[illegible]	[illegible]	[illegible]	.7
	All other commodities	-	--	954		[illegible]
	Service receipts	[illegible]	[illegible]	1,207	10.3	2.1
	Machine Tools Trade					
	All establishments 128					
	Sales [illegible]					
	Commodity coverage 63.0 percent					
	Total analyzed	112	17,455	17,455	- -	100.0
44	Electrical apparatus and equipment	4	458	40	8.7	.2
50	Hardware	9	[illegible]	686	24.9	3.9
56	Industrial equipment and supplies	[illegible]	5,452	3,667	67.3	[illegible]
	Belting, hose, packing, etc.	8	[illegible]	77	4.1	-
	Mechanical power transmission equipt.	5	741	13	1.8	-
	Metal-working tools	[illegible]	5,067	[illegible]	61.6	-
	Materials-handling equipment	4	1,048	47	[illegible]	
	Rope, cordage, and twine	[illegible]	[illegible]	[illegible]	4.1	-
	Other industrial equipment	10	1,950	374	[illegible]	-
57	Industrial machinery	[illegible]	14,502	12,910	89.0	[illegible]
	Construction machinery (except road-building)	[illegible]	[illegible]	[illegible]	[illegible]	
	Machine tools power-driven	[illegible]	13,733	11,921	[illegible]	
	Other industrial machinery	-		[illegible]	-	
63	Copper and products	[illegible]	712	24	3.4	.1
	All other commodities	-		[illegible]		.8
	Mine and Mill Supply Houses					
	All establishments [illegible]					
	Sales [illegible]					
	Commodity coverage 88.3 percent					
	Total analyzed	358	[illegible]	88,142	-	100.0
35	Automobiles and other motor vehicles	[illegible]	[illegible]	402	[illegible]	.5
[illegible]	Automotive supplies	[illegible]	7,602	1,124	14.8	1.3
[illegible]	Paints and varnishes	[illegible]	13,206	[illegible]	[illegible]	.4
[illegible]	Other chemicals and related products	[illegible]	2,412	[illegible]	[illegible]	.3
[illegible]	Wiring supplies and electrical construction materials	[illegible]	[illegible]	1,189	4.7	1.3
44	Electrical apparatus and equipment	[illegible]	16,436	[illegible]	[illegible]	.6
[illegible]	Radios, appliances, and specialties	19	7,408	[illegible]	[illegible]	.4
47	Furniture, wood and metal	5	2,017	[illegible]	6.6	[illegible]
[illegible]	Hardware	[illegible]	44,381	7,630	17.2	8.7
	Builders' hardware	[illegible]	14,291	1,569	11.0	-
	Heavy hardware	[illegible]	[illegible]	1,632	7.6	
	Nuts, bolts, rivets, and screws	94	37,508	[illegible]	4.6	
	Small and light hardware	[illegible]	[illegible]	240	3.2	
	Tools and cutlery	[illegible]	[illegible]	771	6.1	-
	Wire and screening	[illegible]	11,242	[illegible]	.6	--
	Other	[illegible]	9,948	477	4.8	
	Not analyzed in detail	[illegible]	[illegible]	[illegible]	[illegible]	

Line No.	Kind of business and commodity	Establishments reporting commodity data: Number	Sales of these establishments ($1,000)	Reported sales of stated commodity: Amount reported ($1,000)	Percent of col. A (See note)	Percent of column B (See note)
	MACHINERY—EQUIPMENT—SUPPLIES TRADES—Con.					
	Mine and Mill Supply Houses—Con.					
[illegible]	Plumbing, heating, and air conditioning	114	$39,605	$6,188	15.6	7.0
	Air-conditioning equipment	11	5,063	102	2.0	--
	Pipe fittings, valves, brass goods, etc	89	30,445	2,843	9.3	---
	Plumbing fixtures, equipment and spls.	29	14,734	1,436	9.7	---
	Stoves, ranges, furnaces (except gas and electric)	15	12,064	460	3.8	- -
	Other	--	--	42	-	---
	Not analyzed in detail	12	5,447	1,305	24.0	--
[illegible]	Sporting goods	6	3,211	240	7.5	.3
[illegible]	Farm and garden machinery and equipment	13	4,240	145	3.4	.2
[illegible]	Industrial equipment and supplies	245	69,979	31,605	45.2	35.9
	Belting, hose, packing, etc.	153	48,648	3,367	6.9	-
	Mechanical power transmission equipt.	121	42,070	2,417	5.7	--
	Printing equipment and supplies	3	823	15	1.8	--
	Metal-working tools	120	42,580	5,359	12.6	---
	Materials-handling equipment	77	26,261	664	2.5	---
	Rope, cordage, and twine	78	28,299	575	2.0	--
	Other industrial equipment	134	37,674	10,462	27.8	-
	Not analyzed in detail	34	11,482	8,746	76.2	---
[illegible]	Industrial machinery	187	47,063	16,993	36.1	19.3
	Construction machinery (except road-building)	22	6,320	621	9.8	---
	Road-building machinery	14	6,829	973	14.2	---
	Machine tools power-driven	57	26,561	1,977	7.4	-
	Mining, quarrying, etc	110	24,308	9,915	40.8	---
	Oil-well and oil refining	4	5,536	572	10.3	---
	Power-plant machinery (except electrical)	14	5,251	306	5.8	—
	Textile machinery	2	223	33	14.8	---
	Other industrial machinery	46	10,960	1,985	18.1	-
	Not analyzed in detail	12	2,042	616	30.2	--
[illegible]	Office and store equipment and supplies	10	2,848	129	4.5	.1
[illegible]	Railroad equipment and supplies	5	6,642	506	7.6	.6
[illegible]	Building metal work	17	7,777	207	2.7	.2
[illegible]	Copper and products	24	12,892	646	5.0	.7
[illegible]	Iron and steel products—semi-finished	17	5,256	363	6.9	.4
[illegible]	Iron and steel products—flat	50	27,491	2,813	10.2	3.2
	Plates	20	9,193	213	2.3	---
	Strip—hot-rolled	11	3,915	155	4.0	-
	Strip—cold-rolled	8	6,461	219	[illegible]	---
	Sheets—continuous-mill	10	9,654	270	2.8	---
	Sheets—hand-mill	3	658	30	4.6	---
	Sheets—galvanized or otherwise coated	23	15,901	632	4.0	---
	Black plate	10	9,281	155	1.7	--
	Tin plate	2	1,986	8	.4	---
	Other	14	8,512	615	7.2	
	Not analyzed in detail	6	2,626	516	19.6	---
[illegible]	Iron and steel—wire and wire products	98	39,652	2,759	7.0	3.1
	Woven wire fence	13	10,545	112	1.1	-
	Barbed and twisted wire	11	10,253	73	.7	- -
	Nails (including staples and tacks)	49	28,010	612	2.2	---
	Wire rope and cable except insulated	84	35,019	1,245	3.6	--
	Drawn wire	8	2,767	109	3.9	--
	Other	—	---	512		---
	Not analyzed in detail	3	736	96	13.0	---
[illegible]	Iron and steel finished products—other than flat and wire	87	36,431	9,920	27.2	11.3
	Rails, tie plates, splice bars, etc.	19	10,043	2,053	20.4	-
	Bars and small shapes except reinforcing	38	19,604	1,560	8.0	
	Concrete reinforcing bars, all types	19	7,265	397	5.5	
	Structural shapes	20	10,687	328	3.1	-
	Piling and bearing piles	[illegible]	2,901	692	23.9	--
	Cast-iron pipe	20	11,807	845	7.2	
	Steel pipe	71	31,145	3,494	11.2	--
	Seamless steel tubing	18	7,754	169	2.2	- -
	Other	12	3,217	382	11.9	-
[illegible]	Lead (metallic) and zinc	14	7,032	83	1.2	.1
[illegible]	Other non-ferrous metals (except precious)	10	5,783	499	8.6	.6
[illegible]	Brick, tile, and terra cotta	8	7,647	80	1.0	.1
[illegible]	Petroleum and its products	11	4,139	153	3.7	.2
[illegible]	Logs, ties, pulpwood, etc.	3	1,298	92	7.1	.1
[illegible]	Building materials (except as listed)	17	9,209	672	7.3	.8
[illegible]	Leather and cut stock	7	3,825	393	10.3	.4

[illegible]

[illegible]

SERVICE AND LIMITED-FUNCTION WHOLESALERS

TABLE 8A. COMMODITY SALES, BY KINDS OF BUSINESS—Continued

[Lettered establishments which report in analysis of their sales by commodities. Rates of commodity coverage indicate sales size of sample]

UNITED STATES SUMMARY

Commodity No.	KIND OF BUSINESS AND COMMODITY	ESTABLISHMENTS REPORTING COMMODITY DATA: Number	ESTABLISHMENTS REPORTING COMMODITY DATA: Sales of such establishments (000)	REPORTED SALES OF STATED COMMODITY: Amount reported (add 000)	REPORTED SALES OF STATED COMMODITY: Percent of column A (See note)	Percent of column B (See note)
	MACHINERY—EQUIPMENT—SUPPLIES TRADES—Con.					
	Mine and Mill Supply Houses—Con.					
98	Second-hand merchandise	7	$1,634	$146	8.9	.2
	All other commodities	---	---	1,327	---	1.4
	Service receipts	13	2,156	102	4.7	.1
	Oil Well Supply Houses					
	All establishments 896					
	Sales $179,770,000					
	Commodity coverage 94.4 percent					
	Total analyzed	785	169,733	169,733	--	100.0
50	Hardware	14	3,696	149	4.0	.1
51	Plumbing, heating, and air conditioning	37	9,124	731	8.0	.4
	Pipe fittings, valves, brass goods, etc.	37	9,124	654	7.2	--
	Plumbing fixtures, enamel, and splas.	3	593	77	13.0	-
56	Industrial equipment and supplies	46	11,788	842	7.1	.5
57	Industrial machinery	755	167,780	151,881	90.5	89.5
	Mining, quarrying, etc.	36	11,096	4,776	43.0	---
	Oil-well and oil-refining	716	158,829	143,971	90.6	
	Other industrial machinery	---	---	47	--	---
	Not analyzed in detail	28	3,237	3,087	95.4	---
62	Building metal work	8	1,442	222	15.4	.1
86	Iron and steel—wire and wire products	76	22,148	826	3.7	.5
87	Iron and steel finished products—other than flat and wire	105	25,886	13,744	53.1	8.1
	Cast-iron pipe	4	1,119	51	4.6	
	Steel pipe	65	16,969	6,028	35.5	--
	Seamless steel tubing	29	6,912	2,358	34.1	
	Other	--	---	206	-	-
	Not analyzed in detail	34	7,754	5,104	65.8	-
98	Second-hand merchandise	10	689	409	59.4	.2
	All other commodities	--	--	598	---	.4
	Service receipts	24	2,211	333	15.1	.2
	Power Plant and Power Transmission Equipment and Supplies Trade					
	All establishments 89					
	Sales $11,632,000					
	Commodity coverage 94.4 percent					
	Total analyzed	81	10,981	10,981		100.0
44	Electrical apparatus and equipment	9	1,995	156	7.8	1.4
51	Plumbing, heating, and air conditioning	5	2,776	656	23.4	5.9
55	Farm and garden machinery and equipt.	2	1,509	243	16.1	2.2
56	Industrial equipment and supplies	51	7,211	4,858	67.4	44.2
	Belting, hose, packing, etc.	13	1,323	286	21.6	--
	Mechanical power transmission equipt.	42	4,400	3,630	82.5	
	Materials-handling equipment	5	1,634	136	8.4	
	Other	--		541	--	-
	Not analyzed in detail	3	252	252	100.0	--
57	Industrial machinery	38	6,820	4,896	71.8	44.6
	Mining, quarrying, etc.	4	2,618	237	9.1	--
	Power-plant machinery (except electrical)	35	6,568	4,626	70.4	
	Other	---	---	33		
	All other commodities	-	--	178	-	1.7
	Printing and Lithographing Machinery Equipment and Supplies (Except Paper) Trade					
	All establishments 157					
	Sales $12,797,000					
	Commodity coverage 68.9 percent					
	Total analyzed	111	8,813	8,813	-	100.0
56	Industrial equipment and supplies	81	6,365	5,521	86.9	62.8
	Printing equipt and spls (except paper)	78	6,287	5,393	85.8	
	Other industrial equipment	4	308	96	31.2	
	Not analyzed in detail	4	42	42	100.0	--

Commodity No.	KIND OF BUSINESS AND COMMODITY	ESTABLISHMENTS REPORTING COMMODITY DATA: Number	ESTABLISHMENTS REPORTING COMMODITY DATA: Sales of such establishments (000)	REPORTED SALES OF STATED COMMODITY: Amount reported (add 000)	REPORTED SALES OF STATED COMMODITY: Percent of column A (See note)	Percent of column B (See note)
	MACHINERY—EQUIPMENT—SUPPLIES TRADES—Con.					
	Printing and Lithographing Machinery Equipment and Supplies (Except Paper) Trade—Con.					
57	Industrial machinery (printing)	31	$2,041	$1,719	84.2	19.5
81	Paper and products (except stationery and wallpaper)	3	1,681	580	34.5	6.6
83	Stationery and supplies	2	1,682	99	5.9	1.1
98	Second-hand merchandise	8	243	213	87.7	2.4
	All other commodities	---	--	627	-	7.1
	Service receipts	3	199	44	22.1	.5
	Rope, Cordage, and Twine Trade					
	All establishments 57					
	Sales $13,441,000					
	Commodity coverage 98.6 percent					
	Total analyzed	53	13,251	13,251	---	100.0
48	House furnishings	3	946	207	21.9	1.6
50	Hardware	2	1,577	74	4.7	.6
56	Industrial equipment and supplies	53	13,251	11,939	90.1	90.1
	Rope, cordage, and twine	53	13,251	11,905	89.8	---
	Other	-	---	34	---	---
81	Paper and products (except stationery and wallpaper)	5	1,245	225	18.1	1.7
	All other commodities	---	---	806	--	6.0
	Textile Machinery and Equipment Trade					
	All establishments 84					
	Sales $10,359,000					
	Commodity coverage 88.1 percent					
	Total analyzed	77	9,125	9,125		100.0
44	Electrical apparatus and equipment	2	1,562	97	6.2	1.1
50	Hardware	3	1,051	51	4.9	.6
51	Plumbing, heating, and air conditioning	3	1,848	314	17.0	3.4
56	Industrial equipment and supplies	10	2,853	818	28.7	9.0
	Belting, hose, packing, etc.	7	1,688	207	12.4	---
	Mechanical power transmission equipt.	5	1,496	88	5.9	---
	Other	--		523	---	---
57	Industrial machinery (textile)	73	8,127	5,863	72.1	64.3
67	Iron and steel finished products—other than flat and wire	2	904	77	8.5	.8
93	Leather and cut stock	2	1,781	130	7.3	1.4
98	Second-hand merchandise	4	988	766	76.8	8.4
	All other commodities	---	---	1,009		11.0
	Used Machinery and Equipment Trade					
	All establishments 290					
	Sales $16,125,000					
	Commodity coverage 86.4 percent					
	Total analyzed	243	13,926	13,926	--	100.0
44	Electrical apparatus and equipment	11	666	292	43.8	2.1
56	Industrial equipment and supplies	25	1,449	461	31.8	3.3
57	Industrial machinery	84	6,822	5,861	87.7	42.9
	Construction machinery (except road-building)	3	596	130	21.8	--
	[illegible]	21	2,866	2,141	74.2	--
	Mining, quarrying, etc.	8	909	182	20.0	--
	Oil-well and oil-refining	16	1,364	589	43.5	--
	Power-plant machinery (except electrical)	3	730	69	9.5	--
	Printing machinery	4	216	172	79.6	---
	Textile machinery	15	976	895	91.7	---
	Other	-	-	1,691	---	--
	Not analyzed in detail	4	163	112	68.7	--
58	Office and store equipment and supplies	3	211	24	18.0	.2
64	Iron and steel products—semi-finished	19	930	99	10.6	.7
66	Iron and steel—wire and wire products	5	321	33	8.7	.2
67	Iron and steel finished products—other than flat and wire	19	1,795	454	25.3	3.3

SERVICE AND LIMITED-FUNCTION WHOLESALERS

TABLE 8A.—COMMODITY SALES, BY KINDS OF BUSINESS—Continued

UNITED STATES SUMMARY

[Limited to establishments which reported an analysis of their sales by commodities. Ratio of commodity coverage indicates sales size of sample.]

Commodity No.	KIND OF BUSINESS AND COMMODITY	ESTABLISHMENTS REPORTING COMMODITY DATA: Number	ESTABLISHMENTS REPORTING COMMODITY DATA: Sales of such establishments (add 000)	REPORTED SALES OF STATED COMMODITY: Amount reported (add 000)	REPORTED SALES OF STATED COMMODITY: Percent column A (See note)	Percent column B (See note)
	MACHINERY—EQUIPMENT—SUPPLIES TRADES—Con.					
	Used Machinery and Equipment Trades—Con.					
76	Petroleum and its products	2	$125	$24	19.2	.2
92	Junk and scrap (except iron)	6	431	46	10.7	.3
98	Second-hand merchandise	142	6,763	6,159	91.1	44.2
	All other commodities	---	---	266	---	1.9
	Service receipts	8	538	97	18.0	.7
	All Other Industrial Machinery Equipment and Supplies Trades All establishments 1,575 Sales $150,158,000 Commodity coverage 80.9 percent					
	Total analyzed	1,274	145,736	145,736	---	100.0
08	Flour	9	1,958	289	15.6	.2
11	Groceries (miscellaneous	15	1,823	372	20.4	.3
31	Piece goods	3	416	179	43.0	.1
34	Other dry goods and textile products	6	2,272	260	11.4	.2
35	Automobiles and other motor vehicles	5	2,459	241	9.8	.2
36	Automotive supplies	34	5,674	859	15.1	.6
38	Chemicals, industrial and heavy	22	7,282	2,331	32.0	1.6
39	Oils, vegetable	4	789	278	35.2	.2
40	Paints and varnishes	25	5,230	268	5.1	.2
42	Other chemicals and related products	33	4,579	1,161	25.4	.8
43	Wiring supplies and electrical construction materials	18	4,448	1,262	28.4	.9
44	Electrical apparatus and equipment	43	6,660	966	14.5	.7
45	Radios, appliances, and specialties	8	2,987	233	8.1	.2
50	Hardware	67	12,758	1,458	11.3	1.0
51	Plumbing, heating, and air conditioning	75	14,332	2,653	18.5	1.8
55	Farm and farm-machinery and equipt.	26	5,619	693	12.3	.5
56	Industrial equipment and supplies	742	85,840	64,773	75.5	44.4
	Belting, hose, packing, etc	106	20,447	1,991	9.7	---
	Mechanical power transmission equipt.	106	19,250	4,641	24.1	---
	Printing equipment and supplies except paper	4	1,489	14	.9	---
	Metal-working tools	140	26,539	8,232	31.0	--
	Materials-handling equipment	22	12,281	1,349	11.0	-
	Rope, cordage, and twine	39	10,942	411	3.8	-
	Other industrial equipment	530	60,789	43,432	71.4	
	Not analyzed in detail	45	5,645	4,703	83.3	
57	Industrial machinery	386	45,126	27,245	60.4	18.7
	Construction machinery (except road-building	22	5,361	1,221	22.8	---
	Road-building machinery	23	4,994	758	15.2	
	[illegible]	45	14,370	2,481	17.1	---
	Mining, quarrying, etc	40	6,983	2,169	31.1	
	Oil-well and oil-refining	12	1,947	955	49.[illegible]	---
	Power-plant machinery (except electrical)	2[illegible]	3,079	510	16.6	-
	Printing machinery	2	1,257	55	4.4	-
	Other industrial machinery	274	25,089	16,434	65.5	---
	Not analyzed in detail	---	---	2,642	--	---
58	Office and store equipment and spls.	22	1,967	451	22.9	.3
59	Railroad equipment and supplies	9	1,297	121	9.3	.1
63	Copper and products	13	3,[illegible]	263	7.3	.2
64	Iron and steel products—semi-finished	21	6,617	1,142	17.3	.8
65	Iron and steel products—flat	16	5,791	225	3.9	.2
66	Iron and steel—wire and wire products	24	12,684	1,297	10.2	.9
67	Iron and steel finished products—other than flat and wire	52	13,619	2,212	16.2	1.5
70	Brick, tile, and terra cotta	11	1,605	162	10.1	.1
73	Coal and coke	11	1,225	479	39.0	.3
74	Crude non-metallic minerals and products	7	1,596	1,490	93.9	1.0
75	Glass containers	25	23,216	22,446	96.7	15.4
77	Sand, gravel, and crushed stone	9	648	156	24.1	.1
3	Paper and products (except stationery and wallpaper	15	2,818	267	9.4	.2
4	Planing mill products	[illegible]	[illegible]	473	72.2	.5
7	Building materials (except as listed)	7	1,254	2[illegible]1	16.[illegible]	.1
92	Junk and scrap (except iron)	12	1,[illegible]	295	17.9	.2

Commodity No.	KIND OF BUSINESS AND COMMODITY	ESTABLISHMENTS REPORTING COMMODITY DATA: Number	ESTABLISHMENTS REPORTING COMMODITY DATA: Sales of such establishments (add 000)	REPORTED SALES OF STATED COMMODITY: Amount reported (add 000)	REPORTED SALES OF STATED COMMODITY: Percent column A (See note)	Percent column B (See note)
	MACHINERY—EQUIPMENT—SUPPLIES TRADES—Con.					
	All Other Industrial Machinery Equipment and Supplies Trades—Con.					
93	Leather and cut stock	7	$706	$164	23.2	.1
98	Second-hand merchandise	32	3,173	1,568	49.4	1.1
	All other commodities	--	--	5,772	---	3.7
	Service receipts	77	5,672	888	15.7	.6
	Dental Supply Houses All establishments 330 Sales $37,788,000 Commodity coverage 91.5 percent					
	Total analyzed	301	30,901	30,901	--	100.0
37	Drugs and drug sundries	4	152	65	42.8	.2
60	Dental equipment and supplies	301	30,901	30,569	98.9	98.9
61	Surgical and hospital equipment	3	583	144	24.7	.5
	All other commodities	---	---	33	---	.1
	Service receipts	3	640	90	14.1	.3
	Religious Supply Houses	(Insufficient sample)				
	School Equipment and Supplies Trade All establishments 138 Sales $22,371,000 Commodity coverage 91.7 percent					
	Total analyzed	122	20,419	20,419	---	100.0
30	Notions	3	658	92	14.0	.5
31	Piece goods	2	791	40	5.1	.2
37	Drugs and drug sundries	8	3,603	268	7.3	1.3
40	Paints and varnishes	5	1,540	23	1.5	.1
41	Soaps	9	3,613	47	1.3	.2
	Toilet soaps	3	2,433	10	.4	---
	Other soaps	6	1,908	37	1.9	---
42	Other chemicals and related products	7	3,075	217	7.1	1.1
46	China, glassware, and crockery	3	2,571	68	2.6	.3
47	Furniture, wooden and metal	32	8,336	2,339	28.1	11.5
	Household furniture	6	3,778	217	5.7	---
	Office and store furniture, wooden	17	4,190	915	21.8	---
	Office and store furniture, metal	13	5,092	318	6.2	---
	Not analyzed in detail	10	1,641	889	54.2	- -
50	Hardware	3	1,058	214	20.2	1.0
51	Plumbing, heating, and air conditioning	6	2,278	112	4.9	.5
52	Sporting goods	13	6,654	179	2.7	.9
53	Toys and games	5	5,511	562	10.3	1.6
56	Industrial equipment and supplies	9	2,332	500	21.4	2.4
58	Office and store equipment and supplies	8	1,473	126	8.6	.6
78	Books, magazines, and other printed material	78	9,052	2,749	30.4	13.5
81	Paper and products (except stationery and wallpaper	20	5,556	644	11.6	3.2
83	Stationery and supplies	40	9,467	2,527	26.7	12.4
85	Cameras and supplies	3	1,009	259	25.7	1.3
91	Jewelry, silverware, etc.	4	2,923	100	3.2	.5
	All other commodities	-	-	9,562	---	46.[illegible]
	Surgical, Medical, and Hospital Equipment and Supplies Trade All establishments 383 Sales $51,512,000 Commodity coverage 81.5 percent					
	Total analyzed	301	41,984	41,984	---	100.0
31	Piece goods	3	192	156	82.2	.3

SERVICE AND LIMITED-FUNCTION WHOLESALERS

TABLE 8A.—COMMODITY SALES BY KINDS OF BUSINESS—Continued

UNITED STATES SUMMARY

Line	KIND OF BUSINESS AND COMMODITY	ESTABLISHMENTS REPORTING COMMODITY DATA	[illegible]	[illegible]	[illegible]
	MACHINERY—EQUIPMENT—SUPPLIES TRADES—Con.				
	Surgical, Medical, and Hospital Equipment and Supplies Trade—Con.				
37	Drugs and drug sundries	[illegible]	$7,[illegible]	$[illegible]	[illegible] 5.1
	Drugs, chemicals, and pharmaceuticals	[illegible]	[illegible]	[illegible]	[illegible]
	Proprietary medicines and toiletries	10	1,721	[illegible]	9.1
	Drugsists' sundries	14	1,786	[illegible]	14.7
	Not analyzed in detail	7	779	[illegible]	71.4
42	Other chemicals and related products	2	[illegible]	90	100.0 .2
50	Hardware	[illegible]	406	[illegible]	20.4 .[illegible]
54	Industrial equipment and supplies	[illegible]	461	135	29.3 .3
65	Dental equipment and supplies	3	[illegible]	130	21.1 .3
81	Surgical and hospital equipment	[illegible]	39,398	37,210	94.4 [illegible]
	All other commodities	—	—	[illegible]	[illegible] .0
	Service receipts	15	3,813	172	4.8 .4
	All Other Professional Equipment and Supplies Trades	(Insufficient sample)			
	Barber and Beauty Supply Houses				
	All establishments [illegible]	[illegible]			
	Sales $44,[illegible]				
	Commodity coverage 96.1 percent				
	Total analyzed	[illegible]	42,869	[illegible]	--- 100.0
37	Drugs and drug sundries	149	5,619	3,109	55.3 7.3
	Proprietary medicines and toiletries	134	5,343	2,960	55.4 ---
	Other	---	---	149	--- ---
41	Soaps	54	[illegible]	190	5.5 .3
	Toilet soaps	27	1,546	92	6.0 ---
	Other soaps	29	1,074	52	4.8 ---
	Not analyzed in detail	5	106	6	3.6 ---
42	Other chemicals and related products	16	722	360	49.9 .8
45	Radios, appliances, and specialties	14	954	180	18.9 .8
46	China, glassware, and crockery	3	116	58	50.4 .1
47	Furniture, wooden and metal	35	1,746	391	[illegible] .8
50	Hardware	13	585	45	7.7 .1
54	Barber and beauty parlor equipment	[illegible]	40,486	37,989	93.8 [illegible]
	All other commodities	---	---	524	--- 1.3
	Service receipts	1	739	65	8.8 .2
	Laundry and Dry Cleaning Equipment and Supplies Trade				
	All establishments 208				
	Sales $[illegible]				
	Commodity coverage [illegible] percent				
	Total analyzed	180	11,616	11,616	--- 100.0
11	Groceries, miscellaneous	4	865	54	6.2 [illegible]
16	Other food and related products	2	153	10	6.5 .1
36	Notions	[illegible]	1,318	43	3.3 .1
31	Piece goods	[illegible]	5,861	1,342	22.9 4.2
34	Other dry goods and textile products	[illegible]	5,341	1,059	19.8 3.5
38	Chemicals, industrial and heavy	44	9,302	3,098	[illegible]
39	Oils, vegetable	4	[illegible]	100	4.2 .3
41	Soaps	59	14,919	2,714	[illegible] 8.6
	Toilet soaps	4	[illegible]	48	[illegible] ---
	Other soaps	55	[illegible]	[illegible]	[illegible] ---
	Not analyzed in detail	[illegible]	[illegible]	[illegible]	--- ---
42	Other chemicals and related products	76	17,386	10,344	[illegible] 32.7
45	Radios, appliances, and specialties	4	572	6	6.4 .2
46	Industrial equipment and supplies	[illegible]	[illegible]	[illegible]	[illegible]
47	Industrial machinery	37	[illegible]	1,702	29.7 5.4
48	Iron and steel—wire and wire products	9	1,622	100	6.2 .3
81	Paper and products (except stationery and wallpaper	[illegible]	8,985	1,090	12.1 3.4
	All other commodities	—	—	[illegible]	[illegible]

Line	KIND OF BUSINESS AND COMMODITY	ESTABLISHMENTS REPORTING COMMODITY DATA	[illegible]	[illegible]	[illegible]
	MACHINERY—EQUIPMENT—SUPPLIES TRADES—Con.				
	Tailors' Supplies Trade				
	All establishments [illegible]				
	Sales $[illegible]				
	Commodity coverage 93.6 percent				
	Total analyzed	58	[illegible]	[illegible]	100.0
36	Notions	12	447	194	43.8 7.4
31	Piece goods	27	1,621	1,131	[illegible]
	Cotton piece goods	19	1,372	461	[illegible]
	Jute fabrics	4	444	19	4.3 -
	Linens	2	[illegible]	15	[illegible]
	Rayons	[illegible]	[illegible]	224	21.4 ---
	Silks and velvets	4	[illegible]	[illegible]	[illegible]
	Woolens and worsteds	9	[illegible]	179	[illegible]
	Other piece and yard goods	[illegible]	497	139	[illegible]
	Not analyzed in detail	[illegible]	[illegible]	[illegible]	100.0 --
33	Yarns	10	486	95	19.5 3.6
	Cotton yarns	[illegible]	341	42	12.3 --
	Silk (spun or thrown)	[illegible]	257	14	5.4 ---
	Other	--	[illegible]	[illegible]	--- -
34	Other dry goods and textile products	[illegible]	[illegible]	316	98.8 12.0
56	Industrial equipment and supplies	10	733	527	71.4 19.9
86	Iron and steel—wire and wire products	[illegible]	294	[illegible]	7.5 .8
81	Paper and products (except stationery and wallpaper	[illegible]	[illegible]	[illegible]	5.1 1.1
	All other commodities	[illegible]	---	[illegible]	[illegible]
	Undertakers' Supplies Trade	(Insufficient sample)			
	Upholsterers' Supplies Trade				
	All establishments [illegible]				
	Sales $29,717,000				
	Commodity coverage 97.4 percent				
	Total analyzed	[illegible]	28,952	28,952	--- 100.0
31	Piece goods	172	26,433	24,615	93.1 85.0
	Cotton piece goods	[illegible]	3,556	[illegible]	35.7 --
	Jute fabrics	11	1,007	244	24.2 --
	Linens	5	1,044	[illegible]	2.4 ---
	Rayons	7	[illegible]	[illegible]	14.4 ---
	Silks and velvets	8	1,398	146	10.5 ---
	Woolens and worsteds	4	1,427	542	38.0 ---
	Domestics	[illegible]	2,077	2,071	99.7 ---
	Curtains, traceries, etc.	150	[illegible]	19,304	89.6 ---
	Other piece and yard goods	[illegible]	1,013	[illegible]	27.9 --
	Not analyzed in detail	3	[illegible]	[illegible]	100.0
33	Yarns	[illegible]	[illegible]	442	70.5 1.5
34	Other dry goods and textile products	[illegible]	481	[illegible]	12.5 .2
35	Automotive supplies	[illegible]	1,098	[illegible]	11.4 .4
4	Paints and varnishes	[illegible]	610	[illegible]	[illegible] .7
49	House furnishings	4	[illegible]	116	[illegible] .4
[illegible]	Hardware	[illegible]	[illegible]	825	34.4 2.8
54	Industrial equipment and supplies	[illegible]	1,963	943	48.0 [illegible]
86	Iron and steel—wire and wire products	[illegible]	392	37	9.4 .1
	All other commodities	—	—	[illegible]	— 5.6
	Miscellaneous Service Equipment and Supply Houses				
	All establishments [illegible]				
	Sales $[illegible]				
	Commodity coverage [illegible] percent				
	Total analyzed	[illegible]	[illegible]	11,544	--- 100.0
27	Clothing and furnishings, men's and boys'	[illegible]	[illegible]	[illegible]	[illegible] .2

SERVICE AND LIMITED-FUNCTION WHOLESALERS

TABLE 6A.—COMMODITY SALES, BY KINDS OF BUSINESS—Continued

UNITED STATES SUMMARY

Line No.	Kind of business and commodity	Establishments reporting commodity data: Number	Reported sales of stated commodity: Amount	Percent of total (A)	Percent of total (B)
	MACHINERY—EQUIPMENT—SUPPLIES TRADES—Con.				
	Miscellaneous Service Equipment and Supply Houses—Con.				
[illegible]	[illegible]	11	$591	$377	63.8	1.2
[illegible]	[illegible]	16	[illegible]	557	59.5	1.8
[illegible]	[illegible]	7	484	144	[illegible]	.5
54	Other dry goods and textile products	16	1,596	770	48.2	1.4
56	Automotive supplies	3	[illegible]	193	48.9	.6
57	Drugs and drug sundries	9	569	146	25.7	.5
58	Chemicals, industrial and heavy	[illegible]	1,449	378	26.1	1.2
40	Paints and varnishes	26	1,132	319	28.2	1.0
41	Soaps	87	[illegible]	906	19.[illegible]	2.9
	Toilet soap	[illegible]	2,174	168	7.7	-
	Other soap	80	3,988	647	16.2	--
	Not analyzed in detail	6	594	91	15.3	-
43	Other chemicals and related products	87	4,521	1,640	36.3	5.2
43	Wiring supplies and electrical construction materials	16	1,051	259	24.6	.8
44	Electrical apparatus and equipment	4	[illegible]	[illegible]	66.0	.8
45	Radios, appliances, and specialties	[illegible]	1,102	[illegible]	20.1	.7
47	Furniture, wooden and metal	[illegible]	[illegible]	[illegible]	[illegible]	.4
49	House furnishings	[illegible]	978	[illegible]	19.6	.6
5[illegible]	Hardware	40	2,497	[illegible]	[illegible]	2.5
51	Plumbing, heating, and air conditioning	12	[illegible]	201	39.9	.6
55	Farm and garden machinery and equipt.	4	241	34	14.1	.1
56	Industrial equipment and supplies	292	15,853	[illegible]	79.2	39.8
[illegible]	Industrial machinery	9	496	[illegible]	81.4	.8
58	Office and store equipt and supplies	[illegible]	337	116	34.4	.4
[illegible]	Iron and steel--wire and wire products	5	316	63	19.9	.2
[illegible]	Petroleum and its products	4	419	74	17.7	.2
[illegible]	Paper and its products, except stationery and wallpaper	[illegible]	4,848	1,414	[illegible]	4.5
	Cardboard and pasteboard	4	357	24	6.7	--
	Wrapping or coarse paper	7	587	57	9.7	
	Paper products such as bags, boxes, cups, dishes, etc.	69	4,264	1,298	30.4	---
	Not analyzed in detail	3	307	35	11.4	-
[illegible]	Cameras and supplies	11	3,638	[illegible]	88.7	10.2
[illegible]	Fertilizer and fertilizer materials	4	[illegible]	[illegible]	9.5	.1
[illegible]	Jewelry, silverware, etc.	[illegible]	1,124	647	57.6	2.1
[illegible]	Junk and scrap, except iron	12	578	[illegible]	10.7	.2
[illegible]	Leather and its other	6	131	[illegible]	55.7	.[illegible]
[illegible]	Optical goods, except photographic	[illegible]	1,410	[illegible]	20.2	.9
[illegible]	Second-hand merchandise	[illegible]	71	39	54.9	.1
	All other commodities	--	---	4,948	-	15.7
	Service receipts	11	[illegible]	117	[illegible]	.4
	Aircraft and Aeronautical Equipment and Supplies Trade	(Insufficient sample)				
	Railroad Equipment and Supplies Trade					
	All establishments 68					
	Sales $[illegible]					
	Commodity coverage 96.8 percent					
	Total analyzed	64	$4,250	$4,250	--	100.0
[illegible]	Hardware	3	1,401	489	34.9	2.0
[illegible]	Industrial equipment and supplies	7	1,896	401	21.1	1.7
	Heating, hose, packing, etc	4	1,510	[illegible]	1.7	-
	Metal-working tools	[illegible]	[illegible]	145	10.6	--
	Materials handling equipment	[illegible]	1,497	[illegible]	1.3	-
	Other	--	---	[illegible]	-	-
[illegible]	Industrial machinery	[illegible]	[illegible]	16	1.7	.1
[illegible]	Marine equipment and supplies	50	18,279	16,841	92.1	69.4
[illegible]	Iron and steel products--semi-finished	4	[illegible]	[illegible]	25.[illegible]	.9
[illegible]	Iron and steel products--flat	[illegible]	1,452	99	6.8	.4
[illegible]	Iron and steel--wire and wire products	[illegible]	1,497	[illegible]	1.5	.1
[illegible]	Iron and steel finished products--other than flat and wire	13	7,005	[illegible]	80.5	[illegible]
	Rails, tie plates, splice bars, etc.	15	7,005	4,565	[illegible]	--
	Iron and steel pipe, tubes	[illegible]	[illegible]	840	22.1	
	Steel tubes	3	4,380	[illegible]	4.9	--
	Other	-	-	[illegible]		-
[illegible]	Second-hand merchandise	[illegible]	[illegible]	384	73.7	1.6
	All other commodities			137	-	.5

Line No.	Kind of business and commodity	Establishments reporting commodity data: Number	Reported sales of stated commodity: Amount	Percent of total (A)	Percent of total (B)
	MACHINERY—EQUIPMENT—SUPPLIES TRADES—Con.				
	Marine Equipment and Supplies Trade				
	All establishments 149				
	Sales $[illegible]				
	Commodity coverage 79.1 percent				
	Total analyzed	120	$16,[illegible]	$16,[illegible]	---	100.0
[illegible]	Bakery products	8	1,435	16	1.1	.1
[illegible]	Butter and cheese	9	1,982	42	2.4	.3
[illegible]	Canned foods	16	2,976	303	10.2	1.8
[illegible]	Coffee, roasted	11	2,368	53	2.2	.3
[illegible]	Dairy and poultry products (except butter and cheese)	9	1,897	41	2.2	.2
[illegible]	Fish and sea foods (except canned)	7	1,165	16	1.4	.1
[illegible]	Flour	8	1,515	48	3.2	.3
[illegible]	Fruits and vegetables, fresh	13	2,474	161	6.5	1.0
[illegible]	Groceries (miscellaneous)	16	3,030	223	7.4	1.3
12	Meats and meat products	13	2,656	188	7.1	1.1
14	Sugar	9	[illegible]	35	2.8	.2
[illegible]	Clothing and furnishings, men's and boys'	7	1,310	51	3.9	.3
[illegible]	Piece goods	8	[illegible]	[illegible]	9.1	1.4
[illegible]	Shoes and other footwear	5	1,080	58	5.4	.3
[illegible]	Other dry goods and textile products	4	521	40	7.7	.2
[illegible]	Chemicals, industrial and heavy	4	1,329	30	2.3	.2
[illegible]	Paints and varnishes	26	5,464	253	4.6	1.5
[illegible]	Soaps	11	2,346	38	1.6	.2
[illegible]	Wiring supplies and electrical construction materials	12	3,592	87	2.4	.5
44	Electrical apparatus and equipment	5	[illegible]	57	7.3	.3
45	Radios, appliances, and specialties	6	1,506	45	3.0	.3
46	China, glassware, and crockery	6	1,804	55	3.0	.3
47	Furniture, wooden and metal	5	1,106	35	3.2	.2
5[illegible]	Hardware	56	9,678	4,217	43.6	25.4
	Builders' hardware	5	897	36	4.0	---
	Heavy hardware	12	1,948	419	21.5	---
	Bolts, nuts, rivets, and screws	22	4,156	172	4.1	---
	Shelf or light hardware	13	2,215	183	8.3	---
	Tools and cutlery	10	1,553	63	4.1	---
	Wire screening	3	569	12	2.1	---
	Other	31	4,852	2,103	43.3	---
	Not analyzed in detail	9	2,493	1,229	49.3	---
51	Plumbing, heating, and air conditioning	16	4,165	740	17.8	4.4
52	Sporting goods	6	1,175	180	15.3	1.1
56	Industrial equipment and supplies	66	10,641	3,658	34.3	23.2
	Belting, hose, packing, etc.	13	[illegible]	97	3.5	---
	Mechanical power transmission equipt.	5	1,188	21	1.8	---
	Metal-working tools	9	2,106	144	6.8	--
	Other industrial equipment	39	7,954	1,020	12.8	---
	Other supplies	---	---	[illegible]	---	---
	Not analyzed in detail	2	166	52	31.3	--
57	Industrial machinery	13	1,984	431	21.7	2.6
63	Copper and products	6	1,605	30	1.9	.2
65	Iron and steel products--flat	6	951	81	8.5	.5
66	Iron and steel--wire and wire products	27	5,479	480	8.8	2.9
67	Iron and steel finished products--other than flat and wire	10	[illegible]	143	5.0	.9
70	Petroleum and its products	5	795	64	8.1	.4
80	Lumber--rough, dressed, and finished	4	840	[illegible]	--.4	.1
86	Boats--motor, sail, and steam	19	3,528	1,428	40.5	8.6
89	Tobacco products	4	1,224	18	1.5	.1
92	Junk and scrap (except iron)	6	1,559	43	2.8	.3
98	Second-hand merchandise	6	474	108	22.8	.6
	All other commodities	---	---	2,465		15.0
	Service receipts	6	1,175	214	18.2	1.3
	Other Transportation Equipment and Supplies Trades	(Insufficient sample)				
	METALS AND METAL WORK (EXCLUDE SCRAP) TRADES					
	Building Metal Work Trade					
	All establishments 135					
	Sales $13,289,000					
	Commodity coverage 89.0 percent					
	Total analyzed	119	11,827	11,827	--	100.0

SERVICE AND LIMITED FUNCTION WHOLESALERS

TABLE 8A.—COMMODITY SALES, BY KINDS OF BUSINESS—Continued

UNITED STATES SUMMARY

Line	Kind of business and commodity	Total all merchandise reporting commodity sales	Selected sales as % of total commodity sales	Per B (See A)
	METALS AND METAL WORK (EXCEPT SCRAP) TRADES—Con.			
	Building Metal Work Trade—Con.			
49	Door fittings	[illegible]	[illegible]	.3
50	Hardware	[illegible]	[illegible]	.4
51	Plumbing, heating, and air conditioning	10	1,544	1.9
52	Industrial equipment and supplies	[illegible]	[illegible]	.1
53	Industrial machinery	4	1,895	2.0
54	Building metal work	[illegible]	7,483	63.3
	Fire escapes, elevator cars, etc.	3	[illegible]	5.7
	Ventilators and air-conditioning units	18	[illegible]	32.4
	Metal roofing and siding	[illegible]	1,267	43.2
	Metal storage tanks, etc.	13	1,130	---
	Prefabricated structural work	4	843	19
	Metal lath	22	[illegible]	39.8
	Other [illegible] metal work	10	[illegible]	18.8
	Not analyzed in detail	58	5,299	[illegible]
55	Copper and products	9	1,098	1,105
56	Iron and steel products—semi-finished	9	[illegible]	14.0
57	Iron and steel products—flat	12	2,068	407
58	Iron and steel—wire and wire products	18	3,968	577
67	Iron and steel products—other than flat and wire	20	4,072	1,454
	Concrete reinforcing bars, all types	11	[illegible]	[illegible]
	Structural shapes	7	1,531	243
	Other	---	---	267
	Not analyzed in detail	---	---	144
70	Brick, tile, and terra cotta	4	1,028	64
72	Cement, lime, plaster, and stucco	3	200	12
73	Glass, sheet	5	245	[illegible]
80	Lumber—rough, dressed, and finished	[illegible]	119	44
81	Paper and products (except stationery and wallpaper)	2	1,123	54
87	Building materials (except as listed)	12	2,596	358
	All other commodities	---	--	748
	Service receipts	5	155	[illegible]
	Iron and Steel Products (General Line) Trade			
	All establishments 96; Sales $139,442,000; Commodity coverage 96.2 percent			
	Total analyzed	97	134,077	134,077
50	Hardware	27	34,643	[illegible]
51	Plumbing, heating, and air conditioning	18	[illegible]	793
52	Industrial equipment and supplies	24	31,903	616
53	Industrial machinery	11	7,880	328
54	Building metal work	38	29,778	[illegible]
	Ventilators and air-conditioning units	7	4,829	208
	Metal roofing and siding	19	7,885	788
	Metal storage tanks, etc.	2	768	[illegible]
	Prefabricated structural work	18	20,576	639
	Metal lath	7	2,913	23
	Other	---	---	386
55	Copper and products	35	43,079	1,014
56	Iron and steel products—semi-finished	29	104,705	20,658
57	Iron and steel products—flat	79	[illegible]	52,474
	Plates	47	57,371	6,626
	Strip—hot-rolled	43	51,174	1,594
	Strip—cold-rolled	25	41,479	[illegible]
	Sheets—continuous-mill	37	56,696	[illegible]
	Sheets—hand-mill	12	10,678	[illegible]
	Sheets—galvanized or otherwise coated	55	59,947	4,270
	Black plate	14	14,814	1,220
	Tin plate	18	26,367	480
	Other	20	19,570	1,459
	Not analyzed in detail	8	61,964	[illegible]
	METALS AND METAL WORK (EXCEPT SCRAP) TRADES—Con.			
	Iron and Steel Products (General Line) Trade—Con.			
66	Iron and steel—wire and wire products	[illegible]	[illegible]	10.5
	Barbed wire fence	[illegible]	[illegible]	4.0
	Fence posts and fittings	8	9,158	[illegible]
	Barbed and twisted wire	10	7,884	[illegible]
	Nails and spikes	[illegible]	27,046	[illegible]
	Wire rope and cable except insulated	16	22,086	337
	Strand, galvanized	[illegible]	1,389	79
	Spring wire, steel	[illegible]	[illegible]	[illegible]
	Drawn wire	[illegible]	[illegible]	342
	Other	[illegible]	43,720	735
	Not analyzed in detail	4	61,695	9,407
67	Iron and steel products—other than flat and wire	[illegible]	[illegible]	39,640
	Rails, tie plates, splice bars, etc.	[illegible]	35,299	1,121
	Bars and small shapes except reinforcing	57	62,124	12,440
	Concrete reinforcing bars, all types	[illegible]	49,836	2,437
	Structural shapes	47	[illegible]	4,685
	Piling and bearing piles	[illegible]	[illegible]	120
	Cast iron pipe	[illegible]	2,409	199
	Steel pipe	28	[illegible]	[illegible]
	Seamless steel tubing	[illegible]	44,779	1,941
	Other	[illegible]	40,164	9,743
	Not analyzed in detail	4	61,649	[illegible]
68	Lead (metallic) and zinc	16	29,907	215
69	Other non-ferrous metals (except precious)	[illegible]	39,737	[illegible]
72	Cement, lime, plaster, and stucco	[illegible]	60,484	[illegible]
81	Paper and products (except stationery and wallpaper)	4	3,426	140
87	Building materials (except as listed)	11	5,743	763
88	Junk and scrap (except iron)	[illegible]	3,009	144
	All other commodities	[illegible]	[illegible]	[illegible]
	Iron and Steel Products (Semi-finished) Trade			
	All establishments [illegible]; Sales $[illegible]; Commodity coverage 94.8 percent			
	Total analyzed	58	14,541	14,545
50	Hardware	7	1,060	207
51	Plumbing, heating, and air conditioning	4	780	[illegible]
52	Industrial equipment and supplies	6	1,650	[illegible]
53	Industrial machinery	7	1,510	197
54	Iron and steel products—semi-finished	58	14,545	8,991
	Pig iron	[illegible]	3,697	447
	Scrap iron and steel	[illegible]	1,362	[illegible]
	Ingots, blooms, billets, and slabs	[illegible]	2,394	125
	Sheet and tin-plate bars	[illegible]	369	[illegible]
	Wire rods	7	3,351	1,361
	Hoop, strips, and flat products	17	1,160	508
	Ferrosilicon	[illegible]	34	[illegible]
	Other	[illegible]	[illegible]	4,853
	Not analyzed in detail	4	1,254	1,254
55	Copper and products—flat	[illegible]	[illegible]	1,799
56	Iron and steel—wire and wire products	[illegible]	[illegible]	104
57	Iron and steel finished products—other than flat and wire	9	2,914	847
	All other commodities	[illegible]	[illegible]	[illegible]
	Iron and Steel Products (Flat) Trade			
	All establishments 204; Sales $[illegible]; Commodity coverage [illegible] percent			
	Total analyzed	[illegible]	70,830	70,830

[illegible]

SERVICE AND LIMITED-FUNCTION WHOLESALERS

TABLE 8A.—COMMODITY SALES, BY KINDS OF BUSINESS—Continued

UNITED STATES SUMMARY

		ESTABLISHMENTS REPORTING COMMODITY DATA		REPORTED SALES OF STATED COMMODITY		Per cent of Column B (See page)
	KINDS OF BUSINESS AND COMMODITY	Number	Sales of such establishments (1,000 omitted)	Amount reported (1,000 omitted)	Per cent of Column A (See page)	
	METALS AND METAL WORK (EXCEPT SCRAP) TRADES—Con.					
	Iron and Steel Products (Flat) Trade—Con.					
50	Hardware	14	$4,795	$[illegible]	2.6	.4
51	Plumbing, heating, and air conditioning	31	12,657	1,257	9.9	1.8
55	Farm and garden machinery and equipment	2	[illegible]	70	1.1	.1
56	Industrial equipment and supplies	11	8,136	132	1.6	[illegible]
57	Industrial machinery	9	[illegible]	314	3.8	.4
61	Building metal work	49	18,678	2,330	12.5	3.3
	Ventilators and air-conditioning units	16	4,164	177	4.2	-
	Metal roofing and siding	[illegible]	8,997	1,201	13.5	
	Metal storage tanks, etc.	[illegible]	6,760	75	1.1	-
	Structural and ornamental work	[illegible]	[illegible]	394	4.9	
	Other	--	--	487	--	
62	Copper and products	48	19,443	2,757	14.2	3.9
64	Iron and steel products--semi-finished	18	12,372	1,468	11.9	2.1
	Ingots, blooms, billets, and slabs	[illegible]	6,630	282	2.5	-
	Wire rods	[illegible]	[illegible]	274	3.0	---
	Skelps	[illegible]	5,888	54	.9	---
	Other	--	--	978	--	--
65	Iron and steel products--flat	188	[illegible]	55,934	79.0	79.0
	Plates	55	[illegible]	1,803	7.9	--
	Strip--hot-rolled	49	18,783	2,191	11.7	--
	Strip--cold-rolled	37	18,481	[illegible]	16.2	
	Sheets--continuous mill	54	[illegible]	[illegible]	[illegible]	-
	Sheets--hand-mill	[illegible]	[illegible]	763	11.1	
	Sheet--galvanized or otherwise coated	99	40,412	7,796	19.3	
	Black plate	54	[illegible]	1,568	12.4	
	Tin plate	47	18,814	1,985	10.6	
	Other	[illegible]	34,662	[illegible]	37.0	--
	Not analyzed in detail	[illegible]	11,989	11,253	93.9	
66	Iron and steel--wire and wire products	24	13,222	439	3.3	.6
67	Iron and steel finished products--other than flat and wire	4[illegible]	22,627	3,582	15.8	5.1
	Rails, tie plates, splice bars, etc.	4	6,260	289	4.6	-
	Bars and small shapes except reinforcing	26	16,132	[illegible]	6.1	---
	Concrete reinforcing bars, all types	[illegible]	7,152	217	3.0	--
	Structural shapes	18	[illegible]	[illegible]	12.4	
	Steel pipe	[illegible]	7,807	1,120	14.3	--
	Seamless steel tubing	[illegible]	2,787	[illegible]	3.2	
	Other	7	7,318	201	[illegible]	-
	Not analyzed in detail	3	[illegible]	151	[illegible]	
68	Base metallic and zinc	10	9,579	160	1.7	.2
69	Other non-ferrous metals (except precious)	9	4,892	417	8.5	.6
87	Building materials (except as listed)	12	9,786	[illegible]	2.9	1.2
	All other commodities	--	-	843		1.1
	Wire and Wire Products Trade					
	All establishments 65; Sales $7,147,[illegible]; Commodity coverage [illegible] percent					
	Total analyzed	64	7,111	7,111	100	
2	Automotive supplies	[illegible]	772	181	23.4	2.5
4	Paints and varnishes	2	[illegible]	[illegible]	4.5	.5
5	Hardware	5	1,209	156	12.9	[illegible]
5[illegible]	Farm and garden machinery and equipment	[illegible]	148	[illegible]	21.6	.5
56	Industrial equipment and supplies	5	347	50	14.4	.7
62	Building metal work	[illegible]	1,060	[illegible]	9.6	1.4
64	Iron and steel products--semi-finished	4	1,430	261	18.3	3.7
65	Iron and steel products--flat	[illegible]	616	[illegible]	11.[illegible]	1.4
[illegible]	Iron and steel products--wire and wire products	53	7,071	5,704	[illegible]	[illegible]
	Woven wire fence	15	1,869	394	[illegible]	-
	Barbed and twisted wire	12	1,654	[illegible]	16.1	
	Wire and wire products and fittings	18	2,641	[illegible]	17.1	-
	Wire rope and cable except insulated	6	[illegible]	434	63.8	---
	Nails, staples, etc.	2	310	42	[illegible]	
	Reinforcement mesh	6	1,123	97	[illegible]	-
	Drawn wire	11	[illegible]	971	40.5	-
	Other	[illegible]	[illegible]	2,057	[illegible]	-
	Not analyzed in detail	[illegible]	[illegible]	472	69.1	---
	METALS AND METAL WORK (EXCEPT SCRAP) TRADES—Con.					
	Wire and Wire Products Trade—Con.					
67	Iron and steel finished products--other than flat and wire	9	$1,422	$188	13.1	2.6
87	Building materials (except as listed)	6	1,614	134	8.3	1.9
	All other commodities	--	--	174	--	2.4
	Iron and Steel Finished Products (N.E.C.) Trade					
	All establishments 290; Sales $55,833,XX; Commodity coverage 94.0 percent					
	Total analyzed	274	52,471	52,471	---	100.0
50	Hardware	7	2,041	345	16.9	.7
51	Plumbing, heating, and air conditioning	14	3,186	415	13.1	.8
57	Industrial machinery	6	1,760	347	19.7	.7
62	Copper and products	6	1,494	197	13.2	.4
64	Iron and steel products--semi-finished	18	2,320	333	14.4	.6
	Pig iron and steel	11	839	152	18.1	--
	Ingots, blooms, billets, and slabs	3	829	44	5.3	---
	Other	---	---	137	---	---
65	Iron and steel products--flat	40	12,748	2,253	17.7	4.3
	Plates	26	6,525	697	10.7	---
	Strip--hot-rolled	19	3,831	148	3.9	--
	Strip--cold-rolled	9	2,442	124	5.1	---
	Sheets--continuous-mill	9	3,055	163	5.4	---
	Sheets--hand-mill	6	2,218	193	8.7	---
	Sheets--galvanized or otherwise coated	10	2,608	133	5.1	--
	Black plate	3	966	14	1.5	---
	Other	8	5,592	781	14.0	---
66	Iron and steel--wire and wire products	24	5,350	787	14.7	1.5
	Woven wire fence	3	1,075	92	8.6	--
	Barbed and twisted wire	2	1,014	29	2.9	---
	Nails (including staples and tacks)	6	1,746	112	6.4	---
	Wire rope and cable except insulated	7	1,457	73	5.0	---
	Reinforcement mesh	14	3,209	227	7.1	---
	Drawn wire	3	1,518	87	6.6	---
	Other	--	--	167	---	---
67	Iron and steel finished products--other than flat and wire	218	48,081	42,559	88.5	81.1
	Rails, tie plates, splice bars, etc.	5	814	71	8.7	---
	Bars and small shapes except reinforcing	83	18,523	11,090	59.9	---
	Concrete reinforcing bars, all types	35	7,701	2,484	32.3	---
	Structural shapes	43	9,847	3,097	31.5	---
	Piling and bearing piles	2	287	111	38.7	--
	Cast-iron pipe	14	5,212	1,477	28.9	---
	Steel pipe	61	14,125	6,653	47.1	--
	Seamless steel tubing	40	17,429	9,122	52.3	---
	Other	52	13,108	4,970	37.9	---
	Not analyzed in detail	20	3,490	3,484	99.8	---
69	Other non-ferrous metals (except precious)	6	821	182	22.2	.3
[illegible]	Second-hand merchandise	45	4,239	3,878	91.5	7.4
	All other commodities	--	-	1,153		2.2
	Service receipts	4	1,417	22	1.6	(1)
	Copper Trade					
	All establishments 38; Sales $49,545,XX; Commodity coverage 99.6 percent					
	Total analyzed	38	49,346	49,346	---	100.0
51	Plumbing, heating, and air conditioning	4	1,263	295	23.4	.6
	Pipe fittings, valves, brass goods, etc.	4	1,263	131	10.4	---
	Other	-	---	164	---	---
61	Building metal work	2	671	79	11.8	.2
63	Copper and products	38	49,346	32,711	66.3	66.3
65	Iron and steel products--flat	3	685	54	7.9	.1

SERVICE AND LIMITED-FUNCTION WHOLESALERS

TABLE 8A.—COMMODITY SALES, BY KINDS OF BUSINESS—Continued

UNITED STATES SUMMARY

Code No.	Kind of business and commodity	Establishments reporting commodity data: Number	Establishments reporting commodity data: Sales	Reported sales of stated commodity: Amount	Reported sales of stated commodity: Percent of A Sales	Reported sales of stated commodity: Percent of B Sales
	METALS AND METAL WORK (EXCEPT SCRAP) TRADES—Con.					
	Copper Trade—Con.					
67	Iron and steel finished products other than flat and wire	3	$565	$171	30.3	.3
68	Lead (metallic) and zinc	4	39,828	13,154	33.0	25.7
69	Other non-ferrous metals (except precious)	3	39,319	789	2.0	1.6
	All other commodities	---	---	4,093	---	4.2
	All Other Metals and Metal Work Trades					
	All establishments 128					
	Sales $161,996,000					
	Commodity coverage 80.0 percent					
	Total analyzed	103	158,764	158,764	---	100.0
45	Radios, appliances, and specialties	2	2,283	278	12.2	.2
51	Plumbing (pipe, valves, fittings), etc	3	2,671	743	27.8	.5
56	Industrial equipment and supplies	4	6,351	655	10.3	.4
57	Industrial machinery	4	[illegible]	639	23.8	.4
58	Office and store equipment and supplies	4	6,351	522	8.2	.3
62	Building metal work	21	12,146	1,987	16.4	1.3
63	Copper and products	33	127,117	52,265	41.1	32.9
64	Iron and steel products--semi-finished	7	11,[illegible]	1,028	8.9	.6
65	Iron and steel products--flat	6	8,532	1,217	14.3	.8
	Sheets--continuous-mill	3	7,973	549	6.9	---
	Sheets--galvanized or otherwise coated	4	1,168	169	14.5	---
	Other	---	---	499		
66	Iron and steel--wire and wire products	12	10,243	902	8.8	.6
67	Iron and steel finished products--other than flat and wire	13	15,752	1,554	9.9	1.0
	Steel pipe	7	8,040	573	7.1	
	Seamless steel tubing	7	15,124	84[illegible]	5.6	-
	Other	---	--	139	--	---
68	Lead (metallic) and zinc	25	111,425	29,931	26.9	18.9
69	Other non-ferrous metals (except precious)	6[illegible]	145,356	43,063	29.6	27.1
91	Jewelry (precious stones and metals)	9	97,184	22,952	23.6	14.5
92	Junk and scrap (except iron)	5	1,298	292	22.2	.2
	All other commodities	-		698	-	.5
	PAPER AND ITS PRODUCTS TRADES					
	Wrapping or Coarse Paper and Products Trade					
	All establishments 1,[illegible]					
	Sales $[illegible],436,000					
	Commodity coverage 94.1 percent					
	Total analyzed	1,597	279,742	279,742		100.0
02	Beer and other malt liquors	3	1,012	206	20.4	.1
03	Canned foods	15	[illegible]	374	16.1	.1
05	Confectionery and ice cream	19	2,217	[illegible]	10.0	.1
11	Grocery miscellaneous	22	2,104	161	7.7	.1
16	Other food and related products	7	1,1[illegible]	[illegible]	27.8	.1
20	Clothing and accessories, women's and children's	4	5,763	208	3.6	.1
30	Notions	4[illegible]	7,681	397	5.2	.1
37	Drugs and drug sundries	15	8,928	4[illegible]	4.7	
39	Chemicals, industrial and heavy	10	3,004	[illegible]	16.3	.2
41	Paints	40	6,803	413	6.1	.1
45	Radios, appliances, and specialties	[illegible]	6,670	7[illegible]	5.2	.1
47	Furniture, wooden and metal	18	5,321	2[illegible]	4.5	.1
49	House furnishings	53	12,111	1,5[illegible]	12.6	.5
50	Hardware	34	8,099	576	7.1	.2
53	Toys and games	24	3,365	[illegible]	11.5	.1
56	Industrial equipment and supplies	539	[illegible]	9,121	7.3	3.3
	Rope, cordage, and twine	531	[illegible]	8,785	7.1	
	Other	-		[illegible]	-	--

Code No.	Kind of business and commodity	Establishments reporting commodity data: Number	Establishments reporting commodity data: Sales	Reported sales of stated commodity: Amount	Reported sales of stated commodity: Percent of A Sales	Reported sales of stated commodity: Percent of B Sales
	PAPER AND ITS PRODUCTS TRADES—Con.					
	Wrapping or Coarse Paper and Products Trade—Con.					
56	Industrial equipment and supplies	17	$4,299	$46[illegible]	10.8	.2
81	Paper and products (except stationery and wallpaper)	1,597	279,742	249,454	[illegible]	[illegible]
	Printing and writing papers	20[illegible]	79,537	22,620	28.4	--
	Cardboard and paperboard	33[illegible]	91,[illegible]	18,817	[illegible]	[illegible]
	Wrapping or coarse paper	879	182,447	70,669	38.7	[illegible]
	Paper products such as bags, boxes, cups, dishes, etc.	1,17[illegible]	1[illegible],456	[illegible]	50.5	[illegible]
	Not analyzed in detail	188	40,070	38,710	96.6	--
83	Stationery and supplies	120	52,471	[illegible]	11.5	2.2
	Commercial stationery	178	4[illegible],981	4,397	10.7	---
	Social stationery	61	13,262	41[illegible]	3.1	---
	Not analyzed in detail	31	9,169	1,227	13.4	- -
84	Planing mill products	5	1,621	310	19.1	.1
87	Building materials (except as listed)	30	10,[illegible]	1,051	9.8	.4
89	Tobacco products	10	1,469	[illegible]	24.[illegible]	.1
98	Second-hand merchandise	15	547	307	56.1	.1
	All other commodities		---	6,329	--	2.[illegible]
	Printing and Writing Papers Trade					
	All establishments 427					
	Sales $210,281,000					
	Commodity coverage 94.7 percent					
	Total analyzed	4[illegible]	199,067	199,067	--	100.0
56	Industrial equipment and supplies	41	[illegible]	[illegible]	2.9	.3
57	Industrial machinery (printing)	4	1,536	169	11.0	.1
81	Paper and products (except stationery and wallpaper)	400	197,485	190,238	96.3	[illegible]
	Printing and writing papers	3[illegible]	181,941	156,645	86.1	---
	Cardboard and paperboard	[illegible]	[illegible]	6,743	11.0	---
	Wrapping or coarse paper	72	[illegible]	7,531	13.1	---
	Paper products such as bags, boxes, cups, dishes, etc.	53	40,404	[illegible]	8.3	---
	Not analyzed in detail	23	16,827	15,967	94.9	---
83	Stationery and supplies	49	34,271	2,776	8.1	1.4
	Commercial stationery	49	34,271	2,579	7.5	--
	Social stationery	[illegible]	8,435	197	2.3	---
87	Building materials (except as listed)	5	10,496	879	8.4	.4
	All other commodities	---		4,188		[illegible]
	Service receipts	---	---	130		[illegible]
	Stationery and Stationery Supplies Trade					
	All establishments 215					
	Sales $48,551,000					
	Commodity coverage 85.0 percent					
	Total analyzed	473	[illegible]	[illegible]		100.0
30	Notions	14	1,071	194	18.1	[illegible]
37	Drugs and drug sundries	11	[illegible]	78	7.8	.2
47	Furniture, wooden and metal	[illegible]	2,191	[illegible]	16.7	.5
53	Toys and games	[illegible]	3,341	[illegible]	25.8	2.2
58	Office and store equipment and supplies	6	473	[illegible]	27.9	.3
76	Books, magazines, and other printed material	16	[illegible]	[illegible]	30.2	[illegible]
81	Paper and products (except stationery and wallpaper)	44	4,908	[illegible]	31.7	4.0
	Printing and writing papers	17	1,853	[illegible]	33.0	
	Cardboard and paperboard	6	[illegible]	[illegible]	8.1	--
	Wrapping or coarse paper	[illegible]	1,369	179	13.1	-
	Paper products such as bags, boxes, cups, dishes, etc.	27	[illegible]	[illegible]	17.3	-
	Not analyzed in detail	[illegible]	543	[illegible]	28.7	
83	Stationery and supplies	473	[illegible]	[illegible]	64.1	[illegible]
	Commercial stationery	[illegible]	19,465	16,259	[illegible]	
	Social stationery	[illegible]	[illegible]	6,021	[illegible]	
	Not analyzed in detail	210	13,926	10,191	73.2	-
98	Second-hand merchandise	[illegible]	[illegible]	[illegible]	9.3	.2
	All other commodities			2,651		[illegible]

SERVICE AND LIMITED-FUNCTION WHOLESALERS

TABLE 5A.—COMMODITY SALES, BY KINDS OF BUSINESS—Continued

UNITED STATES SUMMARY

	KIND OF BUSINESS AND COMMODITY	ESTABLISHMENTS REPORTING COMMODITY DATA		REPORTED SALES OF STATED COMMODITY		Percent of B See A
	PAPER AND ITS PRODUCTS TRADES—Con.					
	Wallpaper Trade					
	All establishments [illegible]					
	Sales [illegible]					
	Commodity coverage.... 97.4 percent					
	Total analyzed	276	[illegible]	[illegible]		100.0
[illegible]	Oils, vegetable	[illegible]	495	[illegible]	3.8	.1
4[illegible]	Paints and varnishes	136	10,025	2,132	[illegible]	10.6
4[illegible]	Other chemicals and related products	[illegible]	[illegible]	[illegible]	6.6	.3
4[illegible]	House furnishings	[illegible]	555	[illegible]	15.5	.4
[illegible]	Hardware	47	2,731	191	7.0	.9
5[illegible]	Industrial equipment and supplies	9	599	67	11.2	.3
[illegible]	Wallpaper	276	20,188	16,545	82.0	82.0
6[illegible]	Building materials (except as listed)	3	1,280	[illegible]	17.3	1.1
	All other commodities	[illegible]	-	875		4.3
	PETROLEUM AND ITS PRODUCTS TRADE					
	Petroleum And Its Products Trade					
	All establishments 1,[illegible]					
	Sales $16[illegible],724,[illegible]					
	Commodity coverage.... 83.2 percent					
	Total analyzed	726	163,627	[illegible]	- -	100.0
[illegible]	Groceries (miscellaneous)	[illegible]	4,318	[illegible]	3.6	.1
[illegible]	Feed	7	10,736	[illegible]	5.0	.3
[illegible]	Grain	[illegible]	5,320	[illegible]	5.0	.2
[illegible]	Automotive supplies	52	[illegible]	1,675	6.4	1.0
	Batteries	[illegible]	23,195	[illegible]	1.1	-
	Automotive accessories	[illegible]	16,634	185	1.1	---
	Automotive parts	[illegible]	557	44	7.9	
	Tires and tubes	74	25,114	1,086	4.3	--
	Not analyzed in detail	3	185	97	[illegible]	--
3[illegible]	Chemicals, industrial and heavy	6	[illegible]	782	32.7	.5
39	Oils (cottonseed, linseed, etc.)	6	13,596	684	5.0	.4
40	Paints and varnishes	17	15,700	504	3.2	.3
4[illegible]	Other chemicals and related products	44	32,772	2,445	7.5	1.5
45	Radios, appliances, and specialties	[illegible]	[illegible]	193	1.7	.1
50	Hardware	4	10,605	102	1.0	.1
51	Plumbing, heating, and air conditioning	31	8,139	1,294	15.9	.8
55	Farm and garden machinery and equipt	9	13,289	657	4.9	.4
56	Industrial equipment and supplies	15	20,374	294	1.4	.[illegible]
58	Office and store equipment and spls	10	11,217	461	4.1	.3
73	Coal and coke	15	7,473	739	9.9	.5
76	Petroleum and its products	726	163,627	147,542	90.2	90.2
	All other commodities	-	-	4,926	- -	2.9
	Service receipts	23	3,373	372	11.0	.2
	PLUMBING AND HEATING EQUIPMENT AND SUPPLIES TRADES					
	Plumbing and Heating Equipment and Supplies (General Line) Trade					
	All establishments 675					
	Sales $185,[illegible],000					
	Commodity coverage.... 89.5 percent					
	Total analyzed	630	145,659	165,659		100.0
40	Paints and varnishes	17	9,118	276	3.0	.2
43	Wiring supplies and electrical construction materials	33	12,498	1,870	15.0	1.1
45	Radios, appliances and specialties	25	11,647	1,289	10.9	.8
50	Hardware	37	17,258	2,025	11.7	1.2

	KIND OF BUSINESS AND COMMODITY	ESTABLISHMENTS REPORTING COMMODITY DATA		REPORTED SALES OF STATED COMMODITY		Percent of B See A
	PLUMBING AND HEATING EQUIPMENT AND SUPPLIES TRADES—Con.					
	Plumbing and Heating Equipment and Supplies (General Line) Trade—Con.					
51	Plumbing, heating, and air conditioning	630	$145,659	$134,585	81.2	81.2
	Air-conditioning equipment	175	54,299	1,834	3.4	-
	Gas appliances and supplies	101	42,015	1,418	3.4	-
	Oil burners	239	66,739	2,165	3.2	--
	Oil burner-furnace combinations	174	45,621	2,010	4.4	- -
	Pipe fittings, valves, brass goods, etc.	504	132,057	42,251	32.0	---
	Plumbing fixtures, equipt, and spls	510	127,767	44,110	34.5	---
	Stoves, ranges, furnaces (except gas and electric)	446	111,801	[illegible]	16.7	
	Not analyzed in detail	100	26,739	22,170	82.9	---
55	Farm and garden machinery and equipment	15	7,883	772	9.9	.5
56	Industrial equipment and supplies	85	[illegible]	3,601	11.3	[illegible]
	Belting, hose, packing, etc	43	19,014	798	[illegible]	--
	Mechanical power transmission equipt	12	6,603	181	2.7	- -
	Metal-working tools	[illegible]	10,717	209	2.0	---
	Materials-handling equipment	8	5,277	20	.4	--
	Rope, cordage, and twine	15	7,591	202	2.7	---
	Other	-	-	2,221	---	---
	Not analyzed in detail	15	5,297	370	7.0	--
57	Industrial machinery	38	13,550	567	4.2	.3
58	Office and store equipment and supplies	8	4,264	334	7.8	.2
6[illegible]	Building metal work	[illegible]	[illegible]	965	4.2	.6
63	Rogger and products	81	27,187	1,081	4.0	.7
64	Iron and steel products--semi-finished	12	3,107	146	4.7	.1
65	Iron and steel products--flat	36	21,145	1,089	5.2	.7
66	Iron and steel wire and ware products	[illegible]	16,816	664	3.9	.4
[illegible]	Iron and steel finished products--other than flat and wire	213	72,596	13,096	18.0	7.9
	Cast iron pipe	158	56,071	4,150	7.4	---
	Steel pipe	188	58,484	7,405	12.7	--
	Other	-	-	299	---	-
	Not analyzed in detail	10	3,489	1,242	35.6	---
[illegible]	Lead, metallic and zinc	74	[illegible]	407	1.8	.2
70	Brick, tile, and terra cotta	14	6,261	148	2.4	.1
[illegible]	Cement, lime, plaster, and stucco	2	[illegible]	132	6.0	.1
87	Building materials (except as listed)	46	16,422	1,397	8.6	.8
	All other commodities	- -	-	1,215	---	.7
	Heating Equipment and Supplies (Including Stoves and Ranges) Trade					
	All establishments 368					
	Sales $36,058,000					
	Commodity coverage.... 95.2 percent					
	Total analyzed	352	34,328	34,328	---	100.0
43	Wiring supplies and electrical construction materials	2	1,236	51	4.1	.1
44	Electrical apparatus and equipment	2	591	166	28.1	.5
45	Radios, appliances, and specialties	29	5,945	884	14.9	2.6
46	China, glassware, and crockery	3	826	163	19.6	.3
48	House furnishings	8	1,540	185	12.0	.5
50	Hardware	8	1,579	195	12.3	.6
51	Plumbing, heating, and air conditioning	352	34,328	30,583	89.1	89.1
	Air-conditioning equipment	50	5,333	1,247	23.4	---
	Gas appliances and supplies	75	8,923	5,933	66.9	---
	Oil burners	64	5,795	1,957	33.8	---
	Oil burner-furnace combinations	39	3,708	742	20.0	---
	Pipe fittings, valves, brass goods, etc.	43	4,414	1,424	32.3	---
	Plumbing fixtures, equipment, and spls	18	2,115	302	14.3	--
	Stoves, ranges, furnaces (except gas and electric)	236	22,426	17,213	76.8	---
	Not analyzed in detail	14	2,131	1,765	82.8	---
56	Industrial equipment and supplies	6	960	41	4.3	.1
57	Industrial machinery	6	468	64	13.7	.2

Percent [illegible] A: [illegible] establishments [illegible] commodity.

Percent [illegible] B: [illegible] establishments [illegible]

SERVICE AND LIMITED-FUNCTION WHOLESALERS

TABLE 8A. COMMODITY SALES, BY KINDS OF BUSINESS—Continued

UNITED STATES SUMMARY

	KIND OF BUSINESS AND COMMODITY	ESTABLISHMENTS REPORTING COMMODITY DATA		REPORTED SALES OF STATED COMMODITY	Per cent	Per cent of U. S.
	PLUMBING AND HEATING EQUIPMENT AND SUPPLIES TRADES—Con.					
	Heating Equipment and Supplies (Including Stoves and Ranges) Trade—Con.					
[illegible]	Heating equipment	17	$1,[illegible]	$4[illegible]	25.6	1.4
	Ventilators and air-conditioning ducts	5	1,120	124	11.1	
	Metal roofing and siding	[illegible]	410	[illegible]	[illegible]	--
	Other building metal work			[illegible]		
63	Copper and products	[illegible]	1,796	80	4.5	.2
64	Iron and steel products—semi-finished	[illegible]	[illegible]	1[illegible]	21.1	.5
65	Iron and steel products—flat	13	2,409	504	20.9	1.5
67	Iron and steel finished products other than flat and wire		912	[illegible]	29.4	.8
78	Petroleum and its products	3	476	124	26.1	.4
[illegible]	Building materials (except as listed)	[illegible]	1,438	127	8.8	.4
	All other commodities	[illegible]		[illegible]	---	.7
	Service receipts	[illegible]	1,[illegible]	[illegible]	3.9	.1
	Plumbing Fixtures, Equipment and Supplies Trade					
	All establishments 3,[illegible]					
	Sales $134,[illegible],000					
	Commodity coverage 96.0 percent					
	Total analyzed	902	128,707	128,707		100.0
36	Automotive supplies	[illegible]	4,034	[illegible]	5.9	.2
42	Wiring supplies and electrical construction material	30	9,713	1,200	12.4	.9
44	Electrical apparatus and equipment	7	858	119	13.9	.1
45	Radios, appliances, and specialties	12	4,553	649	32.7	.5
50	Hardware	23	8,323	1,206	14.5	.9
51	Plumbing, heating, and air conditioning	881	127,695	114,245	89.5	88.8
	Air-conditioning equipment	35	8,723	[illegible]	7.2	---
	Gas appliances and supplies	91	15,699	1,053	6.7	---
	Oil burners	40	6,835	342	5.0	---
	Oil burner-furnace combinations	21	4,491	235	5.2	---
	Pipe fittings, valves, brass goods, etc.	618	88,382	39,076	44.2	---
	Plumbing fixtures, equipt, and spls.	682	96,958	57,572	59.4	--
	Stoves, ranges, furnaces (except gas and electric)	141	21,349	2,150	10.1	---
	Not analyzed in detail	81	14,985	13,190	88.2	---
55	Farm and garden machinery and equipt.	9	1,511	167	11.1	.1
56	Industrial equipment and supplies	39	8,730	1,408	16.1	1.1
57	Industrial machinery	11	3,892	108	2.8	.1
62	Building metal work	26	4,933	310	6.4	.2
63	Copper and products	22	4,757	194	4.1	.2
65	Iron and steel products—flat	20	5,265	550	10.4	.4
66	Iron and steel—wire and wire products	16	4,073	438	10.8	.3
67	Iron and steel finished products—other than flat and wire	123	27,372	6,101	22.3	4.7
	Cast-iron pipe	79	15,254	1,216	8.0	-
	Steel pipe	108	25,527	4,008	17.0	- -
	Other	---	---	606	---	---
	Not analyzed in detail	4	2,715	271	10.0	---
68	Lead (metallic) and zinc	42	8,998	290	3.2	.2
69	Other non-ferrous metals (except precious)	6	1,874	139	7.4	.1
87	Building materials (except as listed)	8	1,339	117	8.7	.1
98	Second-hand merchandise	8	1,964	348	17.7	.3
	All other commodities	---	---	882	--	.8
	All Other Plumbing and Heating Equipment and Supplies Trades					
	All establishments 255					
	Sales $24,720,000					
	Commodity coverage 90.5 percent					
	Total analyzed	238	22,367	22,367	---	100.0
36	Automotive supplies	2	843	196	23.3	.9
43	Wiring supplies and electrical construction materials	4	1,402	182	13.0	.8
44	Electrical apparatus and equipment	5	642	47	7.3	.2

	KIND OF BUSINESS AND COMMODITY	ESTABLISHMENTS REPORTING COMMODITY DATA		REPORTED SALES OF STATED COMMODITY	Per cent	Per cent of U. S.
	PLUMBING AND HEATING EQUIPMENT AND SUPPLIES TRADE—Con.					
	All Other Plumbing and Heating Equipment and Supplies Trades—Con.					
45	Radios, appliances, and specialties	15	[illegible]	[illegible]	20.0	[illegible]
50	Hardware	5	[illegible]	[illegible]	[illegible]	1.3
51	Plumbing, heating, and air conditioning	[illegible]	[illegible]	17,406	82.9	77.8
	Air-conditioning equipment	84	7,104	[illegible]	52.0	[illegible]
	Gas appliances and supplies	4[illegible]	[illegible]	[illegible]	[illegible]	[illegible]
	Oil burners	17	[illegible]	420	14.5	[illegible]
	Oil burner-furnace combinations	9	1,417	475	[illegible]	[illegible]
	Pipe fittings, valves, brass goods, etc.	83	10,288	6,792	66.0	---
	Plumbing fixtures, equipment and spls.	[illegible]	4,088	[illegible]	[illegible]	-
	Stoves, ranges, furnaces (except gas and electric)	39	4,[illegible]	[illegible]	[illegible]	--
	Not analyzed in detail	15	709	645	91.0	
56	Industrial equipment and supplies	14	1,142	204	17.9	.9
57	Industrial machinery	17	[illegible]	[illegible]	[illegible]	[illegible]
62	Building metal work	8	587	143	24.4	.6
63	Copper and products	8	1,192	94	7.9	.4
64	Iron and steel products—semi-finished	3	747	[illegible]	25.1	.4
65	Iron and steel products—flat	7	1,243	161	13.0	.7
67	Iron and steel finished products—other than flat and wire	13	3,097	1,083	34.7	4.9
	Cast-iron pipe	7	2,305	174	7.5	-
	Steel pipe	13	3,097	[illegible]	27.7	
	Other	--		[illegible]		- -
69	Other non-ferrous metals (except precious)	2	114	[illegible]	19.3	.1
78	Petroleum and its products	4	973	[illegible]	37.9	1.8
87	Building materials (except as listed)	4	622	19[illegible]	30.5	.8
98	Second-hand merchandise	[illegible]	[illegible]	[illegible]	15.2	.4
	All other commodities	--		1,092	---	5.1
	TOBACCO AND PRODUCTS (EXCEPT LEAF) TRADE					
	Tobacco and Products (Except Leaf) Trade					
	All establishments 2,717					
	Sales $1,106,215,000					
	Commodity coverage 96.9 percent					
	Total analyzed	2,649	1,071,831	1,071,831	- -	100.0
01	Beer and other malt liquors	142	77,958	[illegible]	10.4	.8
03	Canned foods	131	49,408	[illegible]	10.8	.5
05	Confectionery and ice cream	2,033	858,812	[illegible]	12.1	9.4
	Candy	1,740	660,206	65,466	9.9	---
	Chewing gum	1,306	560,[illegible]	[illegible]	[illegible]	---
	Ice cream and ices	36	9,523	[illegible]	4.1	--
	Other confectionery	340	151,779	5,054	3.3	--
	Not analyzed in detail	266	147,258	[illegible]	5.5	- -
11	Groceries (miscellaneous)	183	76,549	2,736	3.6	.5
13	Soft drinks	171	[illegible]	[illegible]	[illegible]	.5
14	Sugar	86	35,018	1,177	3.4	.1
15	Wines and liquors	101	78,008	14,[illegible]	18.4	1.3
	Liquors	68	50,517	[illegible]	19.9	--
	Wines	73	51,152	930	1.8	--
	Not analyzed in detail	14	17,468	[illegible]	19.4	-
24	Leaf tobacco	9	7,177	813	11.3	.1
37	Drugs and drug sundries	235	139,280	7,360	5.3	.7
58	Office and store equipment and supplies	9	14,679	703	4.8	.1
81	Paper and products (except stationery and wallpaper)	239	107,435	2,397	2.2	.2
89	Tobacco products	2,649	1,071,831	906,855	84.6	84.6
	Cigars	2,068	858,630	132,140	15.4	---
	Cigarettes	[illegible]	[illegible]	499,224	58.9	--
	Other tobacco products	1,971	816,241	119,483	14.6	---
	Not analyzed in detail	409	282,117	156,008	85.7	---
	All other commodities	-	--	19,426	---	1.7

Per cent [illegible] A—Per [illegible] establishments reporting that [illegible] such commodity

Per cent of U. S. B—Per [illegible] commodity [illegible] sales [illegible] establishments in the kind of business specified [illegible]

SERVICE AND LIMITED-FUNCTION WHOLESALERS

TABLE 8A.—COMMODITY SALES, BY KINDS OF BUSINESS—Continued

UNITED STATES SUMMARY

Commodity line No.	Kind of business and commodity	Establishments reporting commodity data: Number	Establishments reporting commodity data: Sales	Reported sales of stated commodity	Percent column A of column B	Percent column B (See note)
	WASTE MATERIALS TRADES					
	Iron and Steel Scrap Trade					
	All establishments [illegible]					
	Sales [illegible]					
	Commodity coverage [illegible] percent					
	Total analyzed	[illegible]	[illegible]	$[illegible]	--	[illegible]
2[illegible]	Hides, skins, and raw furs	4[illegible]	4,095	576	14.1	.2
3[illegible]	Automotive supplies	94	[illegible]	[illegible]	16.5	.2
51	Plumbing, heating, and air conditioning	17	3,857	388	10.1	.1
56	Industrial equipment and supplies	[illegible]	10,037	[illegible]	2.9	.1
57	Industrial machinery	14	3,993	[illegible]	7.2	.1
59	Railroad equipment and supplies	[illegible]	[illegible]	1,593	1[illegible].3	.5
64	Iron and steel products--semi-finished	1,684	[illegible]	[illegible]	91.5	90.2
	Scrap iron and steel	1,670	[illegible]	264,4[illegible]	91.1	--
	Ingots, blooms, billets, and slabs	[illegible]	[illegible]	381	2.9	
	Sheet and tin-plate bars	[illegible]	13,344	635	4.8	--
	Other	--	--	369	--	--
	Not analyzed in detail	12	469	455	97.0	--
65	Iron and steel products--flat	10	15,142	[illegible]	4.7	.2
66	Iron and steel--wire and wire products	10	15,974	[illegible]	2.1	.1
67	Iron and steel finished products--other than flat and wire	46	[illegible]	1,876	5.3	.[illegible]
69	Other non-ferrous metals (except precious)	12	4,165	842	20.[illegible]	.3
92	Junk and scrap (except iron)	473	97,781	15,429	15.8	4.9
	Scrap metals (except iron)	387	91,281	12,408	13.6	---
	Waste rags	108	17,702	642	3.6	---
	Waste rubber	54	[illegible]	171	.8	--
	Other waste--paper, bottles, boxes, etc.	80	[illegible]	425	3.0	--
	Not analyzed in detail	59	2,709	1,773	65.8	---
98	Second-hand merchandise	103	17,781	2,968	16.7	.9
	All other commodities	--	--	5,170	--	1.6
	Junk and Scrap (General Line) Trade					
	All establishments 1,893					
	Sales $93,031,000					
	Commodity coverage 93.9 percent					
	Total analyzed	1,885	87,402	[illegible]	--	100.0
2[illegible]	Hides, skins, and raw furs	116	10,667	2,139	20.1	.4
	Hides and skins	81	9,066	1,482	[illegible]	[illegible]
	Raw furs	35	5,177	584	11.3	
	Not analyzed in detail	11	603	73	12.1	
25	Wool, raw	31	4,817	547	11.4	.6
3[illegible]	Automotive supplies	54	1,855	250	13.5	.3
4[illegible]	Other chemicals and related products	3	657	62	9.4	.1
51	Plumbing, heating, and air conditioning	8	1,395	66	4.7	.1
56	Industrial equipment and supplies	9	1,231	116	9.4	.1
62	Building metal work	6	4,854	294	6.1	.3
64	Iron and steel products--semi-finished	901	65,058	29,270	45.0	33.5
	Scrap iron and steel	885	64,591	29,064	45.0	---
	Other	--	--	[illegible]	--	-
65	Iron and steel products--flat	5	813	64	7.9	.1
67	Iron and steel finished products--other than flat and wire	18	6,361	742	11.7	.8
73	Coal and coke	14	1,228	192	15.6	.2
92	Junk and scrap (except iron)	1,541	85,844	51,693	60.2	59.1
	Scrap metals (except iron)	927	70,899	20,777	29.3	---
	Waste rags	735	57,690	8,[illegible]	15.2	---
	Waste rubber	295	39,674	1,648	4.2	--
	Other waste--paper, bottles, boxes, etc.	664	48,760	10,817	22.2	---
	Not analyzed in detail	475	10,223	9,863	94.5	
98	Second-hand merchandise	[illegible]	9,360	874	9.3	1.0
	All other commodities			1,093	---	1.4
	Waste Paper, Rags, and Rubber Trade					
	All establishments 1,1[illegible]					
	Sales $13[illegible],[illegible],000					
	Commodity coverage 95.8 percent					
	Total analyzed	1,[illegible]	[illegible]	[illegible]	---	[illegible]

Commodity line No.	Kind of business and commodity	Establishments reporting commodity data: Number	Establishments reporting commodity data: Sales	Reported sales of stated commodity	Percent column A of column B	Percent column B (See note)
	WASTE MATERIALS TRADES—Con.					
	Waste Paper, Rags, and Rubber Trade—Con.					
31	Piece goods	9	$1,358	$464	34.2	.4
34	Other dry goods and textile products	[illegible]	420	17[illegible]	41.9	.1
36	Automotive supplies	[illegible]	3,904	869	22.3	.7
	Automotive accessories	4	[illegible],495	558	15.9	---
	Tires and tubes	4	[illegible],593	314	12.1	-
56	Industrial equipment and supplies	6	1,709	158	9.2	.1
64	Iron and steel products (scrap)	24	1,847	2[illegible]	15.2	.2
81	Paper and products (except stationery and wallpaper)	4	1,098	[illegible]	20.8	.2
92	Junk and scrap (except iron)	1,048	129,247	124,166	96.1	95.8
	Scrap metals (except iron)	51	2,794	372	13.3	---
	Waste rags	607	57,129	45,879	80.3	---
	Waste rubber	[illegible]4	27,043	22,551	83.4	---
	Other waste--paper, bottles, boxes, etc.	503	54,727	44,669	81.6	---
	Not analyzed in detail	71	10,711	10,695	99.9	---
98	Second-hand merchandise	9	457	2[illegible]	65.4	.2
	All other commodities		--	2,979		2.3
	Non-ferrous Metals Trade					
	All establishments 395					
	Sales $50,137,000					
	Commodity coverage 98.0 percent					
	Total analyzed	375	49,147	49,147	---	100.0
20	Hides, skins, and raw furs	9	957	189	19.7	.4
	Hides and skins	8	925	138	14.9	---
	Raw furs	5	493	51	10.3	---
3[illegible]	Automotive supplies	6	320	90	28.1	.2
63	Copper and products	2	403	209	51.9	.4
64	Iron and steel products (scrap)	46	9,723	1,479	15.2	3.0
68	Lead (metallic) and zinc	3	1,335	272	20.4	.6
69	Other non-ferrous metals (except precious)	6	1,401	562	40.1	1.1
91	Jewelry, silverware, etc.	2	164	85	51.8	.2
92	Junk and scrap (except iron)	367	48,127	45,429	94.4	92.4
	Scrap metals (except iron)	357	47,453	43,973	92.7	- -
	Waste rags	25	5,042	517	10.3	- -
	Waste rubber	20	5,317	1[illegible]	[illegible]	---
	Other waste--paper, bottles, boxes, etc.	14	[illegible]	143	[illegible]	---
	Not analyzed in detail	10	674	674	100.0	---
98	Second-hand merchandise	12	[illegible]	156	15.8	.3
	All other commodities	-	---	696	--	1.4
	All Other Waste Materials Trades					
	All establishments [illegible]					
	Sales $42,[illegible],000					
	Commodity coverage 91.1 percent					
	Total analyzed	[illegible]	39,515	39,515	---	100.0
20	Hides, skins, and raw furs	[illegible]	1,272	337	26.5	.9
	Hides and skins	[illegible]	1,103	292	26.5	-
	Raw furs	19	545	45	8.3	-
25	Wool, raw	18	1,558	340	21.8	.9
3[illegible]	Automotive supplies	15	402	94	23.4	.2
51	Plumbing, heating, and air conditioning	8	747	82	11.0	.2
64	Iron and steel products (scrap)	180	11,451	5,32[illegible]	46.5	13.5
65	Iron and steel products--flat	4	524	147	28.1	.4
67	Iron and steel finished products--other than flat and wire	4	461	40	8.7	.1
69	Other non-ferrous metals (except precious)	4	189	72	38.1	.2
73	Coal and coke	5	[illegible]	44	15.4	.1
91	Jewelry, silverware, etc.	18	1,756	1,468	80.1	3.6
	Jewelry	6	4[illegible]	57	13.5	---
	Precious stones and metals	10	534	527	98.7	---
	Other	---	---	55	---	---
	Not analyzed in detail	3	7[illegible]	787	100.0	---

SERVICE AND LIMITED FUNCTION WHOLESALERS

TABLE 8A.—COMMODITY SALES, BY KINDS OF BUSINESS [illegible]

UNITED STATES SUMMARY

Comm. Ref. No.	KIND OF BUSINESS AND COMMODITY	ESTABLISHMENTS REPORTING COMMODITY DATA: Number	[illegible]	REPORTED SALES OF STATED COMMODITY: [illegible]	[illegible]	Percentage of B (See [illegible])
	WASTE MATERIALS TRADES—Con.					
	All Other Waste Materials Trades—Con.					
92	Junk and scrap (except iron)	551	$4[illegible]	2[illegible]	82.4	76.5
	Scrap metals (except iron)	165	12,931	[illegible]	[illegible]	[illegible]
	Waste rags	60	[illegible]	[illegible]	57.4	[illegible]
	Waste rubber	14	[illegible]	277	7.6	[illegible]
	Other waste--paper, bottles, boxes, etc.	326	17,175	[illegible]	93.4	[illegible]
	Not analyzed in detail	146	6,459	6,018	[illegible]	[illegible]
93	Leather and cut stock	5	75	75	[illegible]	.2
98	Second-hand merchandise	58	1,554	1,039	66.9	2.6
	All other commodities	-	-	279	-	.6
	ALL OTHER PRODUCTS TRADES					
	Books, Periodicals, and Newspapers Trade					
	All establishments 866; Sales $168,572,000; Commodity coverage 95.4 percent					
	Total analyzed	835	160,734	151,734	---	100.0
13	Soft drinks	3	828	188	22.5	.1
78	Books, magazines, and other printed material	835	160,734	151,701	94.4	94.4
81	Paper and products (except stationery and wallpaper)	14	[illegible]	1,118	44.0	.7
83	Stationery and supplies	38	[illegible]	[illegible]	13.6	4.1
	Commercial stationery	27	15,113	3,188	21.1	---
	Social stationery	9	2,384	134	5.6	---
	Not analyzed in detail	7	32,479	3,[illegible]	9.9	
88	Cameras and supplies	2	[illegible]	116	4.4	.1
	All other commodities	---	---	918	---	.5
	Service receipts	11	2,949	179	6.1	.1
	Flowers and Nursery Stock Trade					
	All establishments 734; Sales $4[illegible],987,000; Commodity coverage 89.7 percent					
	Total analyzed	711	38,574	38,574	-	100.0
24	Seeds	10	1,240	667	53.8	1.7
43	Cut flowers and plants	700	37,328	35,074	94.0	90.9
46	China, glassware, and crockery	5	922	91	12.6	.2
56	Industrial equipment and supplies	16	3,330	478	14.4	1.2
61	Paper and products (except stationery and wallpaper)	5	1,088	46	4.2	.1
	All other commodities	---	---	2,216	-	5.9
	Forest Products (Except Lumber) Trade					
	All establishments 594; Sales $49,[illegible]794,000; Commodity coverage 86.5 percent					
	Total analyzed	544	43,[illegible]	43,076	---	100.0
43	Wiring supplies and electrical construction materials	5	720	46	6.4	.1
79	Logs, ties, pulpwood, etc.	192	25,140	22,518	89.6	52.3
80	Lumber--rough, dressed, and finished	51	8,656	1,844	21.3	4.3
81	Paper and products (except stationery and wallpaper)	3	2,246	712	31.7	1.7
84	Planing-mill products	107	9,456	9,086	96.1	21.1
92	Junk and scrap (except iron)	3	2,348	55	2.3	.1
98	Second-hand merchandise	204	6,449	6,153	95.4	14.3
	All other commodities	---	---	4,586	---	5.9
	Service receipts	5	2,467	96	3.9	.2

Comm. Ref. No.	KIND OF BUSINESS AND COMMODITY	ESTABLISHMENTS REPORTING COMMODITY DATA: Number	[illegible]	REPORTED SALES OF STATED COMMODITY: [illegible]	Percentage of B	Percentage of B (See [illegible])
	ALL OTHER PRODUCTS TRADES—Con.					
	General Merchandise Trade					
	All establishments 156; Sales $515,957,000; Commodity coverage 89.2 percent					
	Total analyzed	107	$460,[illegible]	[illegible]	-	100.0
03	Canned foods	54	307,098	4,023	1.3	.9
	Canned fruits	25	[illegible]	1,007	1.0	---
	Canned vegetables	19	57,010	370	.6	---
	Canned fish and sea foods	17	192,856	[illegible]	1.1	---
	Canned meats	9	6,403	[illegible]	.9	---
	Canned milk	12	28,100	178	.6	---
	Other canned foods	[illegible]	6,133	71	1.2	---
	Not analyzed in detail	[illegible]	1,602	207	11.5	---
04	Coffee	45	119,516	4,659	3.9	1.0
	Green	[illegible]	106,775	4,521	4.2	---
	Roasted	[illegible]	13,291	137	1.0	---
05	Confectionery and ice cream	5[illegible]	103,794	1,220	1.2	.3
07	Fish and sea foods (except canned)	9	187,481	1,161	.6	.3
08	Flour	17	[illegible]	899	2.7	.2
09	Fruits and vegetables, fresh	8	[illegible]	346	1.2	.1
11	Groceries (miscellaneous)	35	703,[illegible]	[illegible]	.6	.4
14	Sugar	22	202,537	6,244	3.1	1.4
15	Wines and liquors	7	[illegible]	995	.6	.3
16	Other food and related products	5	5,731	319	5.6	.1
17	Cotton, raw	4	164,[illegible]	745	.5	.2
19	Feed	14	16,132	560	3.5	.1
20	Grain	12	103,896	4,939	4.8	1.1
20	Hides, skins, and raw furs	9	[illegible]	558	.2	.1
22	Seeds	12	270,748	490	.2	.1
26	Other farm products--raw materials	11	290,843	4,327	1.5	.9
27	Clothing and furnishings, men's and boys'	48	287,567	9,138	3.2	2.0
28	Clothing and accessories, women's and children's	48	358,103	13,002	3.4	2.8
	Infants' wear	10	60,346	779	1.3	---
	Hosiery (women's and misses')	38	107,327	5,010	4.7	
	Millinery	4	45,249	100	.2	-
	Underwear, negligees, etc.	22	73,126	2,725	3.7	---
	Other	---	---	2,187	---	---
	Not analyzed in detail	5	36,877	2,201	6.0	---
30	Notions	35	[illegible]	9,029	3.8	[illegible]
31	Piece goods	42	405,786	15,466	3.8	3.3
32	Shoes and other footwear	25	[illegible]	[illegible]	1.0	.2
33	Yarns	16	201,941	41,880	20.7	9.1
34	Other dry goods and textile products	23	345,799	[illegible]	1.7	1.3
35	Automobiles and other motor vehicles	8	273,949	5,469	2.0	1.2
36	Automotive supplies	25	342,071	3,710	1.1	.8
37	Drugs and drug sundries	59	397,640	10,633	2.7	2.3
38	Chemicals, industrial and heavy	11	266,841	1,672	.6	.4
39	Oils, vegetable	18	[illegible]	13,176	4.1	2.9
	Cottonseed, linseed, etc.	14	109,577	4,349	4.0	---
	Essential oils	5	180,682	[illegible]	4.9	---
	Not analyzed in detail	3	955	14	1.5	---
40	Paints and varnishes	21	[illegible]	407	.1	.1
41	Soaps	29	38,474	386	1.0	.1
42	Other chemicals and related products	16	[illegible]	1,209	.5	.3
42	Wiring supplies and electrical construction materials	27	[illegible]	664	.4	.1
44	Electrical apparatus and equipment	8	284,857	3,974	1.4	.9
45	Radios, appliances, and specialties	58	184,620	3,519	1.9	.8
	Radios, parts, and accessories	20	163,997	1,561	.9	---
	Electric household refrigerators	12	33,199	236	.7	---
	Electric washing machines	11	14,298	144	1.0	---
	Other electrical appliances	28	47,326	1,502	3.2	---
	Not analyzed in detail	8	8,364	142	1.7	---
46	China, glassware, and crockery	30	[illegible]	4,776	1.9	1.0
47	Furniture, wooden and metal	24	106,645	2,086	2.0	.4
48	House furnishings	37	340,042	4,715	1.4	1.0
	Carpets and rugs	8	134,342	500	.4	---
	Linoleum, felt base, etc.	19	88,778	2,788	3.2	---
	Other house furnishings	16	47,076	531	1.1	---
	Not analyzed in detail	5	18,552	786	4.3	---
50	Hardware	48	286,108	11,548	4.0	2.5
51	Plumbing, heating, and air conditioning	40	186,447	389	.2	.1
52	Sporting goods	27	203,561	1,[illegible]	.6	.3

Percent [illegible] A—Percent [illegible] establishments [illegible] of all establishments [illegible]
Percent [illegible] B—Percent which [illegible] commodity bears to total sales [illegible] establishments in this kind of business [illegible] commodities.

SERVICE AND LIMITED-FUNCTION WHOLESALERS

TABLE 8A.—COMMODITY SALES, BY KINDS OF BUSINESS—Continued

UNITED STATES SUMMARY

[illegible]

Line No.	Kind of business and commodity	Establishments reporting commodity data: Number	Establishments reporting commodity data: Sales of stated commodity	Reported sales of stated commodity: Amount reported	Reported sales of stated commodity: Percent (column A)	Percent (column B)
	ALL OTHER PRODUCTS TRADES—Con.					
	General Merchandise Trade—Con.					
53	Toys and games	37	$116,249	$6,669	5.7	1.4
55	Farm and garden machinery and equipment	26	117,233	493	.4	.1
56	Industrial equipment and supplies	27	276,436	15,[illegible]	5.4	3.3
	Belting, hose, packing, etc.	[illegible]	67,781	[illegible]	.1	
	Mechanical power transmission equipt.	5	95,[illegible]	179	.2	--
	Metal-working tools	[illegible]	137,658	10,166	7.4	
	Materials-handling equipment	[illegible]	127,867	696	.5	---
	Rope, cordage, and twine	19	[illegible]	153	.4	---
	Other industrial equipment	8	160,731	3,821	2.4	[illegible]
57	Industrial machinery	13	[illegible]	44,519	14.7	9.7
	Construction machinery (except road-building)	4	147,814	4,705	3.2	
	Road-building machinery	5	45,[illegible]	936	2.1	---
	Machine tools (power-driven)	5	115,[illegible]	23,677	20.5	[illegible]
	Mining, quarrying, etc.	4	147,[illegible]	929	.6	---
	Oil-well and oil-refining	4	144,[illegible]	774	.5	---
	Power-plant machinery (except electrical)	4	147,676	[illegible]	2.4	---
	Other	[illegible]	[illegible]	9,992	---	--
58	Office and store equipment and supplies	18	[illegible]	715	.2	.2
59	Railroad equipment and supplies	4	247,814	396	.2	.1
63	Copper and products	4	247,814	28,813	11.6	6.1
64	Iron and steel products--semi-finished	12	315,742	24,880	7.9	5.4
	Pig iron	5	74,682	1,031	1.4	---
	Scrap iron and steel	7	162,223	16,856	10.4	--
	Sheet and tin-plate bars	[illegible]	61,126	1,119	1.8	---
	Forgings	[illegible]	49,643	568	1.1	--
	Other	--	---	1,423	---	---
	Not analyzed in detail	--	-	3,363	---	---
65	Iron and steel products--flat	11	167,531	3,316	2.0	.7
	Plates	5	156,711	1,166	.7	
	Strip--cold-rolled	2	147,867	307	.2	---
	Sheets--continuous-mill	4	148,543	995	.7	---
	Tin plate	2	44,939	162	.4	---
	Other	--	---	686	--	--
66	Iron and steel--wire and wire products	26	291,121	491	.2	.1
67	Iron and steel finished products--other than flat and wire	12	267,062	4,795	1.8	1.0
	Nails, tie plates, splice bars, etc.	3	46,664	1,157	2.5	---
	Bars and small shapes except reinforcing	3	62,151	2,916	4.7	--
	Seamless steel tubing	3	147,519	585	.4	---
	Other	--	---	137	---	--
68	Lead (metallic) and zinc	5	249,141	3,978	1.6	.9
69	Other non-ferrous metals (except precious	6	273,430	47,960	17.6	10.4
73	Coal and coke	7	102,045	1,828	1.8	.4
74	Crude non-metallic minerals and products	4	239,801	676	.3	.1
76	Petroleum and its products	14	226,355	22,891	10.1	5.0
78	Books, magazines, and other printed material	4	11,401	2,716	23.8	.6
79	Logs, ties, pulpwood, etc.	4	44,165	698	1.6	.2
80	Lumber--rough, dressed, and finished	9	34,126	1,211	3.5	.3
81	Paper and products (except stationery and wallpaper)	36	199,733	1,241	.6	.3
83	Stationery and supplies	37	111,246	4,736	4.3	1.0
	Commercial stationery	19	34,139	436	1.4	---
	Social stationery	10	23,790	294	1.2	---
	Not analyzed in detail	13	77,392	4,006	5.2	---
85	Aircraft and parts	2	(x)	5,695	---	1.2
87	Building materials (except as listed)	12	141,089	326	.3	.1
89	Tobacco products	18	30,421	868	2.9	.2
90	Fertilizer and fertilizer materials	15	195,607	3,060	1.6	.7
91	Jewelry, silverware, etc.	36	185,733	4,178	2.2	.9
92	Junk and scrap (except iron)	8	172,139	1,431	.8	.3
96	Optical goods (except photographic)	8	3,567	54	1.5	(1)
97	Rubber, crude	7	273,584	14,409	5.3	3.1
	All other commodities	---	--	11,393	---	2.2
	Service receipts	9	115,493	863	.7	.2

Line No.	Kind of business and commodity	Establishments reporting commodity data: Number	Establishments reporting commodity data: Sales of stated commodity	Reported sales of stated commodity: Amount reported	Reported sales of stated commodity: Percent (column A)	Percent (column B)
	ALL OTHER PRODUCTS TRADES—Con.					
	Leather and Shoe Findings Trade					
	All establishments 955					
	Sales $[illegible]					
	Commodity coverage 94.7 percent					
	Total analyzed	905	$110,183	$110,183	---	100.0
[illegible]	Furs, skins, and raw furs	3	495	148	29.9	.1
30	Notions	18	1,016	167	16.4	.2
33	Shoes and other footwear	19	2,812	471	16.7	.4
34	Other dry goods and textile products	9	1,717	678	39.5	.6
37	Automotive supplies	2	587	169	28.8	.2
42	Other chemicals and related products	20	1,873	157	8.4	.1
50	Hardware	9	1,128	106	9.4	.1
51	Industrial equipment and supplies	213	15,189	6,264	41.2	5.7
52	Industrial machinery	18	2,067	109	5.3	.1
93	Leather and cut stock	829	105,690	96,253	91.1	87.4
94	Luggage, saddlery, harness, etc.	30	2,880	881	30.6	.8
99	Second-hand merchandise	14	488	285	58.7	.2
	All other commodities	--	-	4,555	---	4.1
	Leather Goods Trade					
	All establishments 149					
	Sales $13,678,000					
	Commodity coverage 95.4 percent					
	Total analyzed	138	12,780	12,780	---	100.0
47	Clothing and furnishings, men's and boys'	6	1,042	92	8.8	.7
49	Clothing and accessories, women's and children's	2	559	177	31.7	1.4
33	Shoes and other footwear	5	1,178	180	15.3	1.4
36	Automotive supplies	4	1,183	159	13.4	1.2
45	Radios, appliances, and specialties	6	721	78	10.8	.6
48	House furnishings	5	825	36	4.4	.3
50	Hardware	3	267	41	15.4	.3
52	Sporting goods	4	476	86	18.1	.7
56	Industrial equipment and supplies	5	936	249	26.6	1.9
88	Cameras and supplies	3	288	72	25.0	.6
91	Jewelry, silverware, etc.	4	334	24	7.2	.2
93	Leather and cut stock	24	4,289	2,671	62.6	20.9
94	Luggage, saddlery, harness, etc.	124	10,479	8,701	83.0	68.1
	All other commodities	--	---	214	---	1.7
	Oils and Greases (Animal and Vegetable) Trade					
	All establishments 87					
	Sales $71,051,000					
	Commodity coverage 95.2 percent					
	Total analyzed	80	67,626	67,626	---	100.0
07	Fish and sea foods (except canned)	2	739	111	15.0	.2
11	Groceries (miscellaneous)	4	1,328	216	16.3	.3
16	Feed	3	7,272	1,104	15.2	1.6
20	Hides, skins, and raw furs	3	13,878	1,767	12.7	2.6
22	Other farm products--raw materials	3	13,878	7,098	51.1	10.5
37	Drugs and drug sundries	4	6,714	344	5.1	.5
38	Chemicals, industrial and heavy	4	7,472	518	6.9	.8
39	Oils, vegetable	67	55,680	49,071	88.1	72.6
	Cottonseed, linseed, etc.	29	30,964	27,910	90.1	---
	Essential oils	29	12,901	11,963	92.7	---
	Not analyzed in detail	14	12,177	9,198	75.5	---
42	Other chemicals and related products	15	11,393	2,486	21.8	3.7
76	Petroleum and its products	4	6,594	272	4.1	.4
90	Fertilizer and fertilizer materials	3	6,047	212	3.5	.3
	All other commodities	---	---	4,427	---	6.5

Percent (column A): Percent of establishments reporting that they sold such commodity.
Percent (column B): Percent of total commodity sales sold by all establishments in the kind of business [illegible] commodity.
x Withheld to avoid disclosure.
1 Less than one-tenth of one percent.

SERVICE AND LIMITED-FUNCTION WHOLESALERS

TABLE 8A.—COMMODITY SALES, BY KINDS OF BUSINESS—Continued

[illegible]

UNITED STATES SUMMARY

Commodity No.	KIND OF BUSINESS AND COMMODITY	ESTABLISHMENTS REPORTING COMMODITY DATA: Number	ESTABLISHMENTS REPORTING COMMODITY DATA: Sales of establishments reporting	REPORTED SALES OF STATED COMMODITY: Amount	REPORTED SALES OF STATED COMMODITY: Percent of column A (See note)	Percent of column B (See note)
	ALL OTHER PRODUCTS TRADES—Con.					
	Optical Goods Trade					
	All establishments ... 57					
	Sales ... $42,317,000					
	Commodity coverage ... 97.4 percent					
	Total analyzed	151	$39,506	$39,506	- -	100.0
91	Jewelry, silverware, etc.	3	118	33	27.7	.1
96	Optical goods (except photographic)	549	39,388	39,191	99.5	99.2
	All other commodities	---	-	282	- -	.7
	Textiles and Materials (Other Than Dry Goods) Trade					
	All establishments ... 301					
	Sales ... $51,782,000					
	Commodity coverage ... 83.3 percent					
	Total analyzed	479	43,112	43,112	---	100.0
17	Cotton, raw	4	5,926	463	7.8	1.1
31	Piece goods	49	18,930	9,938	52.5	23.1
	Cotton piece goods	8	5,147	1,790	34.8	---
	Jute fabrics	19	15,168	6,316	41.6	---
	Linens	4	3,[illegible]	1,547	42.7	- -
	Rayons	3	3,3[illegible]	1[illegible]	4.9	-
	Domestics	2	2,566	89	3.5	---
	Other	---	---	36	- -	-
33	Yarns	3	2,600	648	24.9	1.5
34	Other dry goods and textile products	165	26,214	19,243	72.7	44.7
40	Paints and varnishes	21	(x)	752	---	1.7
48	House furnishings	2	(x)	1,966	- -	4.6
50	Hardware	4	2,6[illegible]	2[illegible]5	13.1	.6
51	Industrial equipment and supplies	12	3,965	769	19.4	1.8
	Rope, cordage, and twine	9	3,066	599	19.5	-
	Other industrial equipment	3	899	170	18.9	---
5[illegible]	Iron and steel--wire and wire products	[illegible]	213	55	25.8	.1
69	Other non-ferrous metals (except precious	2	2,655	557	21.0	1.3
81	Paper and products (except stationery and wallpaper)	4	2,841	262	9.2	.6
8[illegible]	Junk and scrap (except iron	6	[illegible]	16	13.5	.1
99	Second-hand merchandise	14[illegible]	6,797	6,516	95.9	15.1
	All other commodities	--	---	1,602	---	3.7

Commodity No.	KIND OF BUSINESS AND COMMODITY	ESTABLISHMENTS REPORTING COMMODITY DATA: Number	ESTABLISHMENTS REPORTING COMMODITY DATA: Sales of establishments reporting	REPORTED SALES OF STATED COMMODITY: Amount	REPORTED SALES OF STATED COMMODITY: Percent of column A (See	Percent of column B (See
	ALL OTHER PRODUCTS TRADES—Con.					
	Yarns Trade					
	All establishments ... 181					
	Sales ... $73,797,000					
	Commodity coverage ... 99.6 percent					
	Total analyzed	177	$73,476	$73,476	-	100.0
31	Piece goods	10	512	228	44.5	.3
33	Yarns	177	73,476	72,958	99.3	99.3
	Cotton yarns	54	15,410	10,902	70.7	---
	Rayon yarns	42	18,[illegible]	14,423	76.7	---
	Silk (spun or thrown)	37	20,847	19,606	94.0	---
	Woolen and worsted yarns	81	28,467	21,715	85.3	---
	Other	23	5,114	2,542	49.7	---
	Not analyzed in detail	15	3,779	3,770	99.8	---
99	Second-hand merchandise	2	156	156	100.0	.2
	All other commodities	---	---	134	---	.2
	Miscellaneous Trades					
	All establishments ... 840					
	Sales ... $241,330,000					
	Commodity coverage ... 86.7 percent					
	Total analyzed	715	209,290	209,290	---	100.0
11	Groceries (miscellaneous)	4	32,879	598	1.8	.3
34	Miscellaneous dry goods and textile products	9	27,958	2,720	9.8	1.3
38	Chemicals, industrial and heavy	4	11,966	508	4.2	.2
42	Other chemicals and related products	8	23,298	622	2.7	.3
48	House furnishings	7	1,074	543	50.6	.3
69	Other non-ferrous metals (except precious)	2	3,027	2,600	85.9	1.2
73	Coal and coke	24	5,947	290	4.9	.1
74	Crude non-metallic minerals and products	7	522	362	69.3	.2
81	Paper and products (except stationery and wallpaper)	10	27,785	468	2.0	.2
92	Junk and scrap (except iron)	5	6,018	1,010	16.8	.5
97	Rubber, crude	19	120,926	117,624	97.3	56.2
99	Second-hand merchandise	11	309	309	100.0	.2
	All other commodities	---	- -	81,539	-	39.0

[illegible]

x Withheld to avoid disclosure.

MANUFACTURERS' SALES BRANCHES (WITH STOCKS)
TABLE 8A.—COMMODITY SALES, BY KINDS OF BUSINESS

UNITED STATES SUMMARY

[illegible] their sales by [illegible] Ra[illegible] commodity coverage indicates sales [illegible] sampl[illegible]

[illegible]	KIND OF BUSINESS AND COMMODITY	ESTABLISHMENTS REPORTING COMMODITY DATA: Number	ESTABLISHMENTS REPORTING COMMODITY DATA: Sales of such establishment (000)	REPORTED SALES OF STATED COMMODITY: Amount reported (000)	REPORTED SALES OF STATED COMMODITY: Percent of [illegible] (Column A, Section [illegible])	Percent [illegible] (Column B, Section [illegible])
	AMUSEMENT AND SPORTING GOODS TRADES					
	Cameras and Photographic Supplies Trade					
	All establishments [illegible] 54; Sales [illegible] $69,090,000; Commodity coverage 1 0.0 percent					
	Total analyzed	54	262,096	$69,090	--	100.0
86	Cameras and supplies	54	69,069	$69,069	100.0	100.0
	All other commodities	---	-	21	-	(1)
	Producer Motion picture Film Exchanges					
	All establishments 276; Sales $176,510,000; Commodity coverage 99.2 percent					
	Total analyzed	274	175,113	175,113	---	100.0
95	Motion picture film rentals	274	175,113	173,307	99.0	99.0
	All other commodities	-	-	1,506	- -	1.[illegible]
	Sporting Goods Trade					
	All establishments 33; Sales $11,469,000; Commodity coverage 99.2 percent					
	Total analyzed	31	11,377	11,377	---	100.0
27	Clothing and furnishings, men's and boys'	26	9,554	1,427	14.9	12.5
32	Shoes and other footwear	25	9,426	451	4.8	4.0
52	Sporting goods	31	11,377	9,299	81.7	81.7
	All other commodities	---	---	200	---	1.8
	All Other Amusement and Sporting Goods Trades					
	All establishments [illegible] 21; Sales $13,757,000; Commodity coverage 84.6 percent					
	Total analyzed	21	11,[illegible]	11,643	- -	100.0
52	Sporting goods	20	11,[illegible]	10,326	90.2	88.7
56	Office and store equipment and supplies. Store fixtures and equipment	2	11,508	1,166	10.1	10.0
	All other commodities	--		151	---	1.3
	AUTOMOTIVE TRADES					
	Automobiles, Trucks, and Tractors Trade		(Insufficient sample.)			
	Automotive Accessories and Equipment Trade		(Insufficient sample.)			
	Tires and Tubes Trade					
	All establishments 292; Sales $235,881,000; Commodity coverage 97.6 percent					
	Total analyzed	284	30,056	31,[illegible]		100.0
27	Clothing and furnishings, men's and boys'	22	42,197	1,066	2.5	.3
2[illegible]	Clothing and accessories, women's and children's	17	35,680	716	2.0	.3
32	Shoes and other footwear	22	42,287	7,303	17.3	3.2
36	Automotive supplies	262	230,056	198,675	86.4	86.4
	Batteries	170	193,808	5,287	2.7	---
	Automotive accessories	170	193,866	8,768	4.5	---
	Automotive parts	4	5,984	4,128	69.0	---
	Tires and tubes	256	221,162	179,233	81.0	---
	Not analyzed in detail	--	-	1,352	---	---
	AUTOMOTIVE TRADES—Con.					
	Tires and Tubes Trade—Con.					
37	Drugs and drug sundries	17	$35,680	$554	1.6	.2
43	Wiring supplies and electrical construction materials	24	41,904	2,218	5.3	1.0
45	Radios, appliances, and specialties	26	34,019	775	2.3	.3
52	Sporting goods	73	89,242	2,349	2.6	1.0
56	Industrial equipment and supplies	80	119,179	15,290	12.8	6.6
	Belting, hose, packing, etc	80	119,179	14,982	12.6	---
	Printing equipment and supplies (except paper)	13	27,579	70	.3	---
	Metal-cutting tools	14	28,201	258	.9	---
	All other commodities	---	---	1,116	---	.5
	BEER, WINES, AND LIQUORS TRADES					
	Beer and Ale Trade					
	All establishments 320; Sales $81,587,000; Commodity coverage 99.8 percent					
	Total analyzed	318	81,402	81,402	- -	100.0
01	Beer and other malt liquors	318	81,402	78,346	96.2	96.2
13	Soft drinks	42	6,543	675	10.3	.8
15	Wines and liquors	6	3,343	2,012	60.2	2.5
16	Other food and related products	3	7,193	369	5.1	.5
	Wines and Liquors Trade					
	All establishments 89; Sales $189,678,000; Commodity coverage 98.5 percent					
	Total analyzed	80	189,815	189,815	---	100.0
15	Wines and liquors	80	189,815	189,815	100.0	100.0
	Liquors	70	188,540	177,575	94.2	---
	Wines	24	57,433	12,240	21.3	---
	CHEMICALS AND PAINTS TRADES					
	Dyestuffs Trade		(Insufficient sample.)			
	Explosives Trade		(Insufficient sample.)			
	Industrial Chemicals Trade					
	All establishments 160; Sales $228,819,000; Commodity coverage 99.4 percent					
	Total analyzed	154	227,143	227,143	---	100.0
37	Drugs and drug sundries	4	9,042	3,238	35.8	1.4
39	Chemicals, industrial and heavy	143	221,993	207,927	93.7	91.5
41	Soaps	6	5,228	1,121	21.4	.5
42	Other chemicals and related products	33	58,491	11,752	20.1	5.2
68	Lead, metallic and zinc	12	26,506	426	1.6	.2
69	Other non-ferrous metals (except precious)	12	27,072	462	1.7	.2
77	Sand, gravel, and crushed stone	3	5,865	775	13.2	.3
96	Fertilizer and fertilizer materials	2	5,424	205	3.8	.1
	All other commodities	---	---	1,237	- -	.6

[illegible]

[illegible] establishments [illegible] commodities

1 Less than one-tenth of one percent.

MANUFACTURERS' SALES BRANCHES WITH STOCKS

TABLE 8A.—COMMODITY SALES, BY KINDS OF BUSINESS—Continued

UNITED STATES SUMMARY

Code No.	KIND OF BUSINESS AND COMMODITY	SALES BY MANUFACTURERS' SELLING COMPANIES	RECORDED SALES OF ALL ESTABLISHMENTS		
	CHEMICALS AND PAINTS TRADES—Con.				
	Paints and Varnishes Trade				
	All establishments [illegible]				
	Sales [illegible]				
	Commodity coverage [illegible] percent				
	Total analyzed	423	$146,029		100.0
38	Chemicals, industrial and heavy	29	6,877	10.3	4.7
39	Oils (cottonseed, linseed, etc.)	58	2,089	4.1	1.4
40	Paints and varnishes	273	111,2[illegible]	76.1	76.2
42	Other chemicals and related products	45	18,140	32.6	12.4
50	Hardware	51	1,867	1.8	.5
56	Industrial equipment and supplies	2	617	163	26.4
60	Lead containers and tanks	3	1,779	16.4	1.2
	All other commodities	- -	5,028	-	3.5
	Paints With Glass and/or Wallpaper Trade				
	All establishments [illegible]				
	Sales [illegible]				
	Commodity coverage 90.6 percent				
	Total analyzed	45	18,872	18,872	--- 100.0
39	Oils (cottonseed, linseed, etc.)	15	4,993	163	3.7 1.0
40	Paints and varnishes	49	18,872	10,833	57.4 57.4
48	House furnishings	2	2[illegible]3	27	9.5 .1
62	Building metal work	6	1,990	89	4.5 .5
75	Glass—sheet and containers	45	16,4[illegible]	5,798	31.4 30.7
	Sheet glass	2[illegible]	7,949	3,1[illegible]	39.9 ---
	Not analyzed in detail	2[illegible]	10,534	2,6[illegible]	24.9 --
82	Wallpaper	23	16,165	372	2.3 2.0
84	Painting-mill products	1[illegible]	6,067	1,5[illegible]	24.8 8.0
87	Building materials (except as listed)	3	9[illegible]	24	2.6 .1
	Service receipts	---	---	41	-- .2
	All Other Chemicals and Paints Trades				
	All establishments [illegible]				
	Sales [illegible]				
	Commodity coverage 91.7 percent				
	Total analyzed	[illegible]	70,797	7[illegible],797	--- 100.0
11	Preserves, extracts and spices	16	14,[illegible]	540	3.8 .8
41	Soaps	4	869	450	51.8 .6
42	Other chemicals and related products	79	60,571	4[illegible],769	66.6 57.0
56	Industrial equipment and supplies:				
	Office equipment and supplies except paper	4	4,518	1,734	38.4 2.4
57	Industrial machinery	[illegible]	24,385	4,597	18.9 6.5
58	Office and store equipment and supplies:				
	Other fixtures and equipment	1[illegible]	16,[illegible]	4,669	29.9 6.6
	All other commodities	---	- -	1[illegible],438	--- 26.1
	CLOTHING AND FURNISHINGS TRADES				
	Clothing and Furnishings (Men's and Boys') Trade				
	All establishments [illegible]				
	Sales [illegible]				
	Commodity coverage 98.6 percent				
	Total analyzed	126	122,516	1[illegible],[illegible]	100.0
27	Clothing and furnishings, men's and boys'	126	122,516	120,427	9[illegible].3 98.3
	Hats and caps	7	2,956	2,[illegible]	96.1 ---
	Furnishings (except shoes)	95	93,067	90,298	97.0
	Suits and overcoats	1[illegible]	19,339	1,[illegible]	[illegible]
	Work clothing	-	[illegible]	1,[illegible]	[illegible]
	Not analyzed in detail	1	1,876	1,876	100.0
61	Jewelry, silverware, etc.	2	[illegible]	[illegible]	[illegible] .2
94	Luggage, saddlery, harness, etc.	3	604	[illegible]	[illegible] .2
	All other commodities	---		1,[illegible]	-- 1.3

Code No.	KIND OF BUSINESS AND COMMODITY	SALES BY MANUFACTURERS' SELLING COMPANIES	RECORDED SALES OF ALL ESTABLISHMENTS		
	CLOTHING AND FURNISHINGS TRADES—Con.				
	Clothing and Furnishings (Women's and Children's) Trade				
	All establishments 34				
	Sales $29,14[illegible]				
	Commodity coverage 99.7 per cent				
	Total analyzed	34	[illegible]	3[illegible],[illegible]	[illegible] 100.0
27	Clothing and furnishings, men's and boys'				
	Furnishings (except shoes)		2,047	614	[illegible] 1.6
28	Clothing and accessories, women's and children's	87	36,674	[illegible]	97.8 [illegible]
	Girls' wear	2	[illegible]	[illegible]	100.0 ---
	Infants' wear	2	[illegible]	[illegible]	[illegible]
	Dresses (women's and misses')	2	10,902	10,902	100.0
	Lingerie (women's and misses')	4	983	889	[illegible]
	Underwear, negligees, etc.	34	8,540	7,492	86.7
	Suits and coats (except furs)	9	4,666	4,666	[illegible]
	Other (except shoes and furs)	1[illegible]	9,564	8,630	90.2
	All other commodities	- -	--	2,380	6.1
	Service receipts			15	(1)
	Shoes and Other Footwear Trade				
	All establishments [illegible]				
	Sales [illegible]				
	Commodity coverage 100.0 percent				
	Total analyzed	[illegible]	1[illegible],[illegible]	11[illegible],[illegible]	--- 100.0
32	Shoes and other footwear	[illegible]	1[illegible],[illegible]	11[illegible],[illegible]	99.3 39.3
	Men's and boys' leather	27	117,[illegible]	50,343	43.0 --
	Men's and boys' rubber	17	112,060	1,[illegible]	1.1 --
	Women's and children's leather	24	[illegible]	64,286	54.3 ---
	Women's and children's rubber	17	112,[illegible]	843	.8 ---
	Infants'	17	111,195	3,031	2.7 ---
	Other	11	108,515	1,[illegible]	1.3 --
	Not analyzed in detail	38	11,668	10,700	91.7 --
34	Other dry goods and textile products	1[illegible]	7,719	467	6.1 .4
53	Leather and cut stock	1[illegible]	4,[illegible]	1[illegible]	[illegible] .1
	All other commodities	---		[illegible]	--- .6
	COAL AND COKE TRADE				
	Coal and Coke Trade				
	All establishments [illegible]				
	Sales [illegible]				
	Commodity coverage 100.0 percent				
	Total analyzed	[illegible]	6,461	6,461	100.0
73	Coke	6	6,4[illegible]	6,078	94.1 [illegible]
	All other commodities	---			5.9
	DRY GOODS (SPECIALTY LINES) TRADES				
	Hosiery and Lingerie Trade				
	Notions Trade				
	All establishments [illegible]				
	Sales [illegible]				
	Commodity coverage [illegible] percent				
	Total analyzed	[illegible]	[illegible]	38,456	100.0
[illegible]	[illegible]	[illegible]	11,154		
5	Yarns	[illegible]	17,119		
	[illegible]				
	[illegible]				
	[illegible]				
	[illegible]	8			4.8
	Other				

[illegible]

[illegible]

(1) Less than one-tenth of one percent.

MANUFACTURERS' SALES BRANCHES (WITH STOCKS)

TABLE 8A. COMMODITY SALES, BY KINDS OF BUSINESS—Continued

UNITED STATES SUMMARY

Commodity No.	KIND OF BUSINESS AND COMMODITY	ESTABLISHMENTS REPORTING COMMODITY DATA		REPORTED SALES OF STATED COMMODITY		Percent of Total
		Number	Percent	Amount	Percent	
	DRY GOODS (SPECIALTY LINES) TRADES—Con.					
	Notions Trade—Con.					
	[illegible]	[illegible]	[illegible]	[illegible]	[illegible]	[illegible]
61	Paper and products [illegible]	[illegible]	[illegible]	[illegible]	[illegible]	[illegible]
	[illegible]	[illegible]	[illegible]	[illegible]	[illegible]	[illegible]
	[illegible]	[illegible]	[illegible]	[illegible]	[illegible]	[illegible]
	Cotton Piece Goods Trade					
	[illegible]	[illegible]	[illegible]	[illegible]	[illegible]	[illegible]
	Total analyzed	[illegible]	[illegible]	[illegible]	[illegible]	[illegible]
[illegible]	Piece goods	[illegible]	52,780	[illegible]	[illegible]	[illegible]
	Cotton piece goods	[illegible]	[illegible]	43,477	[illegible]	[illegible]
	[illegible]	4	[illegible]	1,908	[illegible]	[illegible]
	[illegible]		[illegible]	[illegible]	[illegible]	[illegible]
	[illegible]			1,123		
	[illegible]		---	1,494		[illegible]
	Silk, Linen, Rayon, and Velvet Piece Goods Trades					
	[illegible]					
	Total analyzed	[illegible]	[illegible]	[illegible]		[illegible]
[illegible]	[illegible]	[illegible]	[illegible]	[illegible]	[illegible]	[illegible]
71	Piece goods	[illegible]	[illegible]	51,169	[illegible]	[illegible]
	[illegible]	[illegible]	[illegible]	1,599	[illegible]	-
	[illegible]	[illegible]	[illegible]	34,363	[illegible]	[illegible]
	[illegible]	[illegible]	[illegible]	[illegible]	[illegible]	
	[illegible]	[illegible]	3,171	653	[illegible]	
	[illegible]	[illegible]	[illegible]	5,766	[illegible]	
74	Other dry goods and textile products	[illegible]	[illegible]	[illegible]	16.4	[illegible]
	All other commodities	[illegible]		1,346	-	[illegible]
	Woolen and Worsted Piece Goods Trade					
	[illegible]					
	Total analyzed	[illegible]	[illegible]	[illegible]	-	[illegible]
81	Piece goods	11	[illegible]	[illegible]	[illegible]	[illegible]
	[illegible]	[illegible]	[illegible]	10,577	[illegible]	
	[illegible]	[illegible]		2,482	[illegible]	
74	Other dry goods and textile products	[illegible]	1,912	[illegible]	[illegible]	[illegible]
	All other commodities	[illegible]	--	[illegible]	--	[illegible]
	Other Piece Goods Trades					
	All establishments	[illegible]				
	Sales	[illegible]				
	Commodity coverage [illegible] percent					
	Total analyzed	[illegible]	[illegible]	[illegible]		[illegible]
91	Piece goods	[illegible]	[illegible]	[illegible]	[illegible]	[illegible]
	Cotton piece goods	[illegible]	[illegible]	[illegible]	[illegible]	-
	Rayon	[illegible]	[illegible]	[illegible]	[illegible]	
	Linens, draperies, etc.	[illegible]	[illegible]	[illegible]	[illegible]	
	Dry goods and yard goods	[illegible]	[illegible]	[illegible]	[illegible]	-
	Other	-		[illegible]		-
5[illegible]	Industrial equipment and supplies:					
	Rope, cordage, and twine	[illegible]	[illegible]	[illegible]	[illegible]	[illegible]
	DRY GOODS (SPECIALTY LINES) TRADES—Con.					
	Other Dry Goods Specialties Trades					
	[illegible]					
	Total analyzed	[illegible]	[illegible]	[illegible]	-	[illegible]
[illegible]	Clothing and accessories, women's and [illegible]	[illegible]	[illegible]	[illegible]	[illegible]	[illegible]
[illegible]	[illegible]	[illegible]	[illegible]	[illegible]	[illegible]	[illegible]
[illegible]	[illegible]	[illegible]	6,145	[illegible]	[illegible]	[illegible]
	[illegible]	[illegible]	5,797	[illegible]	[illegible]	[illegible]
	[illegible]	[illegible]	5,797	[illegible]	[illegible]	[illegible]
	[illegible]	[illegible]	348	[illegible]	[illegible]	-
[illegible]	[illegible]	[illegible]	4,524	[illegible]	[illegible]	[illegible]
	[illegible]			[illegible]	-	[illegible]
	ELECTRICAL GOODS TRADES					
	Apparatus and Equipment Trade					
	[illegible]					
	Total analyzed	[illegible]	[illegible]	[illegible]		[illegible]
[illegible]	[illegible] and other vehicles: Trucks, busses, taxicabs, etc.	[illegible]	[illegible]	842	39.2	[illegible]
[illegible]	[illegible]	[illegible]	7,181	[illegible]	[illegible]	.4
42	Electrical apparatus and equipment:					
	construction materials	[illegible]	48,914	11,116	[illegible]	[illegible]
	[illegible]	[illegible]	[illegible]	10,867	22.3	
	[illegible]	[illegible]		[illegible]		
42	Electrical apparatus and equipment	[illegible]	544,346	489,338	89.9	[illegible]
4[illegible]	[illegible]	[illegible]	136,400	27,993	20.5	[illegible]
	[illegible]	[illegible]	[illegible]	[illegible]	17.7	---
	[illegible] refrigerators	[illegible]	126,297	14,210	11.3	-
	[illegible]	[illegible]	[illegible]	1,598	1.2	
	Other electrical appliances	[illegible]	134,767	[illegible]	8.7	
5[illegible]	[illegible]	[illegible]				
	[illegible]	[illegible]	126,553	847	.7	[illegible]
5[illegible]	Office and store equipment and supplies:					
	[illegible]	[illegible]	[illegible]	770	.6	[illegible]
	All other commodities	-		420	--	.1
	Service receipts	[illegible]	[illegible]	10,6[illegible]	6.0	[illegible]
	Wiring Supplies and Construction Materials Trade					
	All establishments					
	Sales					
	Commodity coverage 99.2 percent					
	Total analyzed	[illegible]	74,864	74,864	-	100.[illegible]
42	Wiring supplies and electrical construction materials	[illegible]	74,684	73,296	98.1	98.1
	Interior [illegible]	[illegible]	29,654	21,893	73.8	---
	[illegible]	11	10,401	7,440	71.5	---
	Lighting fixtures	[illegible]	[illegible]	[illegible]	[illegible]	---
	Incandescent lamps	[illegible]	[illegible]	[illegible]	[illegible]	---
	Not analyzed in retail	[illegible]	[illegible]	[illegible]	100.0	---
43	Radios, appliances, and specialties	[illegible]	1,300	[illegible]	[illegible]	[illegible]
	All other commodities	-		[illegible]		[illegible]
	Radios and Equipment Trade					
	All establishments 11					
	Sales $5,529,000					
	Commodity coverage 100.0 percent					
	Total analyzed	11	[illegible]	[illegible]		[illegible]
47	Wiring supplies and electrical construction materials	[illegible]	[illegible]	[illegible]	[illegible]	[illegible]

MANUFACTURERS' SALES BRANCHES (WITH STOCKS)

TABLE 8A.—COMMODITY SALES, BY KINDS OF BUSINESS—Continued

UNITED STATES SUMMARY

[illegible]	KIND OF BUSINESS AND COMMODITY	ESTABLISHMENTS REPORTING COMMODITY DATA	[illegible]	REPORTED SALES OF COMMODITY	Per[illegible]	[illegible]
	ELECTRICAL GOODS TRADES—Con.					
	Radios and Equipment Trade—Con.					
45	Radios, appliances, and specialties	[illegible]	[illegible]	[illegible]	89.0	89.0
	Radios, parts, and accessories	[illegible]	5,529	4,903	88.7	
	Other			[illegible]		
	Refrigerators and Equipment (Household) Trade					
	All establishments [illegible]					
	Sales [illegible]					
	Commodity coverage [illegible] percent					
	Total analyzed	[illegible]	8,508	[illegible]		100.0
45	Radios, appliances, and specialties	19	8,508	7,450	87.6	87.6
	Electric household refrigerators	19	8,508	[illegible]	73.8	-
	Electric washing machines	17	8,369	[illegible]	4.9	-
	Other		-	761	-	-
51	Plumbing, heating, and air conditioning	[illegible]	[illegible]	[illegible]	5.3	2.8
5[illegible]	Office and store equipment and supplies:					
	Store fixtures and equipment	7	[illegible]	[illegible]	5.9	[illegible]
	All other commodities	---	-	[illegible]	-	1.4
	Service receipts	4	[illegible]	352	7.1	4.1
	Other Electrical Appliances and Specialties Trades	(Insufficient sample.)				
	FARM PRODUCTS—CONSUMER GOODS—TRADES					
	Farm Products—Consumer Goods—Trades					
	All establishments [illegible]					
	Sales [illegible]					
	Commodity coverage 99.4 percent					
	Total analyzed	[illegible]	198,054	[illegible]		[illegible]
[illegible]	Bakery products	[illegible]	[illegible]	[illegible]	1.1	.2
01	Beer and other malt liquors	10	1,4[illegible]	279	19.9	.1
[illegible]	Butter and cheese	[illegible]	[illegible]	104,831	67.9	52.9
[illegible]	Canned foods (milk)	[illegible]	17,436	6,160	35.3	3.1
05	Confectionery and ice cream	415	[illegible]	39,699	[illegible]	20.0
06	Dairy and poultry products (except butter and cheese)	[illegible]	[illegible]	16,834	14.1	8.5
	Eggs	[illegible]	30,468	[illegible]	16.8	-
	Milk and cream, fluid	[illegible]	[illegible]	[illegible]	13.6	-
	Poultry	[illegible]	16,397	1,326	8.1	-
	Other	14[illegible]	[illegible]	4,229	4.2	
	Not analyzed in detail	[illegible]	2,159	[illegible]	37.1	-
[illegible]	Fish and sea foods, except canned	[illegible]	6,593	78	1.2	-
10	Fruits and vegetables, frozen	41	[illegible]	[illegible]	1.9	.2
11	Groceries, miscellaneous	147	85,433	1,534	1.8	.8
12	Meats and meat products	4	8,952	464	5.2	.2
13	Soft drinks	1[illegible]	[illegible]	[illegible]	13.4	.1
1[illegible]	Other food and related products	[illegible]	107,157	25,165	23.5	12.7
	All other commodities	---	—	1,942	---	1.2
	FARM SUPPLIES TRADES					
	Feed Trade					
	All establishments 48					
	Sales $[illegible]					
	Commodity coverage [illegible] percent					
	Total analyzed	[illegible]	7,385	[illegible]	-	100.0
[illegible]	Flour	35	[illegible]	1,763	[illegible]	23.9
11	Groceries (except as listed)	[illegible]	[illegible]	[illegible]	7.1	1.5
	Breakfast cereals	[illegible]	[illegible]	[illegible]	[illegible]	--
	Other	[illegible]	[illegible]	80	8.8	- -
1[illegible]	Other food and related products		[illegible]		9.1	1.1
1[illegible]	Feed	[illegible]	[illegible]	4,672	[illegible]	63.3
	Hay, straw, and alfalfa	[illegible]	1,464	[illegible]	14.8	
	Mixed and other feeds	44	6,720	[illegible]	[illegible]	-
	FARM SUPPLIES TRADES—Con.					
	Feed Trade—Con.					
19	[illegible]	[illegible]	[illegible]	[illegible]	[illegible]	[illegible]
[illegible]	[illegible]	[illegible]	339	[illegible]	8.6	.4
	All other commodities	-	--	[illegible]		1.3
	Fertilizer Trade					
	All establishments [illegible]					
	Sales [illegible]					
	Commodity coverage 99.4 percent					
	Total analyzed	[illegible]	[illegible]	44,066	-	100.0
[illegible]	Fertilizer and fertilizer material	57	44,066	42,601	96.7	[illegible]
	All other commodities		—	1,465	—	3.3
	FURNITURE AND HOUSE FURNISHINGS TRADES					
	Floor Coverings Trade					
	All establishments [illegible]					
	Sales [illegible]					
	Commodity coverage 95.2 percent					
	Total analyzed	[illegible]	[illegible]	64,040		100.0
3[illegible]	Paint and drug sundries	[illegible]	11,700	[illegible]	2.4	[illegible]
40	Paints and varnishes	4	8,085	1,533	19.0	2.4
48	House furnishings	[illegible]	64,040	[illegible]	82.5	[illegible]
	Carpets and rugs	[illegible]	[illegible]	33,094	95.9	
	Linoleum, felt base, etc.	[illegible]	[illegible]	[illegible]	[illegible]	
	Other house furnishings	27	27,032	495	1.8	
56	Industrial equipment and supplies	4	9,276	[illegible]	[illegible]	1.8
5[illegible]	Industrial machinery, textile	[illegible]	7,767	[illegible]	2.1	.3
[illegible]	Brick, tile, and terra cotta	7	[illegible]	[illegible]	.9	[illegible]
75	Glass containers	4	10,374	[illegible]	5.9	1.0
[illegible]	Petroleum and its products	[illegible]	7,606	204	2.7	[illegible]
[illegible]	Paper and its products (except stationery and wallpaper)	[illegible]	7,606	249	3.3	[illegible]
[illegible]	Building materials (except as listed)	1[illegible]	[illegible]	[illegible]	15.4	6.7
	All other commodities			2,594		4[illegible]
	Furniture (General Line) Trade	[illegible]				
	Furniture (Household) Trade					
	All establishments [illegible]					
	Sales [illegible]					
	Commodity coverage 100.0 percent					
	Total analyzed	[illegible]	[illegible]	[illegible]		100.0
4[illegible]	Furniture, wooden and metal:					
	Household furniture	[illegible]	[illegible]	14,[illegible]	97.5	[illegible]
48	House furnishings	[illegible]	1,017	[illegible]	[illegible]	[illegible]
	Furniture (Office) Trade					
	All establishments [illegible]					
	Sales $[illegible]					
	Commodity coverage [illegible] percent					
	Total analyzed	[illegible]	7,882	7,882	---	100.0
4[illegible]	Furniture, wooden and metal	[illegible]	[illegible]	7,198	91.3	[illegible]
	Office and store furniture, wood	[illegible]	349	60	17.2	--
	Office and store furniture, metal	[illegible]	[illegible]	7,138	90.6	-
[illegible]	Lumber, millwork, and other [illegible] material	1[illegible]	[illegible]	[illegible]	31.1	6.8
[illegible]	Stationery and supplies	[illegible]	349	147	[illegible]	1.9

[illegible]

[illegible]

[1] Less than one-tenth of one percent

MANUFACTURERS' SALES BRANCHES (WITH STOCKS)

TABLE 8A. COMMODITY SALES, BY KINDS OF BUSINESS—Continued

UNITED STATES SUMMARY

Line No.	Kind of business and commodity	Establishments reporting commodity data: Number	Reported sales of stated commodity: Amount (thousands of dollars)	Reported sales of stated commodity: Percent of total sales of establishments reporting this commodity	Percent of total sales of establishments reporting this kind of business
	FURNITURE AND HOUSE FURNISHINGS TRADES—Con.				
	House Furnishings (Except as Specified) Trade				
	All establishments 77; Sales $69,[illegible]; Commodity coverage 96.4 percent				
	Total analyzed	77	67,[illegible]	285,221	100.0
[illegible]	[illegible]	23	18,930	[illegible]	26.7 / 16.7
[illegible]	Curtains, draperies, etc.	21	10,739	[illegible]	[illegible]
[illegible]	[illegible]	[illegible]	[illegible]	2,836	[illegible]
24	[illegible]	[illegible]	[illegible]	1,[illegible]	55.0
[illegible]	[illegible]	5	247	151	61.1
[illegible]	[illegible]	5	[illegible]	[illegible]	89.4 / 1.1
[illegible]	[illegible]	56	17,446	11,622	66.6 / 38.4
[illegible]	Paper and products (except stationery)				
[illegible]	[illegible]	2	3,459	1,310	37.9 / 4.3
[illegible]	[illegible]	---	--	[illegible]	[illegible] / 1.2
[illegible]	[illegible]	---	---	[illegible]	[illegible] / .9
	GROCERIES AND FOODS (SPECIALTY LINES) TRADES				
	Breakfast Cereals Trade				
	All establishments [illegible]; Sales $[illegible]; Commodity coverage 92.4 percent				
	Total analyzed	19	[illegible]	25,063	--- / 100.0
[illegible]	Flour	13	[illegible]	1,647	7.2 / 6.6
11	Groceries (breakfast cereals)	19	[illegible]	16,036	64.0 / 64.0
18	Feed	14	23,191	6,161	26.6 / 24.6
[illegible]	Grain	12	[illegible]	1,219	5.6 / 4.8
	Canned Foods Trade				
	All establishments [illegible]; Sales $[illegible]; Commodity coverage 100.0 percent				
	Total analyzed	188	146,176	146,176	- / 100.0
[illegible]	Butter and cheese	71	32,585	5,296	16.2 / 3.6
[illegible]	Canned foods	188	146,176	111,365	76.2 / 76.2
	Canned fruits	59	67,386	30,834	45.8 / -
	Canned vegetables	44	[illegible]	10,266	14.8 / -
	Canned fish and sea foods	49	63,609	[illegible]	10.0
	Canned meats	49	45,698	9,122	20.0
	Canned milk	31	42,821	4,723	11.0
	Other canned foods	91	89,965	33,232	36.9 / -
	Not analyzed in detail	72	33,728	[illegible]	49.9
[illegible]	Coffee, roasted	9	13,438	506	3.8 / .3
[illegible]	Confectionery and ice cream	[illegible]	32,174	[illegible]	1.6 / .3
[illegible]	Dairy and poultry products (except butter and cheese)	58	31,712	415	1.3 / .3
[illegible]	Prepared dinners as listed	67	54,657	15,592	28.5 / 10.7
	Breakfast cereals	54	37,655	455	1.2 / ---
	Vegetables, preserved, and canned	58	[illegible]	13,567	33.4 / -
	Other	8	12,270	1,461	10.9 / ---
	Not analyzed in detail	-	---	109	- / -
[illegible]	Meats and meat products	67	[illegible]	1,193	[illegible] / .8
[illegible]	[illegible] related products	[illegible]	[illegible]	5,706	17.2 / 3.8
[illegible]	[illegible]	71	[illegible]	1,247	3.8 / .9
	All other commodities	---	[illegible]	4,548	- / 3.0
	Confectionery Trade				
	All establishments [illegible]; Sales $[illegible]; Commodity coverage [illegible] percent				
	Total analyzed	56	[illegible]	61,001	--- / 100.0
[illegible]	[illegible]	56	61,001	53,714	88.1 / 88.1
	[illegible]	[illegible]	46,966	37,005	78.8 / -
	[illegible]	-	13,614	11,165	[illegible] / -
	[illegible]			5,544	
	GROCERIES AND FOODS (SPECIALTY LINES) TRADES—Con.				
	Confectionery Trade—Con.				
11	Groceries (candy bars)	9	$14,647	[illegible]	20.4 / 4.9
[illegible]	Drugs and drug sundries	8	14,517	3,699	25.5 / 6.1
	All other commodities	---	--	593	.9
	Fish and Sea Foods Trade				
	All establishments 26; Sales $8,574,000; Commodity coverage 96.2 percent				
	Total analyzed	24	8,245	8,245	--- / 100.0
[illegible]	Canned fish and sea foods	7	2,922	1,139	39.0 / 13.8
[illegible]	Fresh and sea foods (except canned)	22	7,111	6,879	96.7 / 83.4
	Fresh fish	19	6,140	2,681	43.8 / -
	Cured and processed fish	18	5,258	671	12.7 / ---
	Frozen fish	20	6,157	2,232	36.3 / ---
	Other sea foods	15	5,457	1,285	23.5 / -
[illegible]	Fruits and vegetables, frozen	8	1,7[illegible]	[illegible]	1.9 / .4
	All other commodities	--	--	195	-- / 2.4
	Flour Trade				
	All establishments 159; Sales $144,866,000; Commodity coverage 99.2 percent				
	Total analyzed	147	143,700	143,700	--- / 100.0
06	Flour	147	143,700	106,780	74.3 / 74.3
11	Groceries (except as listed)	78	122,591	14,200	11.6 / 9.9
	Breakfast cereals	74	122,416	14,166	11.6 / ---
	Other	4	375	34	9.1 / ---
14	Sugar	3	320	100	31.3 / .1
16	Other food and related products	10	1,666	215	12.9 / .1
18	Feed	113	100,707	21,805	21.7 / 15.2
19	Grain	21	3,204	446	13.9 / .3
	All other commodities	---	--	154	--- / .1
	Fruits and Vegetables (Frosted) Trade				
	All establishments 7; Sales $9,983,000; Commodity coverage 100.0 percent				
	Total analyzed	7	9,983	9,983	- / 100.0
06	Dairy and poultry products (poultry)	7	9,983	1,236	12.4 / 12.4
07	Fish and sea foods (frozen fish)	7	9,983	944	9.5 / 9.5
1[illegible]	Fruits and vegetables, frozen	6	8,944	6,149	68.[illegible] / 61.6
12	Meats and meat products	7	9,983	926	9.3 / 9.3
	All other commodities	-	---	728	- / [illegible]
	Meats and Provisions Trade				
	All establishments 924; Sales $1,076,480,000; Commodity coverage 97.9 percent				
	Total analyzed	907	1,057,980	1,053,980	--- / 100.0
02	Butter and cheese	824	993,334	82,599	8.3 / 7.8
3	Canned foods	8[illegible]	1,[illegible]	[illegible]	4.[illegible] / 4.0
	Canned fruits	[illegible]	[illegible]	96	[illegible] / ---
	Canned vegetables	9	6,755	36	.6 / ---
	Canned fish and sea foods	8	10,756	661	6.1 / -
	Canned meats	816	991,042	29,647	3.0 / ---
	Canned milk	549	629,579	6,192	1.0 / ---
	Other canned foods	2[illegible]	[illegible]	[illegible]	.9 / ---
	Not analyzed in detail	5	4,239	132	3.0 / ---

[illegible] Percent of *total* sales of establishments reporting this [illegible]

[illegible]

MANUFACTURERS' SALES BRANCHES (WITH STOCKS)

TABLE 8A. COMMODITY SALES, BY KINDS OF BUSINESS—Continued

[Limited to establishments which report in analyses of trade by commodities. Ratios of commodity coverage to net sales are also shown.]

UNITED STATES SUMMARY

Commodity No.	KIND OF BUSINESS AND COMMODITY	ESTABLISHMENTS REPORTING COMMODITY DATA: Number	ESTABLISHMENTS REPORTING COMMODITY DATA: Net sales to ultimate consumers (add 000)	REPORTED SALES OF STATED COMMODITY: Amount (add 000)	REPORTED SALES OF STATED COMMODITY: Percent of net sales A (See note)	Percent of net sales B (See note)
	GROCERIES AND FOODS (SPECIALTY LINES) TRADES—Con.					
	Meats and Provisions Trade—Con.					
08	Dairy and poultry products (except butter and cheese)	800	$970,320	$83,275	8.6	7.9
	Eggs	777	946,570	32,269	3.4	---
	Milk and cream, fluid	22	49,567	3,552	7.2	---
	Poultry	718	860,614	45,301	5.1	-
	Other	33	40,479	1,655	4.1	---
	Not analyzed in detail	3	3,958	498	12.6	---
11	Groceries (except as listed)	792	911,263	35,997	4.0	3.4
	Extracts and spices	3	3,526	92	2.6	-
	Lard substitutes and cooking fats	759	891,631	31,964	3.6	-
	Nuts (all kinds)	2	2,794	11	.4	---
	Butter substitutes	448	587,602	3,805	.6	---
	Pickles, preserves, and sauces	3	2,402	11	.5	---
	Other	14	18,519	102	.6	---
	Not analyzed in detail	4	5,161	12	.2	--
12	Meats and meat products	907	1,053,980	785,926	74.6	74.6
	Lard	830	996,838	30,166	3.0	--
	Meats, fresh	881	1,034,823	519,867	50.2	--
	Meats, cured or smoked	873	1,026,686	192,411	18.7	--
	Other (including game)	334	414,996	37,746	9.1	-
	Not analyzed in detail	6	[illegible]	5,756	88.2	--
16	Other food and related products	15	291,549	1,027	.4	.1
20	Hides, skins, and raw furs	6	7,472	1,422	19.0	.1
21	Livestock	2	2,753	1,022	37.1	.1
37	Drugs and drug sundries	139	213,625	1,023	.5	.1
	Drugs, chemicals, and pharmaceuticals	131	200,877	988	.5	---
	Not analyzed in detail	8	12,148	35	.3	---
39	Oils, vegetable	192	341,082	2,188	.6	.2
	Cottonseed, linseed, etc.	90	146,303	1,060	.7	---
	Essential oils	96	190,695	1,100	.6	---
	Not analyzed in detail	6	5,884	28	.4	--
41	Soaps	611	732,449	12,104	1.7	1.1
	Toilet soaps	501	645,688	3,542	.5	---
	Other soaps	585	653,462	8,123	1.2	---
	Not analyzed in detail	9	14,473	439	3.0	---
	All other commodities	--	-	5,389	---	.6
	Other Food and Grocery Specialties Trades					
	All establishments 1,512; Sales $859,114,000; Commodity coverage 99.8 percent					
	Total analyzed	1,203	857,409	857,409	- -	100.0
00	Bakery products	496	121,235	99,950	82.4	11.7
01	Beer and other malt liquors	15	4,361	1,707	39.1	.2
02	Butter and cheese	16	4,559	499	10.9	.1
03	Canned foods	7	7,339	2,241	30.5	.3
04	Coffee (roasted)	286	166,006	59,536	35.7	6.9
05	Confectionery and ice cream	86	121,399	5,783	4.8	.7
06	Dairy and poultry products (except butter and cheese)	173	49,851	5,315	10.7	.6
	Eggs	170	48,912	5,224	10.7	---
	Milk and cream, fluid	3	939	82	8.7	---
	Other	2	445	9	2.0	-
08	Flour	68	122,865	5,266	4.3	.6
11	Groceries (except as listed)	777	526,031	205,647	39.1	24.0
	Breakfast cereals	278	177,363	27,149	15.3	--
	Extracts and spices	36	16,[illegible]	3,982	31.1	--
	Lard substitutes and cooking fats	27	185,459	39,138	21.1	--
	Nuts (all kinds)	45	11[illegible]	5,185	4.7	--
	Butter substitutes	42	9,208	4,188	45.5	--
	Pickles, preserves, and sauces	33	8,217	3,613	44.0	
	Teas	288	168,884	6,231	3.7	---
	Other	444	258,040	115,099	44.6	-
	Not analyzed in detail	14	3,193	1,064	33.3	- -
13	Soft drinks	156	69,138	19,850	28.7	2.3
14	Sugar	16	228,[illegible]	137,111	79.2	12.5
16	Other food and related products	321	230,734	92,470	40.1	10.8
18	Beer	21	[illegible]	7,448	8.5	.9
37	Drugs and drug sundries	15	7,581	859	11.3	.1
39	Oils, vegetable	42	216,356	10,444	4.8	1.2
	Cottonseed, linseed, etc.	30	[illegible]	[illegible],511	3.6	---
	All other	-	---	427	-	---
	Not analyzed in detail	11	[illegible]	3,506	10.7	

Commodity No.	KIND OF BUSINESS AND COMMODITY	ESTABLISHMENTS REPORTING COMMODITY DATA: Number	ESTABLISHMENTS REPORTING COMMODITY DATA: Net sales to ultimate consumers (add 000)	REPORTED SALES OF STATED COMMODITY: Amount (add 000)	REPORTED SALES OF STATED COMMODITY: Percent of net sales A (See note)	Percent of net sales B (See note)
	GROCERIES AND FOODS (SPECIALTY LINES) TRADES—Con.					
	Other Food and Grocery Specialties Trades—Con.					
41	Soaps	60	$278,569	$192,907	69.2	22.5
	Toilet soaps	52	276,293	47,566	17.2	
	Other soaps	56	[illegible]	145,341	52.3	---
42	Other chemicals and related products	76	312,468	17,230	5.5	2.[illegible]
81	Paper and products (except stationery and wallpaper)	7	22,965	6,450	28.2	.8
	All other commodities	-	-	16,372	-	1.7
	Service receipts	---	---	542	---	.1
	HARDWARE TRADES					
	Hardware Trades					
	All establishments 98; Sales $24,412,000; Commodity coverage 100.0 percent					
	Total analyzed	98	24,412	24,412	---	100.0
50	Hardware	98	24,412	23,671	97.0	97.0
	Builders' hardware	15	3,539	2,370	67.0	- -
	Heavy hardware	7	1,052	499	47.4	--
	Bolts, nuts, rivets, and screws	12	6,267	4,698	74.7	---
	Shelf or light hardware	6	1,865	316	16.9	---
	Tools and cutlery	46	10,774	8,851	82.2	---
	Other	32	8,567	6,537	76.3	---
	Not analyzed in detail	2	400	400	100.0	---
65	Iron and steel products - flat	3	773	109	14.1	.4
	All other commodities	---	--	632	---	2.6
	LUMBER AND CONSTRUCTION MATERIALS TRADES					
	Lumber Trade					
	All establishments 37; Sales $22,001,000; Commodity coverage 96.8 percent					
	Total analyzed	34	21,488	21,488		100.0
68	Iron and steel--wire and wire products	2	1,512	37	2.4	.2
72	Cement, lime, plaster, and stucco	2	1,512	20	1.3	
79	Logs, ties, pulpwood, etc.	5	[illegible]	710	[illegible]	3.3
80	Lumber--rough, dressed, and finished	24	[illegible]	19,827	92.3	92.3
84	Planing-mill products	4	4,508	225	5.0	1.1
85	Building materials (except as listed)	3	[illegible]	619	26.5	2.9
	All other commodities		--	49	---	[illegible]
	Millwork Trade					
	All establishments 37; Sales $11,[illegible]; Commodity coverage 69.5 percent					
	Total analyzed	26	7,927	7,927	---	100.0
84	Planing-mill products	26	7,927	7,895	99.6	99.6
	All other commodities	--	-	32	- -	.4
	Brick, Tile, and Terra Cotta Trade					
	All establishments 48; Sales $[illegible]; Commodity coverage 100.0 percent					
	Total analyzed	48	9,637	9,637	- -	100.0
46	China, glassware, and crockery	4	1,298	310	23.9	4.[illegible]
73	Brick, tile, and terra cotta	46	6,637	6,058	91.3	91.3
74	Cement, lime, plaster, and stucco	4	671	122	14.0	1.8

MANUFACTURERS' SALES BRANCHES (WITH STOCKS)

TABLE 8A.—COMMODITY SALES, BY KINDS OF BUSINESS—Continued

UNITED STATES SUMMARY

No.	KIND OF BUSINESS AND COMMODITY	ESTABLISHMENTS REPORTING COMMODITY DATA: Number	REPORTED SALES OF STATED COMMODITY: Amount	Percent	Percent of Total Reported Sales
	LUMBER AND CONSTRUCTION MATERIALS TRADES—Con.				
	Brick, Tile, and Terra Cotta Trade—Con.				
77	Sand, gravel, and crushed stone	8	$484	37	1.5 .1
78	Building materials (except as listed)	2	456	90	19.7 1.4
	All other commodities		-	50	.7
	Cement, Lime, and Plaster Trade	(Insufficient sample)			
	Glass Trade				
	All establishments 79; Sales $54,294,000; Commodity coverage 98.1 percent				
	Total analyzed	79	54,294	54,294	- 100.0
4[illegible]	Oils, vegetable	66	51,557	849	1.6 1.5
	Cottonseed, linseed, etc	65	[illegible]	804	1.6
	Essential oils	8	969	35	3.5 -
4[illegible]	Paints and varnishes	72	[illegible]	10,767	[illegible] 19.9
76	Paper, sheet and containers	79	54,294	42,531	78.3 78.3
	Sheet plants	74	[illegible]	42,184	78.3
	Not analyzed in detail	7	408	347	85.0 -
4[illegible]	Wallpaper	6	2,278	97	4.3 .2
4[illegible]	Building materials (except as listed)	2	408	40	9.8 .1
	All Other Lumber and Construction Materials Trades				
	All establishments 95; Sales $104,932,000; Commodity coverage 82.8 percent				
	Total analyzed	74	86,829	86,829	--- 100.0
34	Other dry goods and textile products	14	36,190	639	1.8 .7
35	Automotive supplies	2	18,057	196	1.1 .2
37	Drugs and drug sundries	6	19,795	595	3.0 .7
4[illegible]	Paints and varnishes	3	9,047	373	4.1 .4
46	House furnishings (linoleum, felt base, etc.)	14	20,641	7,119	34.5 8.2
51	Plumbing, heating, and air conditioning	2	3,902	675	17.2 .8
56	Industrial equipment and supplies	17	56,592	12,473	22.0 14.3
	Belting, hose, packing, etc	13	41,081	2,133	5.2 --
	Other industrial equipment	17	56,592	10,274	18.2 -
62	Building metal work	17	51,261	1,908	3.7 2.2
	Metal lath	17	51,261	1,665	3.2
	Other building metal work	3	9,047	243	2.7 ---
70	Brick, tile, and terra cotta	13	32,580	2,494	7.7 2.9
71	Building stone, slate, and concrete products	7	1,787	556	31.1 .6
72	Cement, lime, plaster, and stucco	7	14,881	4,085	[illegible] 4.7
73	Glass, sheet	6	19,795	[illegible]	16.4 3.7
77	Sand, gravel, and crushed stone	5	878	797	90.8 .9
80	Building materials (except as listed)	61	79,636	35,505	44.6 40.9
	All other commodities	-	---	16,239	-- 18.8
	MACHINERY—EQUIPMENT—SUPPLIES TRADES				
	Office Machines and Equipment Trade				
	All establishments [illegible]; Sales $64,4[illegible]; Commodity coverage 63.1 percent				
	Total analyzed	9[illegible]	5[illegible]	[illegible]	100.0
4[illegible]	Furniture, wooden and metal	10	2,442	[illegible]	66.6 3.1
	Metal furniture	5	[illegible]	[illegible]	[illegible] -
	Office and store furniture, metal	10	2,442	[illegible]	64.0 --
56	Office and store equipment and supplies	4[illegible]	47,801	[illegible]	74.6 66.9
	Office machines and equipment	473	47,008	[illegible]	74.1 ---
	Store machines	2	2,069	21	1.0 --
	Not analyzed in detail	1	793	793	100.0 --
	MACHINERY—EQUIPMENT—SUPPLIES TRADES—Con.				
	Office Machines and Equipment Trade—Con.				
62	Building metal work	[illegible]	[illegible]	[illegible]	[illegible] 1.5
63	Stationery and supplies	14	4,780	2,999	[illegible] 5.6
	All other commodities	-	-	[illegible]	--- .7
	Service receipts	415	42,824	11,849	27.7 [illegible]
	Restaurant and Hotel Supply Houses	(Insufficient sample)			
	Garage and Filling Station Equipment Trade				
	All establishments [illegible]; Sales $9,291,000; Commodity coverage 100.0 percent				
	Total analyzed	6[illegible]	9,291	9,291	--- 100.0
56	Industrial equipment and supplies	2[illegible]	4,710	2,540	53.9 27.3
	Materials handling equipment	11	2,488	2,298	92.2 - -
	Other industrial equipment	17	2,122	245	11.0 ---
57	Industrial machinery	12	3,197	295	9.2 3.2
	Road-building machinery	10	2,455	190	7.8 ---
	Oil well and oil refining	2	762	103	13.5 ---
58	Office and store equipment and supplies: Garage and filling station equipment	4[illegible]	6,405	5,534	86.4 59.6
62	Building metal work	2	762	395	51.8 4.3
	All other commodities	-	---	529	5.6
	Store Machines Trade				
	All establishments 14; Sales $1,272,000; Commodity coverage 100.0 percent				
	Total analyzed	14	1,272	1,272	- 100.0
58	Office and store equipment and supplies: Store machines	14	1,272	1,272	100.0 100.0
	Store Fixtures and Equipment Trade				
	All establishments 119; Sales $7,178,000; Commodity coverage 98.3 percent				
	Total analyzed	118	7,178	7,178	-- 100.0
45	Radios, appliances, and specialties	4	761	65	8.5 .9
58	Office and store equipment and supplies	117	6,916	6,848	99.0 95.4
	All other commodities		---	[illegible]	--- 3.7
	All Other Commercial Equipment and Supplies Trades				
	All establishments [illegible]; Sales $40,984,000; Commodity coverage 98.0 percent				
	Total analyzed	107	40,984	40,984	--- 100.0
58	Office and store equipment and supplies	90	37,724	[illegible]	[illegible] 24.0
	Office machines and equipment	58	36,492	8,632	[illegible] -
	Store machines	21	18,787	[illegible]	.5
	Store fixtures and equipment	7	413	413	100.0 -
	Not analyzed in detail	6	819	720	87.9 ---
88	Cameras and supplies	16	2,057	1,094	53.2 2.7
99	Miscellaneous commodities	4	1,396	1,225	97.5 3.0
	Service receipts	82	39,189	[illegible]	73.5 70.3

MANUFACTURERS' SALES BRANCHES (WITH STOCKS)

TABLE 8A.—COMMODITY SALES, BY KINDS OF BUSINESS Continued

UNITED STATES SUMMARY

Code	KIND OF BUSINESS AND COMMODITY	ESTABLISHMENTS REPORTING COMMODITY DATA		REPORTED SALES OF LISTED COMMODITY		
	MACHINERY—EQUIPMENT—SUPPLIES TRADES—Con.					
	Dairy Equipment Trade	(Insufficient sample)				
	Farm Implements Trade	(Insufficient sample)				
	Farm Machinery and Equipment Trade					
	All establishments [illegible]					
	Sales [illegible]					
	Commodity coverage [illegible] percent					
	Total analyzed	169	$127,937	$127,937	-	100.0
25	Automobiles and other motor vehicles	44	[illegible]	71,621	57.9	24.7
	Tractors	45	52,366	71,166	58.8	---
	Other	---	---	471		---
51	Plumbing, heating, and air conditioning	5	1,499	659	44.0	.5
55	Farm and garden machinery and equipment	165	127,728	93,000	72.8	72.7
	Farm machinery and equipment	163	125,838	91,747	72.9	
	Garden equipment and supplies	3	1,611	2,[illegible]	1.9	--
	Not analyzed in detail	12	1,899	1,[illegible]	64.3	--
57	Industrial machinery	33	34,039	780	2.3	.6
	Road-building machinery	17	21,268	629	2.9	-
	Other industrial machinery	16	12,771	171	1.3	
65	Iron and steel products—flat	2	2,056	696	33.7	.5
66	Iron and steel pipe	3	2,056	121	5.9	.1
69	Percent-name merchandise	2	1,978	41	2.1	[illegible]
	All other commodities	---	---	1,023	---	.9
	Belting, Hose, and Packing Trade					
	All establishments 153					
	Sales $44,[illegible]					
	Commodity coverage [illegible] percent					
	Total analyzed	130	44,350	44,350	---	100.0
27	Clothing and furnishings, men's and boys'	6	10,574	381	3.6	.9
28	Clothing and accessories, women's and children's	2	9,162	315	3.4	.7
32	Shoes and other footwear	6	15,174	2,246	21.2	5.1
36	Automotive supplies	12	9,544	2,142	22.4	4.8
37	Drugs and drug sundries	2	9,182	187	2.0	.4
43	Marine supplies and electrical construction materials	4	9,837	664	6.8	1.5
45	Operating [illegible]	2	9,182	156	1.7	.4
54	Industrial equipment and supplies	124	44,350	36,944	82.3	83.3
	Belting, hose, packing, etc.	124	44,350	36,726	82.8	--
	[illegible]	2	9,578	17	.2	---
	[illegible]			[illegible]	-	---
7[illegible]	Other and [illegible]	2	2,360	186	7.9	.4
8[illegible]	[illegible]	19	[illegible]	555	23.[illegible]	1.3
	All other commodities	--	---	574	---	1.2
	Construction Machinery and Equipment (Except Road Building) Trade					
	All establishments [illegible]					
	Sales $[illegible]					
	Commodity coverage 100.0 percent					
	Total analyzed	6	[illegible]	7,590	---	[illegible]
57	Industrial machinery					
	[illegible] machinery and road-[illegible]	6	7,590	7,590	100.0	100.0
	Road Building Machinery and Equipment Trade	(Insufficient sample)				

Code	KIND OF BUSINESS AND COMMODITY	ESTABLISHMENTS REPORTING COMMODITY DATA		REPORTED SALES OF LISTED COMMODITY		
	MACHINERY—EQUIPMENT—SUPPLIES TRADES—Con.					
	Machine Tools Trade					
	All establishments [illegible]					
	Sales $19,[illegible]					
	Commodity coverage 100.0 percent					
	Total analyzed		$18,699	$18,699	--	100.0
56	Industrial equipment and supplies:					
	Metal-working tools	2[illegible]	15,753	14,537	92.3	77.7
57	Industrial machinery:					
	Machine tools (power-driven)	41	5,272	3,985	75.6	21.3
	Other [illegible]	---	--	177	--	1.0
	Mine and Mill Supply Houses					
	All establishments 63					
	Sales $29,812,000					
	Commodity coverage 99.7 percent					
	Total analyzed	6[illegible]	29,712	29,712	-	100.0
56	Industrial equipment and supplies	4	60[illegible]	534	87.8	1.8
57	Industrial machinery	53	28,214	29,178	99.7	98.1
	Mining, quarrying, etc.	50	29,104	26,124	89.9	--
	Oil-well and oil-refining	2	1,487	[illegible]	8.0	--
	Other industrial machinery	15	4,086	2,856	70.2	--
	Service receipts	2	297	40	13.5	.1
	Oil Well Supply Houses					
	All establishments 324					
	Sales $56,603,000					
	Commodity coverage 92.9 percent					
	Total analyzed	283	54,47[illegible]	54,470	--	100.0
56	Industrial equipment and supplies	2	1,481	1,042	70.4	1.9
57	Industrial machinery	276	49,2[illegible]	47,919	97.4	88.0
	Mining, quarrying, etc.	4	1,045	1,045	100.0	---
	Oil-well and oil-refining	271	46,799	46,509	99.4	--
	Other	--	---	365	---	--
74	Crude nonmetallic minerals and products	4	5,194	5,194	100.0	[illegible]
	All other commodities	---	---	159		.3
	Service receipts	--	-	159	--	.3
	Power Plant and Power Transmission Equipment and Supplies Trade					
	All establishments [illegible]					
	Sales $36,[illegible]					
	Commodity coverage 99.8 percent					
	Total analyzed	64	35,245	35,245	--	100.0
56	Automotive supplies	5[illegible]	[illegible]	[illegible]	49.1	[illegible]
44	Industrial apparatus and equipment	16	[illegible]	1,[illegible]	8.5	4.[illegible]
45	Radios, appliances, and specialties	1[illegible]	[illegible]	1[illegible]	.7	.4
51	Plumbing, heating, and air conditioning	[illegible]	[illegible]	[illegible]	1.7	.9
	Air-conditioning equipment	14	19,494	[illegible]	1.6	---
	Gas fittings, valves, [illegible]	2	174	24	[illegible]	
55	Farm and garden machinery and equipment	16	20,492	2,196	10.7	6.2
56	Industrial equipment and supplies	72		13,871	[illegible]	39.4
	Welding, cutting, packing, etc.	[illegible]	[illegible]	[illegible]	[illegible]	[illegible]
	Mechanical power transmission equipment	57	12,30[illegible]		87.3	
	Metal-working equipment	[illegible]	2,006			
	Other industrial equipment				13.3	
57	Industrial machinery	2[illegible]	[illegible]			42.1
	Motors, heavy, and [illegible]					
	Power-plant machinery (except electrical)					

[illegible]

[illegible]

[illegible] Less than one-tenth of one percent.

MANUFACTURERS' SALES BRANCHES (WITH STOCKS)

TABLE 8A.—COMMODITY SALES, BY KINDS OF BUSINESS—Continued

UNITED STATES SUMMARY

No.	Kind of business and commodity	Establishments reporting commodity data: Number	Establishments reporting commodity data: Sales (add 000)	Reported sales of stated commodity: Amount (add 000)	Reported sales of stated commodity: Percent of total sales	Percent of total sales (B Section)
	MACHINERY—EQUIPMENT—SUPPLIES TRADES—Con.					
	Power Plant and Power Transmission Equipment and Supplies Trade—Con.					
32	Railroad equipment and supplies	26	41,[illegible]	[illegible]	4.1	1.[illegible]
33	Second-hand merchandise	15	20,116	196	1.0	.6
	All other commodities	---	-	482	-	1.4
	Service receipts	19	21,[illegible]	[illegible]	1.7	1.0
	Printing and Lithographing Machinery Equipment and Supplies (Except Paper) Trade					
	All establishments [illegible]	1[illegible]				
	Sales [illegible]	[illegible]				
	Commodity coverage.... 97.2 percent					
	Total analyzed	194	37,630	[illegible]		100.0
50	Industrial equipment and supplies: printing equipment and supplies (except paper)	60	18,937	[illegible]	89.4	[illegible]
57	Industrial machinery (printing)	68	18,195	[illegible]	[illegible]	[illegible]
58	Office and store equipment and supplies	42	3,294	[illegible]	[illegible]	3.9
	All other commodities	-	1	[illegible]		6.9
	Service receipts	[illegible]	6,419	115	1.8	.3
	Rope, Cordage, and Twine Trade					
	All establishments	[illegible]				
	Sales	[illegible]				
	Commodity coverage.. 100.0 percent					
	Total analyzed	[illegible]	8,477	8,477	---	[illegible]
56	Industrial equipment and supplies	[illegible]	8,477	8,144	96.1	96.1
	Rope, cordage, and twine	[illegible]	[illegible]	7,977	94.1	---
	Other	---		167	-	--
	All other commodities	---		[illegible]	-	3.9
	Textile Machinery and Equipment Trade					
	All establishments	[illegible]				
	Sales	[illegible]				
	Commodity coverage.. 100.0 percent					
	Total analyzed	[illegible]	[illegible]	[illegible]	---	[illegible]
57	Industrial machinery (textile)	[illegible]	[illegible]	[illegible]	[illegible]	[illegible]
	All Other Industrial Machinery Equipment and Supplies Trades					
	All establishments	[illegible]				
	Sales	[illegible]				
	Commodity coverage.... 89.6 percent					
	Total analyzed	417	147,[illegible]	147,575	-	[illegible]
27	Clothing and furnishings, men's and boys':					
	Work clothing	4	[illegible]	[illegible]	50.6	.1
34	Other dry goods and textile products	5	2,064	[illegible]	[illegible]	1.2
36	Automotive supplies	17	13,535	[illegible]	19.7	1.8
42	Other chemicals and related products	16	[illegible]	819	[illegible]	[illegible]
44	Electrical apparatus and equipment	[illegible]	[illegible]	[illegible]	[illegible]	.2
50	Hardware	26	4,957	[illegible]	57.4	1.9
51	Lighting, heating, and air conditioning:	20	1,351	[illegible]	[illegible]	4.4
	Air-conditioning equipment	1[illegible]	14,[illegible]	[illegible]	35.9	
	All burners		1,[illegible]	[illegible]		
	Gas fittings, valves, radiators, etc.	7	1,[illegible]	987	72.8	
55	Farm and garden machinery and equipment	1	13,999	470	3.4	[illegible]
	MACHINERY—EQUIPMENT—SUPPLIES TRADES—Con.					
	All Other Industrial Machinery Equipment and Supplies Trades—Con.					
58	Industrial equipment and supplies	[illegible]	[illegible]	[illegible]	67.3	[illegible]
	Spring, wire, packing, etc.	[illegible]	1,100	84	[illegible]	
	Mechanical power transmission equipment	[illegible]	[illegible]	418	[illegible]	---
	Metal-working tools	[illegible]	[illegible]	4,430	64.1	---
	Materials-handling equipment	[illegible]	[illegible]	1,511	49.7	---
	Other	---	---	48,399	---	---
	Not analyzed in detail	--	---	[illegible]	---	-
57	Industrial machinery	143	76,325	66,118	[illegible]	..
	Road-building machinery	1[illegible]	18,670	[illegible]	3.7	---
	Machine tools, power-driven	[illegible]	1,[illegible]	107	6.7	-
	Mining, quarrying, etc.	[illegible]	[illegible]	[illegible]	[illegible]	--
	Oil well and oil refining	17	17,200	708	4.1	---
	Power-plant machinery (except electrical)	[illegible]	19,739	3,947	[illegible]	--
	Textile machinery	6	2,734	[illegible]	92.0	---
	Other	---	---	[illegible]		--
	Not analyzed in detail	6	2,649	1,660	62.7	---
	Office and store equipment and supplies	17	[illegible]	95	[illegible]	.1
[illegible]	[illegible] equipment and supplies	18	19,757	360	1.8	.2
61	Surgical and hospital equipment	6	200	143	[illegible]	1
	Iron and steel [illegible] other than flat and wire	7	1,062	[illegible]	77.8	[illegible]
[illegible]	Other non-ferrous metals (except precious)	[illegible]	[illegible]	1,142	[illegible]	.8
[illegible]	Jewelry, silverware, etc.	4	1,896	1,661	86.7	1.1
	Jewelry	[illegible]	1,[illegible]	555	[illegible]	--
	Precious stones and metals	[illegible]	1,896	1,126	59.4	-
[illegible]	Miscellaneous [illegible]	[illegible]	1,[illegible]	1,[illegible]	71.6	[illegible]
	All other commodities	-	--	3,776	---	2.4
	Service receipts	[illegible]	4,384	1,070	[illegible]	[illegible]
	Dental Supply Houses					
	All establishments	34				
	Sales		11,914,[illegible]			
	Commodity coverage.. 100.0 percent					
	Total analyzed	34	11,914	11,914	-	100.[illegible]
[illegible]	Dental equipment and supplies	34	11,914	11,685	98.1	98.1
	Service receipts	--	5,606	[illegible]	4.1	[illegible]
	School Equipment and Supplies Trade	(Insufficient sample.)				
	Surgical, Medical, and Hospital Equipment and Supplies Trade					
	All establishments	[illegible]				
	Sales	[illegible]				
	Commodity coverage.... 94.8 percent					
	Total analyzed	176	24,906	[illegible]	--	100.0
[illegible]	Tools and drug sundries	36	7,[illegible]	5,060	69.1	[illegible]
	Drugs, chemicals, and [illegible]	[illegible]	5,342	4,575	85.6	-
	Pharmaceutical [illegible]	-	--	485	-	--
[illegible]	Hospital, industrial [illegible]	[illegible]	2,009	205	10.2	.8
[illegible]	[illegible]	1	1,094	761	69.6	3.1
	[illegible]	125	14,739	[illegible]	97.4	57.7
[illegible]	Other machines	-	---	[illegible]		17.8
	Service receipts	--	5,164	[illegible]	1.3	.3

MANUFACTURERS' SALES BRANCHES (WITH STOCKS)

TABLE 8A. COMMODITY SALES, BY KINDS OF BUSINESS—Continued

UNITED STATES SUMMARY

Commodity No.	KIND OF BUSINESS AND COMMODITY	ESTABLISHMENTS REPORTING COMMODITY DATA: Number	ESTABLISHMENTS REPORTING COMMODITY DATA: Sales	REPORTED SALES OF STATED COMMODITY: Amount	REPORTED SALES OF STATED COMMODITY: Percent of total sales of stated commodity	Percent of total sales of stated commodity
	MACHINERY—EQUIPMENT—SUPPLIES TRADES—Con.					
	All Other Professional Equipment and Supplies Trades					
	All establishments ... 79; Sales ... $1,142,000; Commodity coverage ... 98.7 percent					
	Total analyzed	64	38,412	26,941	-	100.0
37	Drugs and drug sundries	10	1,125	939	83.5	10.5
42	Other chemicals and related products	23	1,129	1,119	100.0	12.0
61	Surgical and hospital equipment	5	465	76	16.3	.8
65	Cameras and supplies	14	495	498	100.0	5.4
	All other commodities	-	-	6,299	-	70.4
	Barber and Beauty Supply Houses					
	All establishments ... 18; Sales ... $3,484,000; Commodity coverage ... 100.0 percent					
	Total analyzed	18	3,484	3,484	-	100.0
37	Drugs and drug sundries	13	2,922	175	5.0	4.8
54	Barber and beauty parlor equipment	18	3,484	3,295	94.6	94.6
	All other commodities	--	--	13	-	.5
	Laundry and Dry Cleaning Equipment and Supplies Trade					
	All establishments ... 47; Sales ... $16,000,000; Commodity coverage ... 99.7 percent					
	Total analyzed	43	16,614	16,614		100.0
26	Confectionery and ice cream	2	3,[illegible]	570	16.7	3.4
11	Groceries (extracts and spices)	2	2,522	246	9.6	1.5
31	Piece goods (cotton)	16	4,242	762	18.0	4.7
34	Other dry goods and textile products	4	1,426	371	[illegible]	2.2
38	Chemicals, industrial and heavy	2	1,240	821	66.7	4.9
41	Soaps	4	[illegible]	984	16.4	5.7
42	Other chemicals and related products	24	[illegible]	2,[illegible]	58.4	16.[illegible]
57	Industrial machinery	2	[illegible]	2,496	96.6	57.[illegible]
58	Pumps and other equipment and supplies	2	490	70	7.0	.4
	All other commodities	--	-	342	---	[illegible]
	Service receipts	---	-	2	---	[illegible]
	Undertakers' Supplies Trade					
	All establishments ... 51; Sales ... $11,[illegible]; Commodity coverage ... 85.3 percent					
	Total analyzed	45	11,991	10,961		100.0
[illegible]	All other commodities	45	10,[illegible]	10,[illegible]	[illegible]	[illegible]
	Service receipts	7	4[illegible]	14	[illegible]	[illegible]
	Upholsterers' Supplies Trade					
	All establishments ... [illegible]; Sales ... [illegible]; Commodity coverage ... [illegible] percent					
	Total analyzed	[illegible]	[illegible]	11,[illegible]		[illegible]
[illegible]	[illegible]	26	[illegible]	10,430	[illegible]	[illegible]
[illegible]	[illegible]	22	[illegible]	[illegible]	[illegible]	[illegible]
[illegible]	[illegible]	[illegible]	[illegible]	[illegible]	[illegible]	[illegible]
[illegible]	[illegible]	[illegible]	[illegible]	[illegible]	[illegible]	[illegible]

Commodity No.	KIND OF BUSINESS AND COMMODITY	ESTABLISHMENTS REPORTING COMMODITY DATA: Number	ESTABLISHMENTS REPORTING COMMODITY DATA: Sales	REPORTED SALES OF STATED COMMODITY: Amount	REPORTED SALES OF STATED COMMODITY: Percent of total sales of stated commodity	Percent of total sales of stated commodity
	MACHINERY—EQUIPMENT—SUPPLIES TRADES—Con.					
	Upholsterers' Supplies Trade—Con.					
68	Iron and steel, wire and ware products	26	28,[illegible]	11,[illegible]	[illegible]	[illegible]
	All other commodities	[illegible]	[illegible]	[illegible]	[illegible]	[illegible]
	Miscellaneous Service Equipment and Supply Houses					
	All establishments ... 147; Sales ... $18,139,000; Commodity coverage ... 63.7 percent					
	Total analyzed	76	18,136	18,[illegible]	[illegible]	1[illegible]
30	Automotive supplies	[illegible]	1,[illegible]	[illegible]	[illegible]	[illegible]
37	Drugs and drug sundries	14	[illegible]	442	1.4	[illegible]
38	Chemicals, industrial and heavy	14	2,434	1,[illegible]	86.1	16.[illegible]
40	Paints and varnishes	14	2,434	1[illegible]	[illegible]	1.1
1[illegible]	Soaps	2	2,499	1[illegible]	[illegible]	1.5
4[illegible]	Other chemicals and related products	4	2,974	[illegible]	[illegible]	[illegible]
45	Radios, appliances, and specialties	14	[illegible],454	11[illegible]	4.7	[illegible]
56	Industrial equipment and supplies:	3[illegible]	[illegible]	[illegible]	[illegible]	[illegible]
	Welding, [illegible], packaging, etc.	[illegible]	[illegible]	16[illegible]	[illegible]	[illegible]
	Metal-working tools	[illegible]	[illegible],[illegible]	174	[illegible]	[illegible]
	Other industrial equipment	[illegible]	[illegible]	[illegible]	[illegible]	[illegible]
61	Paper and products (except stationery and wall paper)	61	3,752	[illegible]	[illegible]	[illegible]
65	Cameras and supplies	16	[illegible]	[illegible]	[illegible]	11.[illegible]
81	Jewelry, silver-ware, etc.	[illegible]	1,315	[illegible]	[illegible]	[illegible]
86	Optical goods (except photographic)	[illegible]	1,[illegible]	[illegible]	[illegible]	[illegible]
	All other commodities	--	---	[illegible]	[illegible]	[illegible]
	Service receipts	[illegible]	[illegible]	[illegible]	[illegible]	[illegible]
	Marine Equipment and Supplies Trade					
	All establishments ... 6; Sales ... $1,[illegible]; Commodity coverage ... [illegible] percent					
	Total analyzed	[illegible]	1,[illegible]	1,[illegible]	--	1[illegible]
31	Piece goods (cotton fabrics)	[illegible]	[illegible]	[illegible]	[illegible]	[illegible]
34	Other dry goods and textile products	4	1,450	112	[illegible]	[illegible]
5[illegible]	Hardware	[illegible]	[illegible]	[illegible]	[illegible]	[illegible]
56	Industrial equipment and supplies:					
	[illegible]	[illegible]	[illegible]	[illegible]	[illegible]	18.2
68	Iron and steel, wire and ware products	[illegible]	[illegible]	[illegible]	[illegible]	[illegible]
	All other commodities	[illegible]	[illegible]	[illegible]	[illegible]	[illegible]
	METALS AND METAL WORK (EXCEPT SCRAP) TRADES					
	Building Metal Work Trade					
	All establishments ... [illegible]; Sales ... $1,[illegible]; Commodity coverage ... [illegible] percent					
	Total analyzed	[illegible]	[illegible]	[illegible]	[illegible]	[illegible]
[illegible]	Plumbing, heating, steam [illegible]	[illegible]	[illegible]	189	[illegible]	[illegible]
60	Building metal work	[illegible]	17,066	16,186	94.6	[illegible]
	Ventilating and air-conditioning equipment	[illegible]	[illegible]	18	.8	[illegible]
	Metal roofing and siding	[illegible]	[illegible]	1,015	[illegible]	[illegible]
	Metal stairs, fire escapes, etc.	[illegible]	4,[illegible]	[illegible]	67.0	[illegible]
	Fabricated structural work	[illegible]	[illegible]	2,910	99.3	[illegible]
	Other work	[illegible]	[illegible]	1,550	[illegible]	[illegible]
	Other [illegible]	[illegible]	[illegible]	7,675	[illegible]	[illegible]
[illegible]	[illegible]	[illegible]	[illegible]	[illegible]	3.8	[illegible]
[illegible]	Iron and steel [illegible]	[illegible]	[illegible]	[illegible]	16.5	[illegible]
[illegible]	Iron and steel products	[illegible]	[illegible]	[illegible]	1.3	[illegible]
[illegible]	All other commodities	[illegible]	[illegible]	[illegible]	[illegible]	[illegible]

[illegible]

[illegible] Less than [illegible] percent

MANUFACTURERS' SALES BRANCHES (WITH STOCKS)

TABLE 8A. COMMODITY SALES, BY KINDS OF BUSINESS—Continued

UNITED STATES SUMMARY

NAICS Code	KINDS OF BUSINESS AND COMMODITY	ESTABLISHMENTS REPORTING COMMODITY DATA: Number	ESTABLISHMENTS REPORTING COMMODITY DATA: Sales	REPORTED SALES OF STATED COMMODITY: Value	REPORTED SALES OF STATED COMMODITY: Percent of total	Percent of other B Sales
	METALS AND METAL WORK (EXCEPT SCRAP) TRADES—Con.					
	Iron and Steel Products (General Line) Trade					
	All establishments	[illegible]				
	Sales	[illegible]				
	Commodity coverage	[illegible] percent				
	Total analyzed	64	$11,[illegible]	$11,[illegible]	--	[illegible]
36	Household, [illegible] and heavy	3	25,[illegible]	155	.5	.1
48	House furnishings	6	1,542	112	.3	.1
50	Hardware	12	19,[illegible]	657	4.6	.6
62	Building metal work	44	68,[illegible]	15,351	22.5	17.9
	Metal roofing and siding	17	11,[illegible]	1,[illegible]	12.8	-
	Fabricated structural work	[illegible]	[illegible]	[illegible]	[illegible]	-
	Metal lath	[illegible]	[illegible]	[illegible]	19.1	-
	Other building metal work	1[illegible]	[illegible]	379	.9	---
	Not analyzed in detail	14	23,519	10,204	43.4	- -
63	Other and products	6	50,347	135	.5	.2
64	Iron and steel products--semi-finished	1	71,354	3,108	4.4	[illegible]
	Coarse iron and steel	7	45,400	[illegible]	.1	
	Ingots, blooms, billets, and slabs	10	59,[illegible]	456	.8	
	Wire rods	5	47,[illegible]	156	.3	---
	Rough castings and foundry products	4	33,889	1,378	4.1	- -
	Pipe	[illegible]	37,450	[illegible]	.8	-
	[illegible]	---	---	806	-	- -
65	Iron and steel products--flat	4[illegible]	34,1[illegible]	33,456	39.[illegible]	[illegible]
	Plates	2[illegible]	79,501	6,176	7.8	- -
	Other [illegible]	1[illegible]	79,000	2,270	2.9	- -
	Tin [illegible]	[illegible]	7[illegible],[illegible]	[illegible],[illegible]	4.1	-
	[illegible]	[illegible]	[illegible],[illegible]	1,195	5.8	- -
	Black	1[illegible]	60,964	[illegible],936	14.7	-
	Sheets--galvanized or otherwise coated	[illegible]	[illegible]7,000	5,986	[illegible]	-
	Black plate	[illegible]	[illegible],941	163	.2	--
	Tin plate	[illegible]	46,158	4,308	[illegible]	
	Other	[illegible]	[illegible]	1,513	[illegible]	
66	Iron and steel products--other than flat and wire	4[illegible]	[illegible],[illegible]	15,394	[illegible]	[illegible]
	Seven wire fence	1[illegible]	55,562	1,[illegible]	[illegible]	---
	Ferrous pipe and fittings	[illegible]	46,793	[illegible]	[illegible]	-
	Barbed and twisted wire	1	[illegible]	[illegible]	[illegible]	
	Nails (including staples and tacks)	[illegible]	[illegible]	3,974	[illegible]	--
	Wire rope and cable except insulated	[illegible]	51,688	[illegible]	[illegible]	---
	Strand, galvanized	[illegible]	45,288	72	[illegible]	---
	Reinforcement mesh	1[illegible]	[illegible]	[illegible]	[illegible]	---
	Drawn wire	1[illegible]	[illegible]	1,955	[illegible]	-
	Other	1[illegible]	[illegible]	484	[illegible]	---
	Not analyzed in detail	11	23,519	5,765	[illegible]	---
67	Iron and steel finished products--other than flat and wire	55	108,014	[illegible]	27.3	[illegible]
	Rails, tie plates, splice bars, etc.	15	[illegible]	1,444	2.5	-
	Bars and small shapes except reinforcing	[illegible]	[illegible]	9,555	12.1	
	Concrete reinforcing bars, all types	[illegible]	[illegible]	[illegible]	2.5	-
	Structural shapes	[illegible]	[illegible]	5,956	9.4	
	Piling and bearing piles	[illegible]	[illegible]	[illegible]	.9	-
	Steel pipe	[illegible]	64,396	5,829	[illegible]	-
	Seamless steel tubing	[illegible]	[illegible]	2,862	[illegible]	
	Other	[illegible]	[illegible]	3,181	[illegible]	-
	Not analyzed in detail	19	[illegible]	[illegible]	32.1	--
87	Building materials (except as listed)	1[illegible]	[illegible]	[illegible]	[illegible]	.4
	All other products	---	--	[illegible]		1.0
	Iron and Steel Products (Semi-finished) Trade					
	All establishments	[illegible]				
	Sales	[illegible]				
	Commodity coverage	[illegible] percent				
	Total analyzed	2	[illegible]	[illegible]	-	[illegible]
64	Iron and steel products--semi-finished	2	[illegible]	[illegible]	[illegible]	[illegible]

NAICS Code	KINDS OF BUSINESS AND COMMODITY	ESTABLISHMENTS REPORTING COMMODITY DATA: Number	ESTABLISHMENTS REPORTING COMMODITY DATA: Sales	REPORTED SALES OF STATED COMMODITY: Value	REPORTED SALES OF STATED COMMODITY: Percent of total	Percent of other B Sales
	METALS AND METAL WORK (EXCEPT SCRAP) TRADES—Con.					
	Iron and Steel Products (Flat) Trade					
	All establishments	42				
	Sales	$34,121,[illegible]				
	Commodity coverage	1[illegible] percent				
	Total analyzed	42	$34,121	$34,121	--	100.0
51	Plumbing, heating, and air conditioning	2	439	44	10.0	.1
62	Building metal work	5	671	159	23.7	.5
64	Iron and steel products--semi-finished	5	12,125	4,117	34.0	12.1
	Ingots, blooms, billets, and slabs	2	8,868	1,640	18.5	--
	[illegible]	-	-	2,477	---	---
65	Iron and steel products--flat	34	30,308	22,8[illegible]	75.3	66.9
	Plates	3	12,125	4,871	40.2	---
	Tin-plate [illegible]	15	17,123	4,915	28.7	-
	Black--cold-rolled	18	16,011	7,835	48.9	---
	Sheets--continuous-mill	2	4,461	1,166	26.1	---
	Sheets--hand-mill	3	4,556	165	3.6	---
	Sheets--galvanized or otherwise coated	7	5,583	2,459	45.7	---
	Other	6	2,568	1,163	20.9	---
	Not analyzed in detail	7	246	245	[illegible]	- -
66	Iron and steel--wire and wire products	4	8,398	255	3.0	.7
67	Iron and steel finished products--other than flat and wire	9	10,107	2,574	25.5	7.5
	All other commodities	-	-	3,863	---	11.4
	Service receipts	---	---	286	---	.8
	Wire and Wire Products Trade					
	All establishments	104				
	Sales	$152,539,000				
	Commodity coverage	99.2 percent				
	Total analyzed	99	151,141	151,141	---	100.0
45	Chemicals, industrial and heavy	10	63,560	206	.3	.1
48	Wiring supplies and electrical construction materials	28	96,114	9,335	9.7	6.[illegible]
	Internal [illegible]	16	83,471	4,094	4.9	--
	Outside [illegible]	18	83,471	2,540	3.0	---
	Not analyzed in detail	10	12,641	2,701	21.4	---
50	Hardware	11	7,391	1,453	19.7	1.0
	Wire screening	9	6,430	1,322	20.6	- -
	Other	- -	---	131	---	---
62	Copper and products	28	96,112	3,120	3.2	2.1
64	Iron and steel products--semi-finished	20	93,066	10,139	10.9	6.7
	Scrap iron and steel	5	60,919	90	.2	---
	Ingots, blooms, billets, and slabs	8	40,999	1,689	4.1	--
	Wire rods	19	7[illegible],569	[illegible]	9.4	---
	Other		---	1,551	--	---
65	Iron and steel products--flat	32	97,234	17,[illegible]15	14.[illegible]	[illegible]
	Tin-plate products	9	49,324	777	1.1	---
	Black--cold-rolled	16	61,715	10,200	12.3	---
	Black--galvanized or otherwise coated	12	79,230	1,091	1.4	---
	Other	---	- -	1,847	---	---
66	Iron and steel--wire and wire products	96	147,495	102,195	69.[illegible]	67.[illegible]
	Seven wire fence	29	11[illegible],908	10,[illegible]0	9.5	- -
	Fence posts and fittings	23	87,276	1,006	1.2	---
	Barbed and twisted wire	26	98,748	[illegible],977	[illegible]	---
	Nails (including staples and tacks)	29	98,816	11,813	12.0	---
	Wire rope and cable except insulated	57	118,399	27,886	23.6	- -
	Strand, galvanized	22	80,470	1,195	1.4	---
	Reinforcement mesh	24	97,301	4,308	4.4	
	Drawn wire	45	111,[illegible]	26,182	23.5	---
	Other	55	120,[illegible]	13,[illegible]	11.0	---
	Not analyzed in detail	5	486	486	100.0	---
67	Iron and steel finished products--other than flat and wire	29	99,547	10,558	10.6	7.0
	Rails, tie plates, splice bars, etc.	2	90.	3[illegible]	4.1	---
	Bars and small shapes except reinforcing	16	80,739	1,696	2.1	---
	Concrete reinforcing bars, all types	7	51,[illegible]68	21[illegible]	.4	---
	Structural shapes	2	1,054	33	3.1	- -
	Seamless steel tubing	6	16,541	6,167	43.[illegible]	- -
	Other	16	68,[illegible]89	411	.6	---
	All other commodities	---	---	179	---	.1
	Service receipts	[illegible]	[illegible],430	47	.1	.1

[illegible]

[illegible]

1 Less than one-tenth of one percent.

MANUFACTURERS' SALES BRANCHES WITH STOCKS

TABLE 8A. COMMODITY SALES, BY KINDS OF BUSINESS—Continued

UNITED STATES SUMMARY

SIC	KIND OF BUSINESS AND COMMODITY	[illegible]	[illegible]	[illegible]	[illegible]	[illegible]
	METALS AND METAL WORK (EXCEPT SCRAP) TRADES—Con.					
	Iron and Steel Finished Products (N.E.C.) Trade					
	All establishments	[illegible]				
	Sales	$22,986,000				
	Commodity coverage 100.4 percent					
	Total analyzed	[illegible]	[illegible]	[illegible]	[illegible]	[illegible]
56	Hardware	[illegible]	[illegible]	[illegible]	[illegible]	[illegible]
51	Plumbing, heating, and air conditioning	[illegible]	[illegible]	[illegible]	[illegible]	[illegible]
56	Industrial equipment and supplies	[illegible]	[illegible]	[illegible]	[illegible]	[illegible]
62	Building metal work (structural iron)	[illegible]	[illegible]	[illegible]	[illegible]	[illegible]
65	Iron and steel products (N.E.C.)	[illegible]	[illegible]	1,[illegible]	1.9	[illegible]
	Plates	[illegible]	2,315	[illegible]	[illegible]	[illegible]
	Strip—hot-rolled	4	[illegible]	[illegible]	[illegible]	[illegible]
	Strip—cold-rolled	[illegible]	2,701	166	[illegible]	[illegible]
	Sheet—galvanized or otherwise coated	[illegible]	[illegible]	[illegible]	[illegible]	[illegible]
	Other	[illegible]	2,701	[illegible]	[illegible]	---
66	Iron and steel—wire and wire products	4	[illegible]	[illegible]	[illegible]	---
	Woven wire fence	[illegible]	[illegible]	[illegible]	[illegible]	---
	Barbed and twisted wire	[illegible]	2,315	[illegible]	[illegible]	---
	Nails (including staples) and tacks	[illegible]	[illegible]	16	[illegible]	---
	Strand, galvanized	[illegible]	1,182	4	[illegible]	---
	Drawn wire	4	[illegible]	46	1.9	---
	Other	[illegible]	[illegible]	[illegible]	[illegible]	---
67	Iron and steel finished products—other than flat and wire	4[illegible]	[illegible]	21,[illegible]	[illegible]	[illegible]
	Rails, tie plates, splice bars, etc.	[illegible]	[illegible]	121	.5	---
	Bars and small shapes (except reinforcing)	[illegible]	5,016	1,[illegible]	[illegible]	---
	Concrete reinforcing bars, all types	[illegible]	[illegible]	7,117	49.[illegible]	---
	Structural shapes	[illegible]	[illegible]	[illegible]	[illegible]	---
	Cast-iron pipe	15	3,417	2,048	59.9	---
	Steel pipe	[illegible]	[illegible]	[illegible]	[illegible]	---
	Seamless steel tubing	1[illegible]	8,301	[illegible]	44.9	---
	Other	[illegible]	5,167	2,930	[illegible]	---
	All other commodities	---		[illegible]	-	[illegible]
	Service receipts	---		[illegible]	---	[illegible]
	Copper Trade					
	All establishments	28				
	Sales	$42,023,000				
	Commodity coverage 100.0 percent					
	Total analyzed	28	[illegible]	42,023	---	[illegible]
43	Wiring supplies and electrical construction materials	[illegible]	[illegible]	969	[illegible]	[illegible]
	Interior	[illegible]	29,439	[illegible]	[illegible]	---
	Outside	[illegible]	[illegible]	11	[illegible]	---
	Lighting fixtures	[illegible]	32,877	388	[illegible]	---
50	Hardware (bolts, nuts, etc.)	[illegible]	32,976	159	[illegible]	[illegible]
51	Plumbing, heating, and air conditioning	[illegible]	[illegible]	1,[illegible]	[illegible]	4.9
	Pipe fittings, valves, brass goods, etc.	[illegible]	[illegible]	[illegible]	[illegible]	[illegible]
	Plumbing fixtures, equipment, and supplies	18	[illegible]	[illegible]	[illegible]	[illegible]
	Other	[illegible]	---	47		---
57	Copper and products	[illegible]	42,023	[illegible]	[illegible]	[illegible]
	All other commodities	[illegible]	---	3,808	---	[illegible]
	All Other Metals and Metal Work Trades					
	All establishments	[illegible]				
	Sales	[illegible]				
	Commodity coverage 100.0 percent					
	Total analyzed	6[illegible]	[illegible]	[illegible]	---	[illegible]
39	Oils (cottonseed, linseed, etc.)	[illegible]	13,[illegible]	1,[illegible]	10.[illegible]	[illegible]
40	Paints and varnishes	[illegible]	12,198	3,[illegible]	27.1	[illegible]
42	Other chemicals and related products	[illegible]	14,[illegible]	3,238	[illegible]	[illegible]
44	Electrical apparatus and equipment	[illegible]	[illegible]	[illegible]	5.1	[illegible]
50	Hardware (bolts, nuts, etc.)	[illegible]	6,716	884	9.7	[illegible]
51	Plumbing, heating, and air conditioning	[illegible]	[illegible]	885	10.6	[illegible]

SIC	KIND OF BUSINESS AND COMMODITY	[illegible]	[illegible]	[illegible]	[illegible]	[illegible]
	METALS AND METAL WORK (EXCEPT SCRAP) TRADES—Con.					
	All Other Metals and Metal Work Trades—Con.					
	Tin and tin plate		[illegible]	[illegible]	[illegible]	[illegible]
	Total [illegible] and zinc	[illegible]	[illegible]	[illegible]	[illegible]	19.8
	Total [illegible] metals					
	Other	[illegible]	[illegible]	[illegible]	[illegible]	[illegible]
47	Scrap, waste, and junk (metal)	[illegible]	[illegible]	[illegible]	[illegible]	[illegible]
[illegible]	Junk and scrap (except rags)	[illegible]	[illegible]	[illegible]	[illegible]	[illegible]
	All other commodities			[illegible]	[illegible]	[illegible]
	PAPER AND ITS PRODUCTS TRADES					
	Wrapping or Coarse Paper and Products Trade					
	All establishments	[illegible]				
	Sales	$1[illegible],[illegible]				
	Commodity coverage [illegible] percent					
	Total analyzed	14[illegible]	124,[illegible]	124,[illegible]	[illegible]	[illegible]
[illegible]	Chemicals, industrial and heavy	[illegible]	[illegible]	1,479	[illegible]	[illegible]
56	Industrial equipment and supplies	[illegible]	[illegible]	1,839	4.9	[illegible]
	Rope, twine, and twine	[illegible]	[illegible]	1,378	3.8	
	Other industrial equipment	7	1,736	461	[illegible]	
[illegible]	Office and store equipment and supplies	1[illegible]	1,019	87	8.5	[illegible]
61	Paper and products (except stationery and wallpaper)	145	124,[illegible]	[illegible]	93.0	[illegible]
	Printing and writing papers	[illegible]	86,604	[illegible]	42.3	---
	Industrial and wrapping	[illegible]	59,729	7,821	13.1	---
	Wrapping or paper sacks	[illegible]	100,576	[illegible]	[illegible]	---
	Paper products such as bags, boxes, cups, dishes, etc.	[illegible]	94,466	40,925	[illegible]	---
	Not analyzed [illegible]	14	[illegible]	4,749	[illegible]	---
[illegible]	Stationery and [illegible]	[illegible]	[illegible]	[illegible]	[illegible]	[illegible]
	Commercial stationery	[illegible]	[illegible]	[illegible]	7.1	---
	Personal stationery	11	17,130	[illegible]	[illegible]	---
67	Building materials (except as listed)	1[illegible]	[illegible]	[illegible]	3.0	[illegible]
	All other commodities	---		[illegible]		1.[illegible]
	Service receipts	[illegible]	[illegible]	18	[illegible]	[illegible]
	PETROLEUM AND ITS PRODUCTS TRADE					
	Petroleum and Its Products Trade					
	All establishments	[illegible]				
	Sales	[illegible]				
	Commodity coverage 100.0 percent					
	Total analyzed	50	[illegible]	[illegible]	---	[illegible]
40	Paints and varnishes	7	[illegible]	[illegible]	[illegible]	[illegible]
41	Oils	[illegible]	7,468	[illegible]	[illegible]	[illegible]
[illegible]	Petroleum and its products	50	21,262	[illegible]	[illegible]	[illegible]
55	Leather and hat stuffs	[illegible]	[illegible]	[illegible]	[illegible]	[illegible]
	All other commodities	[illegible]		[illegible]	[illegible]	[illegible]
	PLUMBING AND HEATING EQUIPMENT AND SUPPLIES TRADES					
	Plumbing and Heating Equipment and Supplies (General Line) Trade					
	All establishments	[illegible]				
	Sales	$[illegible]				
	Commodity coverage 100.0 percent					
	Total analyzed	[illegible]	[illegible]	[illegible]	---	[illegible]
44	Electrical apparatus and equipment	11	[illegible]	[illegible]	[illegible]	[illegible]

[illegible]

[illegible]

1 Less than one-tenth of one percent.

MANUFACTURERS' SALES BRANCHES (WITH STOCKS)

TABLE 8A.—COMMODITY SALES, BY KINDS OF BUSINESS—Continued

UNITED STATES SUMMARY

[Lin[illegible] analysis of their sales by commodities. Ratio: Commodity coverage indicates sales size of sample]

Commodity No.	Kind of business and commodity	Establishments reporting commodity data: Number	Establishments reporting commodity data: Sales of such establishments (add 000)	Reported sales of stated commodity: Amount reported (add 000)	Reported sales of stated commodity: Percent column A (See note)	Percent column B (See note)
	PLUMBING AND HEATING EQUIPMENT AND SUPPLIES TRADES—Con.					
	Plumbing and Heating Equipment and Supplies (General Line) Trade—Con.					
51	Plumbing, heating, and air conditioning	[illegible]	$1[illegible]	$11,[illegible]	[illegible]	7[illegible]
	Air conditioning equipment	[illegible]	44,[illegible]	1,809	[illegible]	--
	Gas appliances and supplies	[illegible]	44,[illegible]	1,501	[illegible]	--
	Oil burners	[illegible]	46,833	[illegible]	[illegible]	[illegible]
	Pipe fittings, valves, brass goods, etc.	76	1,[illegible]	14,[illegible]	19.9	[illegible]
	Plumbing fixtures, equipment, and supplies	54	[illegible]	[illegible]	44.[illegible]	[illegible]
	Stoves, ranges, furnaces (except gas and electric)	[illegible]	76,617	[illegible]	[illegible]	--
	Other	--	--	--	--	---
	Not analyzed in detail	237	[illegible]	35,685	4[illegible]	--
59	Industrial equipment and supplies	237	[illegible]	23,572	[illegible]	15.7
60	Material handling equipment and supplies	[illegible]	46,391	1,521	[illegible]	1.[illegible]
61	Iron and steel finished products--other than flat and wire	[illegible]	139,636	[illegible]	[illegible]	[illegible]
	Flat and wire products	[illegible]	67,449	1,[illegible]	[illegible]	[illegible]
	Steel [illegible]	[illegible]	93,715	[illegible]	[illegible]	[illegible]
	Other	[illegible]	[illegible]	[illegible]	[illegible]	[illegible]
	Not analyzed in detail			[illegible]		
69	Miscellaneous commodities	[illegible]	[illegible]	[illegible]	[illegible]	[illegible]
	Heating Equipment and Supplies (Including Stoves and Ranges) Trade					
	All establishments [illegible]					
	Sales $31,[illegible]					
	Commodity coverage [illegible] percent					
	Total analyzed	[illegible]	1,[illegible]	1,[illegible]	[illegible]	[illegible]
51	Plumbing, heating, and air conditioning	[illegible]	42,172	[illegible]	[illegible]	[illegible]
	Air conditioning equipment	[illegible]	[illegible]	[illegible]	[illegible]	[illegible]
	Oil burners	[illegible]	[illegible]	[illegible]	[illegible]	[illegible]
	Oil burner-furnace combinations	[illegible]	[illegible]	451	[illegible]	[illegible]
	Pipe fittings, valves, brass goods, etc.	36	10,447	[illegible]	[illegible]	---
	Stoves, ranges, and furnaces (except gas and electric)	[illegible]	[illegible]	29,097	[illegible]	[illegible]
	Other	[illegible]	--	[illegible]		
	Not analyzed in detail	13	[illegible]	2,846	[illegible]	[illegible]
	Industrial [illegible]	[illegible]	[illegible]	196	[illegible]	[illegible]
	All other commodities	[illegible]	[illegible]	[illegible]	[illegible]	[illegible]
	Miscellaneous	[illegible]	[illegible]	[illegible]	[illegible]	[illegible]
	Plumbing Fixtures, Equipment, and Supplies Trade					
	All establishments [illegible]					
	Sales [illegible]					
	Commodity coverage 89.0 percent					
	Total analyzed	[illegible]	[illegible]	[illegible]	[illegible]	[illegible]
	Air conditioning equipment	[illegible]	[illegible]	[illegible]	[illegible]	[illegible]
	Plumbing, heating, and air conditioning	[illegible]	[illegible]	[illegible]	[illegible]	[illegible]
	Air conditioning equipment	[illegible]	[illegible]	[illegible]	[illegible]	[illegible]
	Gas appliances and supplies	[illegible]	[illegible]	11,[illegible]	[illegible]	[illegible]
	Industrial equipment and supplies	[illegible]	[illegible]	[illegible]	[illegible]	[illegible]
	Material handling equipment	4	[illegible]	[illegible]	[illegible]	[illegible]
	Stoves, ranges, furnaces (except gas and electric)	[illegible]	[illegible]	1,71[illegible]	[illegible]	[illegible]
	Other	[illegible]	[illegible]	[illegible]	[illegible]	[illegible]
	Copper and products	[illegible]	[illegible]	[illegible]	[illegible]	[illegible]
	Other	[illegible]	[illegible]	[illegible]	[illegible]	[illegible]
	Other	[illegible]	[illegible]	219	[illegible]	[illegible]
	Other	[illegible]	[illegible]	[illegible]	[illegible]	[illegible]
	PLUMBING AND HEATING EQUIPMENT AND SUPPLIES TRADES—Con.					
	All Other Plumbing and Heating Equipment and Supplies Trades					
	All establishments 47					
	Sales $11,167,000					
	Commodity coverage 100.0 percent					
	Total analyzed	47	$11,167	$11,167	---	100.0
51	Plumbing, heating, and air conditioning	36	9,920	8,484	85.5	76.0
	Air conditioning equipment	11	896	717	80.6	---
	Gas appliances and supplies	4	324	277	85.5	---
	Pipe fittings, valves, brass goods, etc.	19	8,707	7,360	84.5	---
	Other	--	--	51	--	---
	Not analyzed in detail	[illegible]	99	99	100.0	--
59	Industrial equipment and supplies	7	[illegible]	1,225	53.4	11.0
	Material-handling equipment	3	1,501	432	28.8	--
	Other industrial equipment	4	793	793	100.0	---
61	Iron and steel finished products--other than flat and wire	[illegible]	[illegible]	770	28.[illegible]	6.9
	All other commodities	[illegible]	---	688	--	6.1
	TOBACCO AND PRODUCTS (EXCEPT LEAF) TRADE					
	Tobacco and Products (Except Leaf) Trade					
	All establishments [illegible]					
	Sales [illegible] $446,489,000					
	Commodity coverage [illegible] percent					
	Total analyzed	44	446,489	446,489	--	100.0
89	Tobacco products	44	446,489	446,037	99.9	99.9
	All other commodities	---	---	452	-	.1
	ALL OTHER PRODUCTS TRADES					
	Books, Periodicals, and Newspapers Trade					
	All establishments [illegible]					
	Sales [illegible] $29,903,000					
	Commodity coverage [illegible] percent					
	Total analyzed	61	29,903	29,903	-	100.0
[illegible]	Books, magazines, and other printed material	61	29,903	[illegible]	99.5	99.5
[illegible]	Stationery and supplies	5	1,306	149	11.4	.5
	Forest Products (Except Lumber) Trade					
	Leather and Shoe Findings Trade					
	All establishments [illegible]					
	Sales [illegible]					
	Commodity coverage [illegible] percent					
	Total analyzed	[illegible]	44,516	[illegible]	-	100.0
[illegible]	Leather and shoe stock	[illegible]	44,[illegible]	44,161	[illegible]	99.2
	All other commodities	[illegible]	--	[illegible]	-	.8

MANUFACTURERS' SALES BRANCHES (WITH STOCKS)

TABLE 8A.—COMMODITY SALES, BY KINDS OF BUSINESS—Continued

Limited to establishments which report an analysis of their sales by commodities. Rate of commodity coverage indicates size of sample.

UNITED STATES SUMMARY

Commodity No.	KIND OF BUSINESS AND COMMODITY	ESTABLISHMENTS REPORTING COMMODITY DATA: Number	ESTABLISHMENTS REPORTING COMMODITY DATA: Sales of establishments (thousands)	REPORTED SALES OF STATED COMMODITY: Amount (thousands)	REPORTED SALES OF STATED COMMODITY: Percent of column A (See note)	Percent of column B (See note)
	ALL OTHER PRODUCTS TRADES—Con.					
	Leather Goods Trade					
	All establishments					
	Sales		$20,485,000			
	Commodity coverage		100 percent			
	Total analyzed	21	20,619	20,619	-	100.0
56	Industrial equipment and supplies	3	368	177	45.0	2.7
	Belting, hose, packing, etc.	3	368	44	11.9	---
	Other	-	---	133	--	-
85	Leather and [illegible] stock	14	1,097	4,524	98.9	22.0
94	Luggage, saddlery, harness, etc.	12	2,138	1,989	93.4	29.5
	All other commodities	-	---	20	—	.5
	Oils and Greases (Animal and Vegetable) Trade					
	All establishments	21				
	Sales		$8,277,000			
	Commodity coverage		94 percent			
	Total analyzed	18	7,4[illegible]	7,4[illegible]	—	1.0
57	Paints and other finishes	4	2,439	123	4.9	1.5
33-11	Soap, [illegible]	14	7,400	5,426	73.9	68.0
	[illegible]	4	1,[illegible]	1,[illegible]		
	[illegible]	11	5,131	3,569	69.6	-
49	Other chemicals and related products	6	2,939	1,311	44.6	17.[illegible]
	All other commodities	--	-	11	-	1.[illegible]
	ALL OTHER PRODUCTS TRADES—Con.					
	Optical Goods Trade					
	All establishments					
	Sales		$23,[illegible]			
	Commodity coverage		[illegible] percent			
	Total analyzed	157	$23,[illegible]	[illegible]		[illegible]
65	Cameras and [illegible]	2	[illegible]	18	[illegible]	[illegible]
69	Optical [illegible]	157	[illegible]	[illegible]	[illegible]	[illegible]
	Textiles and Materials (Other Than Dry Goods) Trade					
	All establishments					
	Sales		[illegible]			
	Commodity coverage		[illegible] percent			
	Total analyzed	27	[illegible]	[illegible]		[illegible]
26	Clothing and accessories, women's and children's	5	1,283	[illegible]	[illegible]	1.1
31	Piece goods	7	4,236	[illegible]	[illegible]	[illegible]
32	Shoes and other footwear	2	[illegible]	[illegible]	[illegible]	.4
33	Other dry goods and textile products	14	19,595	[illegible]	[illegible]	[illegible]
43	House furnishings	1	3,037	[illegible]	[illegible]	[illegible]
5	Hardware	7	2,007	[illegible]	[illegible]	[illegible]
56	Industrial equipment and supplies, [illegible]	5	3,057	[illegible]	[illegible]	.4
67	Iron and steel products, except other than flat and wire	3	1,675	539	32.1	2.2
81	Paper and products (except stationery and wallpaper)	5	5,783	444	7.7	[illegible]
	All other commodities	-	--	995	---	4.5
	Yarns Trade		Insufficient sample			
	Miscellaneous Trades		(Insufficient sample.)			

PETROLEUM BULK STATIONS AND TERMINALS

TABLE 8A.—COMMODITY SALES, BY KINDS OF BUSINESS

[illegible] Limited to establishments which report an analysis of their sales by commodities. Rate of commodity coverage indicates size of sample.

UNITED STATES SUMMARY

Commodity No.	KIND OF BUSINESS AND COMMODITY	ESTABLISHMENTS REPORTING COMMODITY DATA: Number	ESTABLISHMENTS REPORTING COMMODITY DATA: Sales of establishments (thousands)	REPORTED SALES OF STATED COMMODITY: Amount (thousands)	REPORTED SALES OF STATED COMMODITY: Percent of column A (See note)	Percent of column B (See note)
	PETROLEUM AND ITS PRODUCTS TRADE					
	Petroleum and Its Products Trade					
	All establishments					
	Sales		[illegible]			
	Commodity coverage		[illegible] percent			
	Total analyzed	29,761	[illegible]	[illegible]	-	[illegible]
[illegible]	[illegible]	[illegible]	[illegible]	[illegible]	[illegible]	1.5
[illegible]	[illegible]	[illegible]	[illegible]	[illegible]	[illegible]	[illegible]
	PETROLEUM AND ITS PRODUCTS TRADE—Con.					
	Petroleum and Its Products Trade—Con.					
[illegible]	[illegible]	[illegible]	[illegible]	[illegible]	[illegible]	[illegible]
	[illegible]	138	[illegible]	2,631	[illegible]	[illegible]
	[illegible]	[illegible]	[illegible]	[illegible]	8.5	[illegible]
	[illegible]	[illegible]	[illegible]	13,197	9.7	---
	[illegible]	[illegible]	2,748,055	1,987,531	72.3	---
	[illegible]	[illegible]	[illegible]	[illegible]	[illegible]	[illegible]
	[illegible]	[illegible]	1,660,033	[illegible]	[illegible]	[illegible]
	[illegible]	[illegible]	[illegible]	[illegible]	[illegible]	[illegible]
	[illegible]	[illegible]	[illegible]	[illegible]	[illegible]	[illegible]
	Not analyzed at retail	11	1,[illegible]	1,041	95.8	
	All other commodities			24,028	--	
	[illegible]	[illegible]	[illegible]	6,588	[illegible]	[illegible]

[illegible]

[illegible]

[illegible] excludes tax.

ASSEMBLERS (MAINLY FARM PRODUCTS)

[illegible] SALES BY COMMODITY LINES BY KINDS OF BUSINESS

UNITED STATES SUMMARY

Code	Kind of business and commodity	Establishments reporting commodity data: Number	Sales	Reported sales of stated commodity: Amount	Percent of line B (See note)
			add 000		
	FARM PRODUCTS—RAW MATERIALS—TRADES				
	Cotton Trade				
	All establishments	[illegible]			
	Sales				
	Commodity coverage [illegible] percent				
	Total analyzed	[illegible]	[illegible]	[illegible]	100.0
00	Dairy and poultry products (except butter and cheese)	1	[illegible]	263	10.9 .1
17	Cotton, raw	1,291	[illegible]	264,652	97.9 97.9
18	Feed	16	2,049	111	5.4 [illegible]
19	Grain	35	[illegible]	471	8.6 [illegible]
20	Seeds	33	3,421	230	6.7 .1
25	Wool, raw	4	[illegible]	208	22.1 .1
26	Other farm products--raw materials	[illegible]	[illegible]	904	17.4 .3
39	Oils (cottonseed, linseed, etc.)	49	4,069	437	10.7 .2
90	Fertilizer and fertilizer materials	89	11,71[illegible]	1,750	14.9 [illegible]
	All other commodities	---	[illegible]	1,262	--- .5
	Grain Trade				
	All establishments [illegible],43[illegible]				
	Sales [illegible]				
	Commodity coverage 96.8 percent				
	Total analyzed	[illegible],14[illegible]	715,716	715,716	-- 100.0
00	Dairy and poultry products (except butter and cheese)	149	[illegible]	1,426	10.4 .2
06	Flour	229	[illegible]	1,050	4.0 .1
09	Fruits and vegetables, fresh	31	[illegible]	324	9.7 [illegible]
11	Groceries (miscellaneous)	124	[illegible]	614	5.0 .1
16	Other food and related products	232	18,284	608	3.3 .1
18	Feed	3,111	325,490	[illegible]	10.1 4.6
	Hay, straw, and alfalfa	276	[illegible]	2,024	6.0
	Mixed and other feeds	2,715	[illegible]	28,439	9.9
	Not analyzed in detail	[illegible]	27,635	[illegible]	8.6
19	Grain	9,145	715,716	[illegible]	84.8 [illegible]
	Corn	5,026	486,250	[illegible]	[illegible] -
	Wheat	7,517	560,719	277,464	47.[illegible] -
	Other (except rice)	[illegible]	513,407	131,464	25.6 -
	Not analyzed in detail	216	25,706	[illegible]	97.0
21	Livestock	113	13,508	3,063	[illegible]
	Cattle (including calves)	50	5,227	436	8.3 -
	Hogs	83	10,178	2,139	21.0 ---
	Horses and mules	7	440	12	2.7
	Sheep and lambs	[illegible]	[illegible]	111	5.5 ---
	Not analyzed in detail	8	1,872	381	20.4 ---
22	Seeds	1,411	171,859	8,022	4.7 1.1
25	Wool, raw	83	12,884	513	4.0 .1
26	Other farm products--raw materials	226	27,7[illegible]	5,885	21.2 .8
39	Oils, vegetable	60	9,152	397	4.3 .1
	Cottonseed, linseed, etc.	56	8,968	376	4.2 - -
	Essential oils	2	1,094	21	1.1 --
50	Hardware	45	6,559	385	5.9 .1
55	Farm and garden machinery and equip.	418	[illegible]	3,450	[illegible]
	Dairy equipment and supplies	10	[illegible]	110	8.0 ---
	Farm machinery and equipment	359	42,675	2,939	6.9 -
	Garden equipment and supplies	12	1,528	64	4.2 -
	Not analyzed in detail	43	5,885	343	5.8 - -
56	Industrial equipment and supplies	208	28,708	581	2.0 .1
66	Iron and steel--wire and wire products	60	13,390	359	2.7 .1
72	Cement, lime, plaster, and stucco	201	30,272	671	2.2 .1
73	Coal and coke	4,002	360,560	22,297	6.2 3.1
76	Petroleum and its products	433	[illegible]	5,415	10.3 .8
80	Lumber--rough, dressed, and finished	130	18,795	2,150	11.4 .3
90	Fertilizer and fertilizer materials	547	76,385	2,341	3.1 .3
	All other commodities	---		13,755	--- 1.8
	Service receipts	870	95,509	2,975	3.1 .4
	FARM PRODUCTS—RAW MATERIALS—TRADES—Con.				
	Hides, Skins, and Raw Furs Trade				
	All establishments	[illegible]			
	Sales	[illegible]			
	Commodity coverage 86.7 percent				
	Total analyzed	302	$12,095	$14,095	- 100.0
00	Dairy and poultry products (except butter and cheese)	9	150	42	28.0 .3
1[illegible]	Hides, skins, and raw furs	302	12,095	11,525	87.0 97.0
	Hides and skins	172	7,194	4,287	59.6
	Raw furs	220	8,946	6,010	67.2 ---
	Not analyzed in detail	11	288	228	79.2 ---
25	Wool, raw	81	4,602	1,025	22.3 8.5
26	Other farm products--raw materials	[illegible]	1,115	65	5.8 .5
[illegible]	Iron and steel products--semi-finished	14	417	70	16.8 .6
[illegible]	Fertilizer and fertilizer materials	2	234	13	5.6 .1
[illegible]	Tank and strap except iron	16	1,011	140	13.8 1.2
	All other commodities	---	---	215	--- 1.8
	Horses and Mules Trade				
	All establishments 136				
	Sales $6,528,000				
	Commodity coverage 96.3 percent				
	Total analyzed	134	6,420	6,420	--- 100.0
[illegible]	Feed	31	728	34	4.7 .5
[illegible]	Grain	2	670	22	3.3 .2
[illegible]	[illegible]	134	6,420	[illegible]	98.7 98.7
[illegible]	[illegible] (including calves)	22	815	171	21.0 ---
[illegible]	[illegible]	3	740	12	1.6 -
[illegible]	[illegible] and mules	134	6,420	6,040	94.1 ---
[illegible]	[illegible] and lambs	2	197	28	14.2 ---
[illegible]	Not analyzed in detail	---	---	55	-- - -
[illegible]	Farm and garden machinery and equipment	4	208	23	11.1 .4
[illegible]	Other commodities	---	---	5	--- .1
	Livestock Trade				
	All establishments 3,281				
	Sales $500,496,000				
	Commodity coverage 98.8 percent				
	Total analyzed	3,195	494,335	494,335	--- 100.0
00	Dairy and poultry products (except butter and cheese)	85	6,[illegible]	771	12.4 .2
1[illegible]	Meats and meat products	24	1,359	[illegible]	17.8 [illegible]
[illegible]	Feed	106	23,112	[illegible]	5.9 .5
	Hay, straw, and alfalfa	2[illegible]	1,878	84	4.4 ---
	Mixed and other feeds	2[illegible]	19,071	1,100	5.8 ---
	Not analyzed in detail	20	2,274	198	8.7 ---
19	Grain	[illegible]	17,660	[illegible]	15.9 .6
	Corn	[illegible]	15,654	1,320	8.4 ---
	Wheat	34	6,076	536	8.8 ---
	Other (except rice)	57	14,520	858	5.9 ---
	Not analyzed in detail	4	594	130	21.9 ---
[illegible]	Hides, skins, and raw furs	23	1,899	141	7.4 (1)
21	Livestock	3,195	494,335	486,079	98.3 98.3
	Cattle (including calves)	1,744	409,653	200,531	49.0 ---
	Hogs	2,110	414,058	197,003	47.6 - -
	Horses and mules	[illegible]	41,245	[illegible]	17.5 ---
	Sheep and lambs	1,118	32[illegible],693	[illegible]	12.1 ---
	Other livestock	87	10,493	[illegible]	30.6 ---
	Not analyzed in detail	133	39,051	58,480	98.5 ---
[illegible]	Seeds	49	12,279	[illegible]	2.5 .1
[illegible]	Wool, raw	34	6,069	[illegible]	[illegible] .1
[illegible]	Farm and garden machinery and equipment	30	[illegible],385	298	4.5 .1
73	Coal and coke	8[illegible]	13,088	552	4.2 .1
76	Petroleum and its products	1[illegible]	2,479	240	9.7 (1)
[illegible]	Fertilizer and fertilizer materials	29	[illegible]	182	2.4 (1)
	All other commodities	-	---	576	--- .2
	Service receipts	32	[illegible]	118	1.5 (1)

Percent column A--Percent of total number of establishments reporting that they sell such commodity.
Percent column B--Percent which stated commodity bears to total sales of all establishments in this kind of business reporting their sales by commodities.
1 Less than one-tenth of one percent

ASSEMBLERS (MAINLY FARM PRODUCTS)

TABLE 8A. COMMODITY SALES BY KINDS OF BUSINESS—Continued

UNITED STATES SUMMARY

Commodity No.	Kind of business and commodity	Establishments reporting commodity data: No.	Establishments reporting commodity data: Net sales [illegible]	Reported sales of stated commodity: Amount	Reported sales of stated commodity: Percent of total (column A No. [illegible])	Percent of total (column B No. [illegible])
	FARM PRODUCTS—RAW MATERIALS—TRADES—Con.					
	Tobacco (Leaf) Trade					
	All establishments . . . 245 Sales . . . $133,003,000 Commodity coverage 99.7 percent					
	Total analyzed . . .	252	$132,638	$132,636	---	100.0
24	Leaf tobacco . . .	252	132,638	132,143	99.6	99.6
90	Fertilizer and fertilizer materials	2	2,126	271	12.7	.2
	All other commodities . . .	-		133	-	.1
	Service receipts . . .	5	2,622	92	3.5	.1
	Wool and Mohair Trade					
	All establishments . . . 287 Sales . . . $43,243,000 Commodity coverage 99.7 percent					
	Total analyzed . . .	282	49,179	49,179	--	100.0
06	Dairy and poultry products (except butter and cheese) . . .	23	3,101	349	11.3	.7
11	Groceries (miscellaneous) . . .	14	3,764	176	4.7	.4
17	Cotton, raw . . .	8	2,096	259	12.4	.5
18	Feed . . .	23	6,577	551	8.4	1.1
19	Grain . . .	23	6,818	306	4.5	.6
20	Hides, skins, and raw furs . . .	54	7,602	1,387	18.2	2.8
	Hides and skins . . .	42	5,546	527	9.5	- -
	Raw furs . . .	55	6,872	833	12.1	- -
	Not analyzed in detail . . .	4	196	27	13.9	- -
21	Livestock . . .	15	1,671	398	23.8	.9
22	Seeds . . .	14	1,929	255	13.2	.5
25	Wool, raw . . .	275	48,646	41,826	85.9	85.0
26	Other farm products--raw materials	39	8,786	3,033	34.5	6.2
	All other commodities . . .	--	---	606	-	1.3
	Service receipts . . .	4	1,614	53	3.3	.1
	All Other Raw Farm Products Trades					
	All establishments . . . 496 Sales . . . $68,095,000 Commodity coverage 96.2 percent					
	Total analyzed . . .	465	66,447	66,447	---	100.0
06	Dairy and poultry products (except butter and cheese) . . .	35	4,051	815	20.8	.9
09	Fruits and vegetables, fresh . . .	28	2,997	385	13.3	.6
11	Groceries (miscellaneous) . . .	19	4,123	165	7.8	.2
17	Cotton, raw . . .	30	2,425	540	22.3	.8
18	Feed . . .	110	12,841	2,010	15.7	3.0
	Hay, straw, and alfalfa . . .	22	3,340	821	24.6	-
	Mixed and other feeds . . .	89	9,674	1,078	11.1	---
	Not analyzed in detail . . .	8	1,691	111	6.6	---
19	Grain . . .	145	19,087	4,478	23.5	6.7
	Corn . . .	100	11,065	1,412	12.8	---
	Wheat . . .	112	12,785	1,750	13.7	
	Other (except rice) . . .	76	11,781	1,206	10.2	---
	Not analyzed in detail . . .	3	272	116	42.6	---
20	Hides, skins, and raw furs . . .	44	3,086	541	17.5	.8
	Hides and skins . . .	30	2,282	258	11.3	---
	Raw furs . . .	28	1,820	269	14.8	---
	Not analyzed in detail . . .	3	279	14	5.0	--
21	Livestock . . .	27	2,653	712	26.8	1.1
22	Seeds . . .	88	12,031	952	7.9	1.4
25	Wool, raw . . .	63	6,343	836	13.2	1.3
26	Other farm products--raw materials	370	61,706	52,172	84.5	78.5
39	Oils (cottonseed, linseed, etc.)	14	1,861	270	14.4	.4
55	Farm and garden machinery and equipt.	27	4,851	264	5.5	.4
73	Coal and coke . . .	91	10,281	703	6.8	1.1
80	Lumber--rough, dressed, and finished	5	751	137	18.2	.2
90	Fertilizer and fertilizer materials	[illegible]	11,486	574	5.0	.9
	All other commodities . . .	---	---	857	---	1.3
	Service receipts . . .	40	6,474	236	3.6	.4

Commodity No.	Kind of business and commodity	Establishments reporting commodity data: No.	Establishments reporting commodity data: Net sales [illegible]	Reported sales of stated commodity: Amount	Reported sales of stated commodity: Percent of total (column A No. [illegible])	Percent of total (column B No. [illegible])
	FARM PRODUCTS—CONSUMER GOODS—TRADES					
	Dairy Products Trade					
	All establishments . . . 2,901 Sales . . . $295,757,000 Commodity coverage 90.3 percent					
	Total analyzed . . .	2,798	$268,450	$268,450	-	100.0
02	Butter and cheese . . .	211	82,220	47,[illegible]	57.2	17.5
03	Canned foods (milk) . . .	21	39,488	3,009	7.6	1.1
06	Dairy and poultry products (except butter and cheese) . . .	2,755	254,727	210,977	82.8	78.6
	Eggs . . .	125	39,248	2,676	6.8	---
	Milk and cream, fluid . . .	2,592	234,240	191,741	81.8	---
	Poultry . . .	153	34,272	3,184	9.3	---
	Other . . .	126	39,795	11,322	28.4	---
	Not analyzed in detail . . .	101	2,156	2,054	95.3	---
16	Feed (mixed and other) . . .	63	18,392	681	3.7	.3
19	Grain . . .	11	12,841	151	1.2	.1
22	Seeds . . .	7	13,565	172	1.3	.1
55	Farm and garden machinery and equipt.	26	28,978	1,944	6.7	.7
76	Petroleum and its products . . .	19	1,435	117	8.2	.1
	All other commodities . . .	---	---	4,219	--	1.6
	Service receipts . . .	18	13,730	124	.9	(1)
	Dairy and Poultry Products Trade					
	All establishments . . . 3,822 Sales . . . $99,219,000 Commodity coverage 97.4 percent					
	Total analyzed . . .	3,480	97,054	97,054	---	100.0
01	Beer and other malt liquors . . .	4	448	60	13.4	.1
02	Butter and cheese . . .	123	21,017	7,031	33.5	7.2
06	Dairy and poultry products (except butter and cheese) . . .	3,465	95,554	78,758	82.4	81.1
	Eggs . . .	2,398	85,940	26,[illegible]	31.4	---
	Milk and cream, fluid . . .	3,131	76,528	22,870	29.9	--
	Poultry . . .	2,739	81,619	26,[illegible]	32.5	---
	Other . . .	125	7,475	1,371	18.3	---
	Not analyzed in detail . . .	125	1,359	940	69.2	---
11	Groceries (except as listed) . . .	179	9,345	1,613	17.3	1.7
	Nuts (all kinds) . . .	55	2,754	634	23.0	---
	Other . . .	---	---	979	---	---
12	Meats and meat products . . .	19	1,482	70	4.7	.1
14	Sugar . . .	4	740	112	15.1	.1
16	Other foods and related products . . .	29	1,373	222	16.2	.2
18	Feed . . .	856	33,904	4,937	14.6	5.1
19	Grain . . .	84	4,729	547	11.6	.6
20	Hides, skins, and raw furs . . .	192	12,237	585	4.8	.6
22	Seeds . . .	101	5,569	429	7.7	.4
25	Wool, raw . . .	169	10,614	733	6.9	.6
55	Farm and garden machinery and equipt.	33	4,648	105	4.5	.1
73	Coal and coke . . .	25	1,334	80	6.0	.1
76	Petroleum and its products . . .	48	7,123	253	3.6	.2
90	Fertilizer and fertilizer materials . . .	24	2,305	82	3.6	.1
	All other commodities . . .	---	-	733	---	.7
	Service receipts . . .	38	9,240	708	7.7	.7
	Poultry and Poultry Products Trade					
	All establishments . . . 2,717 Sales . . . $183,724,000 Commodity coverage 94.2 percent					
	Total analyzed . . .	2,646	173,140	173,140	---	100.0
06	Dairy and poultry products (except butter and cheese) . . .	2,646	173,140	161,007	93.0	93.0
	Eggs . . .	2,083	146,841	87,045	59.3	---
	Milk and cream, fluid . . .	226	12,242	1,381	8.9	---
	Poultry . . .	2,265	140,627	67,410	47.9	---
	Other . . .	40	1,568	222	13.7	---
	Not analyzed in detail . . .	---	-	4,848	---	---

Percent column A.—Percent of total sales of establishments reporting that they sell such commodity.
Percent column B.—Percent which stated commodity bears to total sales of all establishments in this kind of business reporting their sales by commodities.
[1] Less than one-tenth of one percent.

ASSEMBLERS (MAINLY FARM PRODUCTS).

TABLE 8A.—COMMODITY SALES, BY KINDS OF BUSINESS—Continued

UNITED STATES SUMMARY

[Limited to establishments which reported an analysis of their sales by commodities. Ratio of commodity to average indicates sales size of sample.]

No.	Kind of business and commodity	Establishments reporting commodity data: Number	Establishments reporting commodity data: Sales of such establishments (add 000)	Reported sales of stated commodity: Amount reported (add 000)	Reported sales of stated commodity: Percent of column A (See note)	Percent of column B (See note)
	FARM PRODUCTS—CONSUMER GOODS—TRADES—Con.					
	Poultry and Poultry Products Trade—Con.					
09	Fruits and vegetables, fresh	58	$8,566	$881	10.3	.5
10	Fruits and vegetables, frozen	2	648	154	23.8	.1
11	Groceries (miscellaneous)	164	10,701	980	9.2	.6
12	Meats and meat products	34	3,137	109	3.5	.1
14	Lumber	9	2,986	291	9.7	.2
18	Other food and related products	19	3,622	346	9.6	.2
19	Feed	402	36,236	6,224	17.2	3.6
	Hay, straw, and alfalfa	25	1,006	160	15.9	---
	Mixed and other feeds	378	32,261	5,643	17.0	---
	Not analyzed in detail	2	2,371	421	17.8	--
20	Hides, skins, and raw furs	171	19,077	636	3.3	.4
21	Livestock	49	5,197	722	13.9	.4
22	Seeds	42	2,576	200	7.8	.1
23	Wool, raw	122	13,777	872	6.3	.5
55	Farm and garden machinery and equipt	19	3,110	175	5.6	.1
	All other commodities	---	-	402	---	.1
	Service receipts	20	5,190	119	2.3	.1
	Fruits and Vegetables (Fresh) Trade					
	All establishments 1,720; Sales $178,344,000; Commodity coverage 94.2 percent					
	Total analyzed	1,660	168,513	168,513	---	100.0
06	Dairy and poultry products (except butter and cheese)	32	1,424	246	17.3	.1
09	Fruits and vegetables, fresh	1,660	168,513	160,262	95.1	95.1
	Fresh fruits	408	44,783	20,165	45.0	---
	Fresh vegetables	1,582	153,547	126,049	82.1	---
	Not analyzed in detail	---	---	14,055	---	---
11	Groceries (miscellaneous)	10	1,514	250	16.5	.2
18	Other food and related products	5	988	268	27.1	.2
19	Feed	45	8,169	529	6.5	.3
19	Hay	53	6,867	608	8.9	.4
22	Seeds	73	19,213	921	6.1	.5
26	Other farm products—raw materials	36	4,098	1,850	45.1	1.1
34	Other dry goods and textile products	6	1,384	164	11.8	.1
55	Farm and garden machinery and equipt	29	7,291	530	7.3	.3
73	Coal and coke	29	3,165	173	5.5	.1
84	Planing-mill products	11	2,543	343	13.5	.2
90	Fertilizer and fertilizer materials	114	17,525	1,618	9.2	1.0
	All other commodities	---	---	541	---	.3
	Service receipts	37	4,752	203	4.3	.1
	Fresh Fruits Only Trade					
	All establishments 1,[illegible]; Sales $363,515,000; Commodity coverage 94.1 percent					
	Total analyzed	1,146	360,768	360,768	---	100.0
09	Fruits and vegetables, fresh	1,146	360,768	349,131	96.8	96.8
	Fresh fruits	[illegible]	[illegible]	345,900	96.7	
	Fresh vegetables	[illegible]	[illegible]	[illegible]	[illegible]	
	Not analyzed in detail	[illegible]	1,991	[illegible]	[illegible]	[illegible]
11	Groceries (miscellaneous)	[illegible]	1,056	177	16.8	[illegible]
18	Other food and related products	4	69,974	4,[illegible]	6.3	[illegible]
19	Feed	16	4,416	255	5.8	.1
26	Other farm products—raw materials	18	1,940	273	14.1	.1
48	Fertilizers (miscellaneous)	29	[illegible],182	468	7.6	.1
55	Farm and garden machinery and equipt	34	8,587	499	5.8	.1
90	Fertilizer and fertilizer materials	55	14,717	675	4.6	.2
	All other commodities	---	---	[illegible],[illegible]	---	.9
	Service receipts	37	[illegible]	1,775	15.3	.5

No.	Kind of business and commodity	Establishments reporting commodity data: Number	Establishments reporting commodity data: Sales of such establishments (add 000)	Reported sales of stated commodity: Amount reported (add 000)	Reported sales of stated commodity: Percent of column A (See note)	Percent of column B (See note)
	FARM PRODUCTS—CONSUMER GOODS—TRADES—Con.					
	All Other Farm Consumer Goods Trades					
	All establishments 62; Sales $6,695,000; Commodity coverage 85.0 percent					
	Total analyzed	52	$5,693	$5,693	---	100.0
*	Dairy and poultry products (except butter and cheese)	18	1,811	927	51.2	16.3
09	Fruits and vegetables, fresh	17	1,974	440	22.3	7.7
11	Groceries (miscellaneous)	11	395	104	26.3	1.8
12	Meats and meat products	3	222	17	7.7	.3
18	Other food and related products	8	1,439	538	37.4	9.5
19	Feed	30	3,331	374	11.2	6.6
19	Grain	25	3,661	778	21.3	13.7
22	Seeds	20	2,708	116	4.3	2.0
23	Wool, raw	13	1,697	63	3.7	1.1
34	Other dry goods and textile products	14	2,457	98	4.0	1.7
55	Farm and garden machinery and equipt	4	592	57	9.6	1.0
72	Cement, lime, plaster, and stucco	8	1,187	22	1.9	.4
73	Coal and coke	14	1,735	180	10.4	3.2
90	Fertilizer and fertilizer materials	15	2,021	46	2.3	.8
	All other commodities	---	---	1,871	---	32.8
	Service receipts	17	3,194	62	1.9	1.1
	FARM SUPPLIES TRADES					
	Feed Trade					
	All establishments 164; Sales $10,659,000; Commodity coverage 90.3 percent					
	Total analyzed	160	9,623	9,623	---	100.0
06	Dairy and poultry products (except butter and cheese)	46	1,946	488	25.1	5.1
08	Flour	9	541	56	10.7	.6
11	Groceries (miscellaneous)	6	334	22	6.6	.2
17	Cotton, raw	4	1,049	346	33.0	3.6
16	Feed	154	9,037	5,697	63.0	59.2
	Hay, straw, and alfalfa	43	2,448	1,254	51.2	---
	Mixed and other feeds	126	7,236	3,828	52.9	---
	Not analyzed in detail	11	1,297	615	47.4	---
19	Grain	77	5,371	1,569	29.2	16.3
	Corn	52	4,070	593	14.6	--
	Wheat	46	3,869	624	16.1	---
	Other (except rice)	--	--	452	--	--
20	Hides, skins, and raw furs	4	187	9	4.8	.1
22	Seeds	31	2,480	352	14.2	3.7
23	Wool, raw	7	461	64	13.9	.7
26	Other farm products—raw materials	6	565	23	4.1	.2
55	Farm and garden machinery and equipt	4	229	33	14.4	.3
72	Cement, lime, plaster, and stucco	3	406	16	3.9	.2
73	Coal and coke	27	2,552	201	7.9	2.1
90	Fertilizer and fertilizer materials	4	498	35	7.0	.4
94	Fertilizer and fertilizer materials	18	2,087	72	3.4	.7
	All other commodities	---	---	553	---	5.7
	Service receipts	12	2,017	85	4.2	.9
	Seed Trade					
	All establishments [illegible]; Sales $12,349,000; Commodity coverage 94.1 percent					
	Total analyzed	10[illegible]	12,556	12,556	---	100.0

Percent [illegible] establishments reporting their sales by commodities.

Percent [illegible] reported sales of commodity [illegible] sales of [illegible] establishments of [illegible] business reporting their sales by commodities.

* Less than one-tenth of one percent.

ASSEMBLERS (MAINLY FARM PRODUCTS)

TABLE 8A. COMMODITY SALES, BY KINDS OF BUSINESS—Continued

[Limited to establishments which reported analyses of their sales by commodities. Ratio of commodity coverage indicates [illegible]]

UNITED STATES SUMMARY

Commodity No.	Kind of business and commodity	Establishments reporting commodity data: Number	Establishments reporting commodity data: Sales of establishments reporting (000)	Reported sales of stated commodity: Amount (000)	Reported sales of stated commodity: Percent of total sales (Note A)	Percent of total sales (Note B)
	FARM SUPPLIES TRADES—Con.					
	Seed Trade—Con.					
06	Dairy and poultry products (except butter and cheese)	7	$456	$48	10.7	.4
09	Fruits and vegetables, fresh	2	110	49	44.5	.4
18	Feed	24	2,060	158	7.7	1.3
19	Grain	29	3,438	579	16.8	4.6
20	Hides, skins, and raw furs	2	75	14	18.7	.1
21	Livestock	4	316	45	14.2	.4
22	Seeds	160	12,[illegible]	11,002	88.1	88.1
25	Wool, raw	10	596	82	13.8	.7
26	Other farm products--raw materials	8	734	167	22.8	1.3
55	Farm and garden machinery and equipt.	12	2,486	83	3.3	.7
73	Coal and coke	6	494	58	11.7	.5
90	Fertilizer and fertilizer materials	10	1,097	61	5.6	.5
	All other commodities	---	---	109	---	.7
	Service receipts	11	1,125	41	3.6	.3
	All Other Farm Supplies Trades					
	All establishments 148; Sales $11,[illegible]75,000; Commodity coverage 86.[illegible] percent					
	Total analyzed	127	9,692	9,692	---	100.0
06	Dairy and poultry products (except butter and cheese)	13	1,289	294	22.8	3.0
09	Fruits and vegetables, fresh	4	349	21	6.0	.2
18	Feed	124	9,637	5,335	55.4	55.0
	Hay, straw, and alfalfa	92	4,538	3,782	83.3	---
	Mixed and other feeds	39	3,110	863	27.7	---
	Not analyzed in detail	2	2,755	690	25.0	---
19	Grain	36	3,408	582	17.1	6.0
21	Livestock (cattle	2	40	15	37.5	.2
22	Seeds	32	6,182	626	10.2	6.5
25	Wool, raw	10	1,261	32	2.5	.3
26	Other farm products--raw materials	5	233	56	24.0	.6
42	Other chemicals and related products	2	2,757	82	3.0	.8
55	Farm and garden machinery and equipt.	8	3,307	344	10.4	3.5
68	Iron and steel--wire and wire products	2	2,881	222	7.7	2.3
72	Cement, lime, plaster, and stucco	2	418	17	4.1	.2
73	Coal and coke	16	1,457	101	6.9	1.0
76	Petroleum and its products	7	3,409	574	16.8	5.9
90	Fertilizer and fertilizer materials	17	4,330	549	12.7	5.7
	All other commodities	---	---	775	---	8.1
	Service receipts	16	1,[illegible]	66	5.4	.7

Commodity No.	Kind of business and commodity	Establishments reporting commodity data: Number	Establishments reporting commodity data: Sales of establishments reporting (000)	Reported sales of stated commodity: Amount (000)	Reported sales of stated commodity: Percent of total sales (Note A)	Percent of total sales (Note B)
	GROCERIES AND FOODS (SPECIALTY LINES) TRADES					
	Fish and Sea Foods Trade					
	All establishments 5[illegible]; Sales $3,[illegible]72,000; Commodity coverage 93.7 percent					
	Total analyzed	508	$28,467	$28,467	--	100.0
03	Canned foods	2	219	67	[illegible]	.2
07	Fish and sea foods (except canned)	5[illegible]	[illegible]	27,337	96.0	96.0
	Fresh fish	[illegible]	12,910	9,121	70.7	---
	Cured and processed fish	28	3,350	1,567	46.8	---
	Frozen fish	34	5,973	1,346	22.5	---
	Other sea foods	401	19,160	13,767	71.9	--
	Not analyzed in detail	1[illegible]	1,[illegible]	1,536	99.8	---
09	Fruits and vegetables, fresh	3	186	47	25.3	.2
18	Feed	6	139	21	15.1	.1
76	Petroleum and its products	5	1,312	35	2.7	.1
	All other commodities	---	---	960	--	3.4
	Other Food and Grocery Specialties Trades					
	All establishments 239; Sales $62,247,000; Commodity coverage 81.1 percent					
	Total analyzed	205	50,457	50,457	---	100.0
06	Dairy and poultry products (except butter and cheese)	14	1,706	322	18.9	.6
09	Fruits and vegetables, fresh	6	1,209	403	33.1	.8
11	Groceries (except as listed)	199	48,924	47,286	96.7	93.7
	Nuts, all kinds	157	35,486	33,904	95.5	--
	Other	--	--	12,979	--	---
	Not analyzed in detail	5	426	403	94.6	--
1[illegible]	Other food and related products	17	1,535	1,024	66.7	2.0
18	Feed	6	323	26	8.0	.1
20	Hides, skins, and raw furs	12	1,765	166	9.4	.3
21	Livestock	3	167	47	28.1	.1
25	Wool, raw	3	1,549	75	4.9	.1
26	Other farm products--raw materials	4	7,211	687	9.5	1.[illegible]
90	Fertilizer and fertilizer materials	4	1,793	60	3.3	.1
	All other commodities			734	--	1.6
	ALL OTHER PRODUCTS TRADES					
	Forest Products (Except Lumber) Trade					
	All establishments 31; Sales $1,482,000; Commodity coverage 81.9 percent					
	Total analyzed	10	767	767	--	100.0
0[illegible]	Logs, ties, pulpwood, etc.	10	767	749	97.7	[illegible]
	All other commodities			18	--	2.3

Percent column A.—Percent of total sales of establishments reporting that they sell this commodity.
Percent column B.—Percent which stated commodity bears to total sales of all establishments in this kind of business reporting their sales by commodities.

TABLE 9. LEGAL FORM OF ORGANIZATION

UNITED STATES SUMMARY

[illegible]	NUMBER OF ESTABLISHMENTS	SALES (add 000)	[illegible]	[illegible]	[illegible]	PAYROLL	[illegible]	Part-time	[illegible] (add 000)
UNITED STATES TOTAL	[illegible]	[illegible]	[illegible]	10.0	133,698	1,561,948	[illegible]	$61,051	$3,872,386
Individual proprietorship	[illegible]	6,969,969	529,501	7.6	67,529	199,934	223,777	211,446	12,331	339,143
Partnership	[illegible]	5,984,541	411,371	6.9	[illegible]	137,817	[illegible]	161,725	7,554	345,808
Corporation	[illegible]	[illegible]	4,484,891	10.9	[2]17,486	1,180,693	2,186,268	2,150,314	35,954	3,106,621
Other or not stated	4,464	[illegible]	[illegible]	7.1	549	43,504	44,879	39,667	5,212	[illegible]
[illegible]	101,627	23,641,924	3,023,627	12.8	72,150	933,239	1,529,598	1,503,361	26,237	2,653,420
Individual proprietorship	[illegible]	3,044,294	386,386	12.7	38,785	146,450	170,361	163,845	6,516	292,189
Partnership	[illegible]	2,887,339	[illegible]	10.9	33,865	109,361	131,965	127,961	3,802	302,343
Corporation	42,103	17,446,189	[illegible]	13.2	-	678,686	[illegible]	1,284,453	15,752	2,030,327
Other or not stated	[illegible]	[illegible]	20,608	7.8	115	4,722	7,939	7,772	167	28,561
[illegible]	12,977	9,846,940	1,191,188	13.5	[illegible]	[illegible]	534,679	[illegible]	5,666	881,526
Individual proprietorship	106	[illegible]	[illegible]	10.4	55	462	1,396	1,370	26	2,148
Partnership	141	37,033	5,743	15.5	205	1,456	2,624	2,597	27	5,636
Corporation	12,723	8,776,117	1,181,775	[illegible]	-	263,[illegible]	[illegible]	524,710	5,613	672,166
Other or not stated	7	4,384	[illegible]	14.1		142	336	336	---	1,576
[illegible]	[illegible]	4,679,262	324,175	6.9	185	[illegible]	134,247	133,335	912	---
Individual proprietorship	61	[illegible]	[illegible]	7.9	41	219	470	460	10	--
Partnership	71	[illegible]	2,097	11.6	94	457	898	872	26	--
Corporation	4,987	4,649,770	321,184	6.9	--	48,083	132,879	132,003	876	--
Other or not stated					-	-	-	-	--	
[illegible]	[illegible]	3,807,908	[illegible]	11.0	23,061	98,816	156,366	152,399	3,967	235,996
Individual proprietorship	3,[illegible]	224,908	24,271	10.8	3,335	7,771	8,[illegible]	7,990	306	9,607
Partnership	1,479	[illegible]	[illegible]	10.8	2,182	[illegible]	4,211	4,110	101	5,564
Corporation [2]	[illegible]	3,425,922	[illegible]	11.1	[2]17,486	[illegible]	141,121	137,643	3,478	217,999
Other or not stated	203	35,074	4,560	13.0	58	1,995	2,738	2,656	82	2,426
[illegible]	[illegible]	[illegible]	307,752	[illegible]	[illegible]	78,511	154,731	149,994	4,737	72,125
Individual proprietorship	12,[illegible]	2,991,947	[illegible]	3.4	[illegible]	[illegible]	[illegible]	25,211	1,481	10,895
Partnership	3,143	2,576,085	49,416	1.9	6,378	14,372	[illegible]	19,431	1,160	14,568
Corporation	[illegible]	5,569,324	187,038	3.4	---	44,773	106,826	[illegible]	1,975	44,693
Other or not stated	45	[illegible]	879	1.4	8	[illegible]	512	501	11	29
[illegible]	29,122	3,088,571	[illegible]	8.1	13,495	137,041	114,582	95,050	19,532	229,718
Individual proprietorship	14,245	667,951	44,497	6.7	13,090	29,484	16,452	12,570	3,882	24,304
Partnership	3,740	344,051	26,472	7.7	[illegible]	14,573	9,862	7,424	2,438	15,957
Corporation	7,697	1,145,013	[illegible]	10.0	---	[illegible]	54,914	46,654	8,260	141,436
Other or not stated	3,440	931,556	66,029	7.1	370	30,417	33,354	28,402	4,952	48,121

[illegible] the number and [illegible] of proprietors of [illegible] business.
[illegible] taxes.
1 Including 17,[illegible] [illegible] corporation taxes, operating [illegible] a proprietary interest in the [illegible].
2 [illegible] [illegible] [illegible].

TABLE 10.—NUMBER OF ESTABLISHMENTS INDICATING OWNERSHIP
Number of Organizations, Number of Establishments, Sales, Employment, Pay Roll, and Inventories, by Type of Operation

UNITED STATES SUMMARY

NUMBER OF WHOLESALE ESTABLISHMENTS IN ORGANIZATION AND TYPE OF OPERATION	Number	Number [illegible]	[illegible]	[illegible]	[illegible]	[illegible] (add 000)	[illegible]
UNITED STATES TOTAL	[illegible]	[illegible]	[illegible]	[illegible]	1,981,948	[illegible]	[illegible]
1 Establishment only	[illegible]	[illegible]	[illegible]	[illegible]	[illegible]	[illegible]	[illegible]
2 Establishments	[illegible]	[illegible]	[illegible]	[illegible]	91,864	[illegible]	239,671
3-5 Establishments	[illegible]	[illegible]	[illegible]	[illegible]	[illegible]	[illegible]	354,017
6-9 Establishments	[illegible]	[illegible]	[illegible]	[illegible]	[illegible]	[illegible]	[illegible]
10-14 Establishments	[illegible]	[illegible]	[illegible]	[illegible]	[illegible]	106,541	[illegible]
15-24 Establishments	[illegible]	[illegible]	[illegible]	[illegible]	[illegible]	106,761	[illegible]
25-49 Establishments	[illegible]	4,508	[illegible]	[illegible]	[illegible]	[illegible]	133,605
50 and over	[illegible]	[illegible]	7,750,712	[illegible]	[illegible]	[illegible]	[illegible]
Not stated	[illegible]	[illegible]	[illegible]	[illegible]	1,481	2,488	3,817
SERVICE AND LIMITED FUNCTION WHOLESALERS	[illegible]	[illegible]	23,641,924	[illegible]	[illegible]	[illegible]	[illegible]
1 Establishment only	[illegible]	87,221	[illegible]	[illegible]	687,760	1,107,046	1,837,950
2 Establishments	[illegible]	4,563	1,661,555	[illegible]	[illegible]	[illegible]	[illegible]
3-5 Establishments	[illegible]	[illegible]	[illegible]	[illegible]	[illegible]	[illegible]	[illegible]
6-9 Establishments	[illegible]	[illegible]	[illegible]	[illegible]	[illegible]	[illegible]	159,227
10-14 Establishments	[illegible]	[illegible]	[illegible]	[illegible]	17,733	[illegible]	[illegible]
15-24 Establishments	[illegible]	[illegible]	744,728	1	[illegible]	[illegible]	[illegible]
25-49 Establishments	[illegible]	64	[illegible]	[illegible]	[illegible]	16,815	[illegible]
50 and over	[illegible]	[illegible]	[illegible]	[illegible]	[illegible]	57,173	[illegible]
Not stated	[illegible]	[illegible]	[illegible]	47	[illegible]	[illegible]	1,278
MANUFACTURERS' SALES BRANCHES WITHOUT STOCKS	[illegible]	12,977	8,646,940	266	[illegible]	534,679	[illegible]
1 Establishment only	[illegible]	[illegible]	[illegible]	[illegible]	[illegible]	[illegible]	[illegible]
2 Establishments	[illegible]	[illegible]	[illegible]	44	[illegible]	[illegible]	32,274
3-5 Establishments	[illegible]	1,246	1,138,311	[illegible]	[illegible]	[illegible]	107,557
6-9 Establishments	[illegible]	1,447	[illegible]	[illegible]	[illegible]	[illegible]	[illegible]
10-14 Establishments	[illegible]	1,966	711,899	[illegible]	20,988	44,299	[illegible]
15-24 Establishments	[illegible]	1,457	1,069,607	[illegible]	[illegible]	[illegible]	74,243
25-49 Establishments	[illegible]	[illegible]	[illegible]	[illegible]	[illegible]	[illegible]	[illegible]
50 and over	[illegible]	3,997	2,634,761	[illegible]	91,083	168,270	151,527
Not stated	[illegible]	15	[illegible]	[illegible]	743	[illegible]	2,155
MANUFACTURERS' SALES OFFICES WITHOUT STOCKS	[illegible]	5,119	4,679,262	12[illegible]	[illegible]	[illegible]	[illegible]
1 Establishment only	[illegible]	[illegible]	444,116	[illegible]	[illegible]	19,649	[illegible]
2 Establishments	[illegible]	[illegible]	[illegible]	[illegible]	3,010	9,419	[illegible]
3-5 Establishments	[illegible]	805	499,901	8	7,716	[illegible]	[illegible]
6-9 Establishments	[illegible]	720	506,298	1	7,466	19,554	[illegible]
10-14 Establishments	[illegible]	[illegible]	979,264	[illegible]	7,947	22,946	[illegible]
15-24 Establishments	[illegible]	[illegible]	727,477	[illegible]	[illegible]	12,955	[illegible]
25-49 Establishments	[illegible]	[illegible]	519,138	[illegible]	6,259	[illegible]	[illegible]
50 and over	[illegible]	[illegible]	[illegible]	[illegible]	[illegible]	[illegible]	[illegible]
Not stated	[illegible]	5	541	[illegible]	7	25	[illegible]
PETROLEUM BULK STATIONS AND TERMINALS [2]	[illegible]	[illegible]	3,807,908	[illegible]	98,816	[illegible]	[illegible]
1 Establishment only	[illegible]	6,856	[illegible]	[illegible]	23,658	[illegible]	[illegible]
2 Establishments	[illegible]	529	[illegible]	[illegible]	2,060	[illegible]	[illegible]
3-5 Establishments	[illegible]	[illegible]	[illegible]	[illegible]	[illegible]	5,194	[illegible]
6-9 Establishments	[illegible]	[illegible]	42,475	64	1,114	[illegible]	[illegible]
10-14 Establishments	[illegible]	[illegible]	[illegible]	[illegible]	1,388	[illegible]	[illegible]
15-24 Establishments	[illegible]	[illegible]	81,866	257	[illegible]	2,080	[illegible]
25-49 Establishments	[illegible]	[illegible]	154,457	421	3,304	[illegible]	[illegible]
50 and over	[illegible]	20,965	2,654,435	[illegible]	62,715	[illegible]	177,[illegible]
Not stated	[illegible]	21	[illegible]	[illegible]	31	47	[illegible]
AGENTS AND BROKERS	[illegible]	20,903	[illegible]	[illegible]	78,511	154,731	[illegible]
1 Establishment only	[illegible]	19,[illegible]	8,823,261	[illegible]	[illegible]	[illegible]	[illegible]
2 Establishments	[illegible]	525	[illegible]	[illegible]	4,370	9,093	[illegible]
3-5 Establishments	[illegible]	[illegible]	[illegible]	[illegible]	5,018	[illegible]	6,840
6-9 Establishments	[illegible]	213	[illegible]	[illegible]	4,629	[illegible]	[illegible]
10-14 Establishments	[illegible]	140	413,144	[illegible]	2,044	[illegible]	[illegible]
15-24 Establishments	[illegible]	[illegible]	17,809	[illegible]	[illegible]	177	[illegible]
25-49 Establishments	[illegible]	34	20,772	1	168	267	626
50 and over	[illegible]	[illegible]	138,149	2	[illegible]	6,799	[illegible]
Not stated	[illegible]	17	6,514	[illegible]	[illegible]	147	[illegible]
ASSEMBLERS (Usually farm products)	[illegible]	[illegible]	3,088,571	19,493	137,041	[illegible]	[illegible]
1 Establishment only	[illegible]	[illegible]	[illegible]	[illegible]	100,444	80,568	[illegible]
2 Establishments	[illegible]	1,154	178,090	492	7,753	6,953	7,131
3-5 Establishments	[illegible]	[illegible]	[illegible]	[illegible]	[illegible]	5,845	[illegible]
6-9 Establishments	[illegible]	[illegible]	[illegible]	[illegible]	[illegible]	4,891	[illegible]
10-14 Establishments	[illegible]	586	[illegible]	[illegible]	[illegible]	[illegible]	2,211
15-24 Establishments	[illegible]	734	[illegible]	[illegible]	[illegible]	4,068	[illegible]
25-49 Establishments	[illegible]	791	[illegible]	[illegible]	2,451	2,526	[illegible]
50 and over	[illegible]	1,784	[illegible]	[illegible]	8,299	8,214	[illegible]
Not stated	[illegible]	15	1,771	[illegible]	[illegible]	[illegible]	[illegible]

* Employees and pay roll include part executives of corporations but not the number and compensation of proprietors of unincorporated businesses.
** Sales include taxes.
1 Includes 8,[illegible] proprietors and partners operating commission bulk stations in the petroleum trade.
2 Operators of petroleum bulk stations on a commission basis.

TABLE 11.—DATE ESTABLISHED AND DATE ACQUIRED BY PRESENT OWNER

Establishments, Sales, Personnel, and Pay Roll

By Types of Operation

UNITED STATES SUMMARY

YEAR ESTABLISHED YEAR ACQUIRED BY PRESENT OWNER	Number of establishments	Sales (add 000)	Active proprietors, partners, unpaid officers	Number of employees* (average for year)	TOTAL PAY ROLL* (add 000)
Year business was established					
Total	200,573	$55,265,640	123,698	1,561,948	$2,624,202
1939	9,305	719,390	7,637	19,846	28,021
1938	9,351	1,121,284	7,316	33,469	48,602
1936 - 1937	17,075	2,633,793	12,394	78,453	110,780
1934 - 1935	16,999	3,002,245	12,202	89,912	135,074
1930 - 1933	27,911	6,100,730	19,534	164,050	267,993
1920 - 1929	42,304	12,874,421	27,971	358,658	608,475
1917 - 1919	7,770	2,880,842	4,479	87,709	149,803
1907 - 1916	17,014	6,744,944	10,114	196,347	338,351
1890 - 1906	12,847	6,105,361	7,279	196,465	323,935
Prior to 1890	4,902	5,890,289	2,753	135,998	224,954
Not stated	34,089	9,192,341	21,027	206,449	368,448
Year acquired by present owner					
Total	200,573	55,265,640	123,698	1,561,948	2,624,202
1939	15,[illegible]	1,891,305	12,782	44,635	60,535
1938	14,280	1,949,934	11,747	58,682	82,534
1936 - 1937	24,470	5,254,396	19,211	135,041	198,898
1934 - 1935	19,953	3,793,567	14,155	116,392	179,388
1930 - 1933	32,140	7,248,843	22,900	204,376	330,482
1920 - 1929	48,191	13,987,910	29,882	400,258	690,537
1917 - 1919	7,704	2,755,836	4,207	84,708	146,867
1907 - 1916	14,574	6,179,653	7,967	174,189	308,982
1890 - 1906	7,805	4,597,516	3,412	146,465	258,189
Prior to 1890	1,217	1,286,654	4,883	47,438	90,773
Not stated	15,166	6,640,026	7,549	150,164	280,016
SERVICE AND LIMITED-FUNCTION WHOLESALERS					
Total	1,[illegible]	23,841,924	72,150	933,239	1,529,568
Established 1939	5,898	320,785	4,869	13,195	17,865
Established 1938:					
Acquired by present owner					
1939	226	15,344	173	713	926
1938 [2]	5,448	558,874	4,348	21,319	29,689
Not stated	101	16,436	61	544	832
Established 1936 - 1937:					
Acquired by present owner					
1939	384	28,652	371	1,293	1,526
1938	354	24,357	334	1,328	1,785
1936 - 1937 [2]	9,441	1,168,479	7,449	45,155	64,719
Not stated	233	39,726	117	1,380	2,358
Established 1934 - 1935:					
Acquired by present owner					
1939	361	37,326	311	1,675	2,249
1938	313	32,315	271	1,422	2,177
1936 - 1937	549	85,562	465	3,077	4,414
1934 - 1935 [2]	9,237	1,339,161	8,622	53,049	82,366
Not stated	285	92,253	140	2,314	4,044
Established 1930 - 1933:					
Acquired by present owner					
1939	550	60,605	519	3,188	4,092
1938	543	63,986	532	2,947	4,212
1936 - 1937	943	324,563	873	6,650	10,724
1934 - 1935	551	77,634	406	3,321	5,260
1930 - 1933 [2]	13,761	2,311,545	9,784	95,110	150,694
Not stated	420	102,556	188	3,749	6,329
Established 1920 - 1929:					
Acquired by present owner					
1939	641	77,992	689	3,457	4,535
1938	658	95,413	700	4,006	5,514
1936 - 1937	1,226	640,398	1,150	14,183	23,367
1934 - 1935	740	142,776	556	6,030	9,698
1930 - 1933	1,259	262,358	774	12,140	20,469
1920 - 1929 [2]	16,886	4,582,726	12,490	177,484	299,570
Not stated	730	307,047	316	10,434	19,451
Established 1917 - 1919:					
Acquired by present owner					
1939	106	16,639	108	822	1,294
1938	91	20,195	83	713	1,017
1936 - 1937	260	146,670	207	3,758	6,307
1934 - 1935	130	24,489	88	1,138	1,746
1930 - 1933	216	45,671	153	2,170	3,389
1920 - 1929	434	112,144	256	5,047	8,431
1917 - 1919 [2]	3,[illegible]	978,984	1,944	37,699	64,736
Not stated	156	72,492	62	2,534	4,907
Established 1907 - 1916:					
Acquired by present owner					
1939	241	35,559	252	1,589	2,239
1938	222	47,227	247	1,892	2,639
1936 - 1937	517	176,754	399	5,227	8,506
1934 - 1935	307	81,846	244	2,985	4,694
1930 - 1933	602	151,577	346	6,474	10,394
1920 - 1929	986	280,340	640	13,199	21,409
1917 - 1919	302	54,104	108	2,927	4,622
1907 - 1916 [2]	5,602	2,082,824	3,717	76,156	130,702
Not stated	247	148,269	112	5,237	9,629

YEAR ESTABLISHED YEAR ACQUIRED BY PRESENT OWNER	Number of establishments	Sales (add 000)	Active proprietors, partners, unpaid officers	Number of employees* (average for year)	TOTAL PAY ROLL* (add 000)
SERVICE AND LIMITED-FUNCTION WHOLESALERS—Con.					
Established 1890 - 1906:					
Acquired by present owner					
1939	190	$33,996	196	1,283	$1,921
1938	206	33,732	236	1,657	2,379
1936 - 1937	429	128,370	384	4,685	7,065
1934 - 1935	297	57,501	246	2,462	3,685
1930 - 1933	570	159,584	390	6,463	10,448
1920 - 1929	1,018	369,146	661	17,144	29,873
1917 - 1919	195	94,888	110	3,011	5,219
1907 - 1916	418	191,837	239	7,980	14,286
1890 - 1906 [2]	3,340	1,484,452	1,918	62,693	106,970
Not stated	226	110,856	90	5,272	9,002
Established prior to 1890:					
Acquired by present owner					
1939	91	35,879	70	1,683	2,443
1938	107	30,167	82	1,451	3,259
1936 - 1937	176	55,636	177	2,546	3,940
1934 - 1935	106	31,508	90	1,722	2,850
1930 - 1933	284	132,593	188	5,175	8,816
1920 - 1929	654	343,908	371	16,254	28,982
1917 - 1919	185	113,250	95	6,112	9,776
1907 - 1916	428	234,778	170	10,708	18,755
1890 - 1906	496	359,519	125	20,298	33,606
Prior to 1890 [2]	764	699,450	433	33,301	57,286
Not stated	143	154,595	36	8,457	15,043
Year of establishment not stated:					
Acquired by present owner					
1939	316	32,697	221	1,209	1,618
1938	308	44,669	193	1,688	2,396
1936 - 1937	440	261,055	268	4,061	6,696
1934 - 1935	381	103,321	153	5,526	7,789
1930 - 1933	456	109,416	226	4,392	7,078
1920 - 1929	715	285,214	274	11,482	20,748
1917 - 1919	80	40,296	32	1,126	2,110
1907 - 1916	153	67,265	60	2,763	4,983
1890 - 1906	77	40,226	27	2,012	3,732
Prior to 1890	10	20,963	12	601	1,360
Not stated	1,656	523,140	697	19,351	29,169
MANUFACTURERS' SALES BRANCHES (With Stocks)					
Total	12,977	8,846,940	260	265,802	534,679
Established 1939	263	48,524	5	1,429	2,611
Established 1938:					
Acquired by present owner					
1939	2	240	---	41	41
1938 [2]	328	62,270	3	2,218	4,020
Not stated	33	5,349	5	329	543
Established 1936 - 1937:					
Acquired by present owner					
1939	5	1,502	---	59	115
1938	18	2,073	---	56	114
1936 - 1937 [2]	692	165,849	23	6,667	12,463
Not stated	81	21,549	---	964	1,760
Established 1934 - 1935:					
Acquired by present owner					
1939	15	2,109	---	63	175
1938	22	12,179	---	134	447
1936 - 1937	19	4,066	2	181	349
1934 - 1935 [2]	592	254,037	23	7,832	15,744
Not stated	57	20,058	1	649	1,180
Established 1930 - 1933:					
Acquired by present owner					
1939	20	3,342	---	112	234
1938	65	13,684	1	354	644
1936 - 1937	45	20,911	4	705	1,356
1934 - 1935	14	3,323	---	131	238
1930 - 1933 [2]	939	389,153	23	11,415	22,997
Not stated	111	30,799	---	1,762	3,046
Established 1920 - 1929:					
Acquired by present owner					
1939	40	12,573	3	468	913
1938	59	30,596	1	1,113	1,976
1936 - 1937	88	58,056	4	1,527	3,017
1934 - 1935	63	62,260	3	2,765	4,424
1930 - 1933	98	43,546	5	1,501	2,775
1920 - 1929 [2]	2,805	1,172,355	49	39,011	79,495
Not stated	309	151,964	4	5,508	11,083
Established 1917 - 1919:					
Acquired by present owner					
1939	13	6,650	-	400	708
1938	4	1,238	1	47	92
1936 - 1937	91	38,976	---	1,458	2,904
1934 - 1935	5	2,610	---	112	232
1930 - 1933	9	2,376	---	394	729
1920 - 1929	57	33,292	---	1,840	2,912
1917 - 1919 [2]	422	331,543	9	12,083	25,669
Not stated	63	34,035	---	1,436	2,922

For footnotes, see end of table.

TABLE 11.—DATE ESTABLISHED AND DATE ACQUIRED BY PRESENT OWNER
Establishments, Sales, Personnel, and Pay Roll
By Types of Operation—Continued

UNITED STATES SUMMARY

YEAR ESTABLISHED YEAR ACQUIRED BY PRESENT OWNER	[illegible]	[illegible]	[illegible]	[illegible]	[illegible]
MANUFACTURERS' SALES BRANCHES (With Stocks)—Con.					
Established 1900 - 1919:					
Acquired by present owner					
1939	14	[illegible]	[illegible]	[illegible]	[illegible]
1938	[illegible]	[illegible]	[illegible]	[illegible]	[illegible]
1935 - 1937	[illegible]	[illegible]	2	[illegible]	1,481
1934 - 1933	[illegible]	8,888	[illegible]	[illegible]	[illegible]
[illegible]	[illegible]	22,441	[illegible]	[illegible]	[illegible]
1920 - 1929	[illegible]	[illegible]	[illegible]	4,291	[illegible]
1919	25	13,554	---	[illegible]	1,010
1900 - 1929 [2]	1,027	1,176,809	14	[illegible]	61,971
Not stated	[illegible]	188,690	[illegible]	[illegible]	9,892
Established 1890 - 1899:					
Acquired by present owner					
1939	[illegible]	6,797	4	[illegible]	[illegible]
1938	3	[illegible]	[illegible]	31	42
1935 - 1937	13	32,475	1	612	1,231
1934 - 1933	13	[illegible]	---	172	[illegible]
1930 - 1933	29	21,[illegible]	[illegible]	810	1,147
1920 - 1929	105	176,982	7	3,478	8,161
1919 - 1910	13	16,210	9	[illegible]	1,270
1900 - 1919	50	68,023	-	1,980	4,379
1890 - 1899 [2]	1,066	1,007,240	10	32,187	61,125
Not stated	106	[illegible]	1	3,387	7,928
Established prior to 1890:					
Acquired by present owner					
1939	[illegible]	5,637	[illegible]	[illegible]	997
1938	[illegible]	13[illegible]	---	5	[illegible]
1935 - 1937	13	15,974	- -	[illegible]	[illegible]
1934 - 1933	6	[illegible]	[illegible]	[illegible]	[illegible]
1930 - 1933	11	12,676	[illegible]	247	511
1920 - 1929	32	70,597	---	[illegible]	4,523
1910 - 1919	[illegible]	50,904	-	[illegible]	[illegible]
[illegible]	[illegible]	118,969	---	[illegible]	5,728
1890 - 1899	26	[illegible]	1	1,160	2,766
Prior to 1890 [2]	147	217,126	[illegible]	8,373	16,532
Not stated	[illegible]	[illegible]	---	[illegible]	[illegible]
Year of establishment not stated:					
Acquired by present owner					
1939	4	12,160	1	[illegible]	[illegible]
1938	67	20,941	--	554	1,161
1935 - 1937	94	37,394	---	1,150	2,451
1934 - 1930	[illegible]	[illegible]	[illegible]	1,172	2,485
1930 - 1933	160	[illegible]	1	2,728	[illegible]
1920 - 1929	704	[illegible]	-	11,[illegible]	20,122
1910 - 1919	[illegible]	56,685		[illegible]	2,[illegible]
1900 - 1909	[illegible]	[illegible]	-	1,[illegible]	[illegible]
1890 - 1899	[illegible]	[illegible]	---	[illegible]	[illegible]
Prior to 1890	7	3,517	---	116	[illegible]
Not stated	1,357	[illegible]	9	31,[illegible]	64,041
MANUFACTURERS' SALES OFFICES (Without Stocks)					
Total	5,119	4,679,262	[illegible]	43,[illegible]	134,247
Established 1940	132	18,919	8	319	[illegible]
Established 1930:					
Acquired by present owner					
1939	15[illegible]	[illegible]	9	885	[illegible]
Not stated	9	4,704	[illegible]	42	[illegible]
Established 1930 - 1933:					
Acquired by present owner					
1939	[illegible]	[illegible]	[illegible]	[illegible]	76
1938	[illegible]	[illegible]	[illegible]	[illegible]	[illegible]
1935 - 1937 [2]	[illegible]	104,733	[illegible]	[illegible]	4,535
Not stated	[illegible]	[illegible]	1	[illegible]	[illegible]
Established 1924 - 1929:					
Acquired by present owner					
1939	4	173	-	[illegible]	[illegible]
1938 - 1937	[illegible]	4,110		[illegible]	[illegible]
1934 - 1933 [2]	255	[illegible]	[illegible]	[illegible]	4,045
Not stated	[illegible]	6,104	[illegible]	[illegible]	[illegible]
Established 1930 - 1933:					
Acquired by present owner					
1939	[illegible]	4,791	-	[illegible]	[illegible]
1938	3	1,015	-	[illegible]	[illegible]
1935 - 1937	7	5,163	1	[illegible]	[illegible]
1934 - 1933	11	[illegible]	- -	[illegible]	[illegible]
[illegible]	[illegible]	[illegible]	[illegible]	[illegible]	11,334
Not stated	[illegible]	13,142	[illegible]	[illegible]	[illegible]
Established 1920 - 1929:					
Acquired by present owner					
1939	[illegible]	[illegible]	---	27	[illegible]
1938	[illegible]	[illegible]	[illegible]	[illegible]	[illegible]
1935 - 1937	27	13,996	[illegible]	[illegible]	539
1934 - 1933	[illegible]	[illegible]	[illegible]	[illegible]	[illegible]
1930 - 1933	[illegible]	[illegible]	[illegible]	[illegible]	[illegible]
1920 - 1929 [2]	[illegible]	567,247	[illegible]	9,075	[illegible]
Not stated	[illegible]	[illegible]	[illegible]	947	2,749

YEAR ESTABLISHED YEAR ACQUIRED BY PRESENT OWNER	[illegible]	[illegible]	[illegible]	[illegible]	[illegible]
MANUFACTURERS' SALES OFFICES (Without Stocks)—Con.					
Established 1920 - 1929:					
Acquired by present owner					
1939	[illegible]	[illegible]	[illegible]	[illegible]	[illegible]
1938	[illegible]	[illegible]	[illegible]	[illegible]	[illegible]
1935 - 1937	[illegible]	1,723	[illegible]	[illegible]	92
1934 - 1933	[illegible]	7,270	[illegible]	[illegible]	[illegible]
1930 - 1933 [2]	[illegible]	[illegible]	7	1,305	[illegible]
Not stated	[illegible]	[illegible]	[illegible]	[illegible]	[illegible]
Established 1910 - 1919:					
Acquired by present owner					
1939	[illegible]	[illegible]	[illegible]	[illegible]	79
1938 - 1937	[illegible]	1,300	[illegible]	[illegible]	[illegible]
1934 - 1933	[illegible]	[illegible]	[illegible]	[illegible]	[illegible]
1930 - 1933	[illegible]	[illegible]	[illegible]	[illegible]	[illegible]
1920 - 1929	[illegible]	[illegible]	[illegible]	[illegible]	[illegible]
1910 - 1919 [2]	14	3,060	[illegible]	71	[illegible]
Not stated	337	[illegible]	[illegible]	3,327	8,999
Not stated	[illegible]	61,010	[illegible]	[illegible]	[illegible]
Established 1900 - 1909:					
Acquired by present owner					
1939 - 1933	7	11,515	[illegible]	119	[illegible]
1930 - 1933	[illegible]	1,460	---	17	[illegible]
1920 - 1929	7	15,945	---	[illegible]	[illegible]
1920 - 1929	17	10,699	[illegible]	289	[illegible]
1910 - 1919	17	[illegible],716	[illegible]	[illegible]	549
1900 - 1909	[illegible]	4,316	[illegible]	[illegible]	74
1890 - 1899 [2]	[illegible]	361,588	[illegible]	3,345	[illegible]
Not stated	[illegible]	[illegible]	[illegible]	[illegible]	[illegible]
Established prior to 1890:					
Acquired by present owner					
1939 - 1935	7	[illegible]	[illegible]	141	373
1934 - 1930	[illegible]	13,765	[illegible]	[illegible]	[illegible]
1934 - 1920	[illegible]	691	[illegible]	[illegible]	14
1920 - 1929	[illegible]	[illegible]	[illegible]	16	39
1920 - 1929	[illegible]	29,578	---	174	703
1910 - 1919	7	94,266	[illegible]	1,063	3,508
1900 - 1909	[illegible]	14,162	---	173	[illegible]
Prior to 1890 [2]	[illegible]	113,184	[illegible]	1,552	4,537
Not stated	1	[illegible]	[illegible]	[illegible]	[illegible]
Year of establishment not stated:					
Acquired by present owner					
1939	11	[illegible]	[illegible]	[illegible]	42
1938	16	7,391	[illegible]	[illegible]	[illegible]
1936 - 1937	[illegible]	[illegible]	[illegible]	248	640
1934 - 1933	[illegible]	15,030	[illegible]	[illegible]	[illegible]
1930 - 1933	61	14,[illegible]	---	[illegible]	[illegible]
1920 - 1929	[illegible]	[illegible]	[illegible]	71	2,080
1910 - 1919	4	[illegible]	[illegible]	[illegible]	46
1900 - 1909	40	71,480	-	377	1,183
1890 - 1899	[illegible]	[illegible]	1	[illegible]	717
Not stated	[illegible]	[illegible]	7	[illegible]	[illegible]
PETROLEUM BULK STATIONS AND TERMINALS					
Total	[illegible]	[illegible]	[illegible]	[illegible]	156,366
Established 1940	[illegible]	[illegible]	[illegible]	720	[illegible]
Established 1930:					
Acquired by present owner					
1939	[illegible]	[illegible]	[illegible]	42	48
1938 [2]	[illegible]	[illegible]	397	1,266	1,644
Not stated	6	717	4	[illegible]	23
Established 1920 - 1929:					
Acquired by present owner					
1939	[illegible]	[illegible]	[illegible]	[illegible]	95
1938	[illegible]	3,778	[illegible]	145	194
1934 - 1933 [2]	[illegible]	81,043	701	2,442	[illegible]
Not stated	[illegible]	[illegible]	[illegible]	[illegible]	38
Established 1910 - 1919:					
Acquired by present owner					
1939	[illegible]	4,909	[illegible]	[illegible]	[illegible]
1938	44	3,549	[illegible]	[illegible]	[illegible]
1934 - 1933	76	14,237	[illegible]	[illegible]	471
1930 - 1933 [2]	[illegible]	96,483	[illegible]	[illegible]	4,285
Not stated	[illegible]	[illegible]	[illegible]	[illegible]	[illegible]
Established 1900 - 1909:					
Acquired by present owner					
1939	[illegible]	6,597	[illegible]	[illegible]	307
1938	[illegible]	[illegible]	[illegible]	197	[illegible]
1934 - 1933	[illegible]	10,933	[illegible]	[illegible]	441
1930 - 1933	[illegible]	[illegible]	[illegible]	[illegible]	[illegible]
1920 - 1929 [2]	1,539	178,563	[illegible]	[illegible]	[illegible]
Not stated	[illegible]	[illegible]	14	176	[illegible]
Established 1890 - 1899:					
Acquired by present owner					
1939	[illegible]	[illegible]	[illegible]	294	[illegible]
1938	[illegible]	[illegible]	[illegible]	[illegible]	[illegible]
1934 - 1933	[illegible]	20,717	[illegible]	672	[illegible]
1934 - 1933	[illegible]	17,341	96	607	1,030
1930 - 1933	[illegible]	[illegible]	[illegible]	[illegible]	[illegible]
1920 - 1929 [2]	[illegible]	[illegible]	[illegible]	[illegible]	16,030
Not stated	[illegible]	[illegible]	44	294	[illegible]

[1] For footnotes, see end of table.

TABLE 11.—DATE ESTABLISHED AND DATE ACQUIRED BY PRESENT OWNER

Establishments, Sales, Personnel, and Pay Roll

By Types of Operation—Continued

UNITED STATES SUMMARY

YEAR ESTABLISHED / YEAR ACQUIRED BY PRESENT OWNER	[illegible]	[illegible]	[illegible]	Number of employ- [illegible]	TOTAL PAY ROLL [illegible]
PETROLEUM BULK STATIONS AND TERMINALS—Con.					
Established 1917 - 1919:					
Acquired by present owner					
1939	3	$174	1	5	$11
1938	7	624	14	11	23
1936 - 1937	16	854	11	37	35
1934 - 1935	7	621	7	27	29
1930 - 1933	9	4,318	6	[illegible]	334
1920 - 1929	[illegible]	4,193	[illegible]	123	193
1917 - 1919 ²	141	[illegible]	[illegible]	853	1,382
Established 1907 - 1916:					
Acquired by present owner					
1939	[illegible]	[illegible]	15	[illegible]	29
1938	[illegible]	417	10	17	18
1936 - 1937	[illegible]	[illegible]	13	22	23
1934 - 1935	[illegible]	729	[illegible]	32	[illegible]
1930 - 1933	[illegible]	[illegible]	[illegible]	[illegible]	67
1920 - 1929	[illegible]	[illegible]	19	145	264
1917 - 1919	8	3,377	1	[illegible]	[illegible]
1907 - 1916 ²	[illegible]	[illegible]	[illegible]	[illegible]	1,2[illegible]5
Not stated	[illegible]	1,507	1	[illegible]	94
Established 1890 - 1906:					
Acquired by present owner					
1939	[illegible]	176	1	12	[illegible]
1938	[illegible]	[illegible]	1	17	[illegible]
1934 - 1937	[illegible]	1,558	-	87	104
1930 - 1933	7	1,075	4	49	[illegible]
1920 - 1929	10	[illegible]	1	165	[illegible]
1917 - 1919	5	3,168	[illegible]	81	209
1890 - 1906 ²	[illegible]	3,618	17	[illegible]	278
Established prior to 1890:					
Acquired by present owner					
1934 - 1939	[illegible]	[illegible]	[illegible]	[illegible]	1
1930 - 1933	[illegible]	[illegible]	6	[illegible]	[illegible]
1920 - 1929	[illegible]	2,539	[illegible]	34	72
1917 - 1919	[illegible]	86	2	2	[illegible]
1890 - 1916	[illegible]	248		12	20
Prior to 1890	4	461		42	[illegible]
Year of establishment not stated:					
Acquired by present owner					
1939	[illegible]	18,791	[illegible]	[illegible]	521
1938	528	[illegible],141	[illegible]	1,152	1,770
1936 - 1937	1,118	[illegible]	928	[illegible],129	4,903
1934 - 1935	[illegible]	101,563	[illegible]	2,[illegible]68	[illegible]
1930 - 1933	[illegible]	478,243	[illegible]	11,099	17,832
1920 - 1929	6,947	897,929	5,394	21,[illegible]	34,220
1917 - 1919	[illegible]	131,168	[illegible]	[illegible]	[illegible]
1907 - 1916	1,967	426,419	1,263	10,610	[illegible]
1890 - 1906	521	178,876	[illegible]	4,704	[illegible]
Prior to 1890	71	[illegible]	[illegible]	2,308	4,571
Not stated	5,107	[illegible]	[illegible]	[illegible]	8,758
AGENTS AND BROKERS					
Total	[illegible]	[illegible]	[illegible]	78,511	154,731
Established 1939	1,349	[illegible]30,023	1,305	1,702	2,421
Established 1938:					
Acquired by present owner					
1939	45	4,594	[illegible]	[illegible]	110
1938 ²	1,215	289,208	1,20[illegible]	2,606	3,696
Not stated	[illegible]	2,847	19	61	[illegible]
Established 1936 - 1937:					
Acquired by present owner					
1939	[illegible]	17,818	71	[illegible]	278
1938	[illegible]	11,150	[illegible]	147	180
1936 - 1937 ²	2,072	[illegible]	1,934	[illegible]	7,945
Not stated	[illegible]	[illegible]	33	[illegible]	173
Established 1934 - 1935:					
Acquired by present owner					
1939	56	10,027	[illegible]	170	[illegible]
1938	[illegible]	[illegible]	66	273	[illegible]
1936 - 1937	[illegible]	[illegible]	86	[illegible]	[illegible]
1934 - 1935 ²	[illegible]	653,113	1,531	4,652	[illegible]
Not stated	49	[illegible]	34	[illegible]	231
Established 1930 - 1933:					
Acquired by present owner					
1939	107	42,571	129	[illegible]	[illegible]
1938	[illegible]	34,576	[illegible]	241	486
1936 - 1937	148	57,553	142	[illegible]	744
1934 - 1935	[illegible]	[illegible]	[illegible]	[illegible]	371
1930 - 1933 ²	3,166	[illegible]	2,757	10,179	19,[illegible]16
Not stated	[illegible]	27,884	[illegible]	[illegible]	459
Established 1920 - 1929:					
Acquired by present owner					
1939	101	50,936	120	316	451
1938	[illegible]	70,841	137	432	711
1936 - 1937	[illegible]	120,895	215	[illegible]	1,649
1934 - 1935	[illegible]	141,981	[illegible]	571	[illegible]
1930 - 1933	227	131,271	[illegible]	1,034	1,768
1920 - 1929 ²	4,532	[illegible]	[illegible]	[illegible]	[illegible]
Not stated	[illegible]	127,58[illegible]	[illegible]	799	2,178
AGENTS AND BROKERS—Con.					
Established 1917 - 1919:					
Acquired by present owner					
1939	17	$14,031	[illegible]	76	[illegible]
1938	[illegible]	18,208	31	121	238
1936 - 1937	30	17,490	[illegible]	147	[illegible]
1934 - 1935	[illegible]	7,805	[illegible]	174	[illegible]
1930 - 1933	[illegible]	23,249	[illegible]	200	441
1920 - 1929	67	[illegible]	53	[illegible]	564
1917 - 1919 ²	[illegible]	318,744	476	[illegible]	4,992
Not stated	[illegible]	14,327	15	[illegible]	191
Established 1907 - 1916:					
Acquired by present owner					
1939	41	[illegible]	[illegible]	[illegible]	282
1938	46	35,481	57	[illegible]	[illegible]
1936 - 1937	73	56,973	97	411	737
1934 - 1935	47	[illegible]	[illegible]	333	[illegible]
1930 - 1933	94	79,438	87	409	[illegible]
1920 - 1929	137	92,011	104	[illegible]	1,418
1917 - 1919	[illegible]	[illegible]	19	261	480
1907 - 1916 ²	[illegible]	870,060	[illegible]	7,962	13,781
Not stated	48	65,588	[illegible]	307	919
Established 1890 - 1906:					
Acquired by present owner					
1939	[illegible]	31,497	48	[illegible]	275
1938	34	16,433	[illegible]	[illegible]	[illegible]
1936 - 1937	72	67,791	[illegible]	466	841
1934 - 1935	48	32,181	61	[illegible]	531
1930 - 1933	77	87,526	76	599	1,253
1920 - 1929	[illegible]	176,442	106	733	1,690
1917 - 1919	[illegible]	18,044	[illegible]	[illegible]	150
1907 - 1916	70	71,472	51	[illegible]	795
1890 - 1906 ²	531	[illegible]44,[illegible]83	493	3,324	8,[illegible]47
Not stated	[illegible]	12,851	[illegible]	[illegible]	246
Established prior to 1890:					
Acquired by present owner					
1939	[illegible]	43,773	[illegible]	139	[illegible]
1938	[illegible]	33,657	17	[illegible]	273
1936 - 1937	[illegible]	24,499	[illegible]	134	[illegible]
1934 - 1935	19	18,707	[illegible]	175	279
1930 - 1933	37	95,699	38	402	1,075
1920 - 1929	86	281,940	[illegible]	1,196	3,729
1917 - 1919	[illegible]	19,699	[illegible]	[illegible]	[illegible]
1907 - 1916	41	[illegible]	27	387	1,143
1890 - 1906	[illegible]	30,956	16	540	925
Prior to 1890 ²	73	117,676	174	638	[illegible]
Not stated	[illegible]	37,127	14	149	408
Year of establishment not stated:					
Acquired by present owner					
1939	65	15,393	[illegible]	149	[illegible]
1938	37	19,637	[illegible]	[illegible]	281
1936 - 1937	[illegible]	62,807	64	270	[illegible]
1934 - 1935	52	[illegible]	43	[illegible]	477
1930 - 1933	56	[illegible]	[illegible]	217	345
1920 - 1929	67	[illegible]	58	[illegible]	541
1917 - 1919	9	21,975	[illegible]	179	[illegible]
1907 - 1916	25	[illegible]	12	[illegible]	[illegible]
1890 - 1906	[illegible]	[illegible]	9	[illegible]	[illegible]
Prior to 1890	[illegible]	16,879	---	145	[illegible]
Not stated	475	[illegible]	[illegible]	[illegible]	[illegible]
ASSEMBLERS (Mainly Farm Products)					
Total	29,12[illegible]	3,088,571	19,493	137,041	114,582
Established 1939	1,164	76,195	[illegible]	[illegible]	[illegible]
Established 1938:					
Acquired by present owner					
1939	[illegible]	1,725	[illegible]	107	46
1938 ²	1,113	70,960	[illegible]	[illegible]	[illegible]
Not stated	[illegible]	1,469	17	148	102
Established 1936 - 1937:					
Acquired by present owner					
1939	67	[illegible]	60	[illegible]	61
1938	70	5,409	65	248	148
1936 - 1937 ²	2,057	163,618	[illegible]	[illegible]	[illegible]
Not stated	37	3,340	14	[illegible]	138
Established 1934 - 1935:					
Acquired by present owner					
1939	[illegible]	[illegible]	101	192	[illegible]
1938	[illegible]	[illegible]	[illegible]	[illegible]	154
1936 - 1937	137	6,709	[illegible]	[illegible]	342
1934 - 1935 ²	[illegible]	[illegible]	[illegible]	[illegible]	[illegible]
Not stated	24	2,861	14	154	111
Established 1930 - 1933:					
Acquired by present owner					
1939	162	8,149	160	[illegible]	270
1938	[illegible]	10,257	[illegible]	455	289
1936 - 1937	[illegible]	15,574	[illegible]	924	637
1934 - 1935	[illegible]	[illegible]	141	597	[illegible]
1930 - 1933 ²	[illegible]	[illegible]	[illegible]	12,913	11,154
Not stated	49	5,775	17	[illegible]	261

For footnotes, see end of table.

TABLE 11.—DATE ESTABLISHED AND DATE ACQUIRED BY PRESENT OWNER
Establishments, Sales, Personnel, and Pay Roll
By Types of Operation—Continued

UNITED STATES SUMMARY

YEAR ESTABLISHED YEAR ACQUIRED BY PRESENT OWNER	[illegible]	[illegible]	[illegible]	[illegible]	[illegible]
ASSEMBLERS (Mainly Farm Products)—Con.					
Established 1900 - 1909:					
Acquired by present owner					
[illegible]	[illegible]	[illegible]	[illegible]	[illegible]	[illegible]
[illegible]	207	11,930	201	708	[illegible]
[illegible]	[illegible]	25,005	[illegible]	[illegible]	[illegible]
[illegible]	[illegible]	19,940	[illegible]	[illegible]	[illegible]
1930 - 1933	[illegible]	[illegible]	257	[illegible]	1,[illegible]
[illegible]	4,959	[illegible]	[illegible]	[illegible]	[illegible]
Not stated	[illegible]	27,419	43	1,162	1,077
Established 1910 - 1919:					
Acquired by present owner					
[illegible]	45	[illegible]	59	78	[illegible]
[illegible]		[illegible]	[illegible]	[illegible]	[illegible]
[illegible]	[illegible]	6,594	64	447	[illegible]
[illegible]	[illegible]	9,142	[illegible]	[illegible]	[illegible]
[illegible]	[illegible]	15,703	[illegible]	475	[illegible]
[illegible]	104	[illegible]	[illegible]	1,350	[illegible]
[illegible]	1,047	123,429	[illegible]	6,662	[illegible]
Not stated	[illegible]	10,110	[illegible]	[illegible]	[illegible]
Established [illegible]					
Acquired by present owner					
[illegible]	[illegible]	8,081	[illegible]	[illegible]	[illegible]
[illegible]	[illegible]	[illegible]	[illegible]	[illegible]	[illegible]
[illegible]	[illegible]	17,405	[illegible]	869	[illegible]
[illegible]	[illegible]	[illegible]	127	[illegible]	[illegible]
[illegible]	[illegible]	[illegible]	[illegible]	[illegible]	[illegible]
[illegible]	[illegible]	[illegible]	244	[illegible]	[illegible]
[illegible]	201	[illegible]	58	[illegible]	[illegible]
[illegible]	2,328	259,936	[illegible]	[illegible]	[illegible]
Not stated	[illegible]	22,144	[illegible]	[illegible]	1,[illegible]

YEAR ESTABLISHED YEAR ACQUIRED BY PRESENT OWNER	[illegible]	[illegible]	[illegible]	[illegible]	PAY [illegible]
ASSEMBLERS (Mainly Farm Products)—Con.					
Established [illegible]:					
Acquired by present owner					
[illegible]	117	[illegible]	[illegible]	[illegible]	[illegible]
[illegible]	[illegible]	[illegible]	[illegible]	[illegible]	[illegible]
[illegible]	[illegible]	[illegible]	[illegible]	[illegible]	[illegible]
1924 - [illegible]	[illegible]	20,137	[illegible]	[illegible]	725
[illegible]	[illegible]	21,122	[illegible]	[illegible]	[illegible]
[illegible]	[illegible]	54,128	237	2,724	2,217
1917 - 1919	[illegible]	11,640	[illegible]	[illegible]	[illegible]
[illegible]	[illegible]	28,601	[illegible]	1,067	[illegible]
[illegible]	[illegible]	226,426	[illegible]	9,332	[illegible]
Not stated	[illegible]	57,583	[illegible]	[illegible]	[illegible]
Established [illegible]:					
Acquired by present owner					
[illegible]	[illegible]	[illegible]	[illegible]	64	[illegible]
[illegible]	[illegible]	2,540	[illegible]	[illegible]	[illegible]
1936 - 1937	54	8,905	[illegible]	[illegible]	[illegible]
[illegible]	[illegible]	[illegible]	[illegible]	157	[illegible]
[illegible]	[illegible]	[illegible]	[illegible]	[illegible]	[illegible]
[illegible]	[illegible]	12,071	97	4[illegible]4	[illegible]
[illegible]	[illegible]	4,724	41	[illegible]	[illegible]
[illegible]	[illegible]	[illegible]	[illegible]	4[illegible]6	561
[illegible]	4[illegible]	[illegible]	[illegible]	[illegible]	[illegible]
[illegible]	73	[illegible]	[illegible]	[illegible]	[illegible]
Not stated	[illegible]	[illegible]	[illegible]	[illegible]	[illegible]
Year of establishment not stated:					
Acquired by present owner					
1930	[illegible]	6,414	[illegible]	[illegible]	[illegible]
1925	257	[illegible]	[illegible]	371	[illegible]
1921 - 1924	437	25,607	151	[illegible]	[illegible]
1914 - 1920	[illegible]	17,670	[illegible]	667	634
1905 - 1913	376	[illegible]	149	[illegible]	[illegible]
1900 - 1904	[illegible]	25,779	[illegible]	3[illegible]	9[illegible]
1[illegible] - [illegible]	61	[illegible]	[illegible]	[illegible]	[illegible]
1[illegible] - [illegible]	[illegible]	[illegible]	[illegible]	[illegible]	[illegible]
1[illegible] - 1[illegible]	[illegible]	[illegible]	[illegible]	[illegible]	[illegible]
Not stated	[illegible]	[illegible]	[illegible]	8,182	[illegible]

[illegible]

GEOGRAPHY DEPARTMENT
UNIVERSITY OF MARYLAND
COLLEGE PARK, MARYLAND

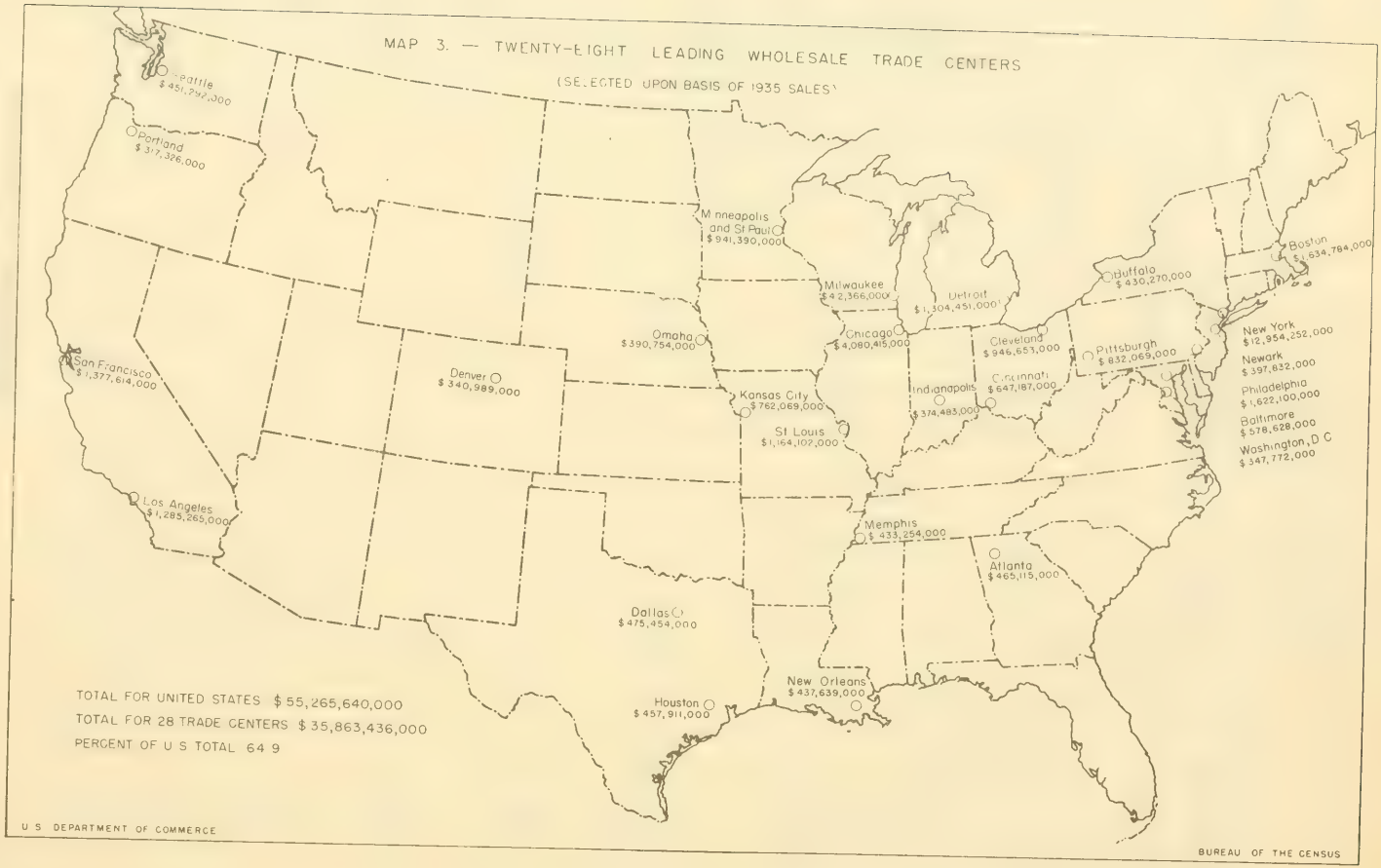

MAP 3. — TWENTY-EIGHT LEADING WHOLESALE TRADE CENTERS
(SELECTED UPON BASIS OF 1935 SALES)
Seattle $451,292,000
Portland $317,326,000
San Francisco $1,377,614,000
Los Angeles $1,285,265,000
Denver $340,989,000
Omaha $390,754,000
Minneapolis and St Paul $941,390,000
Milwaukee $422,366,000
Chicago $4,080,415,000
Detroit $1,304,451,000
Kansas City $762,069,000
St Louis $1,164,102,000
Indianapolis $374,483,000
Cleveland $946,653,000
Cincinnati $647,187,000
Buffalo $430,270,000
Pittsburgh $832,069,000
Boston $1,634,784,000
New York $12,954,252,000
Newark $397,832,000
Philadelphia $1,622,100,000
Baltimore $578,628,000
Washington, D C $347,772,000
Memphis $433,254,000
Atlanta $465,115,000
Dallas $475,454,000
Houston $457,911,000
New Orleans $437,639,000
TOTAL FOR UNITED STATES $55,265,640,000
TOTAL FOR 28 TRADE CENTERS $35,863,436,000
PERCENT OF U S TOTAL 64 9
U S DEPARTMENT OF COMMERCE
BUREAU OF THE CENSUS

Table 1.—ESTABLISHMENTS, SALES, EXPENSES, PERSONNEL, PAY ROLL, AND STOCKS

In the following section, table 1 is given for each State, for the District of Columbia, and for the 27 leading wholesale centers in the United States. This table presents the basic information on number of establishments, sales, expenses, active proprietors, employees, pay roll, and stocks by types of operations and kinds of business.

States:	Page
Alabama	208
Arizona	210
Arkansas	211
California	212
Colorado	214
Connecticut	216
Delaware	218
District of Columbia	219
Florida	222
Georgia	224
Idaho	226
Illinois	227
Indiana	229
Iowa	231
Kansas	233
Kentucky	235
Louisiana	237
Maine	239
Maryland	240
Massachusetts	242
Michigan	244
Minnesota	246
Mississippi	248
Missouri	249
Montana	251

States—Continued.	Page
Nebraska	252
Nevada	254
New Hampshire	255
New Jersey	256
New Mexico	258
New York	259
North Carolina	261
North Dakota	263
Ohio	264
Oklahoma	266
Oregon	268
Pennsylvania	270
Rhode Island	272
South Carolina	273
South Dakota	274
Tennessee	275
Texas	277
Utah	279
Vermont	280
Virginia	281
Washington	283
West Virginia	285
Wisconsin	286
Wyoming	288

Cities	Page
Atlanta	289
Baltimore	294
Boston	297
Buffalo	303
Chicago	307
Cincinnati	315
Cleveland	320
Dallas	325
Denver	329
Detroit	333
Houston	338
Indianapolis	341
Kansas City, Mo.	344
Los Angeles	349
Memphis	355
Milwaukee	358
Minneapolis and St. Paul	362
Newark	367
New Orleans	370
New York	374
Omaha	382
Philadelphia	385
Pittsburgh	391
Portland, Oreg.	396
St. Louis	400
San Francisco	405
Seattle	411
Washington, D. C.	219

TABLE 1.—SALES, EXPENSES, PERSONNEL, PAY ROLL AND STOCKS

ALABAMA

[illegible]	NUMBER OF ESTABLISHMENTS	SALES (add 000)	OPERATING EXPENSES [illegible]	[illegible]	[illegible]	[illegible]	PAY ROLL [illegible]	[illegible]	Part-time	Stocks [illegible] end of year, at cost (add 000)
[illegible]	[illegible]	[illegible]	[illegible]	[illegible]	1,571	[illegible]	[illegible]	[illegible]	[illegible]	[illegible]
[illegible]	1,658	[illegible]	[illegible]	[illegible]	[illegible]	[illegible]	[illegible]	[illegible]	[illegible]	[illegible]
[illegible]	1,757	[illegible]	45,398	[illegible]	[illegible]	[illegible]	[illegible]	[illegible]	[illegible]	[illegible]
[illegible]	[illegible]	[illegible]	[illegible]	11.7	[illegible]	[illegible]	12,068	11,921	147	[illegible]
[illegible]	4	[illegible]	[illegible]	[illegible]	[illegible]	[illegible]	9,942	9,219	[illegible]	16,767
[illegible]	[illegible]	[illegible]	[illegible]	[illegible]	7	[illegible]	[illegible]	[illegible]	1	410
Industrial distributors	[illegible]	20,500	3,153	15.3	1	[illegible]	2,671	[illegible]	[illegible]	4,281
[illegible]	[illegible]	[illegible]	[illegible]	10.1	[illegible]	[illegible]	27	27	—	[illegible]
[illegible]	[illegible]	8,700	852	[illegible]	[illegible]	[illegible]	302	300	2	[illegible]
[illegible]	25	[illegible]	[illegible]	10.[illegible]	[illegible]	[illegible]	[illegible]	[illegible]	[illegible]	[illegible]
[illegible]	[illegible]	[illegible]	[illegible]	[illegible]	—	[illegible]	[illegible]	[illegible]	—	[illegible]
[illegible]	[illegible]	90,157	[illegible]	10.3	1	[illegible]	[illegible]	[illegible]	66	[illegible]
[illegible]	[illegible]	[illegible]	[illegible]	6.8	[illegible]	415	[illegible]	[illegible]	—	—
[illegible]	[illegible]	[illegible]	[illegible]	[illegible]	[illegible]	1,334	[illegible]	1,497	54	[illegible]
[illegible]	[illegible]	[illegible]	[illegible]	[illegible]	76	[illegible]	[illegible]	[illegible]	[illegible]	[illegible]
[illegible]	[illegible]	[illegible]	[illegible]	[illegible]	317	[illegible]	[illegible]	[illegible]	[illegible]	[illegible]
[illegible]	[illegible]	10,628	[illegible]	14.0	[illegible]	[illegible]	[illegible]	[illegible]	[illegible]	[illegible]
[illegible]	[illegible]	1,772	143	[illegible]	[illegible]	[illegible]	[illegible]	[illegible]	—	[illegible]
[illegible]	[illegible]	[illegible]	1,684	3.3	[illegible]	471	775	[illegible]	16	378
[illegible]	6	1,512	[illegible]	[illegible]	6	57	[illegible]	[illegible]	[illegible]	[illegible]
[illegible]	[illegible]	[illegible]	[illegible]	2.3	[illegible]	[illegible]	[illegible]	274	[illegible]	[illegible]
[illegible]	19	[illegible]	[illegible]	2.3	17	[illegible]	104	[illegible]	[illegible]	67
Export agents	[illegible]	[illegible]	102	[illegible]	[illegible]	[illegible]	[illegible]	[illegible]	[illegible]	—
[illegible]	[illegible]	1,300	[illegible]	16.3	[illegible]	[illegible]	[illegible]	114	—	55
[illegible]	[illegible]	5,740	[illegible]	[illegible]	[illegible]	[illegible]	[illegible]	[illegible]	[illegible]	—
[illegible]	[illegible]	[illegible]	[illegible]	[illegible]	7	47	[illegible]	[illegible]	[illegible]	—
[illegible]	[illegible]	[illegible]	[illegible]	5.8	[illegible]	723	177	[illegible]	146	1,075
[illegible]	[illegible]	[illegible]	6	[illegible]	234	[illegible]	294	[illegible]	41	1,068
[illegible]	16	[illegible]	[illegible]	[illegible]	—	[illegible]	[illegible]	[illegible]	[illegible]	[illegible]
[illegible]	[illegible]	1,485	[illegible]	[illegible]	—	[illegible]	[illegible]	[illegible]	[illegible]	[illegible]
[illegible]	6	[illegible]	[illegible]	16.3	[illegible]	[illegible]	[illegible]	[illegible]	—	—
[illegible]	[illegible]	[illegible]	[illegible]	[illegible]	[illegible]	[illegible]	[illegible]	[illegible]	[illegible]	—
[illegible]	[illegible]	[illegible]	[illegible]	11.7	726	9,458	12,068	11,921	147	[illegible]
[illegible]	[illegible]	157	[illegible]	[illegible]	[illegible]	[illegible]	[illegible]	[illegible]	—	[illegible]
[illegible]	[illegible]	[illegible]	[illegible]	13.3	76	[illegible]	[illegible]	[illegible]	[illegible]	[illegible]
[illegible]	[illegible]	[illegible]	[illegible]	15.4	[illegible]	244	[illegible]	[illegible]	1	[illegible]
[illegible]	[illegible]	5,010	[illegible]	5.5	3	[illegible]	[illegible]	[illegible]	—	[illegible]
[illegible]	16	2,098	[illegible]	12.4	[illegible]	67	[illegible]	96	[illegible]	[illegible]
[illegible]	11	[illegible]	[illegible]	3.2	[illegible]	[illegible]	[illegible]	[illegible]	—	[illegible]
[illegible]	[illegible]	4,921	720	[illegible]	—	[illegible]	419	417	[illegible]	[illegible]
[illegible]	[illegible]	[illegible]	[illegible]	[illegible]	3	[illegible]	[illegible]	[illegible]	—	[illegible]
[illegible]	[illegible]	[illegible]	[illegible]	15.4	4	[illegible]	[illegible]	[illegible]	—	[illegible]
[illegible]	[illegible]	[illegible]	[illegible]	15.9	15	[illegible]	[illegible]	[illegible]	—	[illegible]
[illegible]	[illegible]	[illegible]	[illegible]	14.0	[illegible]	[illegible]	[illegible]	[illegible]	[illegible]	[illegible]
[illegible]	18	[illegible]	857	5.1	[illegible]	[illegible]	[illegible]	[illegible]	[illegible]	[illegible]
[illegible]	4	[illegible]	[illegible]	12.8	90	[illegible]	651	[illegible]	[illegible]	157
[illegible]	[illegible]	[illegible]	[illegible]	10.2	[illegible]	[illegible]	[illegible]	[illegible]	7	1,687
[illegible]	[illegible]	[illegible]	[illegible]	[illegible]	1	[illegible]	[illegible]	[illegible]	—	[illegible]
[illegible]	[illegible]	[illegible]	[illegible]	8.1	[illegible]	1,416	1,619	[illegible]	[illegible]	[illegible]
[illegible]	[illegible]	16,304	[illegible]	[illegible]	[illegible]	[illegible]	[illegible]	[illegible]	[illegible]	[illegible]
[illegible]	[illegible]	[illegible]	3,048	15.1	11	1,242	[illegible]	1,919	[illegible]	[illegible]
[illegible]	[illegible]	[illegible]	1,781	13.5	[illegible]	078	[illegible]	[illegible]	[illegible]	[illegible]
[illegible]	[illegible]	12,000	2,325	[illegible]	[illegible]	[illegible]	1,131	1,177	4	2,165
[illegible]	19	2,158	[illegible]	[illegible]	7	[illegible]	[illegible]	[illegible]	[illegible]	[illegible]
[illegible]	5	[illegible]	27	21.1	[illegible]	[illegible]	18	[illegible]	—	[illegible]
[illegible]	[illegible]	[illegible]	172	17.7	7	66	[illegible]	67	[illegible]	[illegible]
[illegible]	10	11,250	[illegible]	5.3	[illegible]	[illegible]	[illegible]	[illegible]	[illegible]	[illegible]
[illegible]	[illegible]	[illegible]	[illegible]	[illegible]	47	[illegible]	[illegible]	[illegible]	[illegible]	[illegible]
All other	[illegible]	3,508	[illegible]	[illegible]	24	[illegible]	270	[illegible]	4	[illegible]
[illegible]	[illegible]	[illegible]	[illegible]	[illegible]	[illegible]	1,301	2,973	[illegible]	[illegible]	7,157
[illegible]	[illegible]	[illegible]	[illegible]	14.2	—	[illegible]	[illegible]	[illegible]	[illegible]	294
[illegible]	[illegible]	[illegible]	[illegible]	[illegible]	—	[illegible]	[illegible]	135	[illegible]	[illegible]
[illegible]	[illegible]	[illegible]	[illegible]	[illegible]	[illegible]	[illegible]	45	[illegible]	1	[illegible]
[illegible]	[illegible]	[illegible]	[illegible]	10.4	—	[illegible]	[illegible]	[illegible]	[illegible]	59
[illegible]	42	[illegible]	[illegible]	[illegible]	—	[illegible]	[illegible]	1,170	[illegible]	[illegible]
[illegible]	[illegible]	[illegible]	[illegible]	18.0	—	[illegible]	[illegible]	[illegible]	[illegible]	[illegible]
[illegible]	[illegible]	[illegible]	[illegible]	10.3	—	74	77	77	—	[illegible]
[illegible]	[illegible]	[illegible]	[illegible]	[illegible]	—	170	254	[illegible]	[illegible]	[illegible]
[illegible]	1	[illegible]	354	7.3	—	[illegible]	[illegible]	[illegible]	[illegible]	[illegible]
[illegible] S (without stocks)	44	37,548	[illegible]	[illegible]	1	[illegible]	1,068	[illegible]	—	—
[illegible]	[illegible]	4,072	[illegible]	[illegible]	—	141	[illegible]	[illegible]	—	—
[illegible]	[illegible]	[illegible]	[illegible]	[illegible]	[illegible]	[illegible]	[illegible]	[illegible]	—	—
[illegible]	[illegible]	[illegible]	[illegible]	9.3	[illegible]	100	[illegible]	[illegible]	—	—
[illegible]	[illegible]	[illegible]	[illegible]	[illegible]	—	[illegible]	[illegible]	[illegible]	—	—
[illegible]	[illegible]	[illegible]	400	2.6	—	[illegible]	[illegible]	[illegible]	—	—
[illegible]	13	9,230	[illegible]	3.5	—	[illegible]	[illegible]	[illegible]	—	—
[illegible]	443	[illegible]	4,991	[illegible]	[illegible]	1,334	[illegible]	1,497	[illegible]	[illegible]

For footnotes, see end of table.

TABLE 1.—SALES, EXPENSES, PERSONNEL, PAY ROLL AND STOCKS

[illegible]

ALABAMA

TYPE OF OPERATION. KIND OF BUSINESS	NUMBER OF ESTABLISHMENTS	SALES	OPERATING EXPENSES		[illegible]	[illegible] and partners	PAY ROLL			[illegible]
		[illegible]	[illegible]	[illegible]			[illegible]	[illegible]	[illegible]	[illegible]
[illegible]		[illegible]	[illegible]	5.4		471				570
Electrical		[illegible]	[illegible]	5.4		24				4
[illegible]		[illegible]	[illegible]	[illegible]		[illegible]				[illegible]
[illegible]		[illegible]	[illegible]	[illegible]		[illegible]				[illegible]
[illegible]		[illegible]	[illegible]	2.0		[illegible]				[illegible]
[illegible]		[illegible]	[illegible]	[illegible]		[illegible]				[illegible]
[illegible]		[illegible]	[illegible]	[illegible]		[illegible]				[illegible]
[illegible]		[illegible]	[illegible]	2.0		[illegible]				7
[illegible]	[illegible]	[illegible]	[illegible]	5.6		722	477			[illegible]
[illegible]	[illegible]	[illegible]	[illegible]	[illegible]	1.0	[illegible]	[illegible]			[illegible]
[illegible]	[illegible]	[illegible]	[illegible]	[illegible]		[illegible]	[illegible]			15
[illegible]	[illegible]	[illegible]	[illegible]	[illegible]		[illegible]	[illegible]			[illegible]

[illegible]

[illegible] employees and [illegible] the number [illegible]

[illegible] commission only.

[illegible] personnel [illegible] stations.

[illegible] retailer-cooperative warehouses.

[illegible] other [illegible].

[illegible] grain elevator [illegible].

[illegible] and all other products

[illegible] furniture [illegible] house furnishing; [illegible] lumber [illegible]; paper and its [illegible] other products.

[illegible] electrical [illegible]; farm supplies; [illegible] products; [illegible] products except [illegible].

[illegible] amusement and sporting goods; [illegible] automotive; [illegible] chemicals and paints; [illegible] dry goods specialty lines; [illegible] furniture [illegible] products; [illegible] plumbing and heating equipment and supplies; [illegible] other products.

TABLE 1.—SALES, EXPENSES, PERSONNEL, PAY ROLL AND STOCKS

ARIZONA

TYPE OF OPERATION	NUMBER OF ESTABLISHMENTS	SALES (add 000)	OPERATING EXPENSES		[illegible]	Number of [illegible] (full-time [illegible])	PAY ROLL			Stocks, land, end of year, at cost (add 000)
			[illegible]	Percent [illegible]			[illegible]	Full-time (add 000)	Part-time [illegible]	
[illegible]	[illegible]	$396,528	[illegible]	13.1	[illegible]	2,854	[illegible]	[illegible]	[illegible]	$7,72[illegible]
[illegible]	[illegible]	[illegible]	[illegible]	12.3	[illegible]	[illegible]	[illegible]	[illegible]	[illegible]	5,345
[illegible]	[illegible]	97,554	[illegible]	11.5	[illegible]	[illegible]	[illegible]	[illegible]	[illegible]	[illegible]
[illegible]	[illegible]	[illegible]	6,218	[illegible]	[illegible]	1,970	[illegible]	2,828	99	[illegible]
[illegible]	[illegible]	[illegible]	[illegible]	13.5	1	1,803	[illegible]	[illegible]	[illegible]	[illegible]
[illegible]	[illegible]	[illegible]	[illegible]	16.4	[illegible]	140	[illegible]	[illegible]	[illegible]	514
[illegible]	[illegible]	[illegible]	[illegible]	5.5	[illegible]	[illegible]	10	[illegible]	1	[illegible]
[illegible]	[illegible]	[illegible]	14	11.8	8	[illegible]	4	[illegible]	[illegible]	1
[illegible]	[illegible]	[illegible]	[illegible]	[illegible]	[illegible]	437	[illegible]	728	15	[illegible]
[illegible]	[illegible]	1,[illegible]	91	5.6	[illegible]	[illegible]	46	44	[illegible]	---
[illegible]	[illegible]	61,747	[illegible]	11.5	[illegible]	[illegible]	[illegible]	[illegible]	[illegible]	1,76
Independent [illegible] stations	[illegible]	2,665	[illegible]	[illegible]	17	[illegible]	[illegible]	[illegible]	[illegible]	[illegible]
[illegible]	1	11,056	[illegible]	11.3	154	[illegible]	[illegible]	[illegible]	19	571
[illegible]	4	[illegible]	1,041	13.0	[illegible]	[illegible]	[illegible]	[illegible]	---	416
[illegible]	[illegible]	[illegible]	[illegible]	[illegible]	21	71	112	111	1	20
[illegible]	[illegible]	6,178	[illegible]	1.3	[illegible]	27	34	[illegible]	[illegible]	3
Manufacturers' [illegible]	[illegible]	2,442	74	3.0	7	21	41	4	1	---
All other	[illegible]	416	[illegible]	[illegible]	[illegible]	27	37	37	---	17
[illegible]	43	8,257	[illegible]	[illegible]	[illegible]	[illegible]	[illegible]	629	[illegible]	193
[illegible]	11	[illegible]	1	7.7	[illegible]	51	[illegible]	[illegible]	1	43
[illegible]	[illegible]	701	[illegible]	5.1	7	[illegible]	6	[illegible]	1	7
[illegible]	[illegible]	[illegible]	495	17.3	---	[illegible]	246	[illegible]	4	53
Farmers and [illegible]	14	[illegible]	[illegible]	47.9	7	446	499	[illegible]	[illegible]	[illegible]
BY KINDS OF [illegible]:										
[illegible]	[illegible]	46,019	[illegible]	13.5	175	1,970	[illegible]	[illegible]	99	5,540
[illegible]	[illegible]	[illegible]	619	[illegible]	15	197	[illegible]	[illegible]	11	528
[illegible]	[illegible]	[illegible]	815	17.4	[illegible]	[illegible]	[illegible]	[illegible]	[illegible]	467
[illegible]	7	[illegible]	49	[illegible]	[illegible]	14	18	18	---	36
[illegible]	10	[illegible]	267	16.9	[illegible]	67	137	136	1	129
[illegible]	[illegible]	[illegible]	[illegible]	[illegible]	7	110	176	[illegible]	3	1,097
[illegible]	[illegible]	4,103	794	[illegible]	47	297	364	370	14	89
[illegible]	4	601	95	15.8	[illegible]	[illegible]	41	[illegible]	[illegible]	53
[illegible]	[illegible]	[illegible]	[illegible]	9.3	[illegible]	[illegible]	[illegible]	41[illegible]	14	1,119
[illegible]	[illegible]	1,[illegible]	249	[illegible]	21	1[illegible]	[illegible]	106	---	141
Hardware	[illegible]	2,750	415	15.1	---	[illegible]	[illegible]	[illegible]	6	63
Lumber and construction materials	[illegible]	667	216	[illegible]	[illegible]	79	[illegible]	120	[illegible]	1[illegible]
Machinery, equipment--supplies	[illegible]	2,050	[illegible]	[illegible]	7	147	[illegible]	[illegible]	[illegible]	451
Paper and its products	[illegible]	450	[illegible]	[illegible]	[illegible]	18	[illegible]	[illegible]	---	43
Petroleum and its products	[illegible]	[illegible]	[illegible]	[illegible]	1	[illegible]	[illegible]	34	1	[illegible]
Tobacco and products (except leaf)	[illegible]	2,004	[illegible]	[illegible]	7	40	[illegible]	[illegible]	[illegible]	67
All other materials	[illegible]	[illegible]	[illegible]	[illegible]	[illegible]	[illegible]	[illegible]	[illegible]	[illegible]	17
All other	19	[illegible]	513	16.0	10	164	[illegible]	219	4	[illegible]
MANUFACTURERS' SALES BRANCHES (With stocks)	[illegible]	[illegible]	1,[illegible]	16.6	---	[illegible]	[illegible]	[illegible]	19	[illegible]
Chemicals and paints	[illegible]	[illegible]	[illegible]	[illegible]	---	[illegible]	45	[illegible]	7	13
Farm products--consumer goods	[illegible]	[illegible]	[illegible]	29.7	---	[illegible]	40	[illegible]	---	[illegible]
Industrial and food specialty lines	14	[illegible]	[illegible]	14.8	---	181	[illegible]	352	[illegible]	364
Machinery--equipment--supplies	4	[illegible]	[illegible]	37.4	---	27	[illegible]	[illegible]	---	24
Plumbing and heating equipment and supplies	4	1,[illegible]	[illegible]	14.6	---	[illegible]	4	[illegible]	1	121
All other	[illegible]	[illegible]	375	[illegible]	---	[illegible]	[illegible]	[illegible]	1	[illegible]
PETROLEUM BULK STATIONS:										
Petroleum and its products	221	21,747	[illegible]	11.5	171	[illegible]	982	[illegible]	[illegible]	1,076
[illegible]	24	[illegible]	[illegible]	[illegible]	61	71	112	[illegible]	[illegible]	[illegible]
[illegible]	5	[illegible]	[illegible]	1.7	[illegible]	[illegible]	[illegible]	[illegible]	---	[illegible]
Industrial--supplies	[illegible]	[illegible]	[illegible]	14.1	[illegible]	[illegible]	[illegible]	[illegible]	---	[illegible]
All other	11	2,394	42	1.8	11	[illegible]	17	[illegible]	1	[illegible]
MANUFACTURERS' BRANCHES: Farm products	43	8,257	1,976	[illegible]	[illegible]	[illegible]	[illegible]	[illegible]	[illegible]	[illegible]
Farm products--raw materials	1[illegible]	1,582	43	[illegible]	14	8	1	[illegible]	---	[illegible]
Farm products--consumer goods	2[illegible]	5,220	1,778	[illegible]	6	[illegible]	[illegible]	[illegible]	190	105
All other	4	1,455	[illegible]	10.9	1	[illegible]	[illegible]	75	1	46

[illegible] employees and pay roll include part-time officers of [illegible], as but not the number and compensation of proprietors [illegible] business.

** Sales include taxes. Expenses as shown for [illegible] are statistics reported [illegible] only.

a [illegible] personnel and pay roll of [illegible] in bulk stations.

1 Includes 2 [illegible] warehouses not classified as [illegible] establishments in 1929 [illegible] 1929.

2 Includes 2 export merchants.

Includes 4 [illegible] and foods (specialty lines); 2 machinery--equipment--supplies; and 1 tobacco and products (except leaf).

3 Includes 1 [illegible] department; 1 manufacturers' agent (with stock); and 1 selling agent.

4 Includes 1 [illegible] sales agency.

5 Includes 2 [illegible] (specialty lines); 1 [illegible]; 2 [illegible] general lines; [illegible] (specialty lines); 1 metals and metal work (except scrap); [illegible] plumbing and heating equipment and supplies; and 5 all other products.

6 Includes 1 drugs and drugsundries (specialty lines); 2 electrical goods; 2 farm supplies; 1 furniture and house furnishings; 2 paper and its products; and 4 all other products.

7 Includes 1 dry goods (specialty lines); 2 electrical goods; 1 farm products—raw materials; [illegible] farm products--consumer goods; 1 hardware; 1 plumbing and heating equipment and supplies; and 2 all other products.

8 Includes 2 farm supplies; and 1 groceries and foods (specialty lines).

TABLE 1.—SALES, EXPENSES, PERSONNEL, PAY ROLL AND STOCKS

ARKANSAS

TYPE OF OPERATION / KIND OF BUSINESS	NUMBER OF ESTABLISHMENTS	SALES (add 000)	OPERATING EXPENSES: Amount (add 000)	OPERATING EXPENSES: Percent of sales	[illegible]	[illegible]	[illegible]	(add 000)	[illegible]	[illegible]
TOTAL, 1939 [a]	2,045	[illegible]	16,761	[illegible]	[illegible]	[illegible]	[illegible]	[illegible]	[illegible]	[illegible]
SERVICE AND LIMITED-FUNCTION WHOLESALERS	706	[illegible]	[illegible]	[illegible]	[illegible]	[illegible]	[illegible]	6,890	[illegible]	16,173
Wholesale merchants	[illegible]	[illegible]	[illegible]	11.8	444	5,187	[illegible]	6,098	[illegible]	14,294
Voluntary group wholesalers	[illegible]	[illegible]	[illegible]	16.4	[illegible]	[illegible]	[illegible]	[illegible]	1	[illegible]
Industrial distributors	[illegible]	[illegible]	[illegible]	[illegible]	[illegible]	[illegible]	[illegible]	[illegible]	[illegible]	[illegible]
Cash-and-carry wholesalers	[illegible]	[illegible]	[illegible]	[illegible]	[illegible]	21	[illegible]	[illegible]	[illegible]	[illegible]
Drop shippers or desk jobbers	4	[illegible]	[illegible]	[illegible]	1	[illegible]	[illegible]	[illegible]	[illegible]	[illegible]
Wagon distributors	[illegible]	[illegible]	76	[illegible]	[illegible]	[illegible]	[illegible]	[illegible]	[illegible]	[illegible]
MANUFACTURERS' SALES BRANCHES (with stocks)	51	[illegible]	[illegible]	12.8	[illegible]	[illegible]	[illegible]	[illegible]	19	1,343
MANUFACTURERS' SALES OFFICES (without stocks)	[illegible]	[illegible]	[illegible]	[illegible]	[illegible]	[illegible]	[illegible]	124	1	[illegible]
PETROLEUM BULK STATIONS	[illegible]	[illegible]	[illegible]	9.8	[illegible]	[illegible]	[illegible]	[illegible]	[illegible]	[illegible]
Independent stations	[illegible]	[illegible]	[illegible]	11.3	[illegible]	[illegible]	[illegible]	[illegible]	[illegible]	[illegible]
Commission stations	[illegible]	[illegible]	[illegible]	[illegible]	[illegible]	[illegible]	[illegible]	[illegible]	[illegible]	[illegible]
Salary stations	[illegible]	[illegible]	[illegible]	[illegible]	[illegible]	[illegible]	[illegible]	[illegible]	[illegible]	[illegible]
AGENTS AND BROKERS	[illegible]	[illegible]	801	[illegible]	[illegible]	[illegible]	[illegible]	[illegible]	[illegible]	[illegible]
Brokers, merchandise	[illegible]	[illegible]	[illegible]	1.2	[illegible]	[illegible]	[illegible]	[illegible]	[illegible]	[illegible]
Commission merchants	[illegible]	[illegible]	110	[illegible]	[illegible]	[illegible]	1	[illegible]	[illegible]	[illegible]
Manufacturers' agents (with stocks)	[illegible]	[illegible]	121	[illegible]	1	[illegible]	[illegible]	[illegible]	[illegible]	[illegible]
Manufacturers' agents (without stocks)	[illegible]	[illegible]	[illegible]	5.1	[illegible]	17	[illegible]	[illegible]	[illegible]	[illegible]
All other [1]	[illegible]	[illegible]	[illegible]	10.9	[illegible]	[illegible]	[illegible]	24	[illegible]	[illegible]
ASSEMBLERS (mainly farm products)	[illegible]	[illegible]	[illegible]	3.9	[illegible]	[illegible]	[illegible]	[illegible]	[illegible]	[illegible]
Assemblers of farm products	[illegible]	15,317	[illegible]	4.4	[illegible]	[illegible]	[illegible]	[illegible]	[illegible]	[illegible]
Commission buyers	[illegible]	[illegible]	[illegible]	1.3	[illegible]	[illegible]	[illegible]	17	[illegible]	[illegible]
Cooperative marketing associations	[illegible]	[illegible]	[illegible]	2.8	[illegible]	[illegible]	[illegible]	[illegible]	[illegible]	9
Cream stations	[illegible]	[illegible]	[illegible]	3.1	[illegible]	15	4	4	[illegible]	-
Packers and shippers	[illegible]	[illegible]	171	[illegible]	[illegible]	[illegible]	[illegible]	[illegible]	[illegible]	14
BY KINDS OF BUSINESS:										
SERVICE AND LIMITED-FUNCTION WHOLESALERS	706	[illegible]	[illegible]	[illegible]	[illegible]	78	7,028	[illegible]	[illegible]	[illegible]
Amusement and sporting goods	[illegible]	1,030	231	[illegible]	[illegible]	[illegible]	121	121	[illegible]	[illegible]
Automotive	85	[illegible]	[illegible]	23.0	[illegible]	[illegible]	[illegible]	[illegible]	[illegible]	[illegible]
Beer, wines, and liquors	4	[illegible]	1,395	12.0	[illegible]	[illegible]	[illegible]	[illegible]	4	[illegible]
Chemicals and paints	[illegible]	[illegible]	[illegible]	[illegible]	[illegible]	[illegible]	[illegible]	[illegible]	[illegible]	[illegible]
Clothing and furnishings	[illegible]	[illegible]	[illegible]	[illegible]	[illegible]	[illegible]	[illegible]	[illegible]	[illegible]	[illegible]
Drugs (general line)	[illegible]	[illegible]	511	[illegible]	1	[illegible]	[illegible]	[illegible]	[illegible]	[illegible]
Drugs and drug sundries (specialty lines)	14	[illegible]	[illegible]	[illegible]	[illegible]	40	46	46	---	[illegible]
Dry goods (general line)	[illegible]	[illegible]	[illegible]	15.7	[illegible]	[illegible]	261	[illegible]	-	[illegible]
Dry goods (specialty lines)	[illegible]	[illegible]	15	[illegible]	[illegible]	[illegible]	[illegible]	[illegible]	-	[illegible]
Electrical goods	11	[illegible]	[illegible]	[illegible]	[illegible]	[illegible]	[illegible]	124	[illegible]	[illegible]
Farm products--raw materials	11	[illegible]	[illegible]	2.7	[illegible]	[illegible]	[illegible]	[illegible]	[illegible]	[illegible]
Farm products--consumer goods	61	[illegible]	[illegible]	14.9	[illegible]	432	[illegible]	[illegible]	[illegible]	[illegible]
Farm supplies	[illegible]	[illegible]	[illegible]	9.5	[illegible]	[illegible]	[illegible]	[illegible]	[illegible]	[illegible]
Groceries (general line)	[illegible]	[illegible]	3,997	8.9	[illegible]	[illegible]	[illegible]	[illegible]	[illegible]	[illegible]
Groceries and foods (specialty lines)	114	[illegible]	[illegible]	10.4	100	[illegible]	[illegible]	[illegible]	[illegible]	[illegible]
Hardware	[illegible]	[illegible]	[illegible]	15.7	[illegible]	[illegible]	620	[illegible]	1	[illegible]
Lumber and construction materials	[illegible]	[illegible]	[illegible]	12.0	[illegible]	[illegible]	[illegible]	[illegible]	[illegible]	[illegible]
Machinery--equipment--supplies	[illegible]	7,642	[illegible]	[illegible]	[illegible]	[illegible]	[illegible]	[illegible]	[illegible]	[illegible]
Paper and its products	[illegible]	[illegible]	[illegible]	[illegible]	4	[illegible]	[illegible]	[illegible]	[illegible]	[illegible]
Petroleum and its products	[illegible]	[illegible]	[illegible]	[illegible]	7	[illegible]	10	[illegible]	[illegible]	[illegible]
Plumbing and heating equipment and supplies	[illegible]	737	132	18.7	4	44	[illegible]	[illegible]	[illegible]	[illegible]
Tobacco and its products (except leaf)	16	[illegible]	[illegible]	8.4	11	[illegible]	[illegible]	[illegible]	[illegible]	[illegible]
Waste materials	[illegible]	[illegible]	[illegible]	[illegible]	[illegible]	[illegible]	[illegible]	[illegible]	[illegible]	[illegible]
All other	[illegible]	[illegible]	[illegible]	17.1	17	[illegible]	[illegible]	[illegible]	[illegible]	[illegible]
MANUFACTURERS' SALES BRANCHES (with stocks)	[illegible]	[illegible]	[illegible]	[illegible]	[illegible]	[illegible]	[illegible]	[illegible]	[illegible]	[illegible]
Farm products--consumer goods	4	[illegible]	[illegible]	17.4	-	[illegible]	[illegible]	[illegible]	[illegible]	[illegible]
Groceries and foods (specialty lines)	[illegible]	[illegible]	[illegible]	[illegible]	---	[illegible]	[illegible]	[illegible]	14	[illegible]
Machinery--equipment--supplies	[illegible]	[illegible]	[illegible]	15.8	---	[illegible]	[illegible]	[illegible]	[illegible]	[illegible]
All other	[illegible]	[illegible]	310	[illegible]	---	121	[illegible]	[illegible]	[illegible]	[illegible]
MANUFACTURERS' SALES OFFICES (without stocks)	[illegible]	[illegible]	[illegible]	[illegible]	[illegible]	[illegible]	[illegible]	[illegible]	1	[illegible]
Groceries and foods (specialty lines)	[illegible]	[illegible]	18	14.6	---	12	10	10	[illegible]	-
All other	[illegible]	[illegible]	[illegible]	5.0	[illegible]	[illegible]	[illegible]	114	[illegible]	-
PETROLEUM BULK STATIONS:										
Petroleum and its products	525	[illegible]	[illegible]	[illegible]	[illegible]	[illegible]	[illegible]	[illegible]	[illegible]	2,277
AGENTS AND BROKERS	130	[illegible]	[illegible]	1.7	[illegible]	[illegible]	[illegible]	[illegible]	[illegible]	[illegible]
[illegible]	[illegible]	[illegible]	9	[illegible]	[illegible]	[illegible]	4	4	[illegible]	[illegible]
Farm products--raw materials	57	[illegible]	[illegible]	1.0	[illegible]	[illegible]	[illegible]	[illegible]	[illegible]	[illegible]
Farm products--consumer goods	[illegible]	[illegible]	[illegible]	2.0	[illegible]	[illegible]	[illegible]	[illegible]	[illegible]	[illegible]
Groceries and foods (specialty lines)	[illegible]	[illegible]	[illegible]	[illegible]	31	70	[illegible]	135	1	[illegible]
[illegible]	[illegible]	[illegible]	[illegible]	[illegible]	[illegible]	[illegible]	[illegible]	[illegible]	[illegible]	[illegible]
Machinery--equipment--supplies	5	[illegible]	113	[illegible]	[illegible]	[illegible]	[illegible]	[illegible]	1	21
Petroleum and its products	[illegible]	[illegible]	[illegible]	7.1	1	[illegible]	14	14	[illegible]	15
All other	[illegible]	[illegible]	97	[illegible]	14	[illegible]	[illegible]	[illegible]	[illegible]	[illegible]
ASSEMBLERS	[illegible]	[illegible]	[illegible]	[illegible]	[illegible]	[illegible]	[illegible]	[illegible]	[illegible]	[illegible]
Farm products--raw materials	[illegible]	[illegible]	[illegible]	[illegible]	[illegible]	[illegible]	[illegible]	[illegible]	[illegible]	[illegible]
Farm products--consumer goods	[illegible]	[illegible]	[illegible]	7.7	176	[illegible]	[illegible]	[illegible]	[illegible]	[illegible]
Groceries and foods (specialty lines)	[illegible]	[illegible]	[illegible]	[illegible]	[illegible]	[illegible]	[illegible]	[illegible]	[illegible]	[illegible]
All other	[illegible]	[illegible]	[illegible]	[illegible]	[illegible]	[illegible]	[illegible]	[illegible]	[illegible]	[illegible]

[illegible] the number and compensation [illegible]
[illegible] only.
a [illegible] and pay roll [illegible] commission bulk stations.
[1] Includes 1 [illegible]
[illegible] metals and metal work (except scrap); and [illegible] all other products.
[illegible] Includes 2 automotive; 1 [illegible]; 1 lumber and construction materials; [illegible] metals and metal work (except scrap); [illegible] equipment and supplies; and [illegible] all other products.
[illegible] Includes 1 electrical goods; [illegible] lumber and construction materials; [illegible] machinery--equipment--[illegible]; and [illegible] tobacco and its products (except leaf).
[5] Includes 2 automotive; 1 [illegible] and furnishings; [illegible] drugs and drug sundries (specialty lines); [illegible] farm supplies; [illegible] furniture and [illegible]; [illegible] petroleum and its products; and 3 all other products.
[6] Includes 2 farm supplies; and [illegible] all other products.

TABLE 1.—SALES, EXPENSES, PERSONNEL, PAY ROLL AND STOCKS

CALIFORNIA

Types of Operation by Kinds of Business

TYPE OF OPERATION AND KIND OF BUSINESS	NUMBER OF ESTABLISHMENTS	SALES (add 000)	OPERATING EXPENSES (including pay roll): Amount (add 000)	OPERATING EXPENSES: Percent of sales	Active proprietors of unincorporated businesses	Number of employees (full-time and part-time) Average for year	PAY ROLL: Total (add 000)	PAY ROLL: Full time (add 000)	PAY ROLL: Part time (add 000)	Stocks on hand, end of year, at cost (add 000)
TOTALS, 1939	14,414	$3,34[illegible]	$471,116	[illegible]	10,569	138,278	$226,304	$216,423	$9,881	$300,649
1935 [1]	12,34[illegible]	2,93[illegible]	354,594	12.1	8,450	108,816	166,626	158,087	8,539	237,943
1929	9,693	4,054,546	437,283	10.8	4,343	117,464	216,813	---	---	427,201
SERVICE AND LIMITED-FUNCTION WHOLESALERS	[illegible]	1,55[illegible],[illegible]34	218,251	14.1	7,249	66,417	114,279	111,770	2,509	183,075
Wholesale merchants	7,749	1,260,478	139,501	15.[illegible]	6,7[illegible]4	58,927	99,648	97,346	2,302	143,551
Voluntary group wholesalers	7	51,661	5,334	1[illegible].4	2	1,312	3,126	3,072	54	7,586
Converters (textile)	13	2,60[illegible]	257	9.9	3	74	143	142	1	248
Export merchants	36	32,691	2,376	7.[illegible]	26	252	717	714	3	4,085
Importers	[illegible]	70,557	7,270	10.3	211	1,559	3,366	3,343	23	9,056
Industrial distributors	89	60,331	9,606	1[illegible].[illegible]	8	2,75[illegible]	5,487	5,400	87	14,679
Cash and carry wholesalers	153	17,688	911	4.[illegible]	7[illegible]	263	385	381	4	1,042
Drop shippers or desk jobbers	[illegible]	10,889	760	7.[illegible]	23	62	256	255	1	55
Wagon distributors	165	7,126	563	7.9	20[illegible]	128	194	183	11	149
Retailer-cooperative warehouses	17	39,213	1,715	4.4	---	[illegible]	957	934	23	2,624
MANUFACTURERS' SALES BRANCHES (With stocks)	1,322	784,931	114,43[illegible]	14.6	31	22,4[illegible]	46,899	46,288	611	82,698
MANUFACTURERS' SALES OFFICES (Without stocks)	32[illegible]	236,879	2[illegible],199	8.5	6	3,347	8,172	8,068	104	---
PETROLEUM BULK STATIONS AND TERMINALS **	1,479	[illegible]	3[illegible],[illegible]53	1[illegible].[illegible]	687	8,12[illegible]	16,496	16,360	136	13,213
Independent bulk stations	199	[illegible]	3,045	10.1	198	754	1,227	1,189	38	990
Commission stations	475	43,600	5,172	11.9	4[illegible]	[illegible]	1,113	1,087	26	1,749
Salary stations	[illegible]	200,430	24,897	12.4	[illegible]	[illegible]	12,782	12,714	68	8,025
Distributing terminals	[illegible]	32,747	3,839	11.7	--	619	1,374	1,370	4	2,449
AGENTS AND BROKERS	[illegible]	58[illegible]	[illegible]2,879	3.9	2,1[illegible]4	5,090	10,446	10,098	348	6,228
Auction companies	1[illegible]	2,838	181	6.4	22	101	91	64	27	123
Brokers (merchandise)	3[illegible]	162,400	3,501	2.2	3[illegible]2	71[illegible]	1,586	1,551	35	663
Commission merchants	11[illegible]	76,165	3,485	4.6	1[illegible]1	704	1,706	1,65[illegible]	56	1,439
Export agents	57	49,710	1,763	3.5	37	[illegible]	573	566	7	377
Import agents	53	42,433	399	[illegible].1	44	[illegible]	5[illegible]6	496	10	761
Manufacturers' agents (with stocks)	331	48,095	4,78[illegible]	1[illegible].[illegible]	286	1,346	2,678	2,588	90	2,360
Manufacturers' agents (without stocks)	1,235	141,983	5,696	4.0	1,236	1,318	2,115	1,996	119	---
Selling agents	[illegible]	52,4[illegible]3	2,345	4.5	54	4[illegible]	1,034	1,032	2	50[illegible]
Other agents	[illegible]	9,759	22[illegible]	2.3	22	84	157	155	2	---
ASSEMBLERS (Mainly farm products)	[illegible]	372,419	5[illegible],4[illegible]4	15.7	492	32,8[illegible]5	30,01[illegible]	23,839	6,173	15,435
Assemblers of farm products	147	14,391	1,474	10.2	170	415	527	485	42	1,455
Commission buyers	[illegible]	3,[illegible]	267	7.4	23	7[illegible]	125	102	23	256
Cooperative marketing associations	34[illegible]	141,748	[illegible]	2[illegible].4	-	20,453	16,765	13,380	3,385	10,919
Cooperative sales agencies	[illegible]7	145,340	8,355	[illegible]	---	2,139	3,491	3,455	36	652
Cream stations	[illegible]	[illegible]	[illegible]	14.1	2	34	56	56	---	9
Country grain elevators [2]	7	2,924	[illegible]26	7.[illegible]	[illegible]	58	80	61	19	141
Packers and shippers	350	63,8[illegible]	13,0[illegible]	2[illegible].9	291	9,718	8,968	6,300	2,668	2,003
BY KINDS OF BUSINESS:										
SERVICE AND LIMITED-FUNCTION WHOLESALERS	[illegible],099	1,55[illegible],[illegible]34	218,251	14.1	7,249	66,417	114,279	111,770	2,509	183,075
Amusement and sporting goods	14[illegible]	21,315	2,915	13.7	109	830	1,601	1,557	44	2,924
Automotive	34[illegible]	15[illegible]	19,383	12.5	680	6,530	11,196	11,066	130	14,340
Beer, wines, and liquors	5[illegible]2	113,722	15,026	13.2	412	4,229	7,082	6,914	168	13,985
Chemicals and paints	141	15,750	2,813	17.9	97	775	1,452	1,442	10	1,900
Clothing and furnishings	261	29,459	4,456	15.1	246	1,197	2,028	2,009	19	3,937
Coal and coke	[illegible]	639	112	17.5	2	21	42	42	--	158
Drugs (general line)	13	30,082	4,183	13.9	2	1,351	2,553	2,548	5	5,569
Drugs and drug sundries (specialty lines)	12[illegible]	9,358	2,426	25.9	106	748	1,167	1,130	37	918
Dry goods (general line)	7	6,168	562	9.1	4	280	447	445	2	1,397
Dry goods (specialty lines)	226	25,755	3,750	14.6	166	1,102	1,847	1,811	36	4,193
Electrical goods	204	57,1[illegible]6	9,386	16.4	20[illegible]	2,782	5,251	5,204	47	7,431
Farm products—raw materials	1[illegible]	52,784	4,637	8.8	94	702	1,589	1,511	78	7,135
Farm products—consumer goods	1,062	152,648	23,970	15.7	1,264	7,826	12,355	11,964	391	3,503
Farm supplies	123	36,997	4,146	11.2	103	1,369	2,180	2,116	64	3,210
Furniture and house furnishings	173	28,711	4,966	17.3	148	1,368	2,582	2,528	54	6,951
Groceries (general line)	195	145,372	10,811	7.4	60	3,505	6,177	6,021	156	15,432
Groceries and foods (specialty lines)	967	167,829	28,[illegible]96	16.7	1,186	7,795	13,130	12,795	335	16,771
Hardware	99	41,565	7,973	19.2	73	2,613	4,724	4,690	34	12,614
Jewelry	153	12,812	2,174	17.0	116	532	1,034	1,028	6	3,303
Lumber and construction materials	235	57,196	9,130	16.0	144	2,481	4,553	4,426	127	6,762
Machinery—equipment—supplies	856	109,478	21,725	19.8	582	6,658	12,074	11,710	364	19,310
Metals and metal work (except scrap)	99	21,579	4,129	19.1	53	1,163	2,242	2,166	76	5,164
Paper and its products	170	29,805	5,973	20.0	137	2,079	3,630	3,589	41	4,713
Petroleum and its products	91	10,566	1,510	14.3	75	415	785	773	12	1,063
Plumbing and heating equipment and supplies	166	26,145	4,594	17.6	120	1,303	2,505	2,466	39	4,625
Tobacco and products (except leaf)	156	68,184	3,051	4.5	184	1,015	1,624	1,612	12	3,250
Waste materials	304	34,545	5,823	16.9	319	2,397	3,000	2,898	102	3,218
All other products	622	92,584	10,531	11.4	561	3,351	5,429	5,309	120	9,099
MANUFACTURERS' SALES BRANCHES (With stocks)	1,322	784,931	114,430	14.6	31	22,409	46,899	46,288	611	82,698
Amusement and sporting goods	36	28,652	3,598	12.6	--	1,167	2,070	2,018	52	1,983
Automotive	75	43,263	6,763	15.6	3	1,626	3,432	3,391	41	6,994
Beer, wines, and liquors	70	38,077	7,292	19.2	---	1,020	2,246	2,215	31	3,665
Chemicals and paints	99	32,598	7,732	23.7	---	1,550	3,232	3,189	43	4,707
Clothing and furnishings	45	11,857	1,834	15.5	3	366	864	860	4	1,584
Drugs and drug sundries	41	16,990	4,145	24.4	---	738	1,682	1,678	4	2,289
Dry goods (specialty lines)	37	12,048	1,373	11.4	2	329	692	691	1	1,279
Electrical goods	44	49,342	4,329	8.8	2	1,165	2,712	2,708	4	3,532
Farm products—consumer goods	50	18,236	3,557	19.5	--	793	1,422	1,400	22	1,699
Farm supplies	4	1,829	183	10.0	1	39	85	85	---	329
Furniture and house furnishings	25	16,604	3,398	20.5	---	582	1,412	1,384	28	2,965
Groceries (specialty lines)	171	199,963	24,182	12.3	3	3,746	7,610	7,535	75	15,338
Hardware	11	1,370	326	23.8	--	126	209	208	1	267
Jewelry	6	2,786	520	18.7	---	106	292	292	---	535
Lumber and construction materials	43	29,716	3,382	11.4	1	383	1,886	1,787	99	2,209
Machinery—equipment—supplies	324	73,379	14,611	19.9	5	3,961	8,324	8,260	64	13,993
Metals and metal work (except scrap)	56	61,650	3,149	5.1	--	693	1,614	1,584	30	8,172

For footnotes, see end of table.

TABLE 1.—SALES, EXPENSES, PERSONNEL, PAY ROLL AND STOCKS

[illegible]

CALIFORNIA

TYPE OF OPERATION, KIND OF BUSINESS	NUMBER OF ESTABLISHMENTS	SALES	OPERATING EXPENSES		[illegible]	[illegible]	[illegible]	[illegible]	[illegible]	[illegible]
		[illegible]	Amount	Percent of Sales	[illegible]	[illegible]	[illegible]	[illegible]	[illegible]	[illegible]
MANUFACTURERS' SALES BRANCHES (with stocks)—Con.										
Paper and its products	48	$49,636	$8,870	17.5	---	1,276	$2,981	$2,964	36	$2,961
Petroleum and its products	17	1,746	841	46.8	---	146	350	346	1	677
Plumbing and heating equipment and supplies	47	24,726	4,662	17.7	4	920	1,789	1,726	6	2,657
Tobacco and products (except leaf)	5	65,864	8,012	12.2	---	324	700	696	2	1,940
All other products	60	10,582	2,391	22.6	7	841	1,463	1,434	29	1,897
MANUFACTURERS' SALES OFFICES (without stocks)	34	338,876	23,190	6.8	6	3,347	8,172	8,169	4	---
Beer, wines, and liquors	4	15,123	1,365	9.4	---	112	397	396	---	---
Chemicals and paints	12	11,386	2,177	18.4	---	376	961	961	---	---
Clothing and furnishings	14	2,945	138	4.3	1	9	172	172	---	---
Dry goods (specialty lines)	3	2,454	118	4.8	---	22	7	7	---	---
Electrical goods	14	7,479	398	5.2	2	83	247	246	1	---
Furniture and house furnishings	3	4,385	200	4.6	---	43	175	175	---	---
Groceries and foods (specialty lines)	30	44,357	8,202	18.5	---	309	2,156	2,153	37	---
Hardware	4	144	16	11.1	1	4	11	11	---	---
Jewelry	5	1,205	65	5.4	1	5	6	6	---	---
Lumber and construction materials	20	11,428	1,176	10.3	---	313	714	714	---	---
Machinery—equipment—supplies	63	34,389	1,966	5.7	1	411	1,111	1,107	4	---
Metals and metal work (except scrap)	33	51,411	1,326	2.6	---	378	814	814	1	---
Paper and its products	27	16,846	767	4.6	---	176	564	564	---	---
Plumbing and heating equipment and supplies	14	1,650	362	22.0	---	59	177	177	2	---
Tobacco and products (except leaf)	7	15,493	142	0.9	---	51	96	96	---	---
All other [3]	45	18,918	1,425	9.2	---	31	682	682	---	---
PETROLEUM BULK STATIONS AND TERMINALS:										
Petroleum and its products	1,475	306,960	38,367	12.5	687	8,129	16,496	16,360	136	16,243
AGENTS AND BROKERS	2,263	585,406	24,609	3.9	2,104	5,396	1,444	1,098	348	5,240
Amusement and sporting goods	42	3,940	242	6.1	42	49	51	79	2	32
Automotive	58	6,090	264	4.3	46	59	164	170	12	114
Beer, wines, and liquors	22	3,780	179	4.7	19	41	87	83	4	2
Chemicals and paints	52	10,908	681	6.2	37	177	336	336	2	139
Clothing and furnishings	234	27,022	925	3.4	241	176	248	238	10	87
Drugs (general line)	1	10,708	682	6.4	34	198	426	424	2	69
Drugs and drug sundries (specialty lines)	36	---	---	---	---	---	---	---	---	---
Dry goods (general line)	4	1,388	48	3.5	3	17	33	33	---	---
Dry goods (specialty lines)	279	36,574	1,032	2.8	266	269	376	365	11	18
Electrical goods	194	12,515	891	7.0	68	261	407	402	15	127
Farm products—raw materials	94	52,827	914	1.5	69	226	403	386	17	1,120
Farm products—consumer goods	196	44,443	2,913	6.3	98	531	1,316	1,262	54	241
Farm supplies	15	5,723	193	3.4	1	46	85	81	4	9
Furniture and house furnishings	158	12,454	728	5.8	152	183	268	247	21	142
Groceries and foods (specialty lines)	264	183,118	4,238	2.3	252	920	2,169	2,152	17	1,167
Hardware	76	8,826	413	5.8	75	125	227	214	13	92
Jewelry	63	4,302	305	7.1	62	59	119	118	1	17
Lumber and construction materials	90	21,174	1,172	5.5	81	215	592	575	17	237
Machinery—equipment—supplies	328	34,722	2,976	8.6	299	624	1,567	1,491	76	1,134
Metals and metal work (except scrap)	40	5,789	266	4.5	37	77	154	146	8	15
Paper and its products	49	4,319	332	7.7	45	99	176	161	15	60
Petroleum and its products	19	13,857	139	1.4	17	37	76	71	7	10
Plumbing and heating equipment and supplies	53	7,735	447	5.7	45	117	191	181	9	185
Waste materials	9	2,794	429	15.4	9	14	5	49	1	---
All other [4]	122	63,797	2,431	3.7	105	341	817	757	36	1,303
ASSEMBLERS (Mainly farm products)	915	372,419	58,404	15.7	492	32,998	32,[illegible]	23,[illegible]	9,172	15,475
Farm products—raw materials	89	22,819	1,316	5.8	71	369	549	476	71	2,94
Farm products—consumer goods	720	301,046	49,943	16.6	384	29,622	26,396	20,576	5,812	5,700
Groceries and foods (specialty lines)	79	45,595	6,776	14.9	27	2,789	2,883	2,898	275	5,433
All other [5]	27	2,959	366	12.4	30	182	126	175	15	342

[1] Employees and pay roll include paid executives of corporations but not the number and compensation of proprietors of unincorporated businesses.

** Sales include taxes. Expenses as shown for commission stations represent commissions only.

[2] Data for 1939 exclude personnel and pay roll of 150 commission bulk stations. Also, some adjustments have been made in the 1938 figures for comparison purposes.

[2] Includes 5 independent, 1 line, and 1 cooperative elevators.

[3] Includes 7 amusement and sporting goods; 3 automotive; 5 drugs and drug sundries (specialty lines); 1 farm products—consumer goods; 1 farm supplies; [illegible] petroleum and its products; and 32 all other products.

[4] Includes 2 coal and coke; 2 tobacco and products (except leaf); and 118 all other products.

[5] Includes 1 beer, wines, and liquors; and 26 farm supplies.

TABLE 1. SALES, EXPENSES, PERSONNEL, PAY ROLL AND STOCKS

COLORADO

TYPE OF OPERATION KIND OF BUSINESS	NUMBER OF ESTABLISHMENTS	SALES	OPERATING EXPENSES		Average number of paid employees	Number of proprietors and firm members active during year	PAY ROLL			Stocks on hand end of year, at cost
				Percent of sales						
TOTAL, 1948	2,297	$[illegible]	[illegible]	12.2	1,576	13,675	$20,422	$19,992	$441	$27,729
1948 [a]	1,844	[illegible]	[illegible]	9.5	[a]830	[a]12,102	[a]15,064	[a]14,731	[a]333	16,782
1948	4,75	539,626	46,355	[illegible]	693	13,669	23,947	---	---	37,449
SERVICE AND LIMITED-FUNCTION WHOLESALERS	913	164,5[illegible]	[illegible]	14.4	692	8,232	11,882	11,710	172	18,614
Wholesale merchants	336	144,323	[illegible]	[illegible]	647	7,436	10,537	10,384	153	16,081
Petroleum bulk stations	[illegible]	[illegible]	[illegible]	17.0	---	416	656	656	6	1,220
Industrial distributors	10	[illegible]	[illegible]	15.7	1	261	476	471	4	1,096
Cash-and-carry wholesalers	15	1,051	[illegible]	[illegible]	4	25	29	29	---	76
Drug distributors of dental supplies	10	[illegible]	178	6.4	[illegible]	31	100	100	---	1
Winery distributors	30	357	76	7.6	31	24	24	20	4	12
All other [1]	3	1,401	67	4.8	---	24	22	30	2	128
MANUFACTURERS' SALES BRANCHES (with stocks)	158	73,[illegible]	9,637	13.2	3	2,273	4,301	4,249	52	2,373
MANUFACTURERS' SALES BRANCHES (without stocks)	45	32,[illegible]	1,463	4.5	---	260	629	627	2	---
PETROLEUM BULK STATIONS AND TERMINALS	56	33,357	4,[illegible]	11.9	457	980	1,408	1,382	26	1,966
Independent bulk stations	136	13,[illegible]	1,680	12.6	131	443	623	613	10	439
Commission stations	317	13,159	1,364	10.1	217	206	211	199	12	861
Salary stations [2]	161	12,442	1,605	12.9	9	313	542	544	4	640
Cooperative bulk stations	7	3[illegible]	61	15.6	---	16	26	26	---	26
AGENTS AND BROKERS	197	92,[illegible]	2,352	2.6	182	626	1,135	1,112	23	109
Brokers (merchandise)	49	16,[illegible]	417	2.6	44	101	201	201	---	11
Commission merchants	45	8[illegible],594	943	1.1	41	289	426	410	16	58
Manufacturers' agents (with stocks)	16	579	129	14.7	12	42	65	65	---	40
Manufacturers' agents (without stocks)	44	4,7[illegible]	381	5.9	64	99	149	142	7	---
Selling agents	3	2,[illegible]	482	23.9	1	95	274	274	---	---
ASSEMBLERS (MAINLY) FARM PRODUCTS	423	33,167	2,486	7.5	242	1,304	1,078	912	166	1,687
Assemblers of farm products	98	5,063	457	9.0	107	256	178	122	56	279
Commission buyers	24	1,623	47	3.6	28	31	14	6	8	16
Cooperative marketing associations	53	6,144	534	8.6	---	421	286	229	57	274
Cooperative sales agencies	3	5,31[illegible]	170	3.2	---	72	100	100	---	---
Cream stations	73	[illegible]	63	[illegible]	58	45	34	30	4	2
Country grain elevators:										
Independent	27	[illegible]	156	8.6	22	73	76	72	6	148
Chain	101	5,623	452	8.0	11	135	156	153	5	692
Cooperative	19	1,453	65	[illegible]	---	43	43	38	5	75
Packers and shippers	25	3,648	497	13.6	19	226	167	162	25	161
BY KINDS OF BUSINESS:										
SERVICE AND LIMITED-FUNCTION WHOLESALERS	913	164,526	23,729	14.4	692	8,232	11,882	11,710	172	18,614
Amusement and sporting goods	15	1,456	[illegible]	19.1	13	95	127	124	3	314
Automotive	104	20,703	[illegible]	15.4	78	1,349	2,110	2,106	4	3,223
Beer, wines, and liquors	53	9,872	1,361	17.8	32	425	62	623	5	941
Chemicals and paints	11	5[illegible]	119	22.1	9	45	51	50	1	78
Clothing and furnishings	28	[illegible]	573	17.8	26	168	280	276	4	438
Coal and coke	9	471	82	17.4	6	43	39	35	4	20
Drugs (general line)	5	[illegible]	546	12.6	---	283	404	400	4	864
Drugs and drug sundries (specialty lines)	7	42	118	16.4	4	42	54	54	---	119
Dry goods (general line)	1									
Dry goods (specialty lines)	5	1,393	274	19.7	4	114	136	136	---	351
Electrical goods	2[illegible]	6,291	1,035	16.6	12	291	535	532	3	630
Farm products--raw materials	19	9,012	787	8.7	12	278	255	247	8	618
Farm products--consumer goods	152	15,170	1,966	13.0	156	316	895	862	33	319
Farm supplies	15	2,942	503	17.0	16	145	159	154	5	271
Furniture and house furnishings	11	2,426	463	19.0	7	186	251	250	1	535
Groceries (general line)	41	21,739	2,336	10.8	12	826	1,260	1,242	16	2,861
Groceries and foods (specialty lines)	9[illegible]	15,216	2,153	14.1	76	585	837	828	9	752
Hardware	7	2,862	452	15.8	3	170	253	249	4	606
Jewelry	6	467	86	18.4	4	23	33	32	---	172
Lumber and construction materials	25	8,737	1,043	11.9	14	317	617	598	19	744
Machinery--equipment--supplies	10[illegible]	1[illegible],732	2,644	24.7	70	901	1,447	1,433	14	2,102
Metals and metal work (except scrap)	6	1,306	249	19.1	6	72	120	116	4	300
Paper and its products	12	[illegible]	652	17.8	8	241	345	345	---	744
Petroleum and its products	19	667	112	16.5	17	27	43	43	---	26
Plumbing and heating equipment and supplies	17	1,094	253	23.1	13	82	139	127	2	131
Tobacco and products (except leaf)	28	10,819	595	5.5	20	225	310	304	6	435
Waste materials	30	1,645	284	17.3	46	157	112	104	6	263
All other products	41	2,694	615	22.8	24	326	432	429	13	553
MANUFACTURERS' SALES BRANCHES (with stocks)	158	73,[illegible]	9,637	13.2	3	2,273	4,301	4,249	52	2,373
Amusement and sporting goods	12	3,265	631	19.7	---	236	361	364	17	158
Automotive	15	17,544	1,504	8.6	---	239	752	750	3	1,307
Beer, wines, and liquors	7	[illegible]	457	16.5	2	59	112	112	---	76
Chemicals and paints	15	5,022	831	16.5	---	188	376	376	---	374
Drugs and drug sundries (specialty lines)	6	1,003	192	19.2	---	46	92	92	---	104
Electrical goods	5	1,[illegible]95	715	6.1	---	152	324	324	---	693
Farm products--consumer goods	5	1,121	311	27.7	---	34	65	65	---	64
Furniture and house furnishings	6	1,[illegible]76	143	8.0	---	36	69	69	---	85
Groceries and foods (specialty lines)	28	1[illegible],303	2,201	16.5	---	368	695	687	8	272
Machinery--equipment--supplies	32	6,465	1,384	21.4	---	399	765	764	1	1,193
Metals and metal work (except scrap)	6	1,533	137	8.9	---	35	79	79	---	159
Paper and its products	4	674	94	13.9	---	39	61	59	2	113
Plumbing and heating equipment and supplies	8	3,188	497	15.6	---	177	231	231	20	456
All other [3]	15	3,804	535	14.1	1	163	276	275	1	289

For footnotes, see end of table.

TABLE 1.—SALES, EXPENSES, PERSONNEL, PAY ROLL AND STOCKS

[illegible]

COLORADO

TYPE OF OPERATION KIND OF BUSINESS	NUMBER OF ESTABLISHMENTS	SALES	OPERATING EXPENSES		[illegible]	[illegible]	[illegible]	[illegible]	[illegible]	[illegible]
			[illegible]	[illegible]						
WHOLESALE [illegible]	45	[illegible]	[illegible]	4.5	[illegible]	280	[illegible]	[illegible]	[illegible]	[illegible]
[illegible]	13	[illegible]	445	[illegible]	[illegible]	[illegible]	120	[illegible]	[illegible]	[illegible]
[illegible]	4	[illegible]	161	[illegible]	[illegible]	[illegible]	74	[illegible]	[illegible]	[illegible]
[illegible]	10	2,186	82	3.8	[illegible]	17	43	[illegible]	1	[illegible]
Metals [illegible]	7	[illegible]	456	2.3	[illegible]	[illegible]	[illegible]	[illegible]	[illegible]	[illegible]
All other [illegible]	[illegible]	5,265	[illegible]	[illegible]	[illegible]	[illegible]	120	[illegible]	1	[illegible]
[illegible]										
[illegible]	[illegible]	[illegible]	4,670	11.9	457	[illegible]	[illegible]	1,382	[illegible]	[illegible]
[illegible]	[illegible]	[illegible]	[illegible]	2.6	[illegible]	[illegible]	[illegible]	1,112	[illegible]	[illegible]
[illegible]	11	[illegible]	[illegible]	4.5	11	4	[illegible]	[illegible]	[illegible]	[illegible]
[illegible]	5	[illegible]	[illegible]	[illegible]	[illegible]	[illegible]	[illegible]	[illegible]	[illegible]	[illegible]
[illegible]	[illegible]	1,226	72	[illegible]	14	[illegible]	[illegible]	[illegible]	[illegible]	[illegible]
Farm products—raw material	4	[illegible]	810	1.4	[illegible]	179	[illegible]	[illegible]	18	[illegible]
Farm products—[illegible]	17	4,158	[illegible]	4.8	[illegible]	[illegible]	[illegible]	120	[illegible]	1
Furniture and home furnishings	9	1,090	[illegible]	5.7	[illegible]	12	38	[illegible]	[illegible]	---
Apparel [illegible]	37	18,683	403	2.2	[illegible]	100	181	[illegible]	[illegible]	[illegible]
Hardware	7	377	14	3.7	6	[illegible]	[illegible]	[illegible]	[illegible]	[illegible]
[illegible]	[illegible]	[illegible]	[illegible]	[illegible]	[illegible]	[illegible]	[illegible]	[illegible]	[illegible]	[illegible]
Machinery [illegible]	[illegible]	4,360	641	14.7	34	128	[illegible]	[illegible]	1	[illegible]
Metals [illegible]	4	114	5	4.4	4	---	[illegible]	[illegible]	[illegible]	[illegible]
All other [illegible]	[illegible]	934	[illegible]	[illegible]	11	[illegible]	[illegible]	24	[illegible]	[illegible]
[illegible]										
[illegible]	427	[illegible]	[illegible]	7.5	242	1,304	1,078	[illegible]	[illegible]	1,667
Farm products—raw material	[illegible]	[illegible]	1,163	5.9	[illegible]	459	[illegible]	428	[illegible]	[illegible]
Farm products—[illegible]	[illegible]	12,909	[illegible]	9.7	168	811	[illegible]	428	[illegible]	[illegible]
Farm supplies	[illegible]	441	72	13.3	4	[illegible]	[illegible]	[illegible]	[illegible]	[illegible]

[illegible] tions represent commissions only.

[illegible]

[illegible]

[illegible]

[illegible]

[illegible]

TABLE 1.—SALES, EXPENSES, PERSONNEL, PAY ROLL AND STOCKS

CONNECTICUT

[illegible]

TYPE OF OPERATION / KIND OF BUSINESS	NUMBER OF ESTABLISHMENTS	SALES	OPERATING EXPENSES: Amount	OPERATING EXPENSES: Per cent of sales	[illegible]	Number of employees, full-time and part time	PAY ROLL: [illegible]	PAY ROLL: Full-time	PAY ROLL: Part time	Stocks on hand, end of year, at cost
		[illegible]	[illegible]				[illegible]	[illegible]	(add 000)	(add 000)
[illegible]	[illegible]	[illegible]	[illegible]	12.3	[illegible]	15,375	[illegible]	[illegible]	[illegible]	[illegible]
1935	[illegible]	[illegible]	[illegible]	[illegible]	[illegible]	[illegible]	[illegible]	[illegible]	[illegible]	[illegible]
1929	[illegible]	[illegible]	[illegible]	11.6	[illegible]	17,117	[illegible]	[illegible]	—	[illegible]
[illegible]	[illegible]	[illegible]	[illegible]	[illegible]	[illegible]	[illegible]	[illegible]	[illegible]	[illegible]	[illegible]
[illegible]	[illegible]	[illegible]	[illegible]	[illegible]	[illegible]	[illegible]	[illegible]	[illegible]	[illegible]	[illegible]
[illegible]	[illegible]	[illegible]	[illegible]	[illegible]	[illegible]	[illegible]	[illegible]	[illegible]	[illegible]	[illegible]
[illegible]	[illegible]	[illegible]	[illegible]	[illegible]	—	[illegible]	[illegible]	[illegible]	1	1,225
[illegible]	[illegible]	[illegible]	[illegible]	[illegible]	—	[illegible]	[illegible]	[illegible]	—	[illegible]
[illegible]	[illegible]	[illegible]	[illegible]	[illegible]	[illegible]	[illegible]	[illegible]	[illegible]	—	[illegible]
[illegible]	[illegible]	[illegible]	[illegible]	[illegible]	—	[illegible]	[illegible]	[illegible]	[illegible]	[illegible]
[illegible]	[illegible]	[illegible]	[illegible]	[illegible]	[illegible]	44	[illegible]	[illegible]	—	—
[illegible]	[illegible]	[illegible]	[illegible]	4.	—	[illegible]	[illegible]	[illegible]	1	[illegible]
[illegible]	[illegible]	[illegible]	[illegible]	[illegible]	—	2,757	[illegible]	[illegible]	[illegible]	[illegible]
[illegible]	[illegible]	[illegible]	[illegible]	4.3	—	[illegible]	347	[illegible]	1	—
[illegible]	[illegible]	[illegible]	[illegible]	[illegible]	44	1,726	[illegible]	[illegible]	62	[illegible]
[illegible]	[illegible]	[illegible]	[illegible]	[illegible]	[illegible]	[illegible]	946	945	1	[illegible]
[illegible]	[illegible]	[illegible]	[illegible]	10.2	[illegible]	64	[illegible]	[illegible]	—	[illegible]
[illegible]	[illegible]	38,511	[illegible]	11.1	[illegible]	1,064	[illegible]	[illegible]	[illegible]	[illegible]
[illegible]	[illegible]	[illegible]	[illegible]	[illegible]	—	[illegible]	[illegible]	[illegible]	—	[illegible]
[illegible]	[illegible]	[illegible]	[illegible]	[illegible]	[illegible]	149	[illegible]	[illegible]	10	[illegible]
[illegible]	4	[illegible]	[illegible]	[illegible]	[illegible]	[illegible]	37	37	—	[illegible]
Manufacturers' agents (with stocks)	[illegible]	[illegible]	[illegible]	[illegible]	2	[illegible]	37	[illegible]	2	[illegible]
Manufacturers' agents (without stocks)	[illegible]	[illegible]	[illegible]	[illegible]	[illegible]	67	[illegible]	117	[illegible]	[illegible]
Selling agents	[illegible]	[illegible]	[illegible]	[illegible]	[illegible]	[illegible]	[illegible]	[illegible]	[illegible]	—
[illegible]	[illegible]	[illegible]	[illegible]	[illegible]	—	13	[illegible]	[illegible]	—	—
[illegible]	[illegible]	[illegible]	[illegible]	[illegible]	21	[illegible]	[illegible]	[illegible]	[illegible]	[illegible]
Assemblers of farm products	11	[illegible]	147	[illegible]	15	39	[illegible]	46	—	[illegible]
[illegible]	[illegible]	[illegible]	[illegible]	[illegible]	3	1	1	—	1	1
Cooperative marketing associations	[illegible]	[illegible]	[illegible]	[illegible]	—	[illegible]	[illegible]	[illegible]	7	[illegible]
Cooperative sales agencies	[illegible]	[illegible]	[illegible]	2.[illegible]	—	[illegible]	[illegible]	73	—	[illegible]
[illegible]	[illegible]	[illegible]	[illegible]	27.2	[illegible]	[illegible]	[illegible]	45	—	[illegible]
[illegible]										
[illegible]	[illegible]	[illegible]	[illegible]	[illegible]	735	[illegible]	[illegible]	10,521	[illegible]	[illegible]
[illegible]	[illegible]	[illegible]	[illegible]	[illegible]	[illegible]	[illegible]	54	[illegible]	4	[illegible]
[illegible]	[illegible]	[illegible]	[illegible]	[illegible]	[illegible]	[illegible]	1,326	1,321	5	[illegible]
[illegible]	[illegible]	[illegible]	[illegible]	11.4	[illegible]	[illegible]	1,344	1,336	6	[illegible]
Chemicals and paints	[illegible]	[illegible]	[illegible]	[illegible]	[illegible]	[illegible]	[illegible]	[illegible]	3	[illegible]
[illegible]	[illegible]	[illegible]	[illegible]	[illegible]	[illegible]	[illegible]	[illegible]	[illegible]	1	[illegible]
[illegible]	[illegible]	7,640	[illegible]	[illegible]	—	[illegible]	[illegible]	[illegible]	[illegible]	[illegible]
Drugs and drug sundries (specialty lines)	[illegible]	7,112	[illegible]	[illegible]	[illegible]	[illegible]	[illegible]	515	—	[illegible]
Dry goods (general line)	[illegible]	3,605	[illegible]	[illegible]	[illegible]	[illegible]	161	161	—	[illegible]
[illegible]	[illegible]	[illegible]	[illegible]	[illegible]	[illegible]	75	[illegible]	[illegible]	—	[illegible]
[illegible]	[illegible]	11,409	[illegible]	[illegible]	[illegible]	[illegible]	[illegible]	[illegible]	3	[illegible]
[illegible]	[illegible]	4,615	1,514	[illegible]	[illegible]	[illegible]	912	[illegible]	79	[illegible]
[illegible]	[illegible]	[illegible]	2,904	[illegible]	[illegible]	[illegible]	[illegible]	[illegible]	[illegible]	[illegible]
[illegible]	[illegible]	[illegible]	[illegible]	16.7	[illegible]	[illegible]	[illegible]	398	—	[illegible]
[illegible]	17	2,553	[illegible]	[illegible]	7	71	170	[illegible]	[illegible]	[illegible]
Groceries and foods (specialty lines)	[illegible]	16,713	[illegible]	[illegible]	17	491	[illegible]	[illegible]	[illegible]	345
[illegible]	[illegible]	21,237	[illegible]	[illegible]	[illegible]	[illegible]	1,117	[illegible]	[illegible]	[illegible]
[illegible]	[illegible]	1,039	[illegible]	[illegible]	[illegible]	57	[illegible]	[illegible]	—	[illegible]
Lumber and construction materials	[illegible]	743	[illegible]	[illegible]	7	8	[illegible]	[illegible]	—	[illegible]
[illegible]	[illegible]	[illegible]	[illegible]	[illegible]	[illegible]	[illegible]	[illegible]	[illegible]	14	[illegible]
Metals and metal work (except scrap)	[illegible]	[illegible]	[illegible]	[illegible]	[illegible]	743	[illegible]	1,446	[illegible]	[illegible]
Paper and its products	[illegible]	[illegible]	[illegible]	[illegible]	7	[illegible]	[illegible]	[illegible]	[illegible]	[illegible]
[illegible]	4	6,012	[illegible]	20.4	[illegible]	[illegible]	691	[illegible]	9	[illegible]
Plumbing and heating equipment and supplies	[illegible]	[illegible]	474	[illegible]	[illegible]	[illegible]	[illegible]	[illegible]	—	[illegible]
[illegible]	[illegible]	[illegible]	[illegible]	[illegible]	[illegible]	[illegible]	1,1[illegible]7	1,1[illegible]6	1	[illegible]
[illegible]	[illegible]	[illegible]	[illegible]	[illegible]	[illegible]	[illegible]	479	[illegible]	3	[illegible]
[illegible]	4	8,927	[illegible]	[illegible]	[illegible]	747	[illegible]	[illegible]	17	[illegible]
[illegible]	[illegible]	5,372	[illegible]	[illegible]	[illegible]	[illegible]	532	525	7	420
[illegible]	[illegible]	[illegible]	[illegible]	[illegible]	—	[illegible]	5,334	[illegible]	110	[illegible]
[illegible]	[illegible]	[illegible]	[illegible]	[illegible]	—	[illegible]	212	[illegible]	16	[illegible]
[illegible]	[illegible]	[illegible]	[illegible]	[illegible]	—	[illegible]	[illegible]	[illegible]	2	[illegible]
[illegible]	14	[illegible]	[illegible]	[illegible]	—	[illegible]	[illegible]	[illegible]	[illegible]	[illegible]
[illegible]	[illegible]	10,447	[illegible]	[illegible]	—	[illegible]	[illegible]	[illegible]	—	[illegible]
[illegible]	[illegible]	[illegible]	[illegible]	[illegible]	—	[illegible]	[illegible]	[illegible]	[illegible]	[illegible]
[illegible]	[illegible]	[illegible]	[illegible]	[illegible]	[illegible]	[illegible]	[illegible]	[illegible]	—	[illegible]
[illegible]	[illegible]	[illegible]	[illegible]	[illegible]	—	[illegible]	[illegible]	[illegible]	[illegible]	[illegible]
[illegible]	[illegible]	[illegible]	[illegible]	[illegible]	—	[illegible]	[illegible]	[illegible]	[illegible]	[illegible]
[illegible]	[illegible]	[illegible]	[illegible]	[illegible]	—	[illegible]	[illegible]	[illegible]	4	[illegible]
[illegible]	[illegible]	[illegible]	[illegible]	[illegible]	—	[illegible]	[illegible]	[illegible]	27	[illegible]
[illegible]	[illegible]	[illegible]	[illegible]	[illegible]	[illegible]	[illegible]	[illegible]	[illegible]	1	—
[illegible]	[illegible]	[illegible]	[illegible]	[illegible]	—	[illegible]	[illegible]	[illegible]	—	—
[illegible]	[illegible]	[illegible]	[illegible]	[illegible]	—	[illegible]	[illegible]	[illegible]	—	—
[illegible]	[illegible]	[illegible]	[illegible]	[illegible]	—	[illegible]	[illegible]	[illegible]	—	—
[illegible]	[illegible]	[illegible]	[illegible]	[illegible]	[illegible]	[illegible]	[illegible]	[illegible]	1	—
[illegible]	[illegible]	[illegible]	[illegible]	[illegible]	[illegible]	1,726	[illegible]	[illegible]	[illegible]	[illegible]

For footnotes, see end of table.

TABLE 1.—SALES, EXPENSES, PERSONNEL, PAY ROLL AND STOCKS

Type of Operation by Kinds of Business [continued]

CONNECTICUT

TYPE OF OPERATION KIND OF BUSINESS	NUMBER OF ESTABLISHMENTS	SALES (add 000)	OPERATING EXPENSES [illegible]		[illegible]	[illegible]	PAY ROLL			[illegible]
			Amount (add 000)	Percent of sales			[illegible]	[illegible]	(add 000)	[illegible]
[illegible]	[illegible]	[illegible]	[illegible]	4.3	[illegible]	149	[illegible]	[illegible]	[illegible]	[illegible]
[illegible]	[illegible]	[illegible]	[illegible]	4.0	[illegible]	[illegible]	[illegible]	[illegible]	[illegible]	[illegible]
[illegible]	[illegible]	[illegible]	65	[illegible]	1	15	[illegible]	[illegible]	[illegible]	[illegible]
[illegible]	[illegible]	[illegible]	[illegible]	[illegible]	[illegible]	[illegible]	[illegible]	[illegible]	[illegible]	[illegible]
[illegible]	[illegible]	[illegible]	[illegible]	[illegible]	[illegible]	[illegible]	57	[illegible]	[illegible]	[illegible]
[illegible]	[illegible]	[illegible]	[illegible]	[illegible]	[illegible]	[illegible]	[illegible]	[illegible]	[illegible]	[illegible]
[illegible]	[illegible]	[illegible]	[illegible]	[illegible]	[illegible]	[illegible]	[illegible]	[illegible]	[illegible]	[illegible]
[illegible]	[illegible]	[illegible]	[illegible]	6.7	[illegible]	[illegible]	[illegible]	[illegible]	[illegible]	44
[illegible]	[illegible]	[illegible]	[illegible]	4.6	[illegible]	[illegible]	[illegible]	[illegible]	[illegible]	[illegible]
[illegible]	[illegible]	[illegible]	156	8.1	[illegible]	[illegible]	[illegible]	[illegible]	[illegible]	774
[illegible]	[illegible]	[illegible]	[illegible]	[illegible]	[illegible]	146	[illegible]	[illegible]	[illegible]	[illegible]
[illegible]	[illegible]	[illegible]	[illegible]	[illegible]	[illegible]	[illegible]	[illegible]	[illegible]	[illegible]	[illegible]

[illegible] all [illegible] not [illegible] number and [illegible] proprietors [illegible]

[illegible] represent [illegible]

[illegible] were after the 1935 report was [illegible]

[illegible]

[illegible] 1 [illegible] 2 [illegible] and [illegible] materials; 2 metals and [illegible]; 1 paper and [illegible]; 1 petroleum and [illegible] products and all other products.

[illegible] 1 [illegible]; 1 [illegible] and liquors; 1 electrical goods; 2 farm [illegible]; 2 [illegible] and [illegible] and [illegible]; 1 [illegible] and [illegible]; 2 [illegible]; 2 electrical [illegible]; 1 electrical goods; 1 farm products—raw materials; 1 [illegible]; 1 lumber and [illegible] materials; [illegible] and [illegible]; and 1 all other [illegible].

TABLE 1.—SALES, EXPENSES, PERSONNEL, PAY ROLL AND STOCKS

DELAWARE.

KIND OF OPERATION, KIND OF BUSINESS	NUMBER OF ESTABLISHMENTS	SALES (add 000)	OPERATING EXPENSES		Average number of employees during year	Number of employees at end of year	PAY ROLL			Stocks on hand, cost of year, at cost (add 000)
							(add 000)	(add 000)		
[illegible]	[illegible]	$[illegible]	$[illegible]	13.9	[illegible]	2,948	[illegible]	[illegible]	$[illegible]	$4,562
[illegible]	[illegible]	[illegible]	10,061	9.5	[a]14[illegible]	[a]1,[illegible]	[a]3,175	[a][illegible]	[a][illegible]	7,057
[illegible]	[illegible]	113,087	7,328	6.2	[illegible]	2,115	3,778	--	---	10,514
[illegible]	[illegible]	[illegible]	[illegible]	[illegible]	86	1,364	2,165	[illegible]	[illegible]	3,202
[illegible]	149	[illegible]	[illegible]	12.2	[illegible]	1,129	1,677	1,544	[illegible]	2,417
[illegible]	[illegible]	[illegible]	837	10.2	--	91	145	144	-	316
[illegible]	[illegible]	[illegible]	347	27.3	---	96	254	[illegible]	2	291
[illegible]	[illegible]	708	44	6.2	---	15	25	[illegible]	---	---
[illegible]	[illegible]	[illegible]	[illegible]	8.4	5	[illegible]	[illegible]	2	---	6
[illegible]	[illegible]	1,305	112	8.6	--	29	61	61	---	172
[illegible]	[illegible]	[illegible]	18,452	15.4	---	1,044	3,221	3,221	---	187
[illegible]	10									
[illegible]	[illegible]	9,271	966	10.4	19	234	354	331	23	1,090
[illegible]	[illegible]	[illegible]	83	22.9	[illegible]	29	37	37	- -	10
[illegible]	13	[illegible]	289	11.7	15	55	67	51	16	171
[illegible]	16	[illegible]	594	9.2	- -	150	250	243	7	909
[illegible]	20	5,318	227	4.2	20	72	110	107	3	15
[illegible]	11	4,158	120	2.9	9	24	47	45	2	5
[illegible]	[illegible]	459	48	10.5	[illegible]	2[illegible]	14	17	1	4
[illegible]	[illegible]	159	12	10.1	3	4	6	6	---	---
All other	[illegible]	542	43	7.4	---	20	37	37	---	6
[illegible]	57	7,470	456	6.1	62	232	156	150	3	68
[illegible]	45	5,869	330	5.6	51	172	120	108	13	34
[illegible]	7	1,154	[illegible]	6.9	9	32	23	18	5	---
All other	5	447	46	10.3	2	34	13	13	9	34
KINDS OF BUSINESS:										
GASOLINE AND LIMITED-PRODUCTS WHOLESALERS	166	28,535	3,761	13.2	29	1,364	2,165	2,129	36	3,202
Automotive	11	928	260	27.9	5	91	145	144	1	222
Beer, wines, and liquor	15	4,164	531	12.8	2	129	282	281	1	439
Chemicals and paints	5	498	112	22.5	2	45	62	61	1	98
Electrical goods	9	1,081	187	17.3	4	68	114	114	---	130
Farm products--raw materials	4	1,418	113	8.0	3	50	49	46	3	56
Farm products--consumer goods	20	2,718	222	8.2	21	92	82	81	1	39
Farm supplies	5	854	96	1.4	2	39	58	58	---	55
Groceries (general line)	7	3,463	303	8.9	2	124	185	184	1	507
Groceries and food (specialty lines)	15	1,010	149	14.8	13	57	72	72	---	96
Lumber and construction materials	11	3,135	366	11.7	---	114	219	218	1	342
Machinery, equipment, supplies	7	497	128	25.8	2	47	88	88	---	90
Paper and its products	6	185	45	24.3	5	19	23	22	1	45
Plumbing and heating equipment and supplies	5	2,004	342	17.1	1	115	224	224	3	273
Tobacco and products (except leaf)	9	2,552	126	4.9	4	50	76	75	1	124
Waste materials	12	520	1[illegible]	18.9	12	72	53	51	2	48
All other	23	3,398	678	20.0	10	264	418	405	13	590
MANUFACTURERS' SALES BRANCHES (with stocks) AND MANUFACTURERS' SALES OFFICES (without stocks)	31	106,889	16,452	15.4	---	1,044	3,221	3,221	---	187
Farm products--consumer goods	5	723	208	28.8	---	48	79	79	---	20
Groceries and food (specialty lines)	7	4,145	336	8.1	---	114	173	173	---	73
Machinery, equipment, supplies	8	494	177	35.8	---	44	114	114	---	35
All other	11	101,518	15,731	15.5	---	838	2,855	2,855	---	59
PETROLEUM BULK STATIONS:										
Petroleum and its products	37	9,271	966	10.4	19	234	354	331	23	1,090
AGENTS AND BROKERS	25	5,318	223	4.2	20	72	110	107	3	15
Farm products--consumer goods	18	2,325	88	3.8	15	35	32	31	1	4
Machinery, equipment, supplies	5	159	49	30.8	2	20	43	43	---	6
All other	4	2,834	86	3.0	3	17	35	33	2	5
AGENCIES (Mainly farm products)	57	7,470	456	6.1	62	232	166	136	32	68
Farm products--consumer goods	35	6,410	386	6.0	39	209	142	111	31	17
All other	22	1,060	70	6.6	23	23	26	25	1	51

[1] Employees and pay roll include all executives of corporations but not the number and compensation of proprietors of the proprietorships.
--- Sales include taxes. Expenses as shown for commission stations represent commission only.
a Data for 1935 exclude personnel and pay roll of 10 commission bulk stations.
1 Includes 1 export merchant; 1 cash-and-carry wholesaler; and 1 retailer-cooperative warehouse.
2 Includes 2 auction companies; and 1 manufacturers' agent (with stocks).
3 Includes 2 cooperative marketing associations; 1 cooperative sales agency; 1 country grain elevator (independent); and 1 packer and shipper.
4 Includes 1 clothing and furnishings; 1 coal and coke; 1 drugs (general line); 2 furniture and house furnishings; 2 hardware; 1 jewelry; 2 metals and metal work (except scrap); 2 petroleum and its products; and 11 all other products.
5 Includes 3 automotive; 2 beer, wines, and liquors; 2 chemicals and paints; 1 drugs and drug sundries (specialty lines); 1 paper and its products; 1 tobacco and products (except leaf); and 1 all other products.
6 Includes 2 farm products--raw materials; 1 petroleum and its products; and 1 all other products.
7 Includes 29 farm products--raw materials; and 2 farm supplies.

TABLE 1. SALES, EXPENSES, PERSONNEL, PAY ROLL AND STOCKS

TYPE OF OPERATION BY KIND OF BUSINESS

DISTRICT OF COLUMBIA

TYPE OF OPERATION / KIND OF BUSINESS	NUMBER OF ESTABLISHMENTS	SALES (add 000)	OPERATING EXPENSES (rounded to nearest thousand) Amount (add 000)	OPERATING EXPENSES Percent of sales	Value of stocks (rounded to nearest thousand)	Number of employees (full-time and part-time) Latest pay period	PAY ROLL			
TOTAL, 1939	[illegible]	[illegible]	[illegible]	[illegible]	[illegible]	[illegible]	[illegible]	[illegible]	[illegible]	[illegible]
1938	[illegible]	[illegible]	[illegible]	[illegible]	[illegible]	[illegible]	[illegible]	[illegible]	[illegible]	[illegible]
1929	[illegible]	[illegible]	[illegible]	[illegible]	[illegible]	[illegible]	[illegible]	[illegible]	[illegible]	[illegible]
TYPE OF OPERATION										
JOBBERS AND LIMITED-FUNCTION WHOLESALERS	[illegible]	[illegible]	[illegible]	[illegible]	[illegible]	[illegible]	[illegible]	[illegible]	[illegible]	[illegible]
Wholesale merchants	[illegible]	[illegible]	[illegible]	[illegible]	[illegible]	[illegible]	[illegible]	[illegible]	[illegible]	[illegible]
Voluntary group wholesaler	[illegible]	[illegible]	109	4.7	[illegible]	[illegible]	72	72	[illegible]	[illegible]
Industrial distributors	[illegible]	[illegible]	775	[illegible]	–	[illegible]	[illegible]	[illegible]	31	[illegible]
Wagon distributor	4	[illegible]	57	[illegible]	[illegible]	[illegible]	[illegible]	[illegible]	[illegible]	[illegible]
Retailer-cooperative warehouse	4	8,934	[illegible]	[illegible]	[illegible]	2.7	[illegible]	[illegible]	[illegible]	[illegible]
All other [1]	[illegible]	[illegible]	[illegible]	[illegible]	[illegible]	6	[illegible]	[illegible]	[illegible]	[illegible]
MANUFACTURERS' SALES BRANCHES, with stocks	[illegible]	[illegible]	7,468	[illegible]	[illegible]	[illegible]	[illegible]	4,257	[illegible]	[illegible]
MANUFACTURERS' SALES OFFICES without stocks	[illegible]	[illegible]	[illegible]	[illegible]	–	377	1,010	1,008	–	–
PETROLEUM BULK STATIONS	12	[illegible]	1,355	11.0	[illegible]	254	[illegible]	[illegible]	–	471
Independent bulk station	[illegible]	[illegible]	[illegible]	[illegible]	8	[illegible]	[illegible]	[illegible]	[illegible]	[illegible]
Bulk stations	4	[illegible]	[illegible]	10.4	–	[illegible]	[illegible]	[illegible]	[illegible]	[illegible]
AGENTS, ART. BROKERS	1.4	[illegible]	[illegible]	[illegible]	116	438	[illegible]	817	27	162
Brokers (merchandise)	27	17,080	[illegible]	[illegible]	24	[illegible]	[illegible]	[illegible]	[illegible]	[illegible]
Commission merchants	9	[illegible]	[illegible]	9.1	[illegible]	110	195	181	[illegible]	[illegible]
Manufacturers' agents (with stock)	[illegible]	[illegible]	[illegible]	[illegible]	[illegible]	[illegible]	[illegible]	[illegible]	[illegible]	[illegible]
Manufacturers' agents (without stock)	[illegible]	[illegible]	[illegible]	[illegible]	[illegible]	[illegible]	[illegible]	[illegible]	[illegible]	[illegible]
All other [2]	[illegible]	[illegible]	[illegible]	[illegible]	[illegible]	[illegible]	78	[illegible]	[illegible]	[illegible]
ASSOCIATIONS (buying, farm product)	[illegible]	[illegible]	74	10.6	[illegible]	[illegible]	[illegible]	[illegible]	[illegible]	[illegible]
SERVICE AND LIMITED-FUNCTION WHOLESALERS										
KINDS OF BUSINESS										
SERVICE AND LIMITED-FUNCTION WHOLESALERS	[illegible]	170,266	[illegible]	16.3	[illegible]	[illegible]	11,611	11,470	174	15,071
Amusement and sporting goods	[illegible]	[illegible]	270	24.9	[illegible]	[illegible]	[illegible]	96	1	131
Motion picture film exchanges	[illegible]	[illegible]	[illegible]	[illegible]	–	[illegible]	[illegible]	11	1	[illegible]
Toys, novelties, and fireworks	[illegible]	425	[illegible]	[illegible]	[illegible]	[illegible]	[illegible]	[illegible]	---	95
All other	7	357	[illegible]	17.1	[illegible]	1	[illegible]	22	--	[illegible]
Automotive	43	[illegible]	[illegible]	[illegible]	[illegible]	[illegible]	1,[illegible]	1,209	4	[illegible]
Automobiles (new and used)	10	[illegible]	[illegible]	4.3	[illegible]	[illegible]	[illegible]	54	42	[illegible]
Automotive accessories and equipment	1	[illegible]	[illegible]	[illegible]	[illegible]	[illegible]	[illegible]	185	–	111
Automotive parts	19	1,505	[illegible]	[illegible]	1[illegible]	217	[illegible]	[illegible]	–	234
All other	[illegible]	1,375	412	[illegible]	[illegible]	9	[illegible]	145	–	1
Beer, wines, and liquors	11	15,117	1,[illegible]	16.[illegible]	[illegible]	664	1,127	1,121	[illegible]	[illegible]
Beer and ale	9	4,229	710	16.8	1	277	41[illegible]	411	[illegible]	[illegible]
Wines and liquors	1[illegible]	[illegible]	1,153	10.6	1	327	[illegible]	7[illegible]	5	1,147
Chemicals and paints	14	1,210	[illegible]	23.4	5	[illegible]	170	[illegible]	[illegible]	[illegible]
Paints and varnishes	1	473	11	[illegible]	[illegible]	[illegible]	49	49	---	[illegible]
All other	4	737	173	[illegible]	[illegible]	72	121	109	[illegible]	174
Clothing and furnishings	4	[illegible]	[illegible]	[illegible]	[illegible]	[illegible]	[illegible]	[illegible]	--	[illegible]
Coal and coke	7	[illegible]	248	8.4	[illegible]	103	144	[illegible]	[illegible]	[illegible]
Drugs (general line)	[illegible]	[illegible]	373	[illegible]	[illegible]	[illegible]	[illegible]	[illegible]	1	489
Drugs and drug sundries (specialty lines)	[illegible]									
Dry goods (general line)	1	[illegible]	130	[illegible]	4	44	[illegible]	76	–	193
Dry goods (specialty lines)	[illegible]									
Electrical goods	[illegible]	9,7[illegible]	1,589	13.1	[illegible]	480	[illegible]	[illegible]	[illegible]	[illegible]
Electrical merchandise (general line)	[illegible]	[illegible]	[illegible]	[illegible]	[illegible]	[illegible]	[illegible]	375	[illegible]	[illegible]
Warming supplies and construction materials	[illegible]	[illegible]	[illegible]	13.0	[illegible]	[illegible]	147	147	[illegible]	175
Radios and equipment	5	[illegible]	320	19.7	[illegible]	[illegible]	271	270	[illegible]	[illegible]
Refrigerators and equipment (household)	[illegible]	[illegible]	180	[illegible]	[illegible]	[illegible]	[illegible]	[illegible]	--	[illegible]
All other	[illegible]	[illegible]	[illegible]	13.	[illegible]	[illegible]	74	74	[illegible]	[illegible]
Farm products--consumer goods	[illegible]	16,187	[illegible]	[illegible]	[illegible]	[illegible]	[illegible]	1,202	5	[illegible]
Dairy products	4	2,092	[illegible]	[illegible]	[illegible]	[illegible]	[illegible]	394	1	16
Dairy and poultry products	1	[illegible]	411	8.3	7	[illegible]	237	237	---	152
Poultry and poultry products	1[illegible]	3,009	[illegible]	[illegible]	11	197	[illegible]	227	5	160
Fruits and vegetables (fresh)	[illegible]	[illegible]	[illegible]	[illegible]	[illegible]	[illegible]	[illegible]	357	[illegible]	[illegible]
Fresh fruits only	8	[illegible]	42	17.4	[illegible]	[illegible]	[illegible]	17	1	[illegible]
Furniture and house furnishings	7	[illegible]	[illegible]	[illegible]	7	[illegible]	97	[illegible]	[illegible]	[illegible]
Groceries (general line)	11	[illegible]	[illegible]	8.3	[illegible]	[illegible]	[illegible]	[illegible]	[illegible]	1,462
Groceries and foods (specialty lines)	25	15,937	2,137	[illegible]	49	[illegible]	[illegible]	1,071	12	[illegible]
Coffee, tea, and spices	8	1,427	377	26.4	7	[illegible]	175	174	[illegible]	[illegible]
Confectionery	8	500	71	[illegible]	[illegible]	[illegible]	[illegible]	[illegible]	[illegible]	30
Fish and sea foods	[illegible]	761	[illegible]	21.4	5	[illegible]	75	73	[illegible]	[illegible]
Meats and provisions	29	8,684	91	10.5	16	[illegible]	438	437	1	[illegible]
All other	1	[illegible]	616	13.4	[illegible]	[illegible]	355	[illegible]	8	403

For footnotes, see end of table.

TABLE 1.—SALES, EXPENSES, PERSONNEL, PAY ROLL AND STOCKS

TYPES OF OPERATION BY KINDS OF BUSINESS

DISTRICT OF COLUMBIA

TYPE OF OPERATION. KIND OF BUSINESS	NUMBER OF ESTABLISHMENTS	SALES	OPERATING EXPENSES (including pay roll) Amount	OPERATING EXPENSES (including pay roll) Percent of sales	Average proprietors, partners, and unpaid family workers, full-time equivalent	Average number of full-time and part-time employees	PAY ROLL Total	PAY ROLL Full-time	PAY ROLL Part-time	Stocks on hand, end of year, at cost
SERVICE AND LIMITED-FUNCTION WHOLESALERS (Continued)										
TYPES OF BUSINESS										
SERVICE AND LIMITED-FUNCTION WHOLESALERS — Con.										
Hardware	10	$4,004	[illegible]	[illegible]	[illegible]	272	[illegible]	[illegible]	[illegible]	[illegible]
General line	5	3,571	[illegible]	14.8	1	[illegible]	[illegible]	[illegible]	[illegible]	[illegible]
Specialty lines	[illegible]	433	[illegible]	[illegible]	1	[illegible]	[illegible]	[illegible]	[illegible]	[illegible]
Jewelry	5	4,671	247	5.3	1	[illegible]	[illegible]	[illegible]	[illegible]	[illegible]
Lumber and construction materials	22	[illegible]	[illegible]	[illegible]	[illegible]	394	[illegible]	[illegible]	[illegible]	[illegible]
Glass	3	110	[illegible]	34.5	1	14	[illegible]	[illegible]	[illegible]	[illegible]
All other	9	[illegible]	[illegible]	15.1	[illegible]	[illegible]	242	242	-	772
Machinery, equipment, and supplies	40	4,759	1,115	[illegible]	28	[illegible]	[illegible]	[illegible]	[illegible]	[illegible]
Commercial equipment and supplies:										
Office machines and equipment	[illegible]	[illegible]	[illegible]	[illegible]	[illegible]	[illegible]	[illegible]	[illegible]	---	[illegible]
All other	7	1,[illegible]	[illegible]	[illegible]	[illegible]	[illegible]	[illegible]	[illegible]	-	199
Industrial machinery, equipment, and supplies	[illegible]	591	[illegible]	[illegible]	[illegible]	[illegible]	[illegible]	[illegible]	[illegible]	[illegible]
Professional equipment and supplies:										
Medical, dental, and surgical	[illegible]	284	55	[illegible]	[illegible]	[illegible]	[illegible]	[illegible]	---	[illegible]
All other	[illegible]	[illegible]	[illegible]	[illegible]	[illegible]	[illegible]	74	74	-	14
Service equipment and supplies:										
Barber and beauty supply houses	[illegible]	[illegible]	[illegible]	29.9	[illegible]	6[illegible]	101	[illegible]	-	[illegible]
Laundry and dry cleaning	[illegible]	490	75	[illegible]	[illegible]	[illegible]	41	41	--	[illegible]
All other	5	[illegible]	[illegible]	[illegible]	[illegible]	[illegible]	[illegible]	[illegible]	--	[illegible]
Metals and metal work except scrap	5	1,[illegible]	[illegible]	[illegible]	-	48	78	[illegible]	---	[illegible]
Paper and its products	31	7,087	1,[illegible]	14.2	[illegible]	[illegible]	[illegible]	[illegible]	[illegible]	[illegible]
Wrapping, coarse paper and products	11	[illegible]	[illegible]	15.5	12	[illegible]	[illegible]	134	1	[illegible]
Printing and writing papers	7	4,174	436	10.4	[illegible]	[illegible]	[illegible]	[illegible]	—	[illegible]
Stationery and stationery supplies	[illegible]	[illegible]	101	19.4	[illegible]	[illegible]	[illegible]	[illegible]	-	[illegible]
Wallpaper	[illegible]	[illegible]	224	27.8	4	74	[illegible]	[illegible]	4	101
Plumbing and heating equipment and supplies	17	[illegible]	1,805	14.6	[illegible]	473	[illegible]	[illegible]	[illegible]	[illegible]
Plumbing and heating, general line	7	[illegible]	[illegible]	[illegible]	[illegible]	[illegible]	[illegible]	487	[illegible]	[illegible]
Heating (including stoves and ranges)	3	[illegible]	94	16.2	1	[illegible]	[illegible]	[illegible]	24	27
Plumbing fixtures, equipment, and supplies	4	[illegible]	157	[illegible]	[illegible]	[illegible]	111	[illegible]	---	[illegible]
All other	[illegible]	[illegible]	[illegible]	[illegible]	[illegible]	[illegible]	[illegible]	142	---	[illegible]
Tobacco and products, except leaf	12	11,294	520	4.6	[illegible]	[illegible]	[illegible]	[illegible]	—	[illegible]
Waste materials	34	2,155	[illegible]	13.7	[illegible]	[illegible]	[illegible]	186	[illegible]	[illegible]
Junk and scrap, general line	[illegible]	[illegible]	139	14.1	[illegible]	[illegible]	27	27	---	[illegible]
Waste paper, rags, and rubber	[illegible]	242	139	[illegible]	[illegible]	[illegible]	[illegible]	[illegible]	[illegible]	[illegible]
All other	[illegible]	4[illegible]	27	[illegible]	[illegible]	73	[illegible]	[illegible]		[illegible]
All other	29	[illegible]	[illegible]	14.0	24	[illegible]	[illegible]	5.4	[illegible]	[illegible]
Books, periodicals, and newspapers	5	[illegible]	337	[illegible]	4	[illegible]	[illegible]	[illegible]	---	[illegible]
Flower and nursery stock	[illegible]	[illegible]	[illegible]	[illegible]	[illegible]	[illegible]	[illegible]	[illegible]		[illegible]
Forest products (except lumber)	[illegible]	[illegible]	[illegible]	[illegible]	[illegible]	[illegible]	[illegible]	[illegible]	---	[illegible]
Leather and shoe findings	[illegible]	[illegible]	[illegible]	[illegible]	[illegible]	[illegible]	[illegible]	[illegible]	---	[illegible]
Textile goods	[illegible]	[illegible]	[illegible]	[illegible]	[illegible]	[illegible]	[illegible]	44	---	[illegible]
All other kinds of business	[illegible]	5,[illegible]	573	10.[illegible]	[illegible]	[illegible]	[illegible]	[illegible]	[illegible]	1,7[illegible]
MANUFACTURERS' SALES BRANCHES (With stocks)										
KINDS OF BUSINESS										
MANUFACTURERS' SALES BRANCHES (With stocks)	[illegible]	77,177	7,486	9.7	---	[illegible]	4,333	4,257	76	[illegible]
Amusement and sporting goods	11	7,703	[illegible]	13.7	---	[illegible]	[illegible]	[illegible]	[illegible]	[illegible]
Automotive	[illegible]	3,955	[illegible]	[illegible]	---	[illegible]	[illegible]	[illegible]	---	[illegible]
Trucks and tractors	4	1,[illegible]	197	15.8	---	[illegible]	120	[illegible]	---	[illegible]
All other	[illegible]	2,709	[illegible]	11.8	---	[illegible]	[illegible]	[illegible]	---	[illegible]
Beer, wines, and liquors	5	3,630	[illegible]	17.2	---	[illegible]	254	254	---	[illegible]
Building materials, specialty lines	[illegible]	18,177	[illegible]	[illegible]	-	[illegible]	761	757	[illegible]	[illegible]
Construction materials	[illegible]	13,[illegible]	[illegible]	6.2	---	[illegible]	468	462	[illegible]	[illegible]
All other	[illegible]	2,798	[illegible]	[illegible]	---	170	[illegible]	[illegible]	[illegible]	[illegible]
Electrical equipment, supplies	[illegible]	13,275	[illegible]	15.2	---	[illegible]	1,372	[illegible]	[illegible]	[illegible]
Commercial equipment and supplies:										
Office machines and equipment	[illegible]	[illegible]	[illegible]	[illegible]	---	[illegible]	[illegible]	[illegible]	--	[illegible]
All other		[illegible]	[illegible]	[illegible]	---	[illegible]				[illegible]
Industrial machinery, equipment, and supplies		4,599		[illegible]	---	44	-	-	-	[illegible]
Professional equipment and supplies	[illegible]	[illegible]	[illegible]	[illegible]	---		-		---	[illegible]
Service equipment and supplies	[illegible]	[illegible]	175	17.1	---	[illegible]	-	-	---	[illegible]
Other electrical equipment and supplies	[illegible]	3,978	334	[illegible]	--	[illegible]	[illegible]	[illegible]	[illegible]	[illegible]
All other	[illegible]	28,459	[illegible]	5.[illegible]		429	[illegible]	[illegible]		[illegible]

For footnotes, see end of table.

TABLE 1.—SALES, EXPENSES, PERSONNEL, PAY ROLL AND STOCKS

DISTRICT OF COLUMBIA

TYPE OF OPERATION KINDS OF BUSINESS	NUMBER OF ESTABLISHMENTS	SALES	OPERATING EXPENSES		[illegible]	[illegible]	PAY ROLL			[illegible]
MANUFACTURERS' SALES OFFICES (Without stocks)										
[illegible]	[illegible]	[illegible]	[illegible]	[illegible]	[illegible]	[illegible]	[illegible]	[illegible]	[illegible]	[illegible]
[illegible]	[illegible]	[illegible]	[illegible]	[illegible]	[illegible]	[illegible]	[illegible]	[illegible]	[illegible]	[illegible]
[illegible]	[illegible]	[illegible]	[illegible]	[illegible]	[illegible]	[illegible]	[illegible]	[illegible]	[illegible]	[illegible]
[illegible]	[illegible]	[illegible]	[illegible]	[illegible]	[illegible]	[illegible]	[illegible]	[illegible]	[illegible]	[illegible]
[illegible]	[illegible]	[illegible]	[illegible]	[illegible]	[illegible]	[illegible]	[illegible]	[illegible]	[illegible]	[illegible]
[illegible]	[illegible]	[illegible]	[illegible]	[illegible]	[illegible]	[illegible]	[illegible]	[illegible]	[illegible]	[illegible]
[illegible]	[illegible]	[illegible]	[illegible]	[illegible]	[illegible]	[illegible]	[illegible]	[illegible]	[illegible]	[illegible]
[illegible]	[illegible]	[illegible]	[illegible]	[illegible]	[illegible]	[illegible]	[illegible]	[illegible]	[illegible]	[illegible]
[illegible]	[illegible]	[illegible]	[illegible]	[illegible]	[illegible]	[illegible]	[illegible]	[illegible]	[illegible]	[illegible]
PETROLEUM BULK STATIONS										
[illegible]	[illegible]	[illegible]	[illegible]	[illegible]	[illegible]	[illegible]	[illegible]	[illegible]	[illegible]	[illegible]
AGENTS AND BROKERS										
KINDS OF BUSINESS										
AGENTS AND BROKERS	[illegible]	35,361	[illegible]	4.1	[illegible]	433	[illegible]	[illegible]	[illegible]	[illegible]
[illegible]	[illegible]	[illegible]	[illegible]	2.1	[illegible]	[illegible]	[illegible]	[illegible]	[illegible]	[illegible]
[illegible]	[illegible]	[illegible]	[illegible]	2.3	[illegible]	[illegible]	[illegible]	[illegible]	[illegible]	1
[illegible]	4	1,542	[illegible]	1.7	[illegible]	[illegible]	14	[illegible]	[illegible]	[illegible]
[illegible]	4	[illegible]	15	5.7	[illegible]	4	[illegible]	[illegible]	[illegible]	1
[illegible]	11	[illegible]	[illegible]	[illegible]	7	[illegible]	[illegible]	[illegible]	[illegible]	[illegible]
[illegible]	[illegible]	[illegible]	[illegible]	[illegible]	[illegible]	[illegible]	[illegible]	[illegible]	[illegible]	1
[illegible]	15	15,157	151	1.0	[illegible]	[illegible]	[illegible]	[illegible]	[illegible]	[illegible]
[illegible]	[illegible]	[illegible]	[illegible]	[illegible]	[illegible]	[illegible]	4	[illegible]	[illegible]	[illegible]
[illegible]	4	[illegible]	[illegible]	[illegible]	[illegible]	[illegible]	14	11	[illegible]	20
[illegible]	[illegible]	[illegible]	10	[illegible]	5	[illegible]	[illegible]	[illegible]	[illegible]	[illegible]
[illegible]	[illegible]	[illegible]	[illegible]	[illegible]	[illegible]	[illegible]	[illegible]	[illegible]	[illegible]	[illegible]
Lumber and construction materials	[illegible]	[illegible]	84	[illegible]	[illegible]	[illegible]	[illegible]	47	5	[illegible]
[illegible]	22	7,434	[illegible]	7.5	[illegible]	154	[illegible]	[illegible]	[illegible]	[illegible]
Commercial equipment and supplies										
Office machines and equipment	11	[illegible]	[illegible]	[illegible]	[illegible]	[illegible]	[illegible]	[illegible]	[illegible]	[illegible]
All other	[illegible]	[illegible]	54	[illegible]	[illegible]	[illegible]	[illegible]	[illegible]	[illegible]	[illegible]
Industrial machinery, equipment, and supplies	[illegible]	[illegible]	[illegible]	1.9	14	[illegible]	[illegible]	[illegible]	[illegible]	[illegible]
All other	[illegible]	[illegible]	[illegible]	[illegible]	[illegible]	[illegible]	[illegible]	[illegible]	[illegible]	[illegible]
Metals and metal work, except metal [illegible]	[illegible]	[illegible]	[illegible]	8.0	[illegible]	[illegible]	[illegible]	[illegible]	[illegible]	10
Paper and its products	[illegible]	[illegible]	[illegible]	[illegible]	[illegible]	[illegible]	[illegible]	[illegible]	[illegible]	[illegible]
Plumbing and heating equipment and supplies	7	[illegible]	[illegible]	10.5	[illegible]	[illegible]	15	[illegible]	[illegible]	[illegible]
All other [illegible]	[illegible]	1,513	[illegible]	[illegible]	12	[illegible]	[illegible]	[illegible]	[illegible]	5

TABLE 1.—SALES, EXPENSES, PERSONNEL, PAY ROLL AND STOCKS

[Expenses, Operations by Kind of Business.]

FLORIDA

TYPE OF OPERATION. KIND OF BUSINESS	NUMBER OF ESTABLISHMENTS	SALES	OPERATING EXPENSES		Average number of full-time and part-time paid employees	Number of employees * full-time and part-time equivalent	PAY ROLL			Stock on hand, end of year, at cost
		Amount	Amount	Percent of sales			Total	Full-time	Part-time	Amount
		dollars	dollars				dollars	dollars	dollars	dollars
TOTAL, 1939	2,698	$826,889	$75,756	14.4	1,699	32,442	$34,126	$30,864	$3,801	$40,986
1935 [A]	2,836	385,785	46,244	12.0	1,005	13,488	21,769	21,958	811	29,135
1929	2,641	444,078	55,172	12.4	826	18,725	26,271	-	-	32,229
SERVICE AND LIMITED FUNCTION WHOLESALERS	1,389	240,580	32,799	13.6	884	12,487	16,853	16,442	411	28,274
Wholesale merchants	1,281	222,307	30,052	13.5	825	11,634	15,398	15,037	361	25,731
Voluntary group wholesalers	4	2,269	314	13.8	- -	94	142	141	1	242
Export merchants	10	2,752	391	14.2	2	97	141	102	39	135
Importers	6	1,199	49	4.1	3	16	23	21	2	136
Industrial distributors	12	7,216	1,432	19.8	--	476	893	889	4	1,869
Cash-and-carry wholesalers	18	841	52	6.2	17	31	22	22	- -	78
Drop shippers or desk jobbers	12	2,578	293	11.4	2	51	130	128	2	18
Jobbers or distributors	42	1,418	216	15.2	35	88	104	102	2	65
MANUFACTURERS' SALES BRANCHES (With stocks)	165	79,673	8,894	11.2	1	2,584	4,109	4,031	78	5,138
MANUFACTURERS' SALES OFFICES (Without stocks)	21	12,643	849	6.7	--	93	190	189	1	---
PETROLEUM BULK STATIONS AND TERMINALS **	533	70,499	7,437	10.5	456	1,892	2,342	2,277	65	5,936
Independent bulk stations	29	4,516	522	11.6	21	167	214	208	6	145
Commission stations	436	37,558	3,746	10.0	435	785	888	861	27	3,187
Salary stations	59	23,362	2,745	11.7	---	800	1,055	1,035	20	1,937
Distributing terminals	9	5,043	424	8.4	---	140	185	173	12	667
AGENTS AND BROKERS	162	42,426	1,805	4.3	129	452	849	802	47	281
Auction companies	7	994	41	4.1	6	48	19	10	9	---
Brokers (merchandise) [1]	57	17,804	373	2.1	56	104	179	174	5	46
Commission merchants	21	11,747	509	4.3	18	58	211	211	---	55
Export agents	3	327	15	4.6	1	3	8	8	---	---
Manufacturers' agents (with stocks)	27	1,354	268	19.8	19	121	192	190	2	133
Manufacturers' agents (without stocks)	43	5,181	283	5.5	29	80	144	116	28	---
Selling agents	4	5,019	316	6.3	- -	38	96	93	3	47
ASSEMBLERS (Mainly farm products)	410	80,068	23,972	29.9	229	14,934	10,062	6,863	3,199	1,357
Assemblers of farm products	44	4,986	427	8.7	45	293	147	127	20	165
Commission buyers	12	682	43	6.3	15	23	11	9	2	1
Cooperative marketing associations	68	26,654	6,703	25.1	---	4,176	2,875	2,207	668	316
Packers and shippers	282	45,886	16,317	35.6	167	10,345	6,990	4,511	2,479	863
All other [2]	4	1,960	482	24.6	2	97	39	9	30	12
BY KINDS OF BUSINESS:										
SERVICE AND LIMITED-FUNCTION WHOLESALERS	1,389	240,580	32,799	13.6	884	12,487	16,853	16,442	411	28,274
Amusement and sporting goods	11	706	121	17.1	7	38	42	41	1	131
Automotive	116	20,861	2,737	13.1	56	1,081	1,646	1,638	8	2,179
Beer, wines, and liquors	48	20,454	2,765	13.5	15	803	1,311	1,273	38	3,344
Chemicals and paints	29	2,346	382	16.3	13	149	213	208	5	317
Clothing and furnishings	20	1,466	163	11.1	20	59	65	59	6	156
Coal and coke	3	348	87	25.0	- -	30	38	29	9	16
Drugs (general line)	7	6,060	793	13.1	---	293	464	462	2	1,277
Drugs and drug sundries (specialty lines)	14	682	114	16.7	9	47	56	49	7	110
Dry goods (general line)	4	1,907	279	14.6	2	89	173	173	---	283
Dry goods (specialty lines)	3	62	14	22.6	2	4	5	5	---	13
Electrical goods	57	11,208	1,665	14.9	20	534	958	953	5	1,305
Farm products--raw materials	6	695	71	10.2	6	35	29	28	1	107
Farm products--consumer goods	181	20,754	3,292	15.9	189	1,430	1,367	1,313	54	907
Farm supplies	32	9,836	1,087	11.1	14	412	599	579	20	865
Furniture and house furnishings	18	3,245	634	19.5	4	208	340	333	7	686
Groceries (general line)	67	33,278	3,104	9.3	33	1,079	1,568	1,554	14	4,161
Groceries and foods (specialty lines)	301	28,184	3,608	12.8	250	1,500	1,654	1,585	69	1,973
Hardware	14	5,922	1,148	19.4	3	426	774	772	2	1,748
Jewelry	5	241	29	12.0	1	16	17	16	1	80
Lumber and construction materials	68	16,445	2,892	17.6	24	1,115	1,342	1,283	59	1,475
Machinery--equipment--supplies	109	10,860	2,326	21.4	52	854	1,297	1,277	20	2,405
Metals and metal work (except scrap)	7	1,323	222	16.8	5	90	137	114	23	218
Paper and its products	35	4,644	1,040	22.4	7	390	581	580	1	961
Petroleum and its products	24	1,493	273	18.3	9	91	143	143	---	60
Plumbing and heating equipment and supplies	29	5,835	1,065	18.3	10	473	569	567	2	964
Tobacco and products (except leaf)	47	20,833	1,225	5.9	37	459	628	626	2	1,265
Waste materials	54	4,371	626	14.3	47	379	246	232	14	513
All other products	76	6,521	1,035	15.9	47	433	591	550	41	755
MANUFACTURERS' SALES BRANCHES (With stocks)	165	79,673	8,894	11.2	1	2,584	4,109	4,031	78	5,138
Automotive	14	18,154	1,147	6.3	---	231	501	499	2	1,156
Beer, wines, and liquors	13	1,108	506	45.7	---	68	103	103	---	16
Chemicals and paints	10	2,013	523	26.0	---	138	227	224	3	339
Farm products--consumer goods	9	2,035	394	19.4	---	59	109	108	1	127
Farm supplies	14	2,386	369	15.5	---	93	154	152	2	200
Groceries and foods (specialty lines)	65	40,707	4,091	10.0	---	1,367	2,006	1,959	47	1,643
Lumber and construction materials	6	1,485	265	17.8	---	124	153	143	10	401
Machinery--equipment--supplies	24	4,003	732	18.3	- -	224	400	398	2	565
Plumbing and heating equipment and supplies	4	1,620	256	15.8	- -	69	109	104	5	224
All other [3]	26	6,162	611	9.9	1	210	347	341	6	467
MANUFACTURERS' SALES OFFICES (Without stocks)	21	12,643	849	6.7	---	93	190	189	1	---
Groceries and foods (specialty lines)	6	3,451	625	18.1	---	36	65	65	---	---
All other [4]	15	9,192	224	2.4	---	57	125	124	1	---
PETROLEUM BULK STATIONS AND TERMINALS:										
Petroleum and its products	533	70,499	7,437	10.5	456	1,892	2,342	2,277	65	5,936

For footnotes, see end of table.

TABLE 1.—SALES, EXPENSES, PERSONNEL, PAY ROLL AND STOCKS

[Index of Operations by Kinds of Business—Continued]

FLORIDA

TYPE OF OPERATION KIND OF BUSINESS	NUMBER OF ESTABLISHMENTS	SALES	OPERATING EXPENSES		[illegible]	[illegible]	PAY ROLL			[illegible]
		[illegible]	[illegible]	[illegible]			[illegible]	[illegible]	[illegible]	[illegible]
AGENTS AND BROKERS	162	$42,426	$1,806	4.3	129	452	$849	$802	$47	$281
Chemicals and paints	6	6,002	127	2.1	3	21	93	92	1	26
Electrical goods	2	312	16	5.1	8	6	4	4	---	[illegible]
Farm products--raw materials	12	2,863	73	3.2	16	56	25	23	9	11
Farm products--consumer goods	23	7,831	412	5.2	24	46	142	139	3	[illegible]
Groceries and foods (specialty lines)	44	18,474	367	2.0	36	1.2	184	182	4	91
Lumber and construction materials	19	4,717	416	8.8	10	53	146	124	22	23
Machinery--equipment supplies	23	1,486	237	15.9	14	96	176	172	4	96
Metals and metal work (except scrap)	[illegible]	296	36	12.1	6	25	6	22	3	[illegible]
Petroleum and its products	3	1,276	62	4.9	1	15	[illegible]	28	---	9
All other [5]	38	2,774	121	4.4	19	36	6	49	1	11
ASSEMBLERS (Mainly farm products)	41	81,088	23,972	29.6	229	14,314	12,062	[illegible]	[illegible]	[illegible]
Farm products--raw materials	21	2,481	207	8.3	17	[illegible]	[illegible]	[illegible]	[illegible]	284
Farm products--consumer goods	33	74,285	21,784	29.3	172	13,722	9,131	6,420	3,131	765
Groceries and foods (specialty lines)	4	3,186	952	29.9	35	979	3[illegible]	329	[illegible]	[illegible]
All other [6]	2	136	29	21.6	2	79	[illegible]	[illegible]	1	24

[illegible]

TABLE 1.—SALES, EXPENSES, PERSONNEL, PAY ROLL AND STOCKS

GEORGIA

TYPES OF OPERATIONS BY KINDS OF BUSINESS

TYPE OF OPERATION / KIND OF BUSINESS	NUMBER OF ESTABLISHMENTS	SALES (add 000)	OPERATING EXPENSES (add 000)		Average proprietors, unincorporated business	Number of employees, full-time and part-time (Average week)	PAY ROLL (add 000)			Stocks on hand, end of year, at cost (add 000)
			Amount	Percent of sales			Total	Full-time	Part-time	
Total, 1938	3,032	$800,036	[illegible]	10.0	2,094	24,501	$34,899	$34,130	$769	$53,133
1935	2,667	625,276	[illegible]	9.6	[1]1,371	[1]16,444	[1]25,601	[1]25,016	[1]585	43,285
1929	3,175	997,447	77,197	7.7	1,900	21,275	36,728	—	—	61,344
WHOLESALE, LIMITED-FUNCTION WHOLESALERS	1,351	317,384	37,294	11.8	797	13,013	17,583	17,250	333	34,775
Wholesale merchants	1,095	279,806	32,115	11.5	699	11,852	15,786	15,491	295	29,827
Primary group wholesalers	4	3,587	230	6.4	—	84	114	112	2	229
Export merchants	8	8,485	1,418	16.7	3	93	151	142	9	410
Importers	4	4,795	799	16.7	—	13	44	44	—	1,395
Distributors, distributor branches	17	21,[illegible]	1,659	16.8	6	649	1,093	1,081	12	2,401
Manufacturers' agents	25	2,312	157	6.8	34	88	63	59	4	187
Drug [illegible] other	14	3,533	317	9.0	10	76	138	132	6	2
[illegible]	46	[illegible]	135	13.0	44	56	42	38	4	13
All other [2]	4	2,777	260	9.6	1	102	152	151	1	313
WHOLESALE, LIMITED-FUNCTION WHOLESALERS [illegible] stocks	187	165,464	23,212	14.0	8	5,795	10,549	10,449	100	10,691
WHOLESALE, LIMITED-FUNCTION WHOLESALERS [illegible] stocks	111	81,537	6,993	8.6	—	858	2,207	2,193	14	—
RETAIL [illegible]	540	67,141	7,331	10.9	432	1,776	2,102	2,060	42	3,887
Independent cash stations	67	9,313	1,131	12.1	50	328	425	412	13	398
Commission stations	428	39,579	3,909	9.9	400	917	930	903	27	2,427
Delivery stations [3]	45	18,249	2,291	12.6	2	533	747	745	2	1,062
AUCTION [illegible]	374	129,426	3,366	2.6	372	1,288	1,493	1,390	103	506
Auction companies	38	11,440	378	3.3	49	424	204	149	55	14
Brokers (merchandise)	192	70,646	953	1.3	96	245	406	400	6	151
Commission merchants	43	16,094	709	4.4	29	229	326	309	17	230
Manufacturers' agents (with stocks)	34	2,475	343	16.5	26	132	205	196	9	102
Manufacturers' agents (without stocks)	146	19,600	814	4.2	164	207	268	252	16	---
Selling agents	8	8,500	157	1.8	5	27	77	77	---	---
All other [4]	3	1,071	12	1.1	1	[illegible]	7	7	---	9
[illegible] (Mainly farm products)	489	45,[illegible]	2,255	5.0	465	1,791	965	788	177	3,274
Assemblers of farm products	399	33,992	1,554	4.6	391	1,266	648	540	108	2,471
Warehouse [illegible]	50	4,945	124	2.5	48	84	45	34	11	48
Cooperative marketing associations	16	3,658	317	8.7	---	135	135	115	20	727
Cooperative sales agencies	3	1,685	57	3.4	---	14	40	40	---	---
[illegible] stations	11	68	3	4.4	10	7	1	1	---	---
Farmers and shippers	18	1,338	230	17.2	16	285	96	58	38	28
BY KINDS OF BUSINESS:										
SERVICE [illegible] WHOLESALERS	1,231	317,384	37,294	11.8	797	13,013	17,583	17,250	333	34,775
Amusement [illegible] goods	17	2,351	436	18.5	5	154	220	217	3	380
Automotive	91	45,297	3,786	8.4	43	1,260	2,067	2,057	10	2,392
Beer, wines, [illegible]	46	13,380	1,363	10.2	24	442	564	551	13	2,039
Chemicals and [illegible]	14	11,702	1,414	12.1	3	161	196	193	3	517
Clothing and [illegible]	46	6,994	989	14.1	29	266	407	398	9	788
Coal and coke	4	1,179	106	9.0	3	51	51	49	2	3
Drugs (general line)	13	7,419	1,019	13.7	1	363	550	548	2	1,338
Drugs and drug sundries (specialty lines)	35	2,627	629	23.9	17	258	344	313	31	341
Dry goods (general line)	19	5,458	756	13.8	25	242	377	373	4	1,054
Dry goods (specialty lines)	12	2,405	340	14.1	13	163	158	158	---	315
Electrical goods	3	13,001	1,817	14.0	12	513	924	916	8	1,041
Farm products—raw materials	62	34,[illegible]	2,418	7.4	32	896	927	835	92	3,140
Farm products—consumer goods	116	14,255	2,013	14.1	100	836	865	860	5	200
Farm supplies	32	10,942	1,369	12.5	23	179	302	297	[illegible]	2,104
Furniture and house furnishings	7	2,638	466	17.7	1	125	262	262	---	454
Groceries (general line)	144	49,640	4,089	8.2	80	1,714	2,072	2,032	40	5,679
Groceries and foods (specialty lines)	[illegible]	23,235	3,270	14.1	176	1,469	1,417	1,375	42	2,497
Hardware	14	[illegible]	1,495	18.5	8	445	844	842	2	2,418
Lumber and construction materials	[illegible]	7,660	1,101	14.4	28	354	481	463	18	466
Machinery—equipment—supplies	65	16,210	3,481	21.5	56	1,055	1,782	1,769	13	3,028
Metal and metal ware (except scrap)	7	2,180	253	11.6	5	121	159	150	9	386
Paper and its products	27	3,834	713	18.6	8	250	437	437	---	621
Petroleum and its products	11	1,634	393	24.1	6	112	224	224	---	136
Plumbing and heating equipment and supplies	26	4,410	733	16.6	8	346	322	309	13	718
Tobacco and products (except leaf)	21	11,264	666	5.9	17	255	328	327	1	661
Waste materials	72	7,565	911	12.0	52	564	498	492	6	507
All other [5]	42	9,203	1,271	13.8	15	556	805	803	2	1,290
WHOLESALE [illegible] stocks	287	165,464	23,212	14.0	8	5,795	10,549	10,449	100	10,691
Athletic and sporting goods	12	7,552	1,127	14.9	---	407	723	696	27	271
Automotive	33	17,833	2,527	14.2	1	577	1,147	1,141	6	2,138
Beer, wines and liquors	10	3,546	1,741	25.4	---	300	655	646	9	490
Drugs and drug sundries	5	5,925	1,380	23.3	---	276	633	633	---	497
Dry goods (specialty lines)	4	960	165	17.2	---	44	94	94	---	91
Electrical goods	13	26,411	1,871	7.1	---	525	1,089	1,089	---	1,632
Farm products—consumer goods	4	1,425	290	20.4	---	49	85	82	3	21
Farm supplies	6	4,085	565	13.8	---	114	225	222	3	160
Furniture and house furnishings	7	3,282	386	11.8	---	123	201	201	---	288
Groceries and foods (specialty lines)	52	49,954	6,100	12.2	---	1,455	2,325	2,199	26	1,420
Hardware and construction materials	10	4,393	694	15.8	2	132	378	378	---	308
Machinery—equipment—supplies	71	16,633	3,310	19.9	4	1,089	1,824	1,803	21	1,920
Metal and metal ware (except scrap)	9	6,008	699	11.6	---	36	206	205	1	309
Paper and its products	7	1,179	179	15.2	---	61	93	93	---	113
Plumbing and heating equipment and supplies	11	7,749	972	12.5	---	197	401	398	3	559
All other [5]	16	5,249	1,206	23.0	1	268	576	569	1	474

For footnotes, see end of table.

TABLE 1. SALES, EXPENSES, PERSONNEL, PAY ROLL AND STOCKS

[illegible]

GEORGIA

TYPE OF OPERATION KIND OF BUSINESS	NUMBER OF ESTABLISHMENTS	SALES	OPERATING EXPENSES		[illegible]	[illegible]	PAY ROLL			[illegible]
		[illegible]	[illegible]	[illegible]	[illegible]	[illegible]	[illegible]	[illegible]	[illegible]	[illegible]
MANUFACTURERS' [illegible] (without stores)	141	$81,537	$[illegible]	[illegible]	---	[illegible]	[illegible]	[illegible]	[illegible]	---
Beer, wines, and liquors	4	5,052	467	9.2	---	41	11	11	---	---
Electrical goods	6	9,603	262	2.7	---	37	[illegible]	[illegible]		---
Groceries and foods (specialty lines)	16	12,411	3,186	25.7	---	191	4[illegible]	404	[illegible]	---
Lumber and construction materials	9	7,283	777	10.7	---	[illegible]	324	[illegible]	[illegible]	---
Machinery--equipment--supplies	27	6,114	627	10.3	---	[illegible]	334	[illegible]	1	---
Metals and metal work (except scrap)	9	16,466	478	2.9	---	80	[illegible]	[illegible]	[illegible]	---
Paper and its products	[illegible]	[illegible]	214	6.7	---	70	[illegible]	[illegible]	---	---
Plumbing and heating equipment and supplies	7	1,007	[illegible]	15.9		[illegible]	74	71	[illegible]	---
Tobacco and products (except leaf)	4	[illegible]	110	1.4	---	37	76	76	[illegible]	---
All other	[illegible]	[illegible]	714	5.7	---	[illegible]	541	542	[illegible]	[illegible]
PETROLEUM BULK STATIONS AND TERMINALS										
Petroleum and its products	540	67,141	7,[illegible]	[illegible]	45[illegible]	1,770	[illegible]	2,060	42	[illegible]
WHOLESALE [illegible]	374	[illegible]	3,366	2.8	372	[illegible]	1,4[illegible]	[illegible]	[illegible]	[illegible]
Automotive	11	[illegible]	[illegible]	6.3	1	[illegible]	25	25	[illegible]	---
Chemicals and paints	11	[illegible]	[illegible]	4.7	[illegible]	[illegible]	110	110	---	[illegible]
Clothing and furnishings	[illegible]	[illegible]	4[illegible]	2.1	7	[illegible]	9	9	---	---
Dry goods	14	[illegible]	104	1.7	9	[illegible]	23	[illegible]	---	---
Electrical goods	[illegible]	[illegible]	[illegible]	5.4	30	49	[illegible]	[illegible]	[illegible]	[illegible]
Farm products--raw materials	65	31,420	[illegible]	[illegible]	[illegible]	[illegible]	437	367	70	[illegible]
Farm products--consumer goods	[illegible]	[illegible]	144	4.3	[illegible]	[illegible]	[illegible]	[illegible]	1	[illegible]
Farm supplies	10	4,059	[illegible]	[illegible]	22	17	[illegible]	22	[illegible]	[illegible]
Furniture and furniture for stores	7	[illegible]	[illegible]	[illegible]	5	[illegible]	[illegible]	[illegible]	[illegible]	---
Groceries and foods (specialty lines)	65	47,336	[illegible]	1.2	[illegible]	[illegible]	[illegible]	[illegible]	4	101
Hardware	6	[illegible]	[illegible]	4.8	7	10	[illegible]	[illegible]	[illegible]	[illegible]
Lumber and construction materials	19	4,336	148	3.4	22	[illegible]	68	[illegible]	[illegible]	2
Machinery--equipment--supplies	53	3,921	[illegible]	9.0	54	114	[illegible]	189	7	58
Metals and metal work (except scrap)	5	[illegible]	30	10.0	[illegible]	[illegible]	5	[illegible]	--	1
Paper and its products	8	1,208	114	9.8	7	37	59	[illegible]	4	4
Plumbing and heating equipment and supplies	10	[illegible]	43	5.0	10	[illegible]	14	14	[illegible]	8
All other [8]	24	8,284	142	1.7	[illegible]	40	55	52	3	11
WHOLESALE [illegible] (mainly farm products)	499	45,286	2,265	5.0	465	1,791	965	788	177	3,274
Farm products--raw materials	355	37,918	1,483	3.9	354	1,164	612	506	106	3,[illegible]
Farm products--consumer goods	67	4,731	428	9.0	49	205	195	159	36	48
Farm supplies	13	218	14	6.4	11	16	5	[illegible]	[illegible]	15
Groceries and foods (specialty lines)	51	2,341	354	15.1	49	401	149	117	[illegible]	216
All other products	3	78	[illegible]	7.7	2	5	4	4	--	---

* Employees and pay roll include paid executives of corporations but not the number and compensation of proprietors of unincorporated businesses.

** Sales include taxes. Expenses as shown for commission stations represent commissions only.

1 Data for 1935 exclude personnel and pay roll of 255 commission bulk stations.

2 Includes 2 converters (textile); and 2 retailer-cooperative warehouses.

3 Includes 2 distributing terminals.

4 Includes 1 export agent; and 2 other agents.

5 Includes 1 jewelry; and 41 all other products.

6 Includes 1 beer, wines, and liquors; 2 clothing and furnishings; 1 hardware; and 12 all other products.

7 Includes 3 amusement and sporting goods; 2 automotive; 1 chemicals and paints; 1 drugs and drug sundries (specialty lines); 3 dry goods (specialty lines); 2 farm supplies; 2 furniture and house furnishings; 3 hardware; 1 petroleum and its products; and 5 all other products.

8 Includes 2 amusement and sporting goods; 1 drugs and drug sundries (specialty lines); 2 jewelry; 1 petroleum and its products; 2 waste materials; and 16 all other products.

TABLE 1.—SALES, EXPENSES, PERSONNEL, PAY ROLL AND STOCKS

TYPES OF OPERATION BY KINDS OF BUSINESS

IDAHO

TYPE OF OPERATION / KIND OF BUSINESS	NUMBER OF ESTABLISHMENTS	SALES (add 000)	OPERATING EXPENSES (including pay roll) Amount (add 000)	OPERATING EXPENSES Percent of sales	Active proprietors of unincorporated businesses	Number of employees* (full-time and part-time) Average for year	PAY ROLL* Total (add 000)	PAY ROLL Full-time (add 000)	PAY ROLL Part-time (add 000)	Stocks on hand, end of year, at cost (add 000)
TOTALS, 1939 [a]	989	$105,510	$12,421	11.9	806	4,695	$5,282	$4,610	$672	$9,451
1935 [a]	954	82,195	9,380	11.4	[8]360	[8]3,372	[8]4,025	[8]3,648	[8]377	7,678
1929 [b]	681	121,193	9,729	8.0	291	3,306	4,524	---	---	10,918
SERVICE AND LIMITED-FUNCTION WHOLESALERS	229	40,371	5,359	13.3	117	1,788	2,566	2,449	117	6,022
Wholesale merchants [1]	206	32,279	4,594	14.2	113	1,511	2,103	1,993	110	4,428
Voluntary group wholesalers	8	4,046	254	6.3	---	81	128	126	2	745
Industrial distributors	5	3,229	450	14.0	---	185	318	313	5	832
Wagon distributors	10	821	61	7.4	4	11	17	17	---	19
MANUFACTURERS' SALES BRANCHES (With stocks)	23	3,988	616	15.4	---	148	273	269	4	438
MANUFACTURERS' SALES OFFICES (Without stocks) [2]	4	853	24	2.8	---	7	16	16	---	---
PETROLEUM BULK STATIONS [3,4]	333	22,105	2,497	11.3	290	438	649	639	10	1,344
Independent bulk stations	21	1,248	178	14.3	23	50	67	63	4	42
Commission stations	256	14,953	1,487	9.9	262	245	275	270	5	937
Salary stations	53	5,274	781	14.8	5	151	293	292	1	317
Cooperative bulk stations	3	630	51	8.1	---	12	14	14	---	48
AGENTS AND BROKERS	13	4,459	198	4.4	9	90	95	64	31	38
Brokers (merchandise)	3	454	27	5.9	3	1	2	2	---	6
Commission merchants	4	321	34	10.6	3	28	20	10	10	18
Manufacturers' agents (with stocks)	3	109	32	29.4	3	11	16	16	---	5
All other [5]	3	3,575	105	2.9	---	50	57	36	21	[illegible]
ASSEMBLERS (Mainly farm products)	387	33,734	3,727	11.0	190	2,224	1,683	1,173	510	1,609
Assemblers of farm products	93	6,461	653	10.1	100	377	271	186	85	263
Commission buyers	28	2,113	141	6.7	27	32	28	22	6	9
Cooperative marketing associations	54	6,157	528	8.6	---	394	289	162	127	112
Cooperative sales agencies	3	548	13	2.2	---	9	9	8	1	1
Cream stations	21	186	20	10.8	9	14	14	14	---	---
Country grain elevators:										
Independent	22	3,304	289	8.7	11	136	141	119	22	302
Line	86	5,785	533	9.2	4	194	243	202	41	493
Cooperative	15	1,620	134	8.3	---	55	67	47	20	61
Packers and shippers	65	7,540	1,416	18.8	39	1,013	621	413	208	368
BY KINDS OF BUSINESS:										
SERVICE AND LIMITED-FUNCTION WHOLESALERS	229	40,371	5,359	13.3	117	1,788	2,566	2,449	117	6,022
Automotive	33	3,628	648	17.9	15	233	338	334	4	696
Beer, wines, and liquors	43	2,697	485	18.0	41	112	137	130	7	113
Chemicals and paints	3	520	106	20.4	---	39	59	59	---	105
Electrical goods	5	725	89	12.3	2	24	43	43	---	80
Farm products--raw materials	10	2,170	304	14.0	1	112	129	123	[illegible]	363
Farm products--consumer goods	27	4,698	732	15.6	6	288	315	256	59	223
Farm supplies	9	2,219	252	11.4	6	76	117	112	5	215
Groceries (general line)	17	10,524	711	6.8	---	220	377	370	7	1,730
Groceries and foods (specialty lines)	23	3,191	699	21.9	14	209	263	259	4	540
Hardware	6	3,344	493	14.7	---	209	353	348	5	913
Machinery--equipment--supplies	19	2,115	387	18.3	10	128	218	212	6	429
Tobacco and products (except leaf)	12	2,270	144	6.3	9	47	70	70	---	171
Waste materials	5	150	28	18.7	4	14	14	14	---	37
All other [6]	17	2,124	281	13.2	9	77	133	119	14	407
MANUFACTURERS' SALES BRANCHES (With stocks)	23	3,988	616	15.4	---	148	273	269	4	438
Groceries and foods (specialty lines)	9	1,451	167	11.5	---	43	85	84	1	77
Machinery--equipment--supplies	6	1,030	212	20.6	---	61	114	112	2	151
All other [9]	8	1,507	237	15.7	---	44	74	73	1	210
PETROLEUM BULK STATIONS:										
Petroleum and its products	333	22,105	2,497	11.3	290	438	649	639	10	1,344
AGENTS AND BROKERS	13	4,459	198	4.4	9	90	95	64	31	38
Farm products--raw materials	4	3,367	102	3.0	1	49	54	33	21	10
Farm products--consumer goods	4	738	58	7.9	4	28	21	11	10	22
All other [8]	5	354	38	10.7	4	13	20	20	---	6
ASSEMBLERS (Mainly farm products)	387	33,734	3,727	11.0	190	2,224	1,683	1,173	510	1,609
Farm products raw materials	227	18,692	1,410	7.5	78	592	589	477	112	952
Farm products--consumer goods	145	13,134	2,103	16.0	104	1,518	983	616	367	363
All other [7]	15	1,908	214	11.2	8	114	111	80	31	294

* Employees and pay roll include paid executives of corporations but not the number and compensation of proprietors of unincorporated businesses.

** Sales include taxes. Expenses as shown for commission stations represent commissions only.

[a] Data for 1935 exclude personnel and pay roll of 58 commission bulk stations.

[b] Includes one chain-store warehouse not classified as a wholesale establishment in 1935 and 1939.

[1] Includes 1 retailer-cooperative warehouse.

[2] Includes 3 groceries and foods (specialty lines); and 1 tobacco and products (except leaf).

[3] Includes 2 auction companies; and 1 manufacturers' agent (without stocks).

[4] Includes 2 clothing and furnishings; 2 furniture and house furnishings; 2 lumber and construction materials; 2 paper and its products; 1 petroleum and its products; 2 plumbing and heating equipment and supplies; and 6 all other products.

[5] Includes 1 beer, wines, and liquors; 1 chemicals and paints; 1 farm products--consumer goods; 2 plumbing and heating equipment and supplies; and 3 all other products.

[6] Includes 1 beer, wines, and liquors; 2 groceries and foods (specialty lines); 1 machinery--equipment--supplies; and 1 all other products.

[7] Includes 13 farm supplies; and 2 groceries and foods (specialty lines).

TABLE 1.—SALES, EXPENSES, PERSONNEL, PAY ROLL AND STOCKS

TYPES OF OPERATION BY KINDS OF BUSINESS

ILLINOIS

TYPE OF OPERATION KIND OF BUSINESS	NUMBER OF ESTABLISHMENTS	SALES (add 000)	OPERATING EXPENSES (including pay roll) Amount (add 000)	OPERATING EXPENSES Percent of sales	Active proprietors, and unincorporated businesses	Number of employees, full time and part time Average for year	PAY ROLL Total (add 000)	PAY ROLL Full time (add 000)	PAY ROLL Part time (add 000)	Stocks on hand, end of year, at cost (add 000)
TOTALS, 1939	14,498	$4,998,766	$481,305	9.6	9,555	122,741	$328,407	$325,187	$3,220	$257,764
1935 [1]	12,009	3,928,934	354,377	9.0	6,611	104,563	182,776	179,899	2,891	194,943
1929	11,556	6,675,726	652,334	9.8	5,943	158,043	336,325	- -	-	410,226
SERVICE AND LIMITED-FUNCTION WHOLESALERS	7,240	1,874,885	258,690	13.8	5,161	74,143	127,508	125,651	1,857	171,679
Wholesale merchants	6,647	1,657,284	235,671	14.2	4,868	67,027	112,452	111,771	1,681	149,224
Voluntary group wholesalers	39	62,056	7,654	12.3	3	2,752	4,156	4,126	30	9,113
Converters (textile)	13	3,926	252	6.4	2	44	135	135	-	392
Export merchants	8	4,079	360	8.8	2	85	181	181	--	174
Importers	85	28,982	2,821	9.7	31	628	1,245	1,235	10	3,099
Industrial distributors	76	41,277	6,303	15.3	16	2,183	3,666	3,636	30	7,500
Cash-and-carry wholesalers	112	8,941	716	8.0	67	338	391	380	11	850
Drop shippers or desk jobbers	90	52,907	3,171	6.0	21	531	1,415	1,398	17	77
Wagon distributors	158	6,279	1,141	18.2	151	341	541	465	76	122
Retailer-cooperative warehouses	12	9,134	601	6.6	---	234	326	324	2	1,128
MANUFACTURERS' SALES BRANCHES (With stocks)	1,045	883,228	120,565	13.7	17	27,301	57,502	56,886	616	63,721
MANUFACTURERS' SALES OFFICES (Without stocks)	540	593,902	35,961	6.1	10	5,471	16,187	16,120	67	---
PETROLEUM BULK STATIONS AND TERMINALS [2]	1,836	214,854	26,182	12.2	1,303	5,491	9,210	9,097	113	9,386
Independent bulk stations	331	34,661	4,623	13.3	275	1,247	1,942	1,920	22	1,449
Commission stations	1,008	52,774	4,723	8.9	996	988	1,210	1,175	35	2,161
Salary stations	440	119,867	15,844	13.2	32	2,918	5,464	5,410	54	4,969
Cooperative bulk stations	54	5,843	761	13.0	---	286	481	480	1	434
Distributing terminals	3	1,709	231	13.5	---	52	113	112	1	373
AGENTS AND BROKERS	1,888	1,160,234	30,010	2.5	1,729	6,157	13,535	13,286	249	3,825
Auction companies	7	16,472	361	2.2	4	52	146	144	2	---
Brokers (merchandise)	400	390,094	6,745	1.7	378	1,014	2,625	2,575	50	561
Commission merchants	296	441,360	7,206	1.6	348	1,715	3,256	3,200	56	1,563
Export agents	19	5,443	239	4.4	14	65	115	114	1	1
Import agents	17	3,100	146	4.7	12	25	64	62	2	24
Manufacturers' agents (with stocks)	130	22,756	2,749	12.1	96	718	1,574	1,534	40	850
Manufacturers' agents (without stocks)	824	128,490	5,904	4.6	766	1,364	2,633	2,559	74	---
Selling agents	173	141,512	5,988	4.2	101	1,016	2,761	2,749	12	470
Other agents	22	31,007	671	2.2	10	187	361	349	12	356
ASSEMBLERS (Mainly farm products)	1,949	251,683	9,897	3.9	1,335	4,178	4,465	4,147	318	9,153
Assemblers of farm products	451	21,656	1,529	7.1	485	664	526	465	61	662
Commission buyers	84	4,596	195	4.2	90	75	84	74	10	125
Cooperative marketing associations	103	19,364	930	4.8	---	365	431	403	28	306
Cooperative sales agencies	9	63,481	960	1.5	---	311	629	608	21	18
Cream stations	216	2,023	136	6.7	196	97	56	53	3	9
Country grain elevators:										
Independent	548	68,308	2,902	4.2	477	1,247	1,251	1,147	104	3,510
Line	278	29,289	1,384	4.7	75	637	611	575	36	2,248
Cooperative	247	42,416	1,802	4.2	---	746	840	792	48	2,286
Packers and shippers	13	550	59	10.7	12	36	37	30	7	9
BY KINDS OF BUSINESS										
SERVICE AND LIMITED-FUNCTION WHOLESALERS	7,240	1,874,885	258,690	13.8	5,161	74,143	127,508	125,651	1,857	171,679
Amusement and sporting goods	91	12,860	2,385	18.5	58	853	1,251	1,214	37	1,479
Automotive	539	125,842	13,773	11.0	378	4,402	7,316	7,283	33	9,716
Beer, wines, and liquors	624	145,405	15,821	10.9	477	4,536	7,607	7,492	115	13,074
Chemicals and paints	125	15,188	3,371	22.2	38	857	1,663	1,592	71	1,677
Clothing and furnishings	295	44,526	6,935	15.6	252	1,864	3,360	3,323	37	6,168
Coal and coke	87	49,481	3,711	7.5	21	722	1,573	1,535	38	342
Drugs (general line)	13	24,569	3,532	14.4	4	1,000	1,574	1,573	1	3,209
Drugs and drug sundries (specialty lines)	100	35,176	9,003	25.6	43	1,022	1,829	1,805	24	4,366
Dry goods (general line)	8	21,383	3,506	16.4	8	1,437	1,803	1,802	1	2,997
Dry goods (specialty lines)	195	28,174	3,758	13.3	122	1,030	1,880	1,871	9	4,018
Electrical goods	205	71,257	12,644	17.7	101	3,410	6,669	6,643	26	8,504
Farm products--raw materials	84	92,923	5,767	6.2	62	951	1,758	1,727	31	8,575
Farm products--consumer goods	885	242,793	25,851	10.6	878	7,230	12,850	12,492	358	7,041
Farm supplies	87	15,659	3,242	20.7	73	1,047	1,315	1,256	59	2,098
Furniture and house furnishings	203	35,267	5,888	16.7	125	1,561	2,962	2,916	46	5,288
Groceries (general line)	170	110,124	14,662	13.3	39	5,030	8,018	7,984	32	16,417
Groceries and foods (specialty lines)	931	172,187	26,517	15.4	765	7,095	11,927	11,761	146	10,188
Hardware	90	31,030	6,104	19.7	52	2,082	3,405	3,395	10	6,226
Jewelry	145	34,269	4,416	12.9	120	1,062	2,080	2,056	24	4,791
Lumber and construction materials	211	66,452	10,160	15.3	90	2,127	4,453	4,375	78	6,138
Machinery--equipment--supplies	732	109,070	23,556	21.6	439	6,704	12,395	12,211	184	13,546
Metals and metal work (except scrap)	80	53,131	10,444	19.7	32	3,088	5,650	5,620	30	9,702
Paper and its products	220	75,679	10,395	13.7	138	2,939	6,120	6,043	77	6,986
Petroleum and its products	76	20,128	2,276	11.3	35	621	1,128	1,088	40	873
Plumbing and heating equipment and supplies	125	20,152	4,311	21.4	52	1,193	2,326	2,307	19	2,737
Tobacco and products (except leaf)	176	89,181	3,893	4.4	150	1,552	2,155	2,135	20	3,520
Waste materials	373	65,988	9,165	13.9	244	3,960	4,962	4,753	209	4,895
All other products	370	77,171	13,610	17.6	264	4,958	7,481	7,379	102	9,105
MANUFACTURERS' SALES BRANCHES (With stocks	1,045	883,228	120,565	13.7	17	27,301	57,502	56,886	616	63,721
Amusement and sporting goods	19	36,242	3,657	10.1	---	1,240	2,095	2,064	31	2,890
Automotive	53	38,996	5,739	14.7	---	1,496	3,387	3,351	36	4,840
Beer, wines, and liquors	21	43,141	6,944	16.5	---	729	1,851	1,847	4	811
Chemicals and paints	67	74,722	10,854	14.5	---	1,821	4,469	4,438	31	3,358
Clothing and furnishings	36	14,844	2,410	16.2	---	462	1,093	1,093	--	1,563
Drugs (general line)	2	23,543	5,684	24.1	---	875	1,984	1,973	11	1,355
Drugs and drug sundries (specialty lines)	27									
Dry goods (specialty lines)	24	9,053	1,457	16.1	---	311	614	613	1	1,006
Electrical goods	59	76,712	7,094	9.2	---	1,730	4,314	4,211	3	3,942
Farm products--consumer goods	42	20,423	2,500	12.2	2	615	1,054	1,047	7	1,009
Furniture and house furnishings	24	16,501	2,285	13.8	---	538	1,053	1,051	2	1,301
Groceries and foods (specialty lines	156	207,628	21,315	10.3	1	4,436	8,292	8,236	57	8,283
Hardware	15	5,384	885	16.4	---	244	512	512	--	572

For footnotes, see end of table.

TABLE 1.—SALES, EXPENSES, PERSONNEL, PAY ROLL AND STOCKS

ILLINOIS

Kind of business	Number of establishments	Sales	Operating expenses: Amount	Operating expenses: Percent of sales	Average number of proprietors and partners	Average number of full-time equivalent employees during year	Pay roll: Total	Pay roll: Full-time	Pay roll: Part-time	Stock on hand, end of year, at cost
		(dollars)	(dollars)				(dollars)	(dollars)	(dollars)	(dollars)
MANUFACTURERS AND MANUFACTURERS' STORES (Retail stores—See)										
Jewelry	9	$6,934	$837	12.1	- -	198	$481	$481	- -	$825
Lumber and construction materials	23	28,873	4,258	15.8	5	298	2,0[illegible]	1,894	$172	1,320
Machinery--equipment--supplies	281	122,339	24,292	19.7	3	6,448	13,620	13,472	148	14,357
Metals and metal work (except scrap)	47	77,374	7,232	9.3	-	1,996	4,119	4,039	80	7,444
Paper and its products	34	22,065	2,761	12.5	---	864	1,206	1,197	9	1,071
Plumbing and heating equipment and supplies	44	22,207	3,883	17.5	3	1,625	1,977	1,962	15	2,260
All other [2]	[illegible]	38,899	6,468	16.9	9	1,626	3,314	3,305	9	4,017
MANUFACTURERS' SALES BRANCHES WITHOUT STOCKS	540	533,902	33,901	6.1	10	5,471	10,187	16,120	97	---
Amusement and sporting goods	7	3,371	283	8.4	- -	71	163	163	---	---
Automotive	11	11,624	1,743	14.7	- -	178	512	512	---	---
Beer, wines, and liquors	7	7,032	679	9.7	---	38	306	306	-	--
Chemicals and paints	26	20,751	4,297	20.7	-	6.1	1,427	1,410	17	---
Clothing and furnishings	29	5,688	401	7.0	<	1.[illegible]	287	285	-	--
Drugs and drug sundries (specialty lines)	5	2,726	420	15.4		42	115	115	- -	--
Dry goods (specialty lines)	17	34,464	426	2.0		90	285	285	-	--
Electrical goods	19	20,418	724	3.5	-	132	449	449	--	-
Farm products--consumer goods	6	4,714	701	14.9	-	78	127	119	8	---
Furniture and house furnishings	27	14,159	1,415	10.1	3	396	549	543	6	--
Groceries and foods (specialty lines)	54	29,436	4,549	15.0		525	1,342	1,342	- -	---
Hardware	13	2,937	237	8.1	- -	43	129	129	-	-
Jewelry	7	2,282	126	5.5	1	22	87	87	-	- -
Lumber and construction materials	35	40,848	5,217	12.8	--	631	1,974	1,969	5	---
Machinery--equipment--supplies	121	65,568	4,922	7.5	1	915	2,987	2,983	4	---
Metals and metal work (except scrap)	51	266,499	5,585	2.1	- -	870	3,150	3,147	3	---
Paper and its products	41	37,022	1,448	3.9	1	288	1,021	1,016	5	---
Plumbing and heating equipment and supplies	19	7,750	1,019	13.1	- -	145	435	435	---	---
Tobacco and products (except leaf)	5	14,917	157	1.1	-	41	78	78	---	---
All other [3]	44	18,196	1,812	10.0	---	404	900	883	17	---
PETROLEUM BULK STATIONS AND TERMINALS:										
Petroleum and its products	1,630	214,854	26,182	12.2	1,303	5,491	9,210	9,097	113	9,386
AGENTS AND BROKERS	1,888	1,180,234	30,010	2.5	1,729	8,157	12,535	13,286	249	3,825
Amusement and sporting goods	18	1,437	140	9.7	15	32	54	52	2	1
Automotive	24	7,693	373	4.9	15	100	228	213	15	29
Beer, wines, and liquors	8	2,166	68	3.1	5	11	24	23	1	-
Chemicals and paints	23	6,408	366	5.7	21	73	195	192	3	60
Clothing and furnishings	143	23,960	926	3.9	144	218	317	310	7	94
Coal and coke	75	23,230	1,692	7.3	4	240	709	706	3	43
Drugs and drug sundries (specialty lines)	18	6,120	768	12.5	9	229	443	442	1	188
Dry goods (general line)	4	2,732	62	1.7	2	18	35	34	1	---
Dry goods (specialty lines)	135	64,233	1,333	2.1	145	262	593	589	4	56
Electrical goods	87	20,406	838	4.1	81	207	388	379	9	44
Farm products--raw materials	290	466,253	4,[illegible]	1.0	368	1,137	2,091	2,056	35	1,007
Farm products--consumer goods	182	117,785	3,[illegible]	3.0	129	660	1,577	1,532	45	317
Farm supplies	9	11,045	137	1.3	3	36	97	97	--	5
Furniture and house furnishings	93	16,595	[illegible]	5.4	59	209	467	453	14	12
Groceries and foods (specialty lines)	181	268,362	4,[illegible]	1.6	163	617	1,462	1,442	20	864
Hardware	37	9,717	[illegible]	3.8	34	88	164	164	---	62
Jewelry	49	4,619	[illegible]	3.1	50	16	22	21	1	32
Lumber and construction materials	78	18,325	[illegible]	3.8	82	147	295	289	6	17
Machinery--equipment--supplies	214	33,[illegible]	[illegible]	11.3	163	842	2,060	2,016	44	437
Metals and metal work (except scrap)	50	35,[illegible]	[illegible]	4.4	40	159	428	418	1	7
Paper and its products	65	10,720	[illegible]	1.9	41	153	338	336	2	112
Petroleum and its products	11	11,536	[illegible]	4.9	2	58	521	515	6	- -
Plumbing and heating equipment and supplies	27	1,606	[illegible]	12.6	25	92	185	180	5	58
Waste materials	15	11,794	[illegible]	4.7	12	21	226	223	3	132
All other [4]	127	99,[illegible]	2,[illegible]	3.1	107	492	916	904	12	248
ASSEMBLERS (Mainly farm products)	1,949	251,983	9,897	3.9	1,335	4,178	4,465	4,147	318	3,183
Farm products--raw materials	1,239	218,900	7,770	3.5	692	3,148	3,510	3,[illegible]	257	2,614
Farm products--consumer goods	672	30,770	1,946	6.3	608	926	860	806	54	296
Farm supplies	33	1,745	147	8.4	32	80	58	49	7	216
Groceries and foods (specialty lines)	5	268	32	11.9	3	18	13	13		57

+ Employees and pay roll include paid executives of corporations but not the number and compensation of proprietors of unincorporated businesses.

++ Sales include taxes. Expenses as shown for commission stations represent commissions only.

1 Data for 1935 exclude personnel and pay roll of 152 commission bulk stations. Also, some adjustments have been made in the 1935 figures for comparison purposes.

2 Includes 2 farm supplies; 2 petroleum and its products; 3 tobacco and products (except leaf); and 56 all other products.

3 Includes 3 petroleum and its products; and 41 all other products.

4 Includes 1 tobacco and products (except leaf); and 126 all other products.

TABLE 1.—SALES, EXPENSES, PERSONNEL, PAY ROLL AND STOCKS

[illegible]

INDIANA

TYPE OF OPERATION / KIND OF BUSINESS	NUMBER OF ESTABLISHMENTS	SALES	OPERATING EXPENSES Amount	OPERATING EXPENSES Percent	[illegible]	[illegible]	PAY ROLL [illegible]	PAY ROLL [illegible]	PAY ROLL [illegible]	[illegible]
TOTAL, 1939	[illegible]	[illegible]	[illegible]	[illegible]	3,356	[illegible]	[illegible]	[illegible]	[illegible]	58,070
1935 [1]	[illegible]	47,713	[illegible]	9.9	[illegible]	[illegible]	[illegible]	[illegible]	[illegible]	41,739
1929	[illegible]	[illegible]	[illegible]	4.3	2,140	24,311	[illegible]	[illegible]	-	[illegible]
SERVICE AND LIMITED-FUNCTION WHOLESALERS	2,089	[illegible]	[illegible]	14.3	1,513	[illegible]	27,421	[illegible]	452	[illegible]
Wholesale merchants [2]	1,903	[illegible]	[illegible]	14.3	1,404	[illegible]	[illegible]	[illegible]	[illegible]	[illegible]
Voluntary group wholesalers	43	[illegible]	3,515	11.7	6	1,140	[illegible]	[illegible]	[illegible]	[illegible]
Importers	3	[illegible]	[illegible]	16.4		[illegible]	[illegible]	[illegible]		[illegible]
Industrial distributors	37	22,114	4,436	20.1	9	1,396	[illegible]	[illegible]	[illegible]	4,75[illegible]
Cash-and-carry wholesalers	26	[illegible]	[illegible]	7.9	19	31	[illegible]	[illegible]	[illegible]	[illegible]
Drop shippers or desk jobbers	13	[illegible]	334	3.1	5	[illegible]	[illegible]	[illegible]	[illegible]	[illegible]
Wagon distributors	[illegible]	[illegible]	[illegible]	11.9	71	[illegible]	[illegible]	[illegible]	4	[illegible]
MANUFACTURERS' SALES BRANCHES (with stocks)	219	95,153	11,141	11.6	---	3,388	[illegible]	[illegible]	112	[illegible]
MANUFACTURERS' SALES OFFICES (without stocks)	81	[illegible]	3,398	[illegible]	2	414	[illegible]	[illegible]	[illegible]	--
PETROLEUM BULK STATIONS AND TERMINALS [4]	1,134	113,461	[illegible]	[illegible]	860	[illegible]	3,419	[illegible]	[illegible]	[illegible]
Independent bulk stations	156	[illegible]	[illegible]	11.7	124	[illegible]	[illegible]	[illegible]	17	578
Commission stations	714	[illegible]	3,759	[illegible]	715	792	975	[illegible]	[illegible]	[illegible]
Salary stations	245	[illegible]	[illegible]	[illegible]	11	[illegible]	[illegible]	[illegible]	7	[illegible]
Cooperative bulk stations	15	1,140	[illegible]	11.1	---	99	[illegible]	[illegible]	7	47
Distributing terminals	4	[illegible]	[illegible]	4.7	---	[illegible]	[illegible]	52	8	[illegible]
AGENTS AND BROKERS	246	[illegible]	[illegible]	[illegible]	299	[illegible]	1,713	1,659	54	194
Auction companies	8	1,348	71	[illegible]	5	69	[illegible]	18	[illegible]	[illegible]
Brokers (merchandise) [3]	82	[illegible]	[illegible]	[illegible]	64	[illegible]	613	606	7	[illegible]
Commission merchants	49	[illegible]	[illegible]	[illegible]	[illegible]	[illegible]	[illegible]	[illegible]	7	41
Manufacturers' agents (with stocks)	26	1,457	[illegible]	18.5	16	[illegible]	190	[illegible]	[illegible]	[illegible]
Manufacturers' agents (without stocks)	106	13,575	600	4.4	97	146	[illegible]	[illegible]	17	[illegible]
Selling agents	19	7,945	[illegible]	[illegible]	7	[illegible]	219	219	--	[illegible]
ASSEMBLERS (mainly farm products)	[illegible]	[illegible]	[illegible]	9.8	754	2,616	2,405	[illegible]	[illegible]	[illegible]
Assemblers of farm products	[illegible]	[illegible]	1,273	9.3	350	[illegible]	503	459	44	[illegible]
Commission buyers	[illegible]	[illegible]	[illegible]	4.9	55	75	77	75	2	8
Cooperative marketing associations	[illegible]	7,165	449	[illegible]		201	219	207	12	[illegible]
Cooperative sales agencies	3	[illegible]	[illegible]	1.1	---	64	148	147	1	--
Cream stations	[illegible]	2,197	[illegible]	11.5	96	175	137	119	18	[illegible]
Country grain elevators:										
Independent	[illegible]	19,742	1,601	8.1	175	766	719	677	42	[illegible]
Line	133	[illegible]	369	9.6	47	468	[illegible]	436	29	908
Cooperative	39	6,060	367	6.1	---	[illegible]	[illegible]	174	13	[illegible]
Packers and shippers	6	421	[illegible]	9.1	11	[illegible]	10	9	1	4
BY KINDS OF BUSINESS										
SERVICE AND LIMITED-FUNCTION WHOLESALERS	[illegible]	363,960	[illegible]	14.3	1,513	18,556	27,421	26,969	452	40,459
Amusement and sporting goods	19	1,054	243	23.1	13	99	[illegible]	123	4	99
Automotive	223	41,017	5,241	12.8	137	1,973	[illegible]	[illegible]	8	[illegible]
Beer, wines, and liquors	160	[illegible]	4,777	14.9	71	[illegible]	[illegible]	[illegible]	55	[illegible]
Chemicals and paints	34	2,458	610	24.8	16	[illegible]	346	339	7	[illegible]
Clothing and furnishings	20	2,493	492	19.7	18	[illegible]	151	149	2	[illegible]
Coal and coke	[illegible]	3,829	385	10.1	6	96	[illegible]	148	11	[illegible]
Drugs (general line)	6	11,418	1,765	15.5	5	[illegible]	[illegible]	957	1	1,604
Drugs and drug sundries (specialty lines)	21	987	214	21.7	9	[illegible]	[illegible]	103	4	144
Dry goods (general line)	4	4,847	672	13.9	4	274	411	[illegible]	1	[illegible]
Dry goods (specialty lines)	13	603	74	[illegible]	12	31	38	37	1	[illegible]
Electrical goods	76	16,718	2,338	14.0	40	[illegible]	1,209	[illegible]	9	[illegible]
Farm products--raw materials	16	[illegible]	[illegible]	[illegible]	18	[illegible]	[illegible]	[illegible]	-	630
Farm products--consumer goods	311	[illegible]	6,752	17.8	303	[illegible]	3,478	[illegible]	[illegible]	[illegible]
Farm supplies	54	[illegible]	1,833	10.4	42	569	520	509	11	2,401
Furniture and house furnishings	27	6,144	1,116	18.2	13	[illegible]	545	[illegible]	1	[illegible]
Groceries (general line)	[illegible]	50,287	5,265	10.5	26	[illegible]	2,833	[illegible]	17	[illegible]
Groceries and foods (specialty lines)	226	[illegible]	[illegible]	14.7	201	931	1,093	1,067	[illegible]	1,194
Hardware	25	14,375	3,013	21.0	6	[illegible]	1,755	1,750	5	3,444
Jewelry	4	523	82	15.7	3	25	59	57	2	44
Lumber and construction materials	93	9,200	1,645	17.9	45	[illegible]	884	[illegible]	[illegible]	[illegible]
Machinery, equipment, supplies	151	17,600	3,746	21.3	96	[illegible]	2,047	2,023	24	[illegible]
Metals and metal work (except scrap)	8	2,244	353	15.7	6	118	[illegible]	[illegible]	---	[illegible]
Paper and its products	39	8,166	1,645	20.1	13	551	1,019	1,012	[illegible]	1,170
Petroleum and its products	22	2,298	308	13.4	18	72	[illegible]	[illegible]	[illegible]	[illegible]
Plumbing and heating equipment and supplies	49	7,898	1,591	20.1	36	[illegible]	[illegible]	[illegible]	7	[illegible]
Tobacco and products (except leaf)	[illegible]	27,178	1,545	[illegible]	67	[illegible]	[illegible]	[illegible]	[illegible]	[illegible]
Waste materials	198	14,577	2,470	16.9	197	1,442	[illegible]	[illegible]	[illegible]	[illegible]
All other products	100	7,831	1,332	17.0	92	[illegible]	718	[illegible]	[illegible]	[illegible]
MANUFACTURERS' SALES BRANCHES (with stocks)	[illegible]	95,153	11,141	[illegible]	---	[illegible]	[illegible]	[illegible]	112	[illegible]
Amusement and sporting goods	9	3,637	[illegible]	[illegible]	---	215	[illegible]	[illegible]	34	[illegible]
Automotive	[illegible]	[illegible]	[illegible]	[illegible]	---	[illegible]	[illegible]	[illegible]	6	[illegible]
Chemicals and paints	7	[illegible]	[illegible]	[illegible]	---	45	[illegible]	[illegible]	[illegible]	[illegible]
Farm products--consumer goods	17	3,158	434	13.7	---	[illegible]	[illegible]	[illegible]	3	[illegible]
Groceries and foods (specialty lines)	[illegible]	[illegible]	[illegible]	[illegible]	---	[illegible]	[illegible]	1,287	3	[illegible]
Lumber and construction materials	[illegible]	[illegible]	783	21.7	---	[illegible]	[illegible]	[illegible]	[illegible]	[illegible]
Machinery, equipment, supplies	[illegible]	[illegible]	[illegible]	[illegible]	-	[illegible]	[illegible]	1,814	23	[illegible]
Metals and metal work (except scrap)	4	[illegible]	151	[illegible]	-	[illegible]	74	[illegible]	[illegible]	[illegible]
Plumbing and heating equipment and supplies	12	3,979	[illegible]	[illegible]	-	[illegible]	[illegible]	[illegible]	6	[illegible]
All other	27	16,086	[illegible]	[illegible]	[illegible]	[illegible]	[illegible]	[illegible]	[illegible]	[illegible]
MANUFACTURERS' SALES OFFICES (without stocks)	81	[illegible]	[illegible]	[illegible]	2	[illegible]	[illegible]	[illegible]	[illegible]	---
Electrical goods	5	[illegible]	[illegible]	[illegible]	---	[illegible]	[illegible]	[illegible]	[illegible]	---
Farm products--consumer goods	4	[illegible]	[illegible]	[illegible]	1	[illegible]	15	[illegible]	---	---
Groceries and foods (specialty lines)	[illegible]	2,928	372	12.7	-	[illegible]	[illegible]	[illegible]	-	
Machinery, equipment, supplies	[illegible]	[illegible]	[illegible]	14.3	-	[illegible]	[illegible]	[illegible]		
Metals and metal work (except scrap)	9	[illegible]	[illegible]	[illegible]	-	51	[illegible]	[illegible]	4	
Plumbing and heating equipment and supplies	4	314	[illegible]	[illegible]	--	12	[illegible]	[illegible]	1	
All other	18	12,666	[illegible]	[illegible]	1	[illegible]	[illegible]	[illegible]		

For footnotes, see end of table.

TABLE 1.—SALES, EXPENSES, PERSONNEL, PAY ROLL AND STOCKS

INDIANA

TYPE OF OPERATION BY KINDS OF BUSINESS—Continued

TYPE OF OPERATION KIND OF BUSINESS	NUMBER OF ESTABLISHMENTS	SALES	OPERATING EXPENSES (cents per $)		Average proprietors and unpaid partners (Business)	Number of employees[1] (full-time equivalent of part time) (Business)	PAY ROLL			Stocks on hand, end of year, at cost
		(add 000)	Amount (add 000)	Percent of sales			Total (add 000)	Full time (add 000)	Part time (add 000)	(add 000)
RETAIL TRADE, ALL KINDS AND TYPES OF BUSINESS:										
Proprietors and their employees	1,134	$113,401	$12,245	10.8	280	2,870	$2,912	$2,862	$57	$6,937
AGENTS AND BROKERS	290	143,295	2,110	1.5	258	365	1,713	1,659	54	194
Automotive	2	94	3	3.2	2	1	1	1	---	---
Chemicals and paints	3	173	11	6.4	2	3	5	5	---	--
Coal and coke	8	6,146	376	6.1	2	64	177	177	--	--
Electrical goods	15	1,835	89	5.4	10	27	32	32	-	8
Farm products--raw materials	59	36,836	767	2.9	76	286	436	411	27	11
Farm products--consumer goods	13	1,929	79	4.1	18	29	29	28	1	9
Furniture and house furnishings	2	844	61	18.2	3	26	28	26	---	1
Groceries and foods (specialty lines)	44	23,654	364	1.6	36	84	173	172	1	---
Hardware	5	771	16	2.1	5	3	3	3	-	---
Lumber and construction materials	17	3,840	151	4.1	15	34	67	59	8	5
Machinery--equipment--supplies	30	5,124	482	9.4	52	141	273	268	5	77
Metals and metal work (except sirup)	11	1,635	51	3.1	11	16	15	9	6	--
Paper and its products	7	401	8	2.1	6	2	(2)	-	-	---
Plumbing and heating equipment and supplies	8	363	51	14.0	7	16	22	21	1	1
Tobacco and products (except leaf)	2	2,819	35	1.2	2	7	22	22	---	1
All other [3]	18	6,120	568	9.3	11	136	428	423	5	81
ASSEMBLERS (Mainly farm products)	1,033	91,981	5,316	5.8	734	2,816	2,465	2,303	162	3,248
Farm products--raw materials	315	70,544	3,615	5.1	308	1,997	1,727	1,614	93	2,755
Farm products--consumer goods	504	20,079	1,562	7.8	414	825	689	628	61	124
Farm supplies	16	1,308	151	14.3	12	84	69	61	8	169

[1] Employees and pay roll include part-time and full-time of corporations, but not the number and compensation of proprietors of unincorporated businesses.

[2] Sales include taxes. Expenses as shown for commission station represent commissions only.

[3] Data for 1935 exclude personnel and pay roll of 112 commission stations. Also, some adjustments have been made in the 1935 figures for comparison purposes.

[4] Includes 1 retailer-cooperative warehouse.

[5] Includes 2 small export agents.

[6] Includes 1 beer, wines, and liquors; 1 clothing and furnishings; 7 drugs and drug sundries (specialty lines); 3 electrical goods; 1 farm supplies; 3 furniture and house furnishings; 2 hardware; 3 paper and its products; 1 tobacco and products (except leaf); and 7 all other products.

[7] Includes 1 amusement and sporting goods; 1 beer, wines, and liquors; 1 chemicals and paints; 1 furniture and house furnishings; 1 hardware; 3 lumber and construction materials; 3 paper and its products; 2 tobacco and products (except leaf); and 2 all other products.

[8] Includes 1 amusement and sporting goods; 1 beer, wines, and liquors; 2 clothing and furnishings; 1 drugs and drug sundries (specialty lines); 1 dry goods (specialty lines); 2 farm supplies; 1 waste materials; and 2 all other products.

[9] Includes 1 groceries and foods (specialty lines).

[10] Less than $1,000.

TABLE 1.—SALES, EXPENSES, PERSONNEL, PAY ROLL AND STOCKS

[illegible] OF [illegible] KINDS OF B[illegible]

IOWA

TYPE OF OPERATION KIND OF BUSINESS	NUMBER OF ESTABLISHMENTS	SALES	OPERATING EXPENSES		[illegible]	[illegible]	PAY ROLL			[illegible]
		[illegible]	Amount	Percent [illegible]	[illegible]	[illegible]	[illegible]	[illegible]	[illegible]	[illegible]
TOTALS, 1939	[illegible]	$790,[illegible]	$69,09[illegible]	8.7	4,307	24,120	$2[illegible]	$21,0[illegible]	$1,[illegible]	$47,996
1935 [1]	[illegible]	627,795	51,254	8.2	[2]2,015	[2]12,755	[2]2[illegible]	[2]24,693	[2]-[illegible]	[illegible]
1929	4,9[illegible]	1,[illegible]	80,617	7.7	2,560	[illegible]	[illegible]	---	---	[illegible]
SERVICE AND LIMITED-FUNCTION WHOLESALERS	1,444	272,754	37,231	13.7	1,060	13,570	18,442	18,035	407	[illegible]
Wholesale merchants	1,335	246,667	34,132	13.8	9[illegible]	12,446	16,799	16,403	[illegible]	26,178
Voluntary group wholesalers	14	[illegible]	940	10.6	3	[illegible]	[illegible]	500	[illegible]	1,329
Importers	4	1,600	[illegible]	6.7	---	[illegible]	[illegible]	[illegible]	---	[illegible]
Industrial distributors	19	7,194	1,376	19.0	[illegible]	497	759	7[illegible]	[illegible]	1,567
Meat-and-dairy wholesalers	13	[illegible]	[illegible]	12.5	10	[illegible]	[illegible]	29	---	[illegible]
Meat shippers or meat jobbers	12	3,851	2[illegible]	[illegible]	10	31	[illegible]	[illegible]	---	[illegible]
Beer distributors	4[illegible]	1,100	1[illegible]	14.9	47	[illegible]	[illegible]	60	1	[illegible]
Retailer-cooperative warehouses	[illegible]	[illegible]	[illegible]	8.5	---	[illegible]	145	145	---	[illegible]
MANUFACTURERS' SALES BRANCHES (with stocks)	1[illegible]	66,788	[illegible]	13.3	---	2,667	[illegible]	4,852	77	[illegible]
MANUFACTURERS' SALES OFFICES (without stocks)	5[illegible]	17,374	1,431	8.2	---	276	584	[illegible]	24	---
PETROLEUM BULK STATIONS AND TERMINALS **	1,[illegible]	27,127	9,3[illegible]	10.8	1,540	2,425	3,174	2,[illegible]	[illegible]	[illegible]
Independent bulk stations	3[illegible]	18,496	2,166	11.7	374	701	[illegible]	8[illegible]	[illegible]	[illegible]
Commission stations	1,148	47,1[illegible]	4,304	9.1	1,142	754	824	778	42	[illegible]
Salary stations [2]	192	17,664	2,328	13.2	24	718	1,117	1,104	13	[illegible]
Cooperative bulk stations	68	[illegible]	582	15.2	---	252	394	396	4	236
AGENTS AND BROKERS	192	148,292	2,992	2.0	188	735	1,167	1,124	43	[illegible]
Auction companies	6	6,507	308	4.7	11	66	39	22	17	132
Brokers (merchandise	68	49,853	897	1.8	42	162	338	330	8	103
Commission merchants	84	[illegible]	1,368	1.6	87	[illegible]	587	571	16	219
Manufacturers' agents (without stocks)	17	1,963	103	5.2	14	24	32	31	1	---
Selling agents	5	1,795	108	6.0	1	26	54	54	---	26
All other [3]	14	2,664	206	7.8	3	62	117	116	1	79
ASSEMBLERS (Nearly farm products	2,147	198,183	9,[illegible]	4.6	1,549	4,447	3,9[illegible]	3,[illegible]	370	6,281
Assemblers of farm products	787	72,121	3,213	4.5	819	[illegible]	1,109	533	176	899
Commission buyers	164	12,234	321	2.4	168	148	110	97	13	43
Cooperative marketing associations	147	27,402	1,213	4.4	---	486	[illegible]	469	40	547
Cooperative sales agencies	6	13,917	196	1.4	---	100	152	152	---	124
Cream stations	300	4,575	305	6.7	261	295	135	127	8	22
Country grain elevators:										
Independent	323	26,241	1,323	5.0	246	617	617	578	39	1,841
Line	240	1[illegible],395	1,143	6.2	41	602	606	569	37	1,650
Cooperative	1[illegible]	18,273	1,017	5.6	---	490	[illegible]	519	24	1,287
Packers and shippers	1[illegible]	3,[illegible]	469	11.8	14	247	206	178	27	[illegible]
BY KINDS OF BUSINESS:										
SERVICE AND LIMITED-FUNCTION WHOLESALERS	1,444	272,754	37,231	13.7	1,060	13,570	18,442	18,035	407	[illegible]
Amusement and sporting goods	12	[illegible]	128	22.1	5	49	62	61	1	69
Automotive	177	31,3[illegible]	4,041	12.9	146	1,492	2,1[illegible]	2,140	1[illegible]	[illegible]
Beer, wines, and liquors	143	13,309	2,616	19.7	116	694	[illegible]	[illegible]	26	454
Chemicals and paints	2[illegible]	2,804	[illegible]	24.4	14	[illegible]	[illegible]	[illegible]	1	[illegible]
Clothing and furnishings	1[illegible]	2,060	363	17.6	17	145	204	[illegible]	4	[illegible]
Coal and coke	2	1,207	152	12.7	1	[illegible]	91	91	---	[illegible]
Drugs (general line	7	[illegible]	872	13.6	[illegible]	342	492	[illegible]	---	[illegible]
Drugs and drug sundries (specialty lines)	11	[illegible]	151	23.3	9	[illegible]	45	44	1	67
Dry goods (general line)	4	2,077	[illegible]	15.7	---	142	195	195	---	[illegible]
Dry goods (specialty lines)	6	[illegible]	11[illegible]	30.2	7	56	72	70	2	73
Electrical goods	16	11,555	1,712	14.8	21	524	842	831	11	1,300
Farm products--raw materials	34	14,9[illegible]	1,[illegible]	[illegible]	[illegible]	266	[illegible]	[illegible]	37	2,[illegible]
Farm products--consumer goods	184	36,081	4,491	12.4	163	1,715	2,2[illegible]	2,1[illegible]	64	935
Farm supplies	61	10,004	1,666	16.7	37	577	59[illegible]	[illegible]	24	1,453
Furniture and house furnishings	17	3,3[illegible]	753	22.4	9	262	373	372	1	[illegible]
Groceries (general line)	65	55,158	5,367	9.7	13	2,138	2,852	2,782	70	8,393
Groceries and foods (specialty lines	160	18,[illegible]	[illegible]	16.2	13[illegible]	[illegible]	1,168	1,111	57	1,415
Hardware	19	7,049	1,348	19.1	5	[illegible]	750	747	3	1,843
Lumber and construction materials	31	9,657	1,264	13.1	17	450	761	742	19	777
Machinery--equipment--supplies	1[illegible]	10,871	2,209	[illegible]	[illegible]	[illegible]	1,[illegible]	1,221	1[illegible]	1,745
Paper and its products	2[illegible]	4,718	997	21.1	[illegible]	324	556	[illegible]	1	1,007
Petroleum and its products	34	[illegible]	[illegible]	25.9	3	[illegible]	243	34[illegible]	3	[illegible]
Plumbing and heating equipment and supplies	27	6,726	1,257	18.7	6	424	663	657	6	[illegible]
Tobacco and products (except leaf	47	14,13[illegible]	751	5.3	50	2[illegible]	337	[illegible]	[illegible]	779
Waste materials	11[illegible]	6,452	659	10.3	121	485	444	405	39	776
All other [4]	69	3,353	964	28.8	37	461	48[illegible]	482	6	[illegible]
MANUFACTURERS' SALES BRANCHES (with stocks)	1[illegible]	66,788	8,854	13.3	---	2,667	4,729	4,852	77	5,352
Amusement and sporting goods	11	2,806	547	19.5	---	217	334	[illegible]	18	[illegible]
Automotive	19	16,067	1,514	9.4	---	3[illegible]	799	794	5	937
Beer, wines, and liquors	10	504	112	22.2	---	[illegible]	54	54	---	17
Chemicals and paints	7	515	12[illegible]	24.[illegible]	---	40	5[illegible]	49	3	12[illegible]
Farm products--consumer goods	17	777	2[illegible]	37.[illegible]	---	57	79	75	4	[illegible]
Groceries and foods (specialty lines	3[illegible]	12,877	1,994	15.5	---	532	898	[illegible]	8	[illegible]
Machinery--equipment--supplies	5[illegible]	22,526	3,254	14.4	---	1,005	1,879	1,855	24	2,783
Paper and its products	6	1,197	182	15.2	---	[illegible]	[illegible]	1[illegible]	---	184
Plumbing and heating equipment and supplies	5	1,524	264	17.3	---	[illegible]	1[illegible]	124	6	[illegible]
All other [5]	2[illegible]	5,997	645	[illegible]	---	271	3[illegible]	389	9	677
MANUFACTURERS' SALES OFFICES (Without stocks	5[illegible]	17,374	1,431	8.2	---	276	584	560	24	---
Groceries and foods (specialty lines	21	2,351	301	12.8	---	79	[illegible]	14[illegible]	---	---
Lumber and construction materials	4	3,049	388	12.[illegible]	---	44	126	126	---	---
Machinery--equipment--supplies	12	7[illegible]	161	21.2	---	[illegible]	71	[illegible]	15	---
All other [6]	1[illegible]	11,214	61[illegible]	5.5	---	11[illegible]	[illegible]	274	8	---

For footnotes, see end of table.

TABLE 1.—SALES, EXPENSES, PERSONNEL, PAY ROLL AND STOCKS

TYPES OF OPERATION BY KINDS OF BUSINESS—Continued

IOWA

TYPE OF OPERATION KIND OF BUSINESS	NUMBER OF ESTABLISHMENTS	SALES (add 000)	OPERATING EXPENSES (add 000) Amount	OPERATING EXPENSES (add 000) Percent of sales	Active proprietors, unincorporated businesses	Number of employees* (full-time and part-time) Average for year	PAY ROLL* Total (add 000)	PAY ROLL* Full time (add 000)	PAY ROLL* Part-time (add 000)	Stocks on hand, end of year, at cost (add 000)
PETROLEUM BULK STATIONS AND TERMINALS:										
Petroleum and its products	1,778	$87,127	$9,388	10.8	1,540	2,428	$3,174	$3,079	$95	$6,303
AGENTS AND BROKERS	192	148,292	2,992	2.0	158	735	1,167	1,124	43	558
Chemicals and paints	4	264	32	12.1	3	11	7	6	1	26
Coal and coke	3	242	11	4.5	1	5	8	8	---	—
Farm products—raw materials	96	105,224	2,028	1.9	107	488	684	646	38	279
Farm products—consumer goods	16	7,461	128	1.7	[illegible]	21	41	41	---	164
Farm supplies	4	2,800	54	1.9	3	13	24	24	—	—
Groceries and foods (specialty lines)	38	27,170	359	1.3	18	92	211	209	2	[illegible]
Lumber and construction materials	8	3,138	150	4.8	5	42	72	71	1	37
Machinery—equipment—supplies	10	738	157	21.3	5	44	89	89	---	40
Plumbing and heating equipment and supplies	2	246	34	13.8	3	8	16	16	---	2
All other [7]	8	1,019	39	3.8	4	11	15	14	1	[illegible]
ASSEMBLERS (Mainly farm products)	2,147	198,183	9,200	4.6	1,549	4,447	3,992	3,622	370	6,281
Farm products—raw materials	1,222	151,076	5,693	3.8	706	2,510	2,483	2,327	156	5,610
Farm products—consumer goods	908	45,599	3,257	7.1	826	1,858	1,443	1,231	212	476
All other [8]	17	1,508	250	16.6	17	79	66	64	2	195

* Employees and pay roll include paid executives of corporations but not the number and compensation of proprietors of unincorporated businesses.

** Sales include taxes. Expenses as shown for commission stations represent commissions only.

[1] Data for 1935 exclude personnel and pay roll of 136 commission bulk stations.

[2] Includes 1 distributing terminal.

[3] Includes 12 manufacturers' agents (with stocks); and 2 other agents.

[4] Includes 1 jewelry; 2 metals and metal work (except scrap); and 66 all other products.

[5] Includes 2 drugs and drug sundries (specialty lines); 1 electrical goods; 2 furniture and house furnishings; 3 lumber and construction materials; 3 metals and metal work (except scrap); and 11 all other products.

[6] Includes 1 amusement and sporting goods; 1 beer, wines, and liquors; 2 electrical goods; 3 farm products—consumer goods; 1 hardware; 1 metals and metal work (except scrap); 3 paper and its products; 1 plumbing and heating equipment and supplies; and 3 tobacco and products (except leaf).

[7] Includes 1 automotive; 1 drugs and drug sundries (specialty lines); 1 electrical goods; 1 hardware; 1 paper and its products; 1 petroleum and its products; 1 waste materials; and 1 all other products.

[8] Includes 16 farm supplies; and 1 groceries and foods (specialty lines).

TABLE 1.—SALES, EXPENSES, PERSONNEL, PAY ROLL AND STOCKS

[illegible]

KANSAS

TYPE OF OPERATION / KIND OF BUSINESS	NUMBER OF ESTABLISHMENTS	SALES (add 000)	OPERATING EXPENSES [illegible]: Amount (add 000)	OPERATING EXPENSES: Percent of sales	Active proprietors [illegible]	[illegible]	PAY ROLL: [illegible]	PAY ROLL: [illegible]	PAY ROLL: [illegible] (add 000)	[illegible] (add 000)
TOTALS, 1939	[illegible]	$4[illegible]	$40,443	9.5	[illegible]	14,997	[illegible]	$17,497	$666	[illegible]
1935 [1]	[illegible]	384,477	[illegible]	8.7	2,076	[illegible]	15,901	15,410	[illegible]	28,801
1929	[illegible]	[illegible]	57,875	6.5	[illegible]	[illegible]	[illegible]		—	57,856
SERVICE AND LIMITED FUNCTION WHOLESALERS	1,031	[illegible]	[illegible]	12.4	729	[illegible]	[illegible]	9,751	[illegible]	26,868
Wholesale merchants	[illegible]	[illegible]	[illegible]	[illegible]	[illegible]	[illegible]	[illegible]	[illegible]	[illegible]	[illegible]
Voluntary group wholesalers	[illegible]	[illegible]	[illegible]	[illegible]	[illegible]	[illegible]	[illegible]	[illegible]	[illegible]	[illegible]
Industrial distributors	[illegible]	[illegible]	[illegible]	14.0	—	477	[illegible]	747	[illegible]	[illegible]
Cash-and-carry wholesalers	17	1,846	120	6.5	5	[illegible]	48	[illegible]	--	[illegible]
Drop shippers or desk jobbers	[illegible]	469	[illegible]	[illegible]	[illegible]	[illegible]	[illegible]	[illegible]	—	—
Wagon distributors	51	[illegible]	[illegible]	[illegible]	[illegible]	[illegible]	[illegible]	[illegible]	[illegible]	11
Retailer cooperative warehouses	[illegible]	1,315	[illegible]	6.0	---	[illegible]	[illegible]	40	---	[illegible]
MANUFACTURERS' SALES BRANCHES (With stocks)	124	[illegible]	[illegible]	[illegible]	1	1,557	2,652	2,591	[illegible]	4,927
MANUFACTURERS' SALES OFFICES (Without stocks)	[illegible]	7,759	1,418	[illegible]	—	154	[illegible]	[illegible]	—	[illegible]
PETROLEUM BULK STATIONS AND TERMINALS [illegible]	1,677	56,455	[illegible]	[illegible]	1,456	1,630	1,922	1,887	[illegible]	4,084
Independent bulk stations	[illegible]	[illegible]	[illegible]	[illegible]	[illegible]	[illegible]	[illegible]	[illegible]	[illegible]	729
Commission stations	1,099	[illegible]	2,813	10.8	1,095	[illegible]	315	[illegible]	9	2,106
Salary stations	[illegible]	10,882	1,463	13.4	[illegible]	560	[illegible]	[illegible]	[illegible]	[illegible]
Cooperative bulk stations	[illegible]	[illegible]	168	[illegible]	---	[illegible]	[illegible]	[illegible]	[illegible]	[illegible]
Distributing terminals	[illegible]	[illegible]	233	4.9	1	[illegible]	[illegible]	37	---	372
AGENTS AND BROKERS	[illegible]	[illegible]	800	[illegible]	99	[illegible]	[illegible]	[illegible]	[illegible]	57
Auction companies	4	[illegible]	[illegible]	1.6	[illegible]	[illegible]	13	1	[illegible]	10
Brokers (merchandise)	34	[illegible]	[illegible]	1.4	[illegible]	[illegible]	4	[illegible]	[illegible]	15
Commission merchants [2]	[illegible]	[illegible]	430	[illegible]	[illegible]	172	[illegible]	[illegible]	[illegible]	[illegible]
Manufacturers' agents (with stocks)	7	671	98	14.6	10	40	55	54	1	[illegible]
Manufacturers' agents (without stocks)	8									
ASSEMBLERS (Mainly farm products)	[illegible]	[illegible]	6,072	5.3	[illegible]	3,602	2,934	[illegible]	[illegible]	[illegible]
Assemblers of farm products	[illegible]	14,402	1,085	7.5	[illegible]	762	467	[illegible]	82	[illegible]
Commission buyers	70	[illegible]	112	3.0	69	[illegible]	[illegible]	[illegible]	4	[illegible]
Cooperative marketing associations [3]	63	8,927	445	5.0	--	[illegible]	248	[illegible]	[illegible]	[illegible]
Cream stations	454	4,300	254	5.9	364	[illegible]	[illegible]	[illegible]	[illegible]	21
Country grain elevators:										
Independent	358	22,188	994	4.5	334	[illegible]	[illegible]	375	[illegible]	[illegible]
Line	[illegible]	[illegible]	[illegible]	5.0	[illegible]	905	877	[illegible]	[illegible]	[illegible]
Cooperative	[illegible]	[illegible]	1,137	5.0	—	547	[illegible]	522	[illegible]	971
Packers and shippers	[illegible]	3,821	373	9.8	14	[illegible]	208	[illegible]	[illegible]	[illegible]
BY KINDS OF BUSINESS:										
SERVICE AND LIMITED-FUNCTION WHOLESALERS	1,031	165,275	[illegible]	12.4	[illegible]	7,719	[illegible]	9,751	[illegible]	26,868
Amusement and sporting goods	5	112	43	38.4	4	13	13	13	—	[illegible]
Automotive	139	9,947	[illegible]	23.2	102	926	[illegible]	[illegible]	[illegible]	[illegible]
Beer	93	5,676	1,147	20.2	[illegible]	[illegible]	[illegible]	[illegible]	8	[illegible]
Chemicals and paints	4	121	35	28.9	2	17	16	16	---	[illegible]
Clothing and furnishings	4	254	59	23.2	1	21	[illegible]	[illegible]	---	[illegible]
Coal and coke	5	[illegible]	150	[illegible]	4	[illegible]	77	[illegible]	—	---
Drugs (general line)	5	3,556	568	[illegible]	3	[illegible]	272	269	3	646
Drugs and drug sundries (specialty lines)	2									
Electrical goods	21	3,722	673	18.1	15	[illegible]	[illegible]	[illegible]	8	[illegible]
Farm products—raw materials	35	[illegible]	1,146	3.8	[illegible]	[illegible]	434	408	[illegible]	[illegible]
Farm products—consumer goods	[illegible]	13,200	[illegible]	15.5	126	873	[illegible]	828	[illegible]	[illegible]
Farm supplies	32	[illegible]	483	15.9	24	[illegible]	[illegible]	[illegible]	[illegible]	[illegible]
Groceries (general line)	61	34,258	3,412	10.0	14	[illegible]	1,867	[illegible]	[illegible]	5,585
Groceries and foods (specialty lines)	99	8,295	1,438	17.3	[illegible]	[illegible]	[illegible]	686	[illegible]	[illegible]
Hardware	[illegible]	4,636	887	19.1	1	[illegible]	[illegible]	[illegible]	—	[illegible]
Jewelry	[illegible]	504	47	9.3	1	9	19	[illegible]	—	[illegible]
Lumber and construction materials	[illegible]	[illegible]	[illegible]	16.6	19	[illegible]	[illegible]	[illegible]	[illegible]	[illegible]
Machinery—equipment—supplies	140	[illegible]	1,998	15.1	67	699	989	[illegible]	[illegible]	3,761
Metals and metal work (except scrap)	4	337	110	32.6	2	92	59	[illegible]	[illegible]	[illegible]
Paper and its products	[illegible]	1,288	246	19.1	4	[illegible]	141	141	—	[illegible]
Petroleum and its products	[illegible]	[illegible]	108	12.2	21	44	45	[illegible]	[illegible]	[illegible]
Plumbing and heating equipment and supplies	[illegible]	[illegible]	[illegible]	[illegible]	7	194	[illegible]	[illegible]	4	[illegible]
Tobacco and products (except leaf)	41	12,629	415	3.3	[illegible]	[illegible]	174	[illegible]	[illegible]	[illegible]
Waste materials	[illegible]	8,583	[illegible]	[illegible]	78	[illegible]	[illegible]	[illegible]	[illegible]	[illegible]
All other [4]	[illegible]	[illegible]	806	23.3	24	291	429	[illegible]	1	[illegible]
MANUFACTURERS' SALES BRANCHES (With stocks)	[illegible]	[illegible]	5,137	16.2	1	1,557	2,652	2,591	61	4,927
Automotive	[illegible]	[illegible]	[illegible]	[illegible]	—	[illegible]	[illegible]	[illegible]	[illegible]	[illegible]
Farm products—consumer goods	[illegible]	[illegible]	200	[illegible]	—	[illegible]	[illegible]	44	—	[illegible]
Groceries and foods (specialty lines)	[illegible]	12,400	[illegible]	9.3	—	[illegible]	[illegible]	[illegible]	[illegible]	[illegible]
Lumber and construction materials	4	625	143	22.9	—	70	92	[illegible]	1	[illegible]
Machinery—equipment—supplies	[illegible]	10,749	2,068	[illegible]	—	[illegible]	1,058	1,029	29	3,145
Metals and metal work (except scrap)	11	1,773	[illegible]	14.3	---	90	[illegible]	117	[illegible]	[illegible]
Plumbing and heating equipment and supplies	4	[illegible]	[illegible]	[illegible]	1	[illegible]	[illegible]	[illegible]	[illegible]	[illegible]
All other [5]	11	1,415	[illegible]	17.9	—	[illegible]	145	145	---	171
MANUFACTURERS' SALES OFFICES (Without stocks)	[illegible]	[illegible]	1,418	[illegible]	—	154	[illegible]	[illegible]	---	—
Groceries and foods (specialty lines)	[illegible]	[illegible]	[illegible]	[illegible]	—	[illegible]	[illegible]	[illegible]	—	—
All other [6]	8	[illegible]	[illegible]	3.4	---	[illegible]	78	78	—	--
PETROLEUM BULK STATIONS AND TERMINALS:										
Petroleum and its products	1,677	[illegible]	[illegible]	11.4	1,456	1,630	[illegible]	1,887	35	4,084
AGENTS AND BROKERS	[illegible]	[illegible]	[illegible]	1.5	[illegible]	[illegible]	[illegible]	[illegible]	[illegible]	[illegible]
Farm products—raw materials	[illegible]	[illegible]	535	[illegible]	72	[illegible]	[illegible]	[illegible]	21	29
Farm products—consumer goods	7	[illegible]	44	[illegible]	[illegible]	14	[illegible]	[illegible]	—	--
Groceries and foods (specialty lines)	[illegible]	7,008	117	1.7	7	27	[illegible]	44	1	[illegible]
Lumber and construction materials	4	[illegible]	8	3.2	5	4	[illegible]	[illegible]	---	—
Machinery—equipment—supplies	[illegible]	[illegible]	67	[illegible]	[illegible]	[illegible]	[illegible]	[illegible]	---	[illegible]
All other [7]	[illegible]	568	29	5.1	[illegible]	8	6	[illegible]	1	—

For footnotes, see end of table.

TABLE 1.—SALES, EXPENSES, PERSONNEL, PAY ROLL AND STOCKS

KANSAS

TYPES OF OPERATION BY KINDS OF BUSINESS—Continued

TYPE OF OPERATION KIND OF BUSINESS	NUMBER OF ESTABLISHMENTS	SALES (add 000)	OPERATING EXPENSES (including pay roll) Amount (add 000)	OPERATING EXPENSES (including pay roll) Percent of sales	Active proprietors of unincorporated businesses	Number of employees* (full-time and part-time) Average for year	PAY ROLL* Total (add 000)	PAY ROLL* Full-time (add 000)	PAY ROLL* Part time (add 000)	Stocks on hand, end of year, at cost (add 000)
ASSEMBLERS (Mainly farm products)	173	$125,906	$ [illegible]	[illegible]	1,033	[illegible]	$[illegible]	$[illegible]	$[illegible]	$5,738
Farm products--raw materials	1,312	90,741	4,278	4.7	501	2,201	2,081	1,932	149	5,146
Farm products--consumer goods	840	21,738	1,649	7.6	711	1,302	704	622	142	349
Farm supplies	19	268	98	16.1	22	63	57	53	4	234
All other [8]	5	145	47	32.4	2	36	32	24	8	9

* Employees and pay roll include paid executives of corporations but not the number and compensation of proprietors of unincorporated businesses.

† Sales include taxes. Expenses as shown for commission stations represent commissions only.

1 Totals for 1935 have been corrected for errors discovered after the 1935 reports were issued. Personnel and pay roll of 199 commission bulk stations are excluded.

2 Includes 1 export agent.

3 Includes 1 cooperative sales agency.

4 Includes 1 dry goods (general line); 1 dry goods (specialty lines); 2 furniture and house furnishings; and 30 all other products.

5 Includes 1 amusement and sporting goods; 1 beer; 2 chemicals and paints; 1 farm supplies; 2 paper and its products; and 4 all other products.

6 Includes 1 clothing and furnishings; 1 farm products—consumer goods; 1 lumber and construction materials; 1 metals and metal work (except scrap); 2 tobacco and products (except leaf,); and 2 all other products.

7 Includes 2 automotive; 1 clothing and furnishings; 1 farm supplies; 1 furniture and house furnishings; and 2 all other products.

8 Includes 4 groceries and foods (specialty lines); and 1 all other products.

TABLE 1.—SALES, EXPENSES, PERSONNEL, PAY ROLL AND STOCKS

TYPES OF OPERATIONS BY KINDS OF BUSINESS

KENTUCKY

TYPE OF OPERATION KIND OF BUSINESS	NUMBER OF ESTABLISHMENTS	SALES	OPERATING EXPENSES		[illegible]	[illegible] (full-time equivalent)	PAY ROLL			[illegible]
		[illegible]	Amount (add 000)	[illegible]			[illegible]	Full-time	[illegible] (add 000)	[illegible]
TOTALS, 1939	2,174	$484,433	$49,833	10.7	1,673	19,499	[illegible]	[illegible]	$1,036	$67,664
1935 [1]	2,087	389,862	33,738	9.4	1,24[illegible]	15,616	17,720	[illegible]	1,067	44,228
1929	2,024	500,389	46,930	9.4	1,437	17,725	[illegible]	[illegible]	[illegible]	99,196
SERVICE AND LIMITED FUNCTION WHOLESALERS	1,084	238,868	31,846	13.3	797	12,937	16,359	15,888	471	29,683
Wholesale merchants	955	194,400	25,161	12.9	705	10,000	[illegible]	[illegible]	311	[illegible]
Voluntary group wholesalers	6	6,425	655	10.2	4	[illegible]	[illegible]	[illegible]	--	892
Export merchants	13	6,224	1,171	18.8	8	797	[illegible]	491	74	1,114
Industrial distributors	29	26,479	4,371	16.5	12	1,690	2,561	2,479	82	4,880
Cash-and-carry wholesalers	15	734	44	6.0	13	23	[illegible]	[illegible]	2	56
Drop shippers or desk jobbers	12	4,769	436	9.2	3	56	147	146	1	--
Wagon distributors	50	1,041	123	11.8	52	49	32	31	1	29
All other [2]	4	796	65	8.2	--	32	40	40	--	77
MANUFACTURERS' SALES BRANCHES (With stocks	87	33,103	4,907	14.8	---	1,288	2,223	2,197	26	2,431
MANUFACTURERS' SALES OFFICES (Without stocks	31	11,327	1,144	10.1	--	170	456	455	1	---
PETROLEUM BULK STATIONS AND TERMINALS **	372	49,056	5,806	11.8	296	1,338	1,682	1,656	26	3,956
Independent bulk stations	82	5,891	736	12.5	48	227	299	296	3	857
Commission stations	250	25,420	2,648	10.4	248	863	634	626	8	1,825
Salary stations [3]	60	17,745	2,422	13.6	---	508	749	734	15	1,274
AGENTS AND BROKERS	250	98,641	3,543	3.6	242	2,619	1,979	1,572	407	1,607
Auction companies	102	51,020	2,211	4.3	96	2,091	1,311	938	373	604
Brokers (merchandise)	48	17,697	512	2.9	35	129	235	232	3	253
Commission merchants	25	23,621	470	2.0	44	266	251	232	19	644
Manufacturers' agents (without stocks)	57	4,234	170	4.0	54	53	60	51	9	---
Selling agents	4	1,186	64	5.4	5	18	28	28	--	54
All other [4]	14	683	136	19.9	8	62	94	91	3	52
ASSEMBLERS (Mainly farm products	350	33,437	2,567	7.7	338	1,147	972	827	105	30,007
Assemblers of farm products	201	19,127	1,727	9.0	222	683	624	566	58	27,695
Commission buyers	20	2,152	127	5.9	29	114	59	52	7	39
Cooperative marketing associations	27	7,334	430	5.9	--	168	158	140	18	1,961
Cooperative sales agencies	4	2,793	58	2.1	---	45	35	27	8	---
Cream stations	85	492	19	3.9	80	26	7	7	--	2
Independent country grain elevators	6	1,159	99	8.5	3	41	40	37	3	156
Packers and shippers	7	380	107	28.2	1	70	49	38	11	220
BY KINDS OF BUSINESS:										
SERVICE AND LIMITED-FUNCTION WHOLESALERS	1,084	238,868	31,846	13.3	797	12,937	16,359	15,888	471	29,683
Amusement and sporting goods	9	2,005	480	23.9	5	157	217	205	12	276
Automotive	97	15,061	1,922	12.8	58	685	928	925	3	1,254
Beer, wines, and liquors	104	20,645	2,106	10.2	73	855	986	952	14	1,956
Chemicals and paints	12	857	221	25.8	4	75	122	119	3	174
Clothing and furnishings	21	3,138	537	17.1	26	168	254	250	4	527
Coal and coke	10	2,117	210	9.9	2	41	118	118	---	---
Drugs (general line)	5	4,022	491	12.2	3	216	292	292	---	828
Drugs and drug sundries (specialty lines)	9	380	72	18.9	6	37	36	36	---	67
Dry goods (general line)	5	3,387	551	16.3	---	228	326	326	---	633
Dry goods (specialty lines)	10	296	40	13.5	9	16	21	21	---	36
Electrical goods	28	5,949	982	16.5	13	283	518	517	1	622
Farm products--raw materials	39	23,040	2,827	12.3	24	1,773	1,303	1,118	185	2,388
Farm products--consumer goods	152	15,257	2,241	14.7	155	873	1,033	1,021	12	330
Farm supplies	30	6,330	978	15.5	17	364	386	366	20	1,320
Furniture and house furnishings	7	1,615	291	18.0	3	109	165	160	5	389
Groceries (general line)	104	47,867	3,973	8.3	70	1,658	1,832	1,805	27	5,907
Groceries and foods (specialty lines)	120	10,643	1,893	17.8	95	587	681	666	15	789
Hardware	18	27,035	4,563	16.9	15	1,922	2,742	2,665	77	5,519
Jewelry	3	327	77	23.5	1	26	42	42	---	81
Lumber and construction materials	37	6,038	1,235	20.5	16	546	685	633	52	878
Machinery--equipment--supplies	86	12,698	2,409	19.0	56	769	1,345	1,330	15	2,332
Metals and metal work (except scrap)	6	811	169	20.8	3	47	81	80	1	156
Paper and its products	18	3,323	579	17.4	9	199	324	324	---	547
Petroleum and its products	8	379	39	10.3	8	15	20	20	---	16
Plumbing and heating equipment and supplies	23	3,364	578	17.2	8	197	329	327	2	556
Tobacco and products (except leaf)	26	6,956	286	4.1	31	124	149	149	---	331
Waste materials	65	9,051	1,021	11.3	60	593	556	543	13	486
All other products	32	6,277	1,072	17.1	27	474	688	678	10	1,265
MANUFACTURERS' SALES BRANCHES (With stocks	87	33,103	4,907	14.8	---	1,288	2,223	2,197	26	2,431
Automotive	5	1,275	218	17.1	---	61	115	115	---	149
Chemicals and paints	6	2,597	474	18.3	---	98	265	265	---	504
Farm products--consumer goods	6	1,733	350	20.2	---	62	102	101	1	105
Groceries and foods (specialty lines)	27	14,720	2,039	13.9	---	409	700	686	14	287
Machinery--equipment--supplies	21	4,140	756	18.3	---	246	461	458	3	588
Paper and its products	4	324	43	13.3	---	26	26	26	---	44
All other [5]	18	8,314	1,027	12.4	---	392	554	546	8	754
MANUFACTURERS' SALES OFFICES (Without stocks	31	11,327	1,144	10.1	---	170	456	455	1	---
Groceries and foods (specialty lines	7	1,390	255	18.3	---	40	72	72	---	---
Machinery--equipment--supplies	5	471	38	8.1	---	8	23	23	---	---
Plumbing and heating equipment and supplies	4	339	64	18.9	---	14	26	25	1	---
All other [6]	15	9,127	787	8.6	---	107	335	335	---	---
PETROLEUM BULK STATIONS AND TERMINALS:										
Petroleum and its products	372	49,056	5,806	11.8	296	1,338	1,682	1,656	26	3,956

For footnotes, see end of table.

TABLE 1.—SALES, EXPENSES, PERSONNEL, PAY ROLL AND STOCKS

TYPES OF OPERATION BY KINDS OF BUSINESS—Continued

KENTUCKY

TYPE OF OPERATION KIND OF BUSINESS	NUMBER OF ESTABLISHMENTS	SALES (add 000)	OPERATING EXPENSES (including pay roll) Amount (add 000)	OPERATING EXPENSES Percent of sales	Active proprietors of unincorporated businesses	Number of employees* (full-time and part-time) Average for year	PAY ROLL* Total (add 000)	PAY ROLL* Full-time (add 000)	PAY ROLL* Part-time (add 000)	Stocks on hand, end of year, at cost (add 000)
AGENTS AND BROKERS	250	$98,841	$3,563	3.6	242	2,819	$1,979	$1,572	$407	$1,607
Beer, wines, and liquors	7	2,482	119	4.8	5	14	32	32	---	227
Chemicals and paints	[illegible]	492	16	3.3	3	7	8	8	---	5
Clothing and furnishings	6	370	9	2.4	7	4	3	2	1	---
Dry goods (specialty lines)	9	1,246	62	5.0	7	16	22	22	---	55
Farm products--raw materials	129	75,031	2,690	3.6	141	2,365	1,566	1,174	392	1,247
Farm products--consumer goods	3	498	6	1.2	3	1	1	1	---	---
Groceries and foods (specialty lines)	30	13,258	328	2.5	22	96	178	176	2	15
Lumber and construction materials	16	1,980	107	5.4	12	29	45	44	1	23
Machinery--equipment--supplies	25	1,182	132	11.2	21	57	80	76	4	31
Metals and metal work (except scrap)	3	918	17	1.9	[illegible]	9	10	6	4	---
Petroleum and its products	5	462	37	8.0	3	9	16	14	2	2
Plumbing and heating equipment and supplies	4	197	12	6.1	3	[illegible]	6	5	1	---
All other [7]	12	525	28	5.3	11	[illegible]	12	12	---	2
ASSEMBLERS (Mainly farm products)	350	53,437	2,567	7.7	338	1,147	972	867	105	30,007
Farm products--raw materials	131	24,047	1,973	8.2	118	628	748	663	85	29,833
Farm products--consumer goods	215	9,332	563	6.1	212	306	215	198	17	109
All other [8]	4	158	31	19.6	8	11	9	[illegible]	3	65

* Employees and pay roll include paid executives of corporations but not the number and compensation of proprietors of unincorporated businesses.

** Sales include taxes. Expenses as shown for commission stations represent commissions only.

1 Data for 1935 exclude personnel and pay roll of 56 commission bulk stations. Also, some adjustments have been made in the 1935 figures for comparison purposes.

2 Includes 1 converter (textile,); 2 importers; and 1 retailer-cooperative warehouse.

3 Includes 1 distributing terminal.

4 Includes 13 manufacturers' agents (with stocks); and 1 other agent.

5 Includes 1 beer, wines, and liquors; 2 clothing and furnishings; 1 electrical goods; 1 farm supplies; 2 furniture and house furnishings; 3 lumber and construction materials; 1 metals and metal work (except scrap); 3 plumbing and heating equipment and supplies; and 4 all other products.

6 Includes 1 chemicals and paints; 2 drugs and drug sundries (specialty lines); 1 electrical goods; 1 farm products—consumer goods; 2 lumber and construction materials; 2 paper and its products; 3 tobacco and products (except leaf); and 3 all other products.

7 Includes 1 amusement and sporting goods; 1 coal and coke; 2 electrical goods; 1 paper and its products; and 7 all other products.

8 Includes 3 farm supplies; and 1 groceries and foods (specialty lines).

TABLE 1.—SALES, EXPENSES, PERSONNEL, PAY ROLL AND STOCKS

TYPE OF OPERATION BY KIND OF BUSINESS

LOUISIANA

TYPE OF OPERATION / KIND OF BUSINESS	NUMBER OF ESTABLISHMENTS	SALES (add 000)	OPERATING EXPENSES Amount (add 000)	Percent of sales	Active proprietors	Number of employees* (Average for year)	PAY ROLL Total (add 000)	Full-time (add 000)	Part-time (add 000)	STOCKS (add 000)
TOTAL, 1939	[illegible]	$706,402	$68,065	9.6	1,434	24,024	[illegible]	[illegible]	$969	[illegible]
1935 [a]	[illegible]	[illegible]	55,007	[illegible]	[a]93[illegible]	[a]17,185	[illegible]	[illegible]	[a]537	74,[illegible]
1929	[illegible]	[illegible]	68,063	8.2	827?	17,041	[illegible]	—	—	[illegible]
SERVICE AND LIMITED-FUNCTION WHOLESALERS	[illegible]	[illegible]	41,956	12.8	[illegible]	[illegible]	[illegible]	21,111	[illegible]	[illegible]
Wholesale merchants	1,060	236,433	33,077	[illegible]	[illegible]	[illegible]	[illegible]	[illegible]	416	[illegible]
Export merchants	[illegible]	[illegible]	[illegible]	[illegible]	[illegible]	518	747	647	100	[illegible]
Importers	[illegible]	18,992	[illegible]	8.8	13	[illegible]	763	[illegible]	[illegible]	[illegible]
Industrial distributors	64	[illegible]	3,967	12.4	1	1,209	2,244	2,199	45	[illegible]
Cash-and-carry wholesalers	7	[illegible]	[illegible]	13.9	[illegible]	[illegible]	[illegible]	[illegible]	--	[illegible]
Drop shippers or desk jobbers	[illegible]	[illegible]	144	5.2	[illegible]	39	79	[illegible]	[illegible]	—
Wagon distributors	19	198	29	14.6	[illegible]	[illegible]	[illegible]	[illegible]	[illegible]	4
All other [1]	[illegible]	4,015	416	10.4	[illegible]	[illegible]	[illegible]	182	[illegible]	540
MANUFACTURERS' SALES BRANCHES (with stocks)	217	115,926	13,409	[illegible]	[illegible]	3,775	[illegible]	[illegible]	[illegible]	[illegible]
MANUFACTURERS' SALES OFFICES (without stocks)	[illegible]	[illegible]	[illegible]	9.1	--	[illegible]	842	[illegible]	77	—
PETROLEUM BULK STATIONS AND TERMINALS [4]	[illegible]	56,044	[illegible]	9.9	417	1,436	1,847	[illegible]	[illegible]	[illegible]
Independent bulk stations	107	9,170	[illegible]	12.9	[illegible]	[illegible]	553	[illegible]	14	592
Commission stations	[illegible]	[illegible]	2,307	9.2	[illegible]	546	[illegible]	[illegible]	17	1,802
Salary stations	49	19,531	1,887	9.7	4	435	667	663	4	[illegible]
All other [2]	3	2,327?	[illegible]	6.8	---	57	[illegible]	[illegible]	--	78
AGENTS AND BROKERS	[illegible]	101,367	[illegible]	[illegible]	233	[illegible]	[illegible]	1,190	[illegible]	2,136
Auction companies	5	1,993	[illegible]	4.0	---	[illegible]	41	34	[illegible]	[illegible]
Brokers (merchandise)	91	44,702	[illegible]	1.5	[illegible]	197	[illegible]	[illegible]	[illegible]	[illegible]
Commission merchants	30	14,003	351	[illegible]	[illegible]	[illegible]	180	163	17	1,584
Export agents	14	[illegible]	140	1.4	8	[illegible]	[illegible]	[illegible]	---	24
Manufacturers' agents (with stocks)	15	[illegible]	[illegible]	13.8	10	76	[illegible]	[illegible]	[illegible]	56
Manufacturers' agents (without stocks)	93	14,494	511	[illegible]	[illegible]	142	249	247	[illegible]	---
Selling agents	13	13,649	562	4.1	7	76	[illegible]	[illegible]	[illegible]	171
All other [3]	5	851	81	9.5	[illegible]	[illegible]	[illegible]	42	7	[illegible]
ASSEMBLERS (Mainly farm products)	[illegible]	72,445	1,635	2.3	[illegible]	897	[illegible]	[illegible]	[illegible]	13,931
Assemblers of farm products [5]	40	6,081	156	2.6	45	81	70	[illegible]	[illegible]	698
Commission buyers	9	1,292	14	1.1	9	[illegible]	1	1	---	11
Cooperative marketing associations	[illegible]	11,971	176	1.5	---	[illegible]	[illegible]	[illegible]	[illegible]	[illegible]
Cooperative sales agencies	[illegible]	50,250	701	1.4	---	[illegible]	430	430	---	12,762
Packers and shippers	37	2,851	[illegible]	20.6	34	[illegible]	244	214	[illegible]	53
BY KINDS OF BUSINESS:										
SERVICE AND LIMITED-FUNCTION WHOLESALERS	1,234	328,637	41,956	[illegible]	695	[illegible]	[illegible]	21,111	[illegible]	36,695
Amusement and sporting goods	9	713	147	20.6	1	[illegible]	74	[illegible]	[illegible]	104
Automotive	92	12,392	2,320	18.7	53	[illegible]	1,249	1,240	9	1,715
Beer, wines, and liquors	54	[illegible]	1,880?	11.3	38	[illegible]	[illegible]	[illegible]	[illegible]	2,217
Chemicals and paints	[illegible]	[illegible]	[illegible]	23.6	11	[illegible]	[illegible]	[illegible]	[illegible]	[illegible]
Clothing and furnishings	[illegible]	[illegible]	658	15.4	17	[illegible]	[illegible]	[illegible]	---	[illegible]
Coal and coke	7	1,212	168	13.9	1	87	105	96	9	[illegible]
Drugs (general line)	9	[illegible]	1,356	13.2	3	494	705	700	[illegible]	1,650
Drugs and drug sundries (specialty lines)	12	[illegible]	158	20.3	8	82	[illegible]	[illegible]	[illegible]	94
Dry goods (general line)	7	6,519	[illegible]	16.8	---	393	667	664	[illegible]	[illegible]
Dry goods (specialty lines)	20	3,284	483	14.7	15	115	172	172	---	[illegible]
Electrical goods	29	11,699	[illegible]	16.4	[illegible]	[illegible]	[illegible]	1,083	2	1,188
Farm products—raw materials	56	38,448	2,803	7.3	59	[illegible]	924	878	46	[illegible]
Farm products—consumer goods	93	[illegible]	2,678	15.3	[illegible]	1,542?	[illegible]	1,275	[illegible]	[illegible]
Farm supplies	13	1,767	[illegible]	[illegible]	5	78	[illegible]	85	[illegible]	[illegible]
Furniture and house furnishings	14	3,615	730	20.2	[illegible]	[illegible]	354	[illegible]	[illegible]	[illegible]
Groceries (general line)	142	60,900	5,434	8.9	[illegible]	[illegible]	2,884	2,847	37	[illegible]
Groceries and foods (specialty lines)	[illegible]	[illegible]	[illegible]	13.6	165	2,051	2,490	2,388	[illegible]	3,608
Hardware	[illegible]	13,654	[illegible]	[illegible]	---	[illegible]	1,391	1,365	26	[illegible]
Jewelry	[illegible]	[illegible]	144	[illegible]	3	57	[illegible]	[illegible]	[illegible]	[illegible]
Lumber and construction materials	52	15,814	2,492	[illegible]	21	943	[illegible]	1,103	[illegible]	1,256
Machinery—equipment—supplies	[illegible]	35,560	[illegible]	14.7	[illegible]	1,705	2,866	[illegible]	[illegible]	5,199
Metals and metal work (except scrap)	12	2,989	[illegible]	20.4	6	240	[illegible]	374	11	539
Paper and its products	19	3,688	711	19.3	5	[illegible]	[illegible]	378	4	640
Petroleum and its products	19	4,079	[illegible]	6.9	5	189	172	[illegible]	---	93
Plumbing and heating equipment and supplies	[illegible]	2,200	417	19.0	10	[illegible]	254	245	9	217
Tobacco and products (except leaf)	[illegible]	12,664	[illegible]	4.7	13	[illegible]	[illegible]	[illegible]	1	[illegible]
Waste materials	47	4,400	[illegible]	20.1	[illegible]	[illegible]	541	[illegible]	17	554
All other products	[illegible]	[illegible]	[illegible]	20.1	24	[illegible]	[illegible]	[illegible]	[illegible]	567
MANUFACTURERS' SALES BRANCHES (with stocks)	217	[illegible]	13,409	[illegible]	[illegible]	3,775	[illegible]	[illegible]	[illegible]	[illegible]
Amusement and sporting goods	11	3,155	574	18.2	---	240	[illegible]	340	13	108
Automotive	14	[illegible]	1,595	7.4	---	[illegible]	[illegible]	813	10	[illegible]
Beer, wines, and liquors	17	[illegible]	784	30.9	---	60	[illegible]	[illegible]	---	[illegible]
Chemicals and paints	9	3,729	[illegible]	15.3	---	90	196	[illegible]	[illegible]	[illegible]
Drugs and drug sundries (specialty lines)	4	2,805	475	[illegible]	---	[illegible]	195	[illegible]	---	[illegible]
Groceries and foods (specialty lines)	48	48,001	4,361	9.1	---	1,249	1,900	[illegible]	[illegible]	2,032
Lumber and construction materials	[illegible]	4,509	690	[illegible]	---	218	[illegible]	416	[illegible]	[illegible]
Machinery—equipment—supplies	[illegible]	14,530	[illegible]	19.0	---	837	1,369	1,320	49	3,159
Metals and metal work (except scrap)	[illegible]	4,123	643	15.6	1	[illegible]	[illegible]	[illegible]	[illegible]	[illegible]
Plumbing and heating equipment and supplies	4	2,191	[illegible]	15.0	---	100	[illegible]	134	[illegible]	241
All other [6]	19	8,665	631	7.3	---	[illegible]	[illegible]	359	1	[illegible]
MANUFACTURERS' SALES OFFICES (without stocks)	[illegible]	31,983	2,903	9.1	---	461	[illegible]	765	77	---
Beer, wines, and liquors	6	7,019	658	9.4	---	54	[illegible]	137	---	---
Electrical goods	4	948	[illegible]	7.6	---	12	[illegible]	[illegible]	---	---
Groceries and foods (specialty lines)	18	[illegible]	[illegible]	[illegible]	---	113	181	[illegible]	[illegible]	---
Machinery—equipment—supplies	6	[illegible]	[illegible]	[illegible]	---	[illegible]	[illegible]	86	---	---
Metals and metal work (except scrap)	9	4,409	[illegible]	6.3	---	[illegible]	[illegible]	85	[illegible]	---
All other [7]	[illegible]	10,141	613	6.0	---	[illegible]	245	[illegible]	---	---

For footnotes, see end of table.

TABLE 1.—SALES, EXPENSES, PERSONNEL, PAY ROLL AND STOCKS

TYPES OF OPERATION BY KINDS OF BUSINESS—Continued

LOUISIANA

TYPE OF OPERATION KIND OF BUSINESS	NUMBER OF ESTABLISHMENTS	SALES (add 000)	OPERATING EXPENSES (add 000)		Average proprietors of unincorporated businesses	Number of employees[a] (full-time and part-time average for year)	PAY ROLL[a]			Stocks on hand, end of year, at cost (add 000)
			Amount (add 000)	Percent of sales			Total (add 000)	Full-time (add 000)	Part-time (add 000)	
RETAIL STATIONS AND TRANSPORT:										
Petroleum and its products	503	$[illegible],044	$[illegible],434	9.9	417	1,436	$1,847	$1,812	$35	$3,503
AGENTS AND BROKERS	800	101,367	2,628	2.6	233	697	1,227	1,190	37	2,136
Beer, wines, and liquors	2	492	24	4.9	2	6	16	15	---	---
Chemicals and paints	4	3,517	266	7.5	3	18	80	80	---	171
Dry goods (specialty lines)	10	8,518	209	2.5	6	50	89	89	---	6
Electrical goods	10	987	43	4.4	11	15	20	19	1	---
Farm products—raw materials	27	20,100	336	1.3	28	97	166	155	11	1,730
Farm products—consumer goods	16	4,060	143	3.6	14	39	69	60	9	12
Furniture and house furnishings	7	542	33	6.1	4	15	17	17	---	13
Groceries and foods (specialty lines)	91	40,375	699	1.7	86	225	355	352	3	122
Hardware	4	345	10	2.9	4	2	2	2	---	---
Lumber and construction materials	21	4,320	160	3.7	17	33	56	55	1	24
Machinery—equipment—supplies	36	3,621	387	10.7	32	111	206	203	3	28
Metals and metal products	4	364	22	6.0	4	20	50	50	---	3
Paper and its products	3	768	28	3.6	2	7	8	8	---	19
Petroleum and its products	3	2,807	42	1.5	---	11	19	19	---	---
Plumbing and heating equipment and supplies	5	749	34	4.5	5	8	15	15	---	1
All other[g]	20	2,680	118	4.4	16	40	60	51	9	11

[a] Employees and pay roll include paid executives of corporations but not the number and compensation of proprietors of unincorporated businesses.

[b] Sales include taxes. Expenses as shown for commission stations represent commissions only.

[c] Data for 1929 exclude personnel and pay roll of 340 commission bulk stations.

[1] Includes 2 voluntary group wholesalers; 2 converters (textile); and 1 retailer-cooperative warehouse.

[2] Includes 1 cooperative bulk station; and 2 distributing terminals.

[3] Includes 3 import agents; and 6 other agents.

[4] Not shown by kinds of business.

[5] Includes 1 country grain elevator (independent).

[6] Includes 3 electrical goods; 2 farm products—consumer goods; 2 furniture and house furnishings; 1 hardware; 3 paper and its products; and 8 all other products.

[7] Includes 3 amusement and sporting goods; 1 chemicals and paints; 1 drugs and drug sundries (specialty lines); 1 farm products—consumer goods; 3 lumber and construction materials; 2 paper and its products; 3 plumbing and heating equipment and supplies; 2 tobacco and products (except leaf); and 2 all other products.

[8] Includes 2 amusement and sporting goods; 1 automotive; 2 clothing and furnishings; 1 farm supplies; 1 tobacco and products (except leaf); and 13 all other products.

TABLE 1.—SALES, EXPENSES, PERSONNEL, PAY ROLL AND STOCKS

Types of Operation by Kind of Business

MAINE

TYPE OF OPERATION / KIND OF BUSINESS	NUMBER OF ESTABLISHMENTS	SALES (add 000)	OPERATING EXPENSES (including pay roll) Amount (add 000)	Percent of sales	Active proprietors of unincorporated businesses	Number of employees (full-time and part-time) Average for year	PAY ROLL Total (add 000)	Full-time (add 000)	Part-time (add 000)	Stocks on hand, end of year (add 000)
TOTALS, 1939	[illegible]	[illegible]	[illegible]	13.4	[illegible]	7,286	[illegible]	29,705	[illegible]	[illegible]
1935 a	970	127,840	[illegible]	13.5	[illegible]	[illegible]	a8,427	[illegible]	[illegible]	[illegible]
1929 1	[illegible]	[illegible]	[illegible]	[illegible]	[illegible]	[illegible]	[illegible]	[illegible]	[illegible]	[illegible]
SERVICE AND LIMITED FUNCTION WHOLESALERS	[illegible]	[illegible]	[illegible]	[illegible]	[illegible]	[illegible]	[illegible]	[illegible]	[illegible]	[illegible]
Wholesale merchants 2	[illegible]	[illegible]	[illegible]	[illegible]	307	[illegible]	[illegible]	[illegible]	[illegible]	[illegible]
Voluntary group wholesalers	13	10,502	1,177	11.2	4	464	[illegible]	[illegible]	7	1,513
Industrial distributors	[illegible]	[illegible]	793	[illegible]	[illegible]	244	477	477	--	1,087
Cash-and-carry wholesalers	10	936	[illegible]	[illegible]	[illegible]	[illegible]	[illegible]	[illegible]	[illegible]	[illegible]
Drop shippers or desk jobbers	[illegible]	[illegible]	[illegible]	[illegible]	4	[illegible]	[illegible]	30	[illegible]	[illegible]
Wagon distributors	[illegible]	457	[illegible]	[illegible]	[illegible]	17	[illegible]	[illegible]	[illegible]	[illegible]
MANUFACTURERS' SALES BRANCHES (With stocks)	[illegible]	[illegible]	2,469	12.7	-	710	1,187	[illegible]	[illegible]	859
MANUFACTURERS' SALES OFFICES (Without stocks) 3	[illegible]	[illegible]	[illegible]	2.1	--	[illegible]	131	[illegible]	-	
PETROLEUM BULK STATIONS AND TERMINALS **	170	29,960	3,737	12.5	84	[illegible]	[illegible]	[illegible]	41	[illegible]
Independent bulk stations	33	3,611	[illegible]	[illegible]	27	[illegible]	[illegible]	[illegible]	7	[illegible]
Commission stations	55	5,974	781	13.1	[illegible]	[illegible]	[illegible]	[illegible]	[illegible]	[illegible]
Salary stations	72	12,494	1,502	12.0	2	[illegible]	[illegible]	[illegible]	[illegible]	[illegible]
Distributing terminals	10	7,881	838	10.6		[illegible]	314	[illegible]	9	[illegible]
AGENTS AND BROKERS	37	[illegible]	[illegible]	5.1	24	64	117	113	4	170
Brokers (merchandise)	9	2,319	47	2.0	6	[illegible]	27	[illegible]	1	[illegible]
Commission merchants	8	1,711	114	.7	5	[illegible]	39	36	3	[illegible]
Manufacturers' agents (without stocks)	10	602	43	7.1	7	8	16	16	-	-
All other 4	10	[illegible]	[illegible]	12.7	6	[illegible]	[illegible]	[illegible]	--	[illegible]
ASSEMBLERS (Mainly farm products)	201	[illegible]	1,837	15.1	158	[illegible]	[illegible]	[illegible]	101	1,418
Assemblers of farm products	[illegible]	[illegible]	1,608	15.8	[illegible]	722	[illegible]	[illegible]	[illegible]	[illegible]
Cooperative marketing associations	[illegible]	1,637	[illegible]	[illegible]	---	51	51	51	---	[illegible]
All other 5	[illegible]	[illegible]	18	5.3	3	10	11	11	---	[illegible]
BY KINDS OF BUSINESS:										
SERVICE AND LIMITED-FUNCTION WHOLESALERS	[illegible]	88,823	13,782	[illegible]	[illegible]	4,831	6,744	6,465	279	11,644
Automotive	[illegible]	[illegible]	979	[illegible]	19	[illegible]	511	495	[illegible]	712
Beer, wines, and liquors	37	[illegible]	958	[illegible]	17	[illegible]	[illegible]	[illegible]	4	[illegible]
Chemicals and paints	4	131	41	[illegible]	1	[illegible]	[illegible]	[illegible]	1	24
Clothing and furnishings	11	[illegible]	[illegible]	17.1	3	87	156	153	[illegible]	344
Coal and coke	6	[illegible]	914	17.3	--	[illegible]	[illegible]	376	[illegible]	346
Drugs (general line)	3	2,051	[illegible]	15.0		128	[illegible]	[illegible]	1	[illegible]
Drugs and drug sundries (specialty lines)	3	141	[illegible]	31.9	1	18	27	[illegible]	---	[illegible]
Dry goods (general line)	2									
Dry goods (specialty lines)	1	[illegible]	134	17.9	--	[illegible]	[illegible]	[illegible]	---	[illegible]
Electrical goods	[illegible]	2,466	462	18.7	4	142	[illegible]	[illegible]	4	[illegible]
Farm products--raw materials	13	[illegible]	[illegible]	14.4	11	41	37	[illegible]	5	[illegible]
Farm products--consumer goods	72	13,755	[illegible]	[illegible]	64	729	837	760	77	[illegible]
Farm supplies	4	451	54	12.0	2	19	[illegible]	[illegible]	3	[illegible]
Furniture and house furnishings	4	174	[illegible]	[illegible]	---	[illegible]	[illegible]	[illegible]		[illegible]
Groceries (general line)	[illegible]	14,054	1,449	[illegible]	9	[illegible]	[illegible]	824	7	[illegible]
Groceries and foods (specialty lines)	[illegible]	[illegible]	1,599	18.0	99	594	[illegible]	669	44	[illegible]
Hardware	[illegible]	4,970	1,098	22.1	1	401	[illegible]	[illegible]	---	[illegible]
Lumber and construction materials	[illegible]	[illegible]	414	14.0	19	[illegible]	174	165	9	[illegible]
Machinery--equipment--supplies	[illegible]	1,704	394	23.1	12	140	[illegible]	212	1	488
Paper and its products	13	[illegible]	469	25.8	6	[illegible]	278	275	[illegible]	372
Petroleum and its products	[illegible]	151	18	11.9	2	[illegible]	5	[illegible]		
Plumbing and heating equipment and supplies	[illegible]	3,156	681	[illegible]	2	191	[illegible]	[illegible]		[illegible]
Tobacco and products (except leaf)	22	5,249	311	5.9	21	[illegible]	[illegible]	[illegible]	-	[illegible]
Waste materials	[illegible]	1,756	[illegible]	18.6	[illegible]	156	171	[illegible]	[illegible]	[illegible]
All other 6	[illegible]	2,881	554	[illegible]	[illegible]	209	[illegible]	272	[illegible]	[illegible]
MANUFACTURERS' SALES BRANCHES (With stocks)	[illegible]	19,427	2,469	12.7	---	710	1,187	[illegible]	[illegible]	859
Farm products--consumer goods	[illegible]	1,159	[illegible]	19.0	---	39	67	67	--	[illegible]
Groceries and foods (specialty lines)	[illegible]	[illegible]	1,460	9.9	-	476	741	737	4	507
Machinery--equipment--supplies	10	1,479	423	[illegible]	--	[illegible]	[illegible]	185	1	[illegible]
All other 7	11	1,991	[illegible]	18.4	---	[illegible]	[illegible]	193		
PETROLEUM BULK STATIONS AND TERMINALS:										
Petroleum and its products	[illegible]	29,960	3,737	12.5	84	855	[illegible]	[illegible]	[illegible]	4,041
AGENTS AND BROKERS	[illegible]	5,074	[illegible]	5.1	[illegible]	64	117	[illegible]	4	170
Farm products--consumer goods	[illegible]	2,600	[illegible]	4.7	6	24	42	[illegible]	[illegible]	[illegible]
Groceries and foods (specialty lines)	[illegible]	[illegible]	[illegible]	3.3	2	[illegible]	[illegible]	17	1	4
Machinery--equipment--supplies	9	[illegible]	57	19.7	5	19	[illegible]	[illegible]	—	61
All other 8	13	1,324	54	4.1	11	[illegible]	[illegible]	[illegible]	---	43
ASSEMBLERS (Mainly farm products)	[illegible]	12,180	[illegible]	15.1	158	783	[illegible]	[illegible]	101	1,418
Farm products--raw materials	[illegible]	444	[illegible]	12.6	26	[illegible]	[illegible]	[illegible]	--	[illegible]
Farm products--consumer goods	155	10,364	1,512	14.6	[illegible]	[illegible]	[illegible]	[illegible]	97	[illegible]
Groceries and foods (specialty lines)	[illegible]	[illegible]	[illegible]	19.9	20	[illegible]	[illegible]	[illegible]	[illegible]	98
All other products	[illegible]	179	[illegible]	17.9	5	[illegible]	27	[illegible]	1	16

* Employees and pay roll include paid executives of corporations but not the number and compensation of proprietors of unincorporated businesses.

** Sales include taxes. Expenses as shown for commission stations represent commissions only.

a Data for 1935 exclude personnel and pay roll of 35 commission bulk stations.

1 Includes one chain-store warehouse not classified as a wholesale establishment in 1935 and 1939.

2 Includes 1 export merchant; and 1 retailer-cooperative warehouse.

3 Includes 2 farm supplies; 3 groceries and foods (specialty lines); 2 machinery--equipment--supplies; 1 tobacco and products (except leaf); and 1 all other products.

4 Includes 8 manufacturers' agents (with stocks); and 2 other agents.

5 Includes 1 commission buyer; 1 cooperative sales agency, and 3 cream stations.

6 Includes 2 amusement and sporting goods; 1 jewelry; and 32 all other products.

7 Includes 3 automotive; 1 farm supplies; 1 metals and metal work (except scrap); 2 plumbing and heating equipment and supplies; and 4 all other products.

8 Includes 2 clothing and furnishings; 1 farm products--raw materials; 1 farm supplies; 1 furniture and house furnishings; 1 lumber and construction materials; 1 metals and metal work (except scrap); 1 petroleum and its products; 1 plumbing and heating equipment and supplies; and 4 all other products.

TABLE 1.—SALES, EXPENSES, PERSONNEL, PAY ROLL AND STOCKS

TYPES OF OPERATION BY KINDS OF BUSINESS

MARYLAND

TYPE OF OPERATION KIND OF BUSINESS	NUMBER OF ESTABLISHMENTS	SALES (add 000)	OPERATING EXPENSES (including pay roll) Amount (add 000)	OPERATING EXPENSES Per cent of sales	Active proprietors of unincorporated businesses	Number of employees* (full-time and part-time) Average for year	PAY ROLL* Total (add 000)	PAY ROLL* Full-time (add 000)	PAY ROLL* Part-time (add 000)	Stocks on hand, end of year, at cost (add 000)
TOTALS, 1939	2,464	$686,989	$89,647	10.1	1,906	23,533	$33,412	$32,377	$1,035	$41,557
1929 [1]	2,316	496,017	51,880	10.5	[1]1,744	[1]19,164	[1]25,456	[1]24,787	[1]669	31,981
1929	2,198	711,412	70,203	9.9	2,512	21,712	32,752	---	---	48,812
SERVICE AND LIMITED-FUNCTION WHOLESALERS	1,484	326,376	37,531	11.5	1,170	14,243	20,366	20,118	248	30,820
Wholesale merchants	1,388	280,141	31,971	11.4	1,101	12,189	17,340	17,115	225	24,561
Voluntary group wholesalers	18	19,986	2,689	13.5	16	1,041	1,446	1,444	2	3,014
Converters (textile)	3	967	54	6.0	2	11	34	34	—	165
Export merchants	5	3,217	520	16.2	3	186	300	299	1	944
Importers	14	5,658	769	13.6	5	257	341	336	5	741
Industrial distributors	10	5,081	798	15.7	6	307	529	525	4	677
Cash-and-carry wholesalers	7	346	16	5.8	6	6	6	6	—	21
Truck jobbers or truck jobbers	18	5,653	317	5.6	9	83	179	177	2	2
Rack jobbers	23	831	130	15.6	20	60	64	63	1	25
Retailer-cooperative warehouses	3	4,594	245	5.3	—	103	127	119	8	670
MANUFACTURERS' SALES BRANCHES (With stocks)	162	122,711	18,307	14.9	3	3,350	6,649	6,606	43	6,155
MANUFACTURERS' SALES OFFICES (Without stocks)	58	84,583	2,573	3.7	—	394	1,047	1,044	3	—
PETROLEUM BULK STATIONS AND TERMINALS	170	58,013	5,689	9.8	63	1,519	2,375	2,151	224	3,661
Independent bulk stations	21	3,313	508	15.3	20	179	248	246	2	182
Commission stations	59	6,704	763	11.4	61	185	177	175	2	379
Salary stations	77	37,589	3,797	10.1	2	964	1,722	1,564	158	2,100
Distributing terminals	3	10,407	621	6.0	—	191	228	166	62	990
AGENTS AND BROKERS	299	88,249	2,824	3.2	298	926	1,422	1,371	51	437
Auction companies	5	5,143	148	2.9	—	72	101	88	13	1
Brokers (merchandise)	68	21,473	436	2.0	61	138	174	169	5	94
Commission merchants	54	29,458	1,097	3.7	63	354	539	531	8	125
Manufacturers' agents (with stocks)	27	1,857	263	14.2	26	99	187	185	2	187
Manufacturers' agents (without stocks)	124	30,968	511	3.0	133	169	238	215	23	—
Selling agents	20	11,987	325	2.7	10	79	163	163	—	15
All other [2]	4	1,488	40	2.7	8	15	20	20	—	15
ASSEMBLERS (Mainly farm products)	291	29,557	2,928	9.9	352	3,101	1,552	1,087	465	494
Assemblers of farm products	83	2,754	247	9.0	91	128	82	70	12	83
Commission buyers	6	571	28	4.9	6	25	14	5	9	1
Cooperative marketing associations	16	3,146	81	2.6	—	32	48	48	—	8
Cooperative sales agencies	4	13,165	189	1.4	—	49	95	94	1	—
Country grain elevators (independent)	9	946	84	8.9	5	42	41	39	2	72
Packers and shippers	176	8,863	2,288	25.8	247	2,818	1,269	828	441	320
All other [3]	3	112	8	6.8	3	7	4	3	1	10
BY KINDS OF BUSINESS:										
SERVICE AND LIMITED-FUNCTION WHOLESALERS	1,484	326,376	37,531	11.5	1,170	14,243	20,366	20,118	248	30,820
Amusement and sporting goods	19	1,366	270	19.7	15	106	141	138	3	210
Automotive	78	54,172	2,290	4.2	57	867	1,317	1,317	—	1,371
Beer, wines, and liquors	83	23,288	2,551	10.7	59	891	1,464	1,426	38	2,377
Chemicals and paints	24	4,916	911	18.9	12	242	495	494	1	994
Clothing and furnishings	72	13,218	1,647	12.5	76	474	793	791	2	1,771
Coal and coke	22	6,303	417	6.6	8	139	236	226	10	86
Drugs (general line)	5	4,356	584	13.4	7	297	353	353	—	592
Drugs and druggists' sundries (specialty lines)	16	1,750	329	18.8	10	149	191	190	1	219
Dry goods (general line)	2									
Dry goods (specialty lines)	42	8,329	1,061	12.7	43	393	627	626	1	1,701
Electrical goods	39	11,529	1,614	14.0	19	579	943	941	2	1,266
Farm products—raw materials	31	5,370	550	10.2	27	128	145	137	8	655
Farm products—consumer goods	141	30,202	2,679	8.9	173	1,040	1,229	1,192	37	514
Farm supplies	18	6,542	551	8.4	14	173	234	228	6	847
Furniture and house furnishings	23	3,679	577	15.7	16	186	272	270	2	827
Groceries (general line)	40	24,183	1,974	8.2	31	889	1,101	1,074	27	3,320
Groceries and foods (specialty lines)	233	26,668	4,007	15.0	213	1,549	1,993	1,981	12	1,628
Hardware	19	4,322	663	15.3	11	250	394	394	—	1,130
Jewelry	19	2,060	300	14.6	14	106	174	174	—	348
Lumber and construction materials	47	10,109	1,548	15.3	19	682	987	967	20	1,222
Machinery—equipment—supplies	122	15,371	3,160	20.6	71	1,060	1,874	1,865	9	2,195
Metals and metal work (except scrap)	26	4,836	821	17.0	18	297	474	473	1	1,156
Paper and its products	59	9,799	1,728	17.6	35	574	984	983	1	1,188
Petroleum and its products	21	1,447	308	21.3	18	97	143	141	2	84
Plumbing and heating equipment and supplies	40	8,304	1,472	17.7	17	523	854	846	8	1,059
Tobacco and products (except leaf)	48	13,1[illegible]	688	5.2	45	365	535	535	—	660
Waste materials	158	8,958	1,672	18.7	104	968	791	773	18	1,218
All other products	58	15,680	2,896	18.5	38	1,219	1,622	1,583	39	2,184
MANUFACTURERS' SALES BRANCHES (With stocks)	162	1[illegible],711	18,307	14.9	3	3,350	6,649	6,606	43	6,155
Automotive	10	7,846	1,177	15.0	---	336	669	667	2	728
Beer, wines, and liquors	4	8,395	2,044	24.3	---	30	34	34	—	30
Chemicals and paints	5	4,293	356	8.2	---	72	139	138	1	283
Dry goods (specialty lines)	4	975	113	11.6	---	25	47	47	—	43
Electrical goods	4	11,796	431	3.7	---	105	270	270	---	82
Farm products—consumer goods	11	3,883	850	22.2	---	121	204	195	9	109
Farm supplies	5	3,578	726	20.3	---	124	226	226	---	157
Groceries and foods (specialty lines)	36	55,228	6,519	11.8	---	1,127	2,241	2,231	10	1,941
Lumber and construction materials	9	4,[illegible]	808	22.9	---	211	397	377	10	579
Machinery—equipment—supplies	38	8,405	1,813	21.6	2	565	1,096	1,091	5	770
Metals and metal work (except scrap)	6	3,282	420	12.8	---	129	225	225	—	650
Paper and its products	5	302	68	22.5	---	24	45	45	—	30
Plumbing and heating equipment and supplies	8	3,408	414	12.1	---	98	204	204	---	282
All other [4]	17	7,608	2,579	32.8	1	385	862	856	6	527

For footnotes, see end of table.

TABLE 1.—SALES, EXPENSES, PERSONNEL, PAY ROLL AND STOCKS

TYPES OF OPERATION BY KINDS OF BUSINESS—Continued

MARYLAND

TYPE OF OPERATION KIND OF BUSINESS	NUMBER OF ESTABLISHMENTS	SALES (add 000)	OPERATING EXPENSES (including pay roll) Amount (add 000)	OPERATING EXPENSES (including pay roll) Percent of sales	Active proprietors and partners in unincorporated business	Number of employees (full-time and part-time) in average week	PAY ROLL[4] [illegible]	PAY ROLL[4] Payroll (add 000)	PAY ROLL[4] [illegible]	[illegible] (add 000)
MANUFACTURERS' SALES OFFICES (Without stocks)	50	$64,083	$2,373	3.7	—	394	$[illegible]	$[illegible]	97	—
Groceries and foods (specialty lines)	10	3,043	733	24.1	—	78	142	142	—	—
Lumber and construction materials	5	3,412	319	9.3	—	58	128	128	—	—
Machinery—equipment—supplies	13	13,740	617	4.5	—	96	347	347	—	—
Metals and metal work (except scrap)	8	35,202	384	1.1	—	54	221	221	—	—
Plumbing and heating equipment and supplies	5	412	42	10.2	—	13	20	19	1	—
All other [5]	17	8,264	281	3.4	—	67	153	153	—	—
PETROLEUM BULK STATIONS AND TERMINALS:										
Petroleum and its products	170	58,013	5,689	9.8	83	1,519	1,472	2,151	[illegible]	[illegible]
AGENTS AND BROKERS	299	88,249	2,812	3.2	298	906	1,422	1,371	1	420
Chemicals and paints	3	1,676	13	.8	3	3	2	2	—	—
Clothing and furnishings	14	1,057	18	1.7	13	5	9	7	—	1
Coal and coke	7	1,984	87	4.4	1	14	42	42	—	—
Dry goods (specialty lines)	36	11,279	175	1.6	31	48	73	73	—	5
Electrical goods	12	1,428	59	4.2	14	28	34	34	—	2
Farm products—raw materials	21	8,473	179	2.1	24	21	100	93	7	64
Farm products—consumer goods	47	18,602	788	4.2	49	246	410	397	13	96
Farm supplies	7	1,868	34	1.8	4	8	14	14	—	—
Furniture and house furnishings	9	772	29	3.8	10	8	11	11	—	—
Groceries and foods (specialty lines)	47	25,692	669	2.6	34	191	295	291	4	122
Hardware	7	1,758	38	2.2	12	9	17	17	—	1
Jewelry	3	348	11	3.0	4	4	5	5	—	1
Lumber and construction materials	9	1,796	52	2.9	9	14	18	17	1	—
Machinery—equipment—supplies	41	3,958	337	8.5	39	119	28	21	7	157
Metals and metal work (except scrap)	7	459	28	6.1	7	21	29	13	16	—
Paper and its products	6	1,868	77	4.1	6	25	47	47	—	10
Plumbing and heating equipment and supplies	5	502	37	7.4	5	13	14	12	2	3
All other [6]	18	4,884	191	3.9	13	27	90	87	1	19
ASSEMBLERS (Mainly farm products)	291	29,557	2,823	9.9	352	3,101	1,542	1,097	445	494
Farm products—raw materials	83	5,352	421	7.9	81	190	191	180	11	37
Farm products—consumer goods	64	16,522	476	2.9	58	442	217	183	34	4
Groceries and foods (specialty lines)	164	7,683	2,028	26.4	233	2,899	1,145	721	424	67

[4] Employees and pay roll include paid executives of corporations but not the number and compensation of proprietors of unincorporated businesses.

[4a] Sales include taxes. Expenses as shown for commission stations represent commissions only.

[1] Data for 1935 exclude personnel and payroll of 39 commission bulk stations.

[2] Includes 2 export agents; and 2 import agents.

[3] Includes 1 cream station; and 2 country grain elevators—line .

[4] Includes 2 amusement and sporting goods; 3 clothing and furnishings; 3 drugs and drug sundries (specialty lines); 1 furniture and house furnishings; 1 hardware; 4 petroleum and its products; and 5 all other products.

[5] Includes 1 beer, wines, and liquors; 1 chemicals and paints; 1 dry goods (specialty lines); 4 electrical goods; 1 farm supplies; 3 paper and its products; 1 petroleum and its products; 2 tobacco and products (except leaf); and 4 all other products.

[6] Includes 1 amusement and sporting goods; 2 automotive; 1 beer, wines, and liquors; 1 drugs and drug sundries (specialty lines); 1 petroleum and its products; 1 tobacco and products (except leaf); 1 waste materials; and 9 all other products.

TABLE 1.—SALES, EXPENSES, PERSONNEL, PAY ROLL AND STOCKS

TYPES OF OPERATION BY KINDS OF BUSINESS

MASSACHUSETTS

TYPE OF OPERATION / KIND OF BUSINESS	NUMBER OF ESTABLISHMENTS	SALES (add 000)	OPERATING EXPENSES (add 000)	OPERATING EXPENSES Percent of sales	Average number of proprietors and partners in business	Number of employees* full-time and part-time Average week	PAY ROLL* Total (add 000)	PAY ROLL* Full-time (add 000)	PAY ROLL* Part-time (add 000)	Stocks on hand, end of year, at cost (add 000)
TOTALS, 1939	5,960	$2,232,117	$225,469	10.1	3,190	59,155	$112,302	$110,150	$2,152	$154,986
1935 [1]	5,739	1,802,373	172,637	9.6	3,215	51,846	89,909	88,279	1,630	122,330
1929	6,038	2,948,372	295,127	10.0	2,848	70,142	143,777	---	---	214,320
SERVICE AND LIMITED-FUNCTION WHOLESALERS	3,898	1,075,119	135,388	12.6	2,258	38,028	69,802	68,506	1,296	111,987
Wholesale merchants	3,661	968,958	123,592	12.8	2,172	34,763	65,466	62,222	1,244	97,134
Voluntary group wholesalers	40	27,585	2,908	10.5	2	939	1,710	1,690	20	3,946
Converters (textile)	18	8,633	948	10.7	8	197	519	515	4	1,333
Export merchants	3	292	82	28.1	2	25	39	39	--	18
Importers	46	25,556	3,411	13.3	17	752	1,508	1,505	3	5,387
Industrial distributors	38	11,509	2,591	22.5	4	801	1,484	1,469	15	2,669
Cash-and-carry wholesalers	32	5,545	289	5.2	16	137	174	166	8	406
Drop shippers or desk jobbers	31	15,632	941	6.0	16	173	513	511	2	10
Wagon distributors	23	754	85	11.3	21	36	31	31	---	24
Retailer-cooperative warehouses	11	8,457	542	6.4	--	211	360	360	---	1,060
MANUFACTURERS' SALES BRANCHES (With stocks)	589	447,951	51,080	11.4	5	12,325	24,829	24,647	182	29,583
MANUFACTURERS' SALES OFFICES (Without stocks)	217	128,754	10,155	7.9	1	1,815	4,245	4,130	115	---
PETROLEUM BULK STATIONS AND TERMINALS **	227	125,990	13,928	11.1	67	3,252	5,824	5,523	301	7,056
Independent bulk stations [2]	49	14,162	1,718	12.1	24	415	759	706	32	287
Commission stations	46	5,640	648	11.5	38	179	223	223	---	200
Salary stations	130	75,705	9,221	12.2	[illegible]	2,086	3,789	3 538	251	4,051
Distributing terminals	8	30,483	2,341	7.7	1	572	1,074	1,056	18	2,518
AGENTS AND BROKERS	935	414,965	11,833	2.9	793	2,540	6,052	5,928	126	4,858
Auction companies	7	10,968	262	2.4	[illegible]	153	152	151	1	233
Brokers (merchandise)	206	160,280	2,077	1.3	194	378	994	977	17	118
Commission merchants	85	82,831	2,570	3.1	55	587	1,419	1,364	55	1,647
Export agents	10	6,867	290	4.2	10	19	68	68	---	225
Import agents	21	14,426	136	.9	22	28	57	57	---	67
Manufacturers' agents (with stocks)	86	15,109	1,710	11.3	68	472	986	947	19	630
Manufacturers' agents (without stocks)	433	53,266	2,125	4.0	385	497	984	932	52	---
Selling agents	79	66,698	2,612	3.9	49	393	1,377	1,375	2	1,815
Other agents	5	4,540	51	1.1	2	13	33	33	---	123
ASSEMBLERS (Mainly farm products)	94	41,338	3,085	7.5	66	1,195	1,550	1,418	132	1,502
Assemblers of farm products	47	2,541	313	12.3	50	110	70	57	13	134
Cooperative marketing associations	15	10,404	1,120	10.8	---	425	610	576	34	129
Cooperative sales agencies	6	24,487	609	2.5	---	139	288	288	---	923
Cream stations	4	430	153	35.6	2	56	82	81	1	1
Packers and shippers	22	3,476	890	25.6	14	465	500	416	84	315
BY KINDS OF BUSINESS:										
SERVICE AND LIMITED-FUNCTION WHOLESALERS	3,898	1,075,119	135,388	12.6	2,258	38,028	69,802	68,506	1,296	111,987
Amusement and sporting goods	53	5,226	1,347	25.8	31	503	741	740	1	705
Automotive	209	82,871	6,753	8.1	97	2,206	3,716	3,644	72	4,507
Beer, wines, and liquors	120	58,323	7,745	13.3	32	2,058	3,952	3,809	143	6,601
Chemicals and paints	81	13,947	2,412	17.3	35	508	1,191	1,176	15	1,145
Clothing and furnishings	274	54,421	7,238	13.3	127	1,950	3,887	3,845	22	6,544
Coal and coke	40	60,162	3,019	5.0	17	618	1,557	1,474	83	1,635
Drugs (general line)	7	11,418	1,47[illegible]	12.9	---	481	805	804	1	1,414
Drugs and drug sundries (specialty lines)	19	1,549	[illegible]	19.3	5	115	146	146	---	181
Dry goods (general line)	5	2,333	274	11.7	2	98	208	208	--	277
Dry goods (specialty lines)	128	23,395	3,057	13.1	78	720	1,527	1,516	11	3,350
Electrical goods	131	29,754	4,981	16.8	45	1,474	2,794	2,778	16	3,604
Farm products--raw materials	109	154,[illegible]	10,341	6.7	72	901	3,455	3,428	27	24,421
Farm products--consumer goods	390	86,558	12,980	15.0	347	4,042	6,869	6,748	121	1,150
Farm supplies	16	7,778	1,054	13.6	3	596	707	699	[illegible]	576
Furniture and house furnishings	83	14,075	2,556	18.2	48	705	1,282	1,278	4	2,987
Groceries (general line)	80	59,779	8,055	13.5	11	2,649	4,691	4,575	116	9,857
Groceries and foods (specialty lines)	474	110,184	17,167	15.6	325	4,775	8,106	7,[illegible]	199	7,250
Hardware	40	9,476	2,080	22.0	[illegible]	699	1,159	1,[illegible]	14	2,102
Jewelry	44	6,005	1,087	18.1	27	267	575	569	5	2,257
Lumber and construction materials	[illegible]	26,850	3,744	13.9	34	985	2,245	[illegible]	33	2,100
Machinery--equipment--supplies	362	40,358	9,863	25.9	171	2,936	5,446	5,373	73	6,448
Metals and metal work (except scrap)	38	13,530	2,450	18.1	11	597	1,318	1,310	8	2,812
Paper and its products	161	25,584	5,187	20.3	95	1,612	2,707	2,605	102	3,075
Petroleum and its products	43	6,050	840	13.9	21	272	[illegible]	394	7	308
Plumbing and heating equipment and supplies	128	19,116	3,988	20.9	45	1,202	2,[illegible]	2,142	10	3,885
Tobacco and products (except leaf)	119	58,170	2,561	4.4	76	873	1,[illegible]	1,519	7	2,153
Waste materials	314	51,608	5,246	16.6	258	1,960	2,555	2,461	94	4,536
All other products	341	60,192	7,855	13.0	236	2,446	4,326	4,222	104	6,997
MANUFACTURERS' SALES BRANCHES (With stocks)	589	447,951	51,080	11.4	5	12,325	24,829	24,647	182	29,583
Amusement and sporting goods	18	13,899	1,632	11.7	---	575	1,003	928	75	596
Automotive	41	27,972	3,998	14.3	---	1,116	2,240	2,224	16	3,482
Beer, wines, and liquors	8	3,350	595	17.8	---	77	181	181	---	104
Chemicals and paints	42	32,027	4,548	14.2	2	817	2,023	2,022	1	2,506
Clothing and furnishings	9	2,816	512	18.2	2	130	252	252	---	523
Coal and coke	6	6,461	1,279	19.8	---	250	455	455	---	1,364
Drugs and drug sundries	8	8,644	1,710	19.8	---	341	672	672	---	1,186
Dry goods (specialty lines)	8	6,776	468	6.9	---	122	256	256	---	144
Electrical goods	17	39,454	2,865	7.3	---	769	1,771	1,769	2	1,208
Farm products--consumer goods	28	14,657	2,555	17.2	---	463	821	807	14	414
Furniture and house furnishings	15	5,841	552	9.3	---	155	288	286	---	286
Groceries and foods (specialty lines)	123	169,718	14,857	8.7	1	3,463	6,162	6,128	36	6,866
Hardware	5	2,582	478	18.5	---	121	279	279	---	132
Lumber and construction materials	9	6,647	819	12.3	---	287	522	519	3	494
Machinery--equipment--supplies	141	35,050	7,468	21.3	---	1,945	4,355	4,341	14	3,340
Metals and metal work (except scrap)	21	23,419	1,718	7.3	---	441	910	908	2	1,461
Paper and its products	11	1,159	265	22.9	---	90	172	172	---	67
Petroleum and its products	5	863	131	15.2	---	17	51	51	---	44
Plumbing and heating equipment and supplies	31	15,057	2,117	14.1	---	480	1,012	1,001	11	1,755
All other [3]	45	31,259	2,535	8.1	---	686	1,406	1,398	8	3,829

*, ** Footnotes, see end of table.

TABLE 1.—SALES, EXPENSES, PERSONNEL, PAY ROLL AND STOCKS

MASSACHUSETTS

TYPE OF OPERATION KIND OF BUSINESS	NUMBER OF ESTABLISHMENTS	SALES	OPERATING EXPENSES		[illegible]	[illegible]	[illegible]	[illegible]	[illegible]	[illegible] (add 000)
MANUFACTURERS' SALES OFFICES (Without stocks)	217	$128,784	$10,155	7.9	1	1,813	$3,843	$4,130	$115	
Beer, wines, and liquors	5	13,658	2,187	15.9	---	143	384	384	---	---
Chemicals and paints	10	4,675	426	9.1	---	61	161	159	2	---
Clothing and furnishings	4	952	162	17.0	---	19	90	90	---	---
Dry goods (specialty lines)	6	1,796	206	11.5	---	33	121	121	---	
Electrical goods	14	5,480	316	5.8	---	59	193	193	---	-
Furniture and house furnishings	5	2,134	164	7.7	---	22	71	70	1	--
Groceries and foods (specialty lines)	14	6,729	1,874	27.8	---	306	480	423	57	-
Lumber and construction materials	16	8,726	1,035	11.9	---	158	480	459	1	---
Machinery--equipment--supplies	54	13,569	1,129	8.4	---	330	644	626	18	---
Metals and metal work (except scrap)	24	37,213	1,027	2.8	--	204	628	624	1	- -
Paper and its products	19	9,606	597	6.0	--	136	379	379	-	---
Plumbing and heating equipment and supplies	14	1,575	183	11.6	---	45	110	110	- -	--
All other [4]	28	22,415	869	3.9	1	295	524	492	32	---
PETROLEUM BULK STATIONS AND TERMINALS:										
Petroleum and its products	227	123,996	13,928	11.1	87	3,252	5,824	5,523	301	$7,058
AGENTS AND BROKERS	935	414,985	11,833	2.9	793	2,540	6,052	5,926	126	4,258
Amusement and sporting goods	7	321	13	4.3	6	4	5	5	- -	2
Automotive	4	245	56	22.9	2	23	38	38	- -	25
Chemicals and paints	10	1,745	96	5.5	[illegible]	19	54	53	1	17
Clothing and furnishings	102	13,401	330	2.5	102	55	88	85	3	19
Coal and coke	5	13,231	628	4.7	1	97	293	293	---	
Drugs and drug sundries (specialty lines)	5	557	117	21.0	1	27	59	55	[illegible]	11
Dry goods (specialty lines)	143	34,932	895	2.6	133	144	459	458	1	14
Electrical goods	[illegible]	4,164	331	7.9	29	78	157	156	1	42
Farm products--raw materials	130	157,602	1,766	1.3	122	379	853	851	22	1,595
Farm products--consumer goods	41	35,775	1,342	3.8	34	356	727	706	19	335
Farm supplies	4	4,266	42	1.0	1	8	22	22	---	---
Furniture and house furnishings	38	4,954	269	5.4	31	76	130	121	[illegible]	20
Groceries and foods (specialty lines)	100	74,934	1,556	2.1	84	339	689	675	14	36
Hardware	12	1,823	122	6.7	10	49	62	62	---	22
Lumber and construction materials	15	3,006	166	5.5	9	37	83	70	13	7
Machinery--equipment--supplies	89	16,481	1,419	8.6	71	356	848	839	9	324
Metals and metal work (except scrap)	25	8,459	389	4.6	[illegible]	73	203	181	22	1,780
Paper and its products	16	3,343	277	8.3	15	44	105	104	1	6
Plumbing and heating equipment and supplies	38	3,451	286	8.3	30	104	153	152	1	34
Waste materials	10	7,751	219	2.8	7	11	45	45	---	226
All other [5]	101	44,544	1,512	3.4	77	261	799	795	6	343
ASSEMBLERS (Mainly farm products)	94	41,338	3,085	7.5	86	1,195	1,550	1,418	132	1,502
Farm products--raw materials	27	18,958	555	2.9	30	138	209	206	3	975
Farm products--consumer goods	52	18,116	1,670	9.2	30	623	864	813	51	180
All other [6]	15	4,264	860	20.2	6	434	477	399	78	347

* Employees and pay roll include paid executives of corporations but not the number and compensation of proprietors of unincorporated businesses.

** Sales include taxes. Expenses as shown for commission stations represent commissions only.

1 Data for 1935 exclude personnel and pay roll of 35 commission bulk stations. Also, some adjustments have been made in the 1935 figures for comparison purposes.

2 Includes 1 cooperative bulk station.

3 Includes 1 farm supplies; 1 jewelry; 1 tobacco and products (except leaf); and 42 all other products.

4 Includes 1 amusement and sporting goods; 2 automotive; 1 drugs and drug sundries (specialty lines); 1 hardware; 1 jewelry; 3 tobacco and products (except leaf); and 17 all other products.

5 Includes 2 beer, wines, and liquors; 2 jewelry; 1 petroleum and its products; 1 tobacco and products (except leaf); and 95 all other products.

6 Includes 1 farm supplies; and 14 groceries and foods (specialty lines).

TABLE 1.—SALES, EXPENSES, PERSONNEL, PAY ROLL AND STOCKS

TYPES OF OPERATION BY KINDS OF BUSINESS

MICHIGAN

TYPE OF OPERATION / KINDS OF BUSINESS	NUMBER OF ESTABLISHMENTS	SALES (add 000)	OPERATING EXPENSES (excluding pay roll) Amount (add 000)	OPERATING EXPENSES Percent of sales	Active proprietors and unpaid partners in unincorporated businesses	Number of employees* (full-time and part-time Average for year)	PAY ROLL* Total (add 000)	PAY ROLL Full-time (add 000)	PAY ROLL Part-time (add 000)	Stocks on hand, end of year, at cost (add 000)
TOTAL, 1939	6,908	$1,926,474	$181,782	9.4	4,878	52,292	$88,969	$87,428	$1,541	$105,907
1935	6,065	1,410,767	132,112	9.4	[1]3,580	[1]41,587	[1]65,853	[1]64,182	[1]1,471	75,086
1929	5,239	2,027,341	181,373	8.9	2,545	44,584	94,052	---	---	114,001
SERVICE AND LIMITED-FUNCTION WHOLESALERS	3,654	797,190	105,259	13.2	2,829	32,223	52,350	51,644	706	66,167
Wholesale merchants	3,287	696,223	94,883	13.6	2,623	28,853	46,447	45,790	657	55,501
Voluntary group wholesalers	26	22,966	2,180	9.5	9	853	1,173	1,159	14	3,189
Importers	16	4,634	410	6.8	11	131	207	202	5	235
Industrial distributors	56	30,184	5,086	16.8	10	1,645	3,195	3,190	5	5,999
Cash-and-carry wholesalers	103	14,820	631	4.3	53	234	326	317	9	566
Drop shippers or desk jobbers	42	18,847	1,124	6.0	14	202	568	562	6	63
Wagon distributors	113	4,910	690	14.1	106	220	317	308	9	118
All other [2]	9	4,606	255	5.5	3	85	117	116	1	496
MANUFACTURERS' SALES BRANCHES (With stocks)	446	298,574	35,275	11.8	3	8,808	17,816	17,672	144	21,872
MANUFACTURERS' SALES OFFICES (Without stocks)	268	307,242	9,154	3.0	3	1,596	4,724	4,711	13	---
PETROLEUM BULK STATIONS AND TERMINALS **	1,067	156,407	17,180	11.0	810	3,801	6,433	6,335	98	12,267
Independent bulk stations	282	46,468	5,744	12.4	211	1,428	2,364	2,327	37	1,847
Commission stations	364	37,691	3,442	9.1	587	649	822	811	11	4,281
Salary stations	172	63,414	7,344	11.6	11	1,553	2,946	2,897	48	5,179
Cooperative bulk stations	12	878	145	16.5	---	56	64	63	1	53
Distributing terminals	7	7,956	505	6.3	1	115	236	237	1	907
AGENTS AND BROKERS	712	297,[illegible]	8,797	3.0	638	1,993	4,720	4,607	113	1,234
Auction companies	5	5,229	190	3.6	3	54	114	107	7	11
Brokers (merchandise)	89	65,514	1,086	1.7	87	285	575	564	11	130
Commission merchants	29	36,447	1,124	3.1	30	389	710	691	19	586
Export agents	6	1,398	86	6.2	2	15	56	56	---	2
Manufacturers' agents (with stocks)	90	10,627	1,326	12.5	69	340	781	768	13	380
Manufacturers' agents (without stocks)	438	146,988	3,639	2.5	417	697	1,802	1,745	57	---
Selling agents	40	32,760	1,268	3.9	25	217	637	631	6	86
All other [3]	6	897	78	8.7	5	16	45	45	---	39
ASSEMBLERS (Mainly farm products)	766	69,201	6,117	8.8	595	3,871	2,926	2,459	467	4,367
Assemblers of farm products	288	12,925	996	7.7	313	474	356	292	64	928
Commission buyers	27	1,110	49	4.4	28	31	18	10	[illegible]	4
Cooperative marketing associations	64	11,978	1,066	8.9	---	540	532	474	58	748
Cooperative sales agencies	6	8,445	216	2.6	---	77	130	129	1	33
Cream stations	86	2,443	189	7.7	77	87	87	85	2	11
Country grain elevators:										
Independent	112	11,103	1,155	10.4	96	806	557	497	60	1,137
Line	113	13,675	1,395	10.2	25	1,275	797	652	145	1,131
Cooperative	19	3,793	337	8.9	---	246	182	158	24	226
Packers and shippers	51	3,742	714	19.1	56	335	267	162	105	149
BY KINDS OF BUSINESS:										
SERVICE AND LIMITED-FUNCTION WHOLESALERS	3,654	797,190	105,259	13.2	2,829	32,223	52,350	51,644	706	66,167
Amusement and sporting goods	31	1,585	254	16.0	28	87	123	116	7	235
Automotive	348	176,592	21,965	12.4	256	4,545	8,153	8,131	22	9,035
Beer, wines, and liquors	285	48,639	5,428	11.2	234	1,745	2,589	2,548	41	1,838
Chemicals and paints	68	5,277	1,409	26.7	31	418	742	729	13	873
Clothing and furnishings	79	7,988	1,164	14.6	69	350	593	589	4	1,431
Coal and coke	46	18,045	1,586	8.8	20	412	787	776	11	930
Drugs (general line)	7	9,709	1,176	12.1	1	425	704	703	1	1,204
Drugs and drug sundries (specialty lines)	44	2,796	666	23.8	32	186	328	327	1	344
Dry goods (general line)	2	[illegible]	[illegible]	[illegible]	[illegible]	[illegible]	[illegible]	[illegible]	[illegible]	[illegible]
Dry goods (specialty lines)	37	9,036	1,203	13.3	27	457	756	751	5	1,623
Electrical goods	133	30,545	5,387	17.6	66	1,589	2,972	2,965	7	3,610
Farm products--raw materials	48	12,706	746	5.9	38	281	324	292	32	626
Farm products--consumer goods	463	75,643	10,643	14.1	473	3,556	5,538	5,371	167	1,458
Farm supplies	39	4,190	692	16.5	26	284	347	339	8	970
Furniture and house furnishings	58	8,347	1,182	14.2	28	376	639	630	9	1,628
Groceries (general line)	127	68,815	5,584	8.1	64	2,162	3,028	3,005	23	8,766
Groceries and foods (specialty lines)	477	52,828	7,158	13.5	475	2,525	3,386	3,294	92	2,805
Hardware	51	21,822	3,975	18.2	27	1,480	2,516	2,511	5	5,178
Jewelry	33	2,436	449	18.4	23	147	263	262	1	658
Lumber and construction materials	106	27,904	4,096	14.7	54	1,182	2,334	2,295	39	2,786
Machinery--equipment--supplies	356	51,928	9,616	18.5	217	2,751	5,195	5,150	45	6,781
Metals and metal work (except scrap)	44	17,401	3,543	20.4	[illegible]	926	1,958	1,919	39	3,070
Paper and its products	80	21,212	3,469	16.4	44	1,031	1,954	1,946	[illegible]	2,797
Petroleum and its products	34	1,968	371	18.9	26	113	164	163	1	182
Plumbing and heating equipment and supplies	79	13,561	2,820	20.8	42	752	1,516	1,508	[illegible]	2,137
Tobacco and products (except leaf)	143	58,193	2,305	4.0	100	862	1,204	1,202	2	2,186
Waste materials	272	33,726	5,256	15.6	276	2,192	2,477	2,401	76	1,712
All other products	168	14,296	3,114	21.8	143	1,385	1,760	1,721	39	1,326
MANUFACTURERS' SALES BRANCHES (With stocks)	446	298,574	35,275	11.8	3	8,808	17,816	17,672	144	21,872
Amusement and sporting goods	15	8,303	1,130	13.6	---	385	713	673	40	302
Automotive	38	33,674	5,648	16.8	1	1,899	3,354	3,349	5	8,776
Beer, wines, and liquors	11	8,027	1,010	12.6	---	171	433	432	1	92
Chemicals and paints	22	24,628	2,694	10.9	---	339	868	863	5	672
Electrical goods	28	29,397	2,437	8.3	---	653	1,519	1,519	---	1,044
Farm products--consumer goods	26	8,994	1,034	11.5	---	181	277	272	5	291
Furniture and house furnishings	11	3,125	367	11.7	---	86	184	184	---	137
Groceries and foods (specialty lines)	82	72,258	8,724	12.1	1	1,788	3,445	3,419	26	1,782
Hardware	6	1,084	148	13.7	---	50	88	87	1	98
Lumber and construction materials	11	22,894	1,062	4.6	---	284	548	542	6	795
Machinery--equipment--supplies	141	41,922	6,504	15.5	1	1,708	3,908	3,867	41	3,834
Metals and metal work (except scrap)	22	29,809	2,205	7.4	---	531	1,252	1,249	3	2,216
Paper and its products	6	1,123	236	21.0	---	77	157	157	---	149
Plumbing and heating equipment and supplies	26	10,369	1,427	13.8	---	445	725	714	11	1,406
All other [4]	23	2,970	649	21.9	---	231	345	345	---	280

For footnotes, see end of table.

TABLE 1.—SALES, EXPENSES, PERSONNEL, PAY ROLL AND STOCKS

TYPE OF OPERATION BY KINDS OF BUSINESS—Continued

MICHIGAN

TYPE OF OPERATION KIND OF BUSINESS	NUMBER OF ESTABLISHMENTS	SALES (add 000)	OPERATING EXPENSES (including pay roll) Amount (add 000)	OPERATING EXPENSES Per cent of sales	Active proprietors of unincorporated business	Number of employees* (full-time and part-time Average for year	PAY ROLL** Total (add 000)	PAY ROLL** Full-time (add 000)	PAY ROLL** Part-time (add 000)	Stocks on hand, end of year, at cost (add 000)
MANUFACTURERS' SALES OFFICES (Without stocks)	263	$307,242	$9,154	3.0	3	1,598	$4,724	$4,711	$13	---
Automotive	12	14,769	392	2.7	---	93	250	250	---	---
Chemicals and paints	10	4,063	492	12.1	---	77	216	216	---	---
Electrical goods	14	11,923	678	5.7	---	81	326	326	---	---
Farm products--consumer goods	6	620	105	16.9	2	15	26	25	1	---
Groceries and foods (specialty lines)	46	6,701	1,120	16.7	---	213	418	417	1	---
Hardware	7	4,909	159	3.2	---	18	73	73	---	---
Lumber and construction materials	15	33,348	958	2.9	---	125	357	357	---	---
Machinery--equipment--supplies	70	25,281	1,564	6.2	1	336	973	964	9	---
Metals and metal work (except scrap)	31	174,397	2,221	1.3	---	315	1,247	1,247	---	---
Paper and its products	16	3,111	297	9.5	---	64	168	168	---	---
Plumbing and heating equipment and supplies	9	2,537	185	7.3	---	74	162	162	---	---
All other [6]	27	25,583	983	3.8	---	187	508	506	2	---
PETROLEUM BULK STATIONS AND TERMINALS:										
Petroleum and its products	1,067	158,407	17,180	11.0	810	3,801	8,433	8,335	98	$12,267
AGENTS AND BROKERS	712	297,860	8,797	3.0	638	1,993	4,720	4,607	113	1,234
Automotive	70	67,740	1,153	1.7	57	158	594	591	3	34
Beer, wines, and liquors	4	1,232	48	3.9	[illegible]	16	20	18	2	11
Chemicals and paints	15	3,185	162	5.1	13	41	86	81	5	32
Clothing and furnishings	19	1,781	89	5.0	20	23	37	36	1	33
Coal and coke	12	11,117	358	3.2	7	65	205	204	1	9
Drugs and drug sundries (specialty lines)	7	1,280	40	3.1	5	6	14	13	1	1
Dry goods (specialty lines)	17	8,513	166	1.9	14	27	98	92	6	---
Electrical goods	51	11,173	473	4.2	43	104	237	230	7	8
Farm products--raw materials	13	24,816	397	1.6	12	176	269	254	15	494
Farm products--consumer goods	23	16,601	781	4.7	18	220	484	477	7	74
Furniture and house furnishings	15	1,465	153	10.4	14	49	77	76	1	14
Groceries and foods (specialty lines)	56	53,545	835	1.6	55	187	446	436	10	118
Hardware	16	6,420	243	3.8	14	33	70	68	2	2
Jewelry	4	408	15	3.7	4	3	4	4	---	7
Lumber and construction materials	42	8,557	404	4.7	38	87	187	173	14	62
Machinery--equipment--supplies	179	30,145	1,933	6.4	164	451	1,095	1,074	21	257
Metals and metal work (except scrap)	79	35,724	804	2.3	71	138	425	417	8	42
Paper and its products	15	1,831	104	5.7	11	37	62	61	1	5
Petroleum and its products	5	251	40	15.9	4	8	17	17	---	2
Plumbing and heating equipment and supplies	21	2,616	254	9.7	21	78	124	122	2	11
Waste materials	3	777	29	3.7	2	8	11	11	---	15
All other [6]	46	8,683	316	3.6	49	80	158	152	6	11
ASSEMBLERS (Mainly farm products)	766	69,201	6,117	8.8	595	3,871	2,926	2,459	467	4,367
Farm products--raw materials	354	38,383	3,134	8.2	239	2,394	1,610	1,353	257	3,019
Farm products--consumer goods	356	25,308	2,395	9.5	305	1,295	1,095	901	194	666
Farm supplies	24	4,336	397	9.2	29	108	138	128	10	584
Groceries and foods (specialty lines)	26	930	160	17.2	20	59	66	62	4	66
All other products	6	244	31	12.7	2	15	17	15	2	13

* Employees and pay roll include paid executives of corporations but not the number and compensation of proprietors of unincorporated businesses.

** Sales include taxes. Expenses as shown for commission stations represent commissions only.

1 Data for 1935 exclude personnel and pay roll of 142 commission bulk stations.

2 Includes 1 converter (textile); 1 export merchant; and 7 retailer-cooperative warehouses.

3 Includes 5 import agents; and 1 other agent.

4 Includes 2 clothing and furnishings; 4 drugs and drug sundries (specialty lines); 2 dry goods (specialty lines); 1 farm supplies; 2 petroleum and its products; 3 tobacco and products (except leaf); and 11 all other products.

5 Includes 1 amusement and sporting goods; 3 beer, wines, and liquors; 2 clothing and furnishings; 1 coal and coke; 1 drugs and drug sundries (specialty lines); 3 dry goods (specialty lines); 3 furniture and house furnishings; 2 tobacco and products (except leaf); and 11 all other products.

6 Includes 1 amusement and sporting goods; 2 farm supplies; 2 tobacco and products (except leaf); and 41 all other products.

TABLE 1.—SALES, EXPENSES, PERSONNEL, PAY ROLL AND STOCKS

[Table 1. Operations by Kinds of Business]

MINNESOTA

TYPE OF OPERATION KIND OF BUSINESS	NUMBER OF ESTABLISHMENTS	SALES (add 000)	OPERATING EXPENSES (including payroll)		Average proprietors and unincorporated partners	Number of employees (full-time and part-time average for year)	PAY ROLL			Stocks on hand, end of year, at cost (add 000)
			Amount (add 000)	Percent of sales			Total (add 000)	Full-time (add 000)	Part-time (add 000)	
TOTALS, 1939	6,460	$1,458,224	[illegible]	8.9	4,077	37,523	$60,716	$59,412	$1,304	$130,766
1935 [1]	5,695	1,188,413	[illegible]	8.7	[1]2,585	[1]32,079	[1]49,564	[1]48,505	[1]1,059	112,222
1929	5,243	1,667,535	127,248	7.6	-	38,054	62,428	---	---	151,304
SERVICE AND LIMITED-FUNCTION WHOLESALERS	2,010	647,093	78,113	[illegible]	1,442	22,739	37,235	36,596	639	101,328
Wholesale merchants [2]	1,778	519,842	60,229	11.6	1,272	17,730	28,698	28,112	586	86,142
Voluntary group wholesalers	24	43,013	5,955	13.8	3	2,175	3,396	3,367	29	6,721
Importers	7	3,222	177	5.5	4	27	84	84	---	286
Industrial distributors	21	25,560	5,074	19.9	4	1,821	3,103	3,092	11	5,576
Cash-and-carry wholesalers	21	4,552	196	4.3	15	65	88	86	2	351
Drug sundries or less jobbers	24	27,407	2,617	9.5	13	266	808	805	3	4
Wagon distributors	125	3,619	240	6.6	131	49	59	57	2	64
Retailer-cooperative warehouses	10	19,878	1,625	8.2	---	586	999	993	6	2,184
MANUFACTURERS' SALES BRANCHES (With stocks)	343	151,771	22,417	14.8	---	5,729	10,567	10,420	147	12,132
MANUFACTURERS' SALES OFFICES (Without stocks)	98	62,361	5,060	8.1	---	765	1,920	1,915	5	---
PETROLEUM BULK STATIONS AND TERMINALS [3]	1,560	103,752	10,672	10.3	1,252	2,585	3,800	3,740	60	7,375
Independent bulk stations	432	25,366	2,466	9.7	374	745	1,023	999	24	1,627
Commission stations	858	37,750	3,318	8.8	864	493	556	540	16	2,992
Salary stations [3]	142	33,393	3,947	11.8	14	983	1,671	1,660	11	2,280
Cooperative bulk stations	128	7,243	941	13.0	---	364	550	541	9	476
AGENTS AND BROKERS	528	300,934	6,533	2.2	453	1,545	3,083	3,002	81	2,253
Brokers (merchandise)	130	74,307	1,312	1.8	102	285	581	570	11	705
Commission merchants	95	187,189	3,250	1.7	56	785	1,718	1,703	15	668
Manufacturers' agents (with stocks)	55	5,242	578	11.0	50	176	323	320	3	198
Manufacturers' agents (without stocks)	227	23,932	888	3.7	231	189	279	235	44	---
Selling agents	16	8,637	440	5.1	10	85	150	150	---	656
All other [4]	5	1,627	65	4.0	4	45	32	24	8	26
ASSEMBLERS (Mainly farm products)	1,921	192,313	9,597	5.0	930	4,160	4,111	3,739	372	7,678
Assemblers of farm products	496	42,640	2,000	4.7	494	954	784	626	158	759
Commission buyers	112	2,982	132	4.4	102	66	49	45	4	18
Cooperative marketing associations	271	21,768	1,211	5.6	---	638	503	424	79	209
Cooperative sales agencies	9	53,682	1,869	3.5	---	404	657	651	6	1,278
Cream stations	203	2,835	224	7.9	101	150	132	111	21	13
County grain elevators:										
Independent	249	20,577	1,047	5.1	193	430	461	446	15	1,375
Line	350	20,497	1,518	7.4	13	785	738	694	[illegible]	2,029
Cooperative	192	24,290	1,222	5.0	---	506	616	601	15	1,750
Packers and shippers	40	3,042	374	12.3	27	227	171	141	30	247
BY KINDS OF BUSINESS:										
SERVICE AND LIMITED-FUNCTION WHOLESALERS	2,010	647,093	76,113	11.8	1,442	22,739	37,235	36,596	639	101,328
Amusement and sporting goods	20	1,062	307	28.4	8	90	148	144	4	97
Automotive	155	53,383	5,416	10.1	114	1,789	2,833	2,799	[illegible]	4,297
Beer, wines, and liquors	241	33,914	3,932	11.6	223	1,120	1,666	1,634	32	2,606
Chemicals and paints	41	2,734	776	28.4	27	225	427	422	5	387
Clothing and furnishings	60	8,491	1,111	13.1	67	355	499	490	9	992
Coal and coke	23	26,605	3,884	14.6	6	857	1,416	1,398	18	10,568
Drugs (general line)	4	8,259	1,077	12.3	---	382	679	679	---	1,060
Drugs and drug sundries (specialty lines)	32	1,547	310	20.0	12	151	172	165	7	207
Dry goods (general line)	2	[illegible]	[illegible]	[illegible]	[illegible]	[illegible]	[illegible]	[illegible]	[illegible]	[illegible]
Dry goods (specialty lines)	13	8,898	1,832	20.6	12	641	1,061	1,055	6	2,090
Electrical goods	63	21,597	2,986	13.8	48	890	1,613	1,610	3	1,978
Farm products--raw materials	66	148,841	7,974	5.4	38	1,165	2,219	2,192	27	39,725
Farm products--consumer goods	407	45,835	5,257	11.5	137	1,965	2,695	2,501	194	1,473
Farm supplies	29	12,078	2,629	21.8	11	712	1,549	1,520	29	2,062
Furniture and house furnishings	24	4,138	766	18.5	7	228	421	418	3	784
Groceries (general line)	76	64,472	6,380	9.9	14	2,277	3,522	3,476	46	8,875
Groceries and foods (specialty lines)	213	24,249	4,150	17.1	173	1,124	1,603	1,549	54	1,948
Hardware	29	30,875	5,730	18.6	5	2,146	3,502	3,486	16	6,652
Jewelry	19	1,771	329	18.6	16	89	147	143	[illegible]	531
Lumber and construction materials	56	32,998	3,822	11.6	51	706	1,612	1,594	18	1,289
Machinery--equipment--supplies	183	26,427	5,408	20.5	113	1,065	3,012	2,977	35	3,462
Metals and metal work (except scrap)	12	6,094	1,032	16.9	3	302	632	628	4	735
Paper and its products	55	12,261	2,447	20.0	19	748	1,463	1,455	8	1,981
Petroleum and its products	26	16,054	1,372	8.5	17	361	680	678	2	969
Plumbing and heating equipment and supplies	39	8,486	1,657	19.5	28	525	1,001	992	9	1,336
Tobacco and products (except leaf)	94	19,981	852	4.3	100	271	386	383	3	819
Waste materials	122	8,435	1,167	13.8	137	612	609	565	44	1,845
All other products	104	17,090	3,508	20.5	76	1,545	1,868	1,843	25	2,560
MANUFACTURERS' SALES BRANCHES (With stocks)	343	151,771	22,417	14.8	---	5,729	10,567	10,420	147	12,132
Amusement and sporting goods	16	6,996	1,256	18.8	---	447	757	724	33	339
Automotive	21	8,366	1,769	21.1	---	443	904	897	7	1,562
Beer, wines, and liquors	44	5,285	1,080	20.4	---	251	379	375	4	67
Chemicals and paints	13	4,879	846	17.3	---	165	393	393	---	403
Clothing and furnishings	6	2,251	294	13.1	---	82	145	145	---	312
Drug and drug sundries (specialty lines)	5	1,564	365	23.3	---	76	155	154	1	140
Electrical goods	10	11,233	957	8.5	---	220	501	501	---	568
Farm products--consumer goods	12	3,931	632	16.1	---	[illegible]	138	134	4	177
Furniture and house furnishings	11	3,436	455	13.2	---	112	226	224	2	220
Groceries and foods (specialty lines)	69	55,996	6,900	12.3	---	1,550	2,440	2,394	46	1,157
Lumber and construction materials	7	2,359	485	20.6	---	182	344	339	5	347
Machinery--equipment--supplies	87	32,746	5,398	16.5	---	1,640	3,076	3,047	29	4,978
Metals and metal work (except scrap)	7	2,374	402	16.9	---	114	193	193	---	601
Paper and its products	9	586	128	21.8	---	57	90	90	---	75
Plumbing and heating equipment and supplies	14	7,331	1,268	17.3	---	429	711	695	16	1,061
All other [5]	10	2,738	182	6.6	---	73	115	115	---	105

For footnotes, see end of table.

TABLE 1. SALES, EXPENSES, PERSONNEL, PAY ROLL AND STOCKS

Type of Operation by Kind of Business

MINNESOTA

TYPE OF OPERATION / KIND OF BUSINESS	NUMBER OF ESTABLISHMENTS	SALES**	OPERATING EXPENSES (add 000)	[illegible]	[illegible]	[illegible] per year	[illegible]	[illegible]	[illegible]	[illegible] (add 000)
MANUFACTURERS' SALES OFFICES (Without stocks	98	$82,361	$5,[illegible]	8.1	---	765	$1,920	$1,[illegible]	$[illegible]	[illegible]
Beer, wines, and liquors	5	6,304	654	10.4	---	54	154	154	-	[illegible]
Furniture and house furnishings	4	2,306	416	18.0	--	46	148	148	--	[illegible]
Groceries and foods (specialty lines	17	5,545	1,360	24.5	--	127	[illegible]	[illegible]		[illegible]
Lumber and construction materials	12	8,698	1,209	13.9	---	239	500	[illegible]	1	[illegible]
Machinery--equipment--supplies	25	6,926	321	4.8		85	186	186	4	[illegible]
Metals and metal work (except scrap	10	17,102	369	2.2	--	84	200	200		[illegible]
Paper and its products	6	955	129	13.5	-	12	51	[illegible]		[illegible]
All other [7]	19	14,525	612	4.2	--	187	318	318		[illegible]
PETROLEUM BULK STATIONS AND TERMINALS:										
Petroleum and its products	1,560	103,752	10,672	10.3	1,252	2,585	3,800	3,740	60	[illegible]
AGENTS AND BROKERS	528	300,934	6,533	2.2	453	1,545	[illegible]	[illegible]	[illegible]	[illegible]
Amusement and sporting goods	4	422	11	2.6	5	1	(7)	- -	-	-
Automotive	12	1,455	73	5.0	12	17	28	25	1	[illegible]
Beer, wines, and liquors	6	922	10	1.1	8	-	---	-	-	-
Chemicals and paints	10	481	39	8.1	9	9	15	14	1	-
Clothing and furnishings	18	1,835	65	3.5	18	11	13	13		-
Coal and coke	6	3,984	338	8.5	---	54	107	107		-
Dry goods (specialty lines	20	5,719	134	2.3	17	29	68	68	---	2
Electrical goods	26	4,228	192	4.5	25	35	54	48	6	-
Farm products--raw materials	103	191,815	3,358	1.7	63	646	1,863	1,781	82	1,352
Farm products--consumer goods	21	9,397	300	3.2	15	93	119	115	4	-
Farm supplies	13	9,576	173	1.8	12	15	31	28	3	7
Furniture and house furnishings	23	2,096	67	3.2	24	15	22	22		2
Groceries and foods (specialty lines	71	49,248	676	1.4	61	154	331	326	5	2
Hardware	8	1,129	24	2.1	8	5	5	5	---	-
Lumber and construction materials	28	2,920	132	4.5	25	27	34	33	1	7
Machinery--equipment--supplies	84	5,882	544	9.2	82	171	265	255	10	127
Metals and metal work (except scrap)	17	3,208	80	2.5	18	18	32	30	2	3
Paper and its products	9	971	24	2.5	9	6	8	8	-	2
Petroleum and its products	6	1,592	77	4.8	2	16	32	32	-	1
Plumbing and heating equipment and supplies	24	2,297	161	7.0	20	32	88	87	1	12
All other [8]	19	1,757	57	3.2	19	31	30	5	25	13
ASSEMBLERS (Mainly farm products)	1,921	192,313	9,597	5.0	930	4,160	4,111	3,739	372	7,078
Farm products--raw materials	1,222	142,376	5,426	3.8	450	2,401	2,545	2,405	140	5,387
Farm products--consumer goods	657	47,655	3,945	8.3	444	1,663	1,464	1,248	216	2,088
Farm supplies	39	2,070	182	8.8	33	82	86	75	11	175
Groceries and foods (specialty lines)	3	212	44	20.8	3	14	16	11	5	28

* Employees and pay roll include paid executives of corporations but not the number and compensation of proprietors of unincorporated businesses.
** Sales include taxes. Expenses as shown for commission stations represent commissions only.
1 Data for 1935 exclude personnel and pay roll for 125 commission bulk stations.
2 Includes 1 converter (textile).
3 Includes 2 distributing terminals.
4 Includes 3 auction companies; 1 import agent; and 1 other agent.
5 Includes 2 dry goods (specialty lines); 1 hardware; 1 petroleum and its products; 1 tobacco and products (except leaf,; and 5 all other products.
6 Includes 1 amusement and sporting goods; 3 chemicals and paints; 1 clothing and furnishings; 1 drugs and drug sundries (specialty lines); 2 dry goods (specialty lines.; 3 electrical goods; 1 hardware; 2 plumbing and heating equipment and supplies; 3 tobacco and products (except leaf); and 2 all other products.
7 Less than $1,000.
8 Includes 1 drugs and drug sundries (specialty lines,; 1 jewelry; 1 waste materials; and 16 all other products.

TABLE 1.—SALES, EXPENSES, PERSONNEL, PAY ROLL AND STOCKS

TYPES OF OPERATION BY KIND OF BUSINESS

MISSISSIPPI

TYPE OF OPERATION / KIND OF BUSINESS	NUMBER OF ESTABLISHMENTS	SALES (add 000)	OPERATING EXPENSES (including pay roll) Amount (add 000)	Per cent of sales	Active proprietors of unincorporated businesses	Number of employees* (full-time and part time) Average for year	PAY ROLL* Total (add 000)	Full-time (add 000)	Part-time (add 000)	Stocks on hand, end of year, at cost (add 000)
TOTAL, 1939	[illegible]	[illegible]	[illegible]	[illegible]	[illegible]	[illegible]	[illegible]	[illegible]	[illegible]	[illegible]
1935 [a]	[illegible]	[illegible]	[illegible]	[illegible]	[illegible]	[illegible]	[illegible]	[illegible]	[illegible]	[illegible]
1929	[illegible]	[illegible]	[illegible]	[illegible]	[illegible]	[illegible]	[illegible]	[illegible]	[illegible]	[illegible]
SERVICE AND LIMITED FUNCTION WHOLESALERS	[illegible]	[illegible]	[illegible]	[illegible]	[illegible]	[illegible]	[illegible]	[illegible]	[illegible]	[illegible]
Wholesale merchants	[illegible]	[illegible]	[illegible]	[illegible]	[illegible]	[illegible]	[illegible]	[illegible]	[illegible]	[illegible]
Voluntary group wholesalers	[illegible]	[illegible]	[illegible]	[illegible]	[illegible]	[illegible]	[illegible]	[illegible]	[illegible]	[illegible]
Industrial distributors	[illegible]	[illegible]	[illegible]	[illegible]	[illegible]	[illegible]	[illegible]	[illegible]	[illegible]	[illegible]
Cash-and-carry wholesalers	[illegible]	[illegible]	[illegible]	[illegible]	[illegible]	[illegible]	[illegible]	[illegible]	[illegible]	[illegible]
Drop shippers or desk jobbers	[illegible]	[illegible]	[illegible]	[illegible]	[illegible]	[illegible]	[illegible]	[illegible]	[illegible]	[illegible]
All other [2]	[illegible]	[illegible]	[illegible]	[illegible]	[illegible]	[illegible]	[illegible]	[illegible]	[illegible]	[illegible]
MANUFACTURERS' SALES BRANCHES (With stocks)	[illegible]	[illegible]	[illegible]	[illegible]	[illegible]	[illegible]	[illegible]	[illegible]	[illegible]	[illegible]
MANUFACTURERS' SALES OFFICES (Without stocks)	[illegible]	[illegible]	[illegible]	[illegible]	[illegible]	[illegible]	[illegible]	[illegible]	[illegible]	[illegible]
PETROLEUM BULK STATIONS	[illegible]	[illegible]	[illegible]	[illegible]	[illegible]	[illegible]	[illegible]	[illegible]	[illegible]	[illegible]
Independent bulk stations	[illegible]	[illegible]	[illegible]	[illegible]	[illegible]	[illegible]	[illegible]	[illegible]	[illegible]	[illegible]
Commission stations **	[illegible]	[illegible]	[illegible]	[illegible]	[illegible]	[illegible]	[illegible]	[illegible]	[illegible]	[illegible]
Salary stations	[illegible]	[illegible]	[illegible]	[illegible]	[illegible]	[illegible]	[illegible]	[illegible]	[illegible]	[illegible]
AGENTS AND BROKERS	[illegible]	[illegible]	[illegible]	[illegible]	[illegible]	[illegible]	[illegible]	[illegible]	[illegible]	[illegible]
Brokers, merchandise	[illegible]	[illegible]	[illegible]	[illegible]	[illegible]	[illegible]	[illegible]	[illegible]	[illegible]	[illegible]
Commission merchants	[illegible]	[illegible]	[illegible]	[illegible]	[illegible]	[illegible]	[illegible]	[illegible]	[illegible]	[illegible]
Manufacturers' agents (with stocks)	[illegible]	[illegible]	[illegible]	[illegible]	[illegible]	[illegible]	[illegible]	[illegible]	[illegible]	[illegible]
Manufacturers' agents (without stocks)	[illegible]	[illegible]	[illegible]	[illegible]	[illegible]	[illegible]	[illegible]	[illegible]	[illegible]	[illegible]
All other [3]	[illegible]	[illegible]	[illegible]	[illegible]	[illegible]	[illegible]	[illegible]	[illegible]	[illegible]	[illegible]
ASSEMBLERS (Mainly farm products)	[illegible]	[illegible]	[illegible]	[illegible]	[illegible]	[illegible]	[illegible]	[illegible]	[illegible]	[illegible]
Assemblers of farm products	[illegible]	[illegible]	[illegible]	[illegible]	[illegible]	[illegible]	[illegible]	[illegible]	[illegible]	[illegible]
Commission buyers	[illegible]	[illegible]	[illegible]	[illegible]	[illegible]	[illegible]	[illegible]	[illegible]	[illegible]	[illegible]
Cooperative marketing associations	[illegible]	[illegible]	[illegible]	[illegible]	[illegible]	[illegible]	[illegible]	[illegible]	[illegible]	[illegible]
Cream stations	[illegible]	[illegible]	[illegible]	[illegible]	[illegible]	[illegible]	[illegible]	[illegible]	[illegible]	[illegible]
Packers and shippers	[illegible]	[illegible]	[illegible]	[illegible]	[illegible]	[illegible]	[illegible]	[illegible]	[illegible]	[illegible]
BY KINDS OF BUSINESS:										
SERVICE AND LIMITED FUNCTION WHOLESALERS	[illegible]	[illegible]	[illegible]	[illegible]	[illegible]	[illegible]	[illegible]	[illegible]	[illegible]	[illegible]
Automotive	[illegible]	[illegible]	[illegible]	[illegible]	[illegible]	[illegible]	[illegible]	[illegible]	[illegible]	[illegible]
Beer and wines	[illegible]	[illegible]	[illegible]	[illegible]	[illegible]	[illegible]	[illegible]	[illegible]	[illegible]	[illegible]
Clothing and furnishings	[illegible]	[illegible]	[illegible]	[illegible]	[illegible]	[illegible]	[illegible]	[illegible]	[illegible]	[illegible]
Drugs (general line)	[illegible]	[illegible]	[illegible]	[illegible]	[illegible]	[illegible]	[illegible]	[illegible]	[illegible]	[illegible]
Drugs and drug sundries (specialty lines)	[illegible]	[illegible]	[illegible]	[illegible]	[illegible]	[illegible]	[illegible]	[illegible]	[illegible]	[illegible]
Dry goods (general line)	[illegible]	[illegible]	[illegible]	[illegible]	[illegible]	[illegible]	[illegible]	[illegible]	[illegible]	[illegible]
Dry goods (specialty lines)	[illegible]	[illegible]	[illegible]	[illegible]	[illegible]	[illegible]	[illegible]	[illegible]	[illegible]	[illegible]
Electrical goods	[illegible]	[illegible]	[illegible]	[illegible]	[illegible]	[illegible]	[illegible]	[illegible]	[illegible]	[illegible]
Farm products—raw materials	[illegible]	[illegible]	[illegible]	[illegible]	[illegible]	[illegible]	[illegible]	[illegible]	[illegible]	[illegible]
Farm products—consumer goods	[illegible]	[illegible]	[illegible]	[illegible]	[illegible]	[illegible]	[illegible]	[illegible]	[illegible]	[illegible]
Farm supplies	[illegible]	[illegible]	[illegible]	[illegible]	[illegible]	[illegible]	[illegible]	[illegible]	[illegible]	[illegible]
Groceries (general line)	[illegible]	[illegible]	[illegible]	[illegible]	[illegible]	[illegible]	[illegible]	[illegible]	[illegible]	[illegible]
Groceries and foods (specialty lines)	[illegible]	[illegible]	[illegible]	[illegible]	[illegible]	[illegible]	[illegible]	[illegible]	[illegible]	[illegible]
Hardware	[illegible]	[illegible]	[illegible]	[illegible]	[illegible]	[illegible]	[illegible]	[illegible]	[illegible]	[illegible]
Lumber and construction materials	[illegible]	[illegible]	[illegible]	[illegible]	[illegible]	[illegible]	[illegible]	[illegible]	[illegible]	[illegible]
Machinery—equipment—supplies	[illegible]	[illegible]	[illegible]	[illegible]	[illegible]	[illegible]	[illegible]	[illegible]	[illegible]	[illegible]
Metals and metal work (except scrap)	[illegible]	[illegible]	[illegible]	[illegible]	[illegible]	[illegible]	[illegible]	[illegible]	[illegible]	[illegible]
Paper and its products	[illegible]	[illegible]	[illegible]	[illegible]	[illegible]	[illegible]	[illegible]	[illegible]	[illegible]	[illegible]
Petroleum and its products	[illegible]	[illegible]	[illegible]	[illegible]	[illegible]	[illegible]	[illegible]	[illegible]	[illegible]	[illegible]
Tobacco and products (except leaf)	[illegible]	[illegible]	[illegible]	[illegible]	[illegible]	[illegible]	[illegible]	[illegible]	[illegible]	[illegible]
Waste materials	[illegible]	[illegible]	[illegible]	[illegible]	[illegible]	[illegible]	[illegible]	[illegible]	[illegible]	[illegible]
All other [4]	[illegible]	[illegible]	[illegible]	[illegible]	[illegible]	[illegible]	[illegible]	[illegible]	[illegible]	[illegible]
MANUFACTURERS' SALES BRANCHES (With stocks)	[illegible]	[illegible]	[illegible]	[illegible]	[illegible]	[illegible]	[illegible]	[illegible]	[illegible]	[illegible]
Groceries and foods (specialty lines)	[illegible]	[illegible]	[illegible]	[illegible]	[illegible]	[illegible]	[illegible]	[illegible]	[illegible]	[illegible]
Machinery—equipment—supplies	[illegible]	[illegible]	[illegible]	[illegible]	[illegible]	[illegible]	[illegible]	[illegible]	[illegible]	[illegible]
All other [5]	[illegible]	[illegible]	[illegible]	[illegible]	[illegible]	[illegible]	[illegible]	[illegible]	[illegible]	[illegible]
MANUFACTURERS' SALES OFFICES (Without stocks)	[illegible]	[illegible]	[illegible]	[illegible]	[illegible]	[illegible]	[illegible]	[illegible]	[illegible]	[illegible]
Groceries and foods (specialty lines)	[illegible]	[illegible]	[illegible]	[illegible]	[illegible]	[illegible]	[illegible]	[illegible]	[illegible]	[illegible]
All other [6]	[illegible]	[illegible]	[illegible]	[illegible]	[illegible]	[illegible]	[illegible]	[illegible]	[illegible]	[illegible]
PETROLEUM BULK STATIONS:										
Petroleum and its products	[illegible]	[illegible]	[illegible]	[illegible]	[illegible]	[illegible]	[illegible]	[illegible]	[illegible]	[illegible]
AGENTS AND BROKERS	[illegible]	[illegible]	[illegible]	[illegible]	[illegible]	[illegible]	[illegible]	[illegible]	[illegible]	[illegible]
Automotive	[illegible]	[illegible]	[illegible]	[illegible]	[illegible]	[illegible]	[illegible]	[illegible]	[illegible]	[illegible]
Farm products—raw materials	[illegible]	[illegible]	[illegible]	[illegible]	[illegible]	[illegible]	[illegible]	[illegible]	[illegible]	[illegible]
Groceries and foods (specialty lines)	[illegible]	[illegible]	[illegible]	[illegible]	[illegible]	[illegible]	[illegible]	[illegible]	[illegible]	[illegible]
Lumber and construction materials	[illegible]	[illegible]	[illegible]	[illegible]	[illegible]	[illegible]	[illegible]	[illegible]	[illegible]	[illegible]
Machinery—equipment—supplies	[illegible]	[illegible]	[illegible]	[illegible]	[illegible]	[illegible]	[illegible]	[illegible]	[illegible]	[illegible]
All other [7]	[illegible]	[illegible]	[illegible]	[illegible]	[illegible]	[illegible]	[illegible]	[illegible]	[illegible]	[illegible]
ASSEMBLERS (Mainly farm products)	[illegible]	[illegible]	[illegible]	[illegible]	[illegible]	[illegible]	[illegible]	[illegible]	[illegible]	[illegible]
Farm products—raw materials	[illegible]	[illegible]	[illegible]	[illegible]	[illegible]	[illegible]	[illegible]	[illegible]	[illegible]	[illegible]
Farm products—consumer goods	[illegible]	[illegible]	[illegible]	[illegible]	[illegible]	[illegible]	[illegible]	[illegible]	[illegible]	[illegible]
Farm supplies	[illegible]	[illegible]	[illegible]	[illegible]	[illegible]	[illegible]	[illegible]	[illegible]	[illegible]	[illegible]
Groceries and foods (specialty lines)	[illegible]	[illegible]	[illegible]	[illegible]	[illegible]	[illegible]	[illegible]	[illegible]	[illegible]	[illegible]

* Employees and pay roll include paid executives of corporations but not the number and compensation of proprietors of unincorporated businesses.
** Sales include taxes. Expenses shown for commission stations represent commissions only.
[a] Data for 1935 exclude [illegible] pay roll of [illegible] commission bulk stations.
[1] Includes [illegible] not classified as a wholesale establishment in 1935 and 1929.
[2] Includes 1 export merchant, 1 importer; and [illegible] distributors.
[3] Includes [illegible]; and 1 other agent.
[4] Includes [illegible] chemicals and paints; [illegible] furniture and house furnishings; [illegible] plumbing and heating equipment and supplies; and [illegible] all other products.
[5] Includes [illegible] farm products—consumer goods; [illegible] farm supplies, 1 plumbing and heating equipment and supplies, and [illegible] all other products.
[6] Includes 1 clothing and furnishings [illegible]; [illegible] tobacco and its products (except leaf); and 1 all other products.
[7] Includes [illegible] farm products—consumer goods; 2 farm supplies; 2 metals and metal work (except scrap); and [illegible] all other products.

TABLE 1.—SALES, EXPENSES, PERSONNEL, PAY ROLL AND STOCKS

MISSOURI

TYPE OF OPERATION / KIND OF BUSINESS	NUMBER OF ESTABLISHMENTS	SALES (add 000)	OPERATING EXPENSES Amount (add 000)	OPERATING EXPENSES Per cent of sales	ACTIVE PROPRIETORS OF UNINCORPORATED BUSINESSES	EMPLOYEES (full-time and part-time) Average for year	PAY ROLL Total (add 000)	PAY ROLL Full-time (add 000)	PAY ROLL Part-time (add 000)	STOCKS ON HAND END OF YEAR (add 000)
TOTALS, 1939	7,649	$[illegible]	$[illegible],984	10.1	[illegible]	64,373	$[illegible]	$[illegible]	$1,466	$157,564
1935	6,691	1,811,544	179,001	9.9	[1]3,740	[illegible]	[1]87,798	[1]86,477	[illegible]	[illegible]
1929	6,649	[illegible]	291,876	8.8	[illegible]	[illegible]	144,167			238,174
SERVICE AND LIMITED FUNCTION WHOLESALERS	3,413	930,224	112,570	12.1	2,261	38,420	58,836	57,960	876	107,565
Wholesale merchants	2,103	[illegible]	98,827	12.0	2,127	33,433	51,115	[illegible]	[illegible]	91,957
Voluntary group wholesalers	21	34,111	4,668	13.7	1	1,650	2,462	2,450	12	6,099
Converters (textile)	5	[illegible]	36	5.5	3	12	27	27	—	[illegible]
Export merchants	4	1,582	158	10.0	—	22	[illegible]	[illegible]	—	738
Importers	12	4,[illegible]	249	5.4	7	[illegible]	114	114		[illegible]
Industrial distributors	55	31,183	6,308	20.2	1	[illegible]	3,837	3,835	2	[illegible]
Cash-and-carry wholesalers	33	3,462	190	[illegible]	35	80	101	[illegible]	1	266
Drop shippers or desk jobbers	46	17,153	1,[illegible]	7.4	17	227	629	[illegible]	4	33
Wagon distributors	74	1,774	224	12.6	70	82	95	93	2	44
Retailer cooperative warehouses	10	9,568	647	6.8	—	279	390	390	—	1,387
MANUFACTURERS' SALES BRANCHES (With stocks)	536	457,470	70,409	15.4	2	15,111	29,797	[illegible]	187	39,403
MANUFACTURERS' SALES OFFICES (Without stocks)	218	175,013	16,568	9.5	1	2,437	5,994	5,985	9	-
PETROLEUM BULK STATIONS AND TERMINALS [1,5]	1,295	94,405	12,086	12.8	1,057	2,686	4,075	3,994	81	4,737
Independent bulk stations	323	29,481	3,784	12.8	267	1,134	1,618	1,590	28	1,425
Commission stations	788	29,654	3,082	10.4	773	529	596	575	21	1,613
Salary stations	180	32,477	4,915	15.1	17	968	1,713	1,681	32	1,6[illegible]
All other [2]	4	2,793	305	10.9	-	53	148	148		[illegible]
AGENTS AND BROKERS	1,106	529,677	11,990	2.3	1,056	3,116	5,678	5,550	128	2,409
Auction companies	13	6,971	213	3.1	16	144	139	126	13	26
Brokers (merchandise)	208	117,759	2,328	2.0	181	523	1,144	1,132	12	479
Commission merchants	263	285,404	4,396	1.5	339	1,133	1,9[illegible]	1,854	4	1,299
Export agents	3	877	21	2.4	3	3	[illegible]	4	--	---
Manufacturers' agents (with stocks)	75	6,301	967	15.3	46	307	553	545	8	553
Manufacturers' agents (without stocks)	459	70,673	2,221	3.1	444	558	908	876	32	
Selling agents	59	41,140	1,779	4.3	30	392	990	983	7	203
All other [3]	6	552	65	11.8	1	16	38	30	[illegible]	49
ASSEMBLERS (Mainly farm products)	1,079	74,467	4,361	5.9	825	2,607	1,982	1,797	185	3,450
Assemblers of farm products	558	22,188	1,521	6.9	560	930	623	[illegible]	68	962
Commission buyers	36	557	36	6.5	34	42	24	14	[illegible]	63
Cooperative marketing associations	150	25,374	1,352	5.3	---	896	683	614	69	1,259
Cooperative sales agencies	5	7,859	179	2.3	---	48	97	96	1	-
Cream stations	125	1,231	52	4.2	123	48	22	20	2	13
Country grain elevators:										
Independent	120	9,345	623	6.7	97	354	278	260	18	723
Line	38	3,821	219	5.7	5	87	86	83	3	147
Cooperative	41	3,614	277	7.7		153	129	125	4	235
Packers and shippers	6	478	102	21.3	6	45	40	30	10	48
BY KINDS OF BUSINESS:										
SERVICE AND LIMITED-FUNCTION WHOLESALERS	3,413	930,224	112,570	12.1	2,261	38,420	58,836	57,960	876	[illegible]
Amusement and sporting goods	42	4,556	1,072	23.5	24	368	585	575	1[illegible]	[illegible]
Automotive	321	183,192	9,305	5.1	226	3,308	5,173	5,151	22	7,103
Beer, wines, and liquors	191	36,387	4,472	12.3	129	1,342	2,094	2,064	30	4,177
Chemicals and paints	53	5,753	1,004	17.5	30	343	[illegible]	[illegible]	[illegible]	[illegible]
Clothing and furnishings	141	33,455	4,684	14.0	114	1,421	2,389	2,381	8	[illegible],914
Coal and coke	58	12,720	1,116	8.8	13	272	559	545	14	[illegible]
Drugs (general line)	12	16,250	2,309	14.2	---	964	1,384	1,381	3	[illegible]
Drugs and drug sundries (specialty lines)	45	3,267	786	24.1	28	[illegible]	408	403	[illegible]	[illegible]
Dry goods (general line)	10	47,715	6,585	13.8	1	2,153	3,738	3,719	19	11,3[illegible]
Dry goods (specialty lines)	43	3,793	471	12.4	25	144	[illegible]	[illegible]	1	654
Electrical goods	98	31,299	5,344	17.1	39	1,542	[illegible]	2,929	[illegible]	[illegible]
Farm products—raw materials	87	84,701	4,936	5.8	51	1,047	1,970	[illegible]	[illegible]	14,578
Farm products—consumer goods	400	66,388	7,545	11.4	376	2,637	[illegible]	[illegible]	145	1,087
Farm supplies	75	19,604	2,179	11.1	61	[illegible]	[illegible]	978	[illegible]	3,314
Furniture and house furnishings	53	11,461	2,150	18.8	32	771	[illegible]	1,274	9	[illegible],344
Groceries (general line)	130	64,585	6,450	10.0	39	2,431	3,493	3,470	23	10,674
Groceries and foods (specialty lines)	395	62,809	11,570	18.4	309	[illegible]	5,170	5,085	[illegible]	7,237
Hardware	35	35,554	7,23[illegible]	[illegible]	12	2,986	4,384	4,378	[illegible]	8,113
Jewelry	30	4,821	1,008	20.9	16	274	453	453	---	1,318
Lumber and construction materials	128	28,898	4,368	15.1	54	1,345	2,367	2,316	51	[illegible]
Machinery—equipment—supplies	361	42,646	9,880	23.2	222	[illegible],241	5,2[illegible]	5,219	53	6,371
Metals and metal work (except scrap)	33	14,876	1,953	13.1	11	629	1,044	1,024	20	1,[illegible]
Paper and its products	103	17,503	2,952	16.9	63	985	1,[illegible]	1,607	15	2,349
Petroleum and its products	52	8,171	1,140	14.0	27	338	[illegible]	561	5	369
Plumbing and heating equipment and supplies	59	9,989	1,934	19.4	[illegible]	706	1,086	1,068	18	1,920
Tobacco and products (except leaf)	101	33,984	1,963	5.8	80	667	918	914	4	1,718
Waste materials	187	14,331	2,106	14.7	[illegible]	[illegible]	1,1[illegible]	1,100	[illegible]	1,56[illegible]
All other products	170	31,518	6,058	[illegible]	[illegible]	[illegible]	3,232	3,192	40	5,162
MANUFACTURERS' SALES BRANCHES (With stocks)	536	457,470	70,409	15.4	2	15,111	29,797	[illegible]	187	39,403
Amusement and sporting goods	28	11,217	2,31[illegible]	20.7	-	[illegible]	1,367	1,308	59	736
Automotive	49	31,711	[illegible]	15.8	1	[illegible]	2,53[illegible]	2,519	13	4,7[illegible]
Chemicals and paints	35	18,630	[illegible]	[illegible]	--	794	1,5[illegible]	1,5[illegible]	1	1,7[illegible]
Clothing and furnishings	19	109,369	12,324	11.3	--	2,738	[illegible]	[illegible]	--	9,891
Drugs and drug sundries	20	26,080	5,462	[illegible]	--	[illegible]	2,084	2,082	2	2,564
Dry goods (specialty lines)	4	3,855	481	12.5	-	[illegible]	[illegible]	223	-	34[illegible]
Electrical goods	23	29,173	2,188	7.5	---	601	1,33[illegible]	1,336	—	1,54[illegible]
Farm products—consumer goods	19	5,[illegible]	1,2[illegible]	[illegible]	--	264	401	393	8	338
Furniture and house furnishings	14	3,907	[illegible]	12.8		[illegible]	240	23[illegible]	[illegible]	[illegible]
Groceries and foods (specialty lines)	57	54,627	7,840	14.4	—	1,426	2,737	2,728	9	1,[illegible]
Hardware	4	459	14[illegible]	31.4	—		90	90	—	[illegible]
Lumber and construction materials	15	13,145	2,383	18.1	---	465	1,021	1,011	10	1,615
Machinery—equipment—supplies	153	54,881	11,913	21.7	1	[illegible]	6,[illegible]	5,999	[illegible]	[illegible]
Metals and metal work (except scrap)	20	[illegible]	[illegible]	[illegible]		456	820	805	15	1,780
Paper and its products	2	7,481	1,620	21.7	---	660	1,180	1,180	---	1,110
Plumbing and heating equipment and supplies	20	11,393	1,706	15.0	---	494	840	[illegible]	[illegible]	964
All other [4]	36	59,585	9,405	15.8	--	747	1,479	1,462	17	2,837

For footnotes, see end of table.

TABLE 1.—SALES, EXPENSES, PERSONNEL, PAY ROLL AND STOCKS

[illegible] BY KINDS OF BUSINESS [illegible]

MISSOURI

[illegible] OPERATED: KIND OF BUSINESS	NUMBER OF ESTABLISHMENTS	SALES**	OPERATING EXPENSES [illegible]	[illegible]	[illegible]	[illegible]	PAY ROLL [illegible]	Full time	Part time	Stocks on hand, end of year, at cost
		[illegible]	[illegible]	[illegible]			[illegible]	(add 000)	(add 000)	(add 000)
[illegible]	21[illegible]	$175,21[illegible]	$1[illegible],566	[illegible]	1	2,437	$[illegible],594	$[illegible],985	$9	- -
Beer, wines, and liquors	4	16,04[illegible]	1,645	10.3	---	172	391	391	-	---
Chemicals and paints	9	6,508	1,627	25.0	---	239	503	504	1	- -
[illegible] and furnishings	4	7,078	946	13.4	- -	197	543	523	---	---
Electrical goods	12	5,200	198	3.8	---	31	113	113	--	---
Farm products--consumer goods	5	3,1	56	18.1	-	16	20	19	1	---
Furniture and house furnishings	6	1,392	12[illegible]	8.6	---	21	6[illegible]	6[illegible]	-	---
Groceries and foods (specialty lines)	24	16,221	3,287	20.3	---	294	655	654	1	---
Lumber and construction materials	2[illegible]	15,427	2,064	13.5	1	343	866	864	2	---
Machinery--equipment--supplies	56	19,271	1,192	6.2	--	271	685	684	1	---
Metals and metal work (except scrap)	27	61,092	3,251	5.3	---	446	1,284	1,284	---	---
Paper and its products	10	3,795	214	5.6	---	36	116	116	---	---
Plumbing and heating equipment and supplies	11	3,732	986	18.5	---	119	249	248	1	---
Tobacco and products (except leaf)	6	9,400	131	1.4	---	48	92	92	---	---
All other [6]	22	9,518	1,255	13.2	---	202	435	433	2	---
PETROLEUM BULK STATIONS AND TERMINALS:										
Petroleum and its products	1,295	94,465	12,066	12.8	1,057	2,686	4,075	3,994	81	$4,737
AGENTS AND BROKERS	1,1[illegible]	$26,077	11,996	2.3	1,056	3,116	5,678	5,550	128	2,409
Amusement and sporting goods	4	134	14	10.4	3	6	6	5	1	3
Automotive	8	969	36	3.8	8	5	5	3	2	---
Chemicals and paints	17	1,926	121	6.3	14	30	46	46	---	34
Clothing and furnishings	43	3,175	100	3.1	47	28	32	31	1	1
Coal and coke	19	11,262	818	7.3	2	151	452	453	---	23
Drugs and drug sundries (specialty lines)	4	592	85	14.4	1	42	45	45	---	8
Dry goods (specialty lines)	85	26,745	500	1.9	80	123	204	201	3	84
Electrical goods	58	8,912	385	4.3	54	83	126	123	3	37
Farm products--raw materials	29[illegible]	285,314	4,169	1.5	366	1,119	1,753	1,700	53	1,252
Farm products--consumer goods	49	24,334	617	2.5	37	182	322	308	14	16
Farm supplies	22	7,4[illegible]	20[illegible]	2.8	11	38	101	100	1	5
Furniture and house furnishings	22	2,302	156	6.8	25	56	66	66	--	16
Groceries and foods (specialty lines)	109	80,999	1,424	1.8	95	346	773	768	5	466
Hardware	23	3,325	111	3.3	23	20	21	20	1	6
Lumber and construction materials	42	8,898	485	5.5	35	133	299	296	3	6
Machinery--equipment--supplies	154	16,121	1,487	9.2	121	398	803	784	19	298
Metals and metal work (except scrap)	30	14,143	280	2.0	27	62	163	161	2	13
Paper and its products	14	2,465	108	4.4	12	27	59	52	7	69
Petroleum and its products	6	5,573	229	4.1	3	32	92	92	---	---
Plumbing and heating equipment and supplies	25	1,338	120	9.0	22	51	51	51	---	7
Waste materials	4	1,685	61	3.6	5	14	15	15	---	3
All other [6]	71	21,980	476	2.2	65	170	243	230	13	62
ASSEMBLERS (Mainly farm products	1,079	74,467	4,361	5.9	825	2,603	1,982	1,797	185	3,450
Farm products--raw materials	311	36,176	2,010	5.6	171	1,017	914	849	65	1,920
Farm products--consumer goods	700	34,221	1,843	5.4	608	1,318	873	789	84	797
Farm supplies	56	3,512	437	12.4	45	207	146	123	23	664
Groceries and foods (specialty lines)	5	125	9	7.2	1	14	5	3	2	8
All other products	7	433	62	14.3	---	47	44	33	11	61

* Employees and pay roll include paid executives of corporations but not the number and compensation of proprietors of unincorporated businesses.

** Sales include taxes. Expenses as shown for commission stations represent commissions only.

1 Data for 1935 exclude personnel and pay roll of 202 commission bulk stations.

2 Includes 2 cooperative bulk stations; and 2 distributing terminals.

3 Includes 2 import agents; and 4 other agents.

4 Includes 4 beer, wines, and liquors; 3 farm supplies; 2 tobacco and products (except leaf); and 29 all other products.

5 Includes 2 amusement and sporting goods; 2 automotive; 3 dry goods (specialty lines); 1 farm supplies; 3 hardware; 1 petroleum and its products; and 10 all other products.

6 Includes 2 beer, wines, and liquors; 1 tobacco and products (except leaf); and 68 all other products.

TABLE 1.—SALES, EXPENSES, PERSONNEL, PAY ROLL AND STOCKS

TYPES OF OPERATION BY KINDS OF BUSINESS

MONTANA

TYPE OF OPERATION KIND OF BUSINESS	NUMBER OF ESTABLISHMENTS	SALES (add 000)	OPERATING EXPENSES (including pay roll) Amount (add 000)	OPERATING EXPENSES Per cent of sales	Active proprietors and number of unincorporated businesses	Number of employees* (full-time and part-time) Average for year	PAY ROLL* Total (add 000)	PAY ROLL* Full-time (add 000)	PAY ROLL* Part-time (add 000)	Stock on hand, end of year, at cost (add 000)
TOTALS, 1939	1,[illegible]	$[illegible]	$13,[illegible]	1.4	[illegible]	[illegible]	[illegible]	[illegible]	[illegible]	[illegible]
1935 [a]	[illegible]	[illegible]	[illegible]	[illegible]	[illegible]	[illegible]	[illegible]	[illegible]	[illegible]	[illegible]
1929 [b]	1,[illegible]	[illegible]	14,[illegible]	[illegible]	275	4,141	6,891	---	---	[illegible]
SERVICE AND LIMITED-FUNCTION WHOLESALERS	[illegible]	[illegible]	7,[illegible]	1.[illegible]	[illegible]	[illegible]	[illegible]	5,[illegible]	[illegible]	[illegible]
Wholesale merchants	[illegible]	[illegible]	[illegible]	[illegible]	1	[illegible]	[illegible]	[illegible]	[illegible]	7,458
Voluntary group wholesalers	[illegible]	[illegible]	[illegible]	12.[illegible]	---		[illegible]	[illegible]	[illegible]	[illegible]
Industrial distributors	[illegible]	4,[illegible]	[illegible]	[illegible]	---		[illegible]		[illegible]	[illegible]
All other [1]	[illegible]	[illegible]	[illegible]	6.0	[illegible]		[illegible]		---	
MANUFACTURERS' SALES BRANCHES (With stocks)	[illegible]	[illegible]	1,[illegible]	[illegible]	---	[illegible]	217	[illegible]	[illegible]	1,243
MANUFACTURERS' SALES OFFICES (Without stocks)	[illegible]	[illegible]	[illegible]	[illegible]	---		[illegible]	[illegible]	[illegible]	---
PETROLEUM BULK STATIONS [2]	[illegible]	[illegible]	[illegible]	[illegible]	[illegible]	[illegible]	[illegible]	[illegible]	[illegible]	[illegible]
Independent bulk stations	[illegible]	[illegible]	[illegible]	[illegible]	[illegible]	1.7	[illegible]	108		180
Commission stations	[illegible]	[illegible]	1,225	9.[illegible]	[illegible]	[illegible]	[illegible]	189		[illegible]
Salary stations	[illegible]	[illegible]	[illegible]	[illegible]	[illegible]	[illegible]	[illegible]	71	---	[illegible]
Cooperative bulk stations	[illegible]	[illegible]	[illegible]	[illegible]	---		[illegible]	75	[illegible]	[illegible]
AGENTS AND BROKERS	[illegible]	[illegible]	[illegible]	3.0	[illegible]	[illegible]	[illegible]	[illegible]	[illegible]	[illegible]
Brokers (merchandise)	[illegible]	[illegible]	[illegible]	1.8		[illegible]				---
Commission merchants	[illegible]	[illegible]	[illegible]	2.[illegible]	[illegible]	[illegible]	47	[illegible]	[illegible]	
Manufacturers' agents (with stocks)	[illegible]	[illegible]	[illegible]	1.[illegible]	[illegible]		[illegible]	[illegible]		
Manufacturers' agents (without stocks)	[illegible]	[illegible]	[illegible]	[illegible]	[illegible]			[illegible]	---	[illegible]
All other [3]	[illegible]	[illegible]	[illegible]	[illegible]	---		[illegible]	[illegible]		
ASSEMBLERS (Mainly farm products)	[illegible]	[illegible]	[illegible]	[illegible]	[illegible]	[illegible]	[illegible]	76[illegible]	30	[illegible]
Assemblers of farm products	2[illegible]	[illegible]	11[illegible]	[illegible]			[illegible]	[illegible]		11[illegible]
Cooperative marketing associations	[illegible]	[illegible]	[illegible]	[illegible]	---				---	
Cream stations	[illegible]	1[illegible]	[illegible]	[illegible]			[illegible]	[illegible]	---	---
Country grain elevators:										
Independent	[illegible]	[illegible]	1,[illegible]	7.[illegible]			[illegible]	[illegible]	[illegible]	[illegible]
Line	[illegible]	[illegible]	[illegible]	[illegible]					[illegible]	[illegible]
Cooperative	[illegible]	4,[illegible]		[illegible]	---		[illegible]	1.7		[illegible]
All other [3]	[illegible]	[illegible]	[illegible]	[illegible]			[illegible]	[illegible]	---	[illegible]
BY KINDS OF BUSINESS:										
SERVICE AND LIMITED-FUNCTION WHOLESALERS	[illegible]	[illegible]	[illegible]	17.1	[illegible]	[illegible]	[illegible]	[illegible]	[illegible]	[illegible]
Amusement and sporting goods	[illegible]	[illegible]	[illegible]	[illegible]					---	
Automotive	[illegible]	[illegible]	1,164	[illegible]		[illegible]	[illegible]			[illegible]
Beer, wines, and liquors	[illegible]	[illegible]	[illegible]	[illegible]		[illegible]				
Chemicals and paints	[illegible]	[illegible]	[illegible]	[illegible]		[illegible]				
Drugs (general line)	[illegible]	[illegible]	[illegible]	[illegible]	---	[illegible]	[illegible]			[illegible]
Electrical goods	6	[illegible]	[illegible]	11.[illegible]	[illegible]	[illegible]	[illegible]		---	
Farm products--raw materials	[illegible]	[illegible]	[illegible]	[illegible]		[illegible]	75	[illegible]		[illegible]
Farm products--consumer goods	[illegible]	[illegible]	[illegible]	[illegible]	[illegible]	[illegible]				
Farm supplies			[illegible]	[illegible]		[illegible]				
Groceries (general line)	[illegible]	[illegible]	[illegible]	[illegible]		[illegible]	[illegible]	[illegible]		
Groceries and foods (specialty lines)	[illegible]	[illegible]	[illegible]	[illegible]	[illegible]				---	[illegible]
Hardware	[illegible]	[illegible]	[illegible]	[illegible]	[illegible]	[illegible]	[illegible]		[illegible]	[illegible]
Lumber and construction materials		[illegible]	[illegible]	[illegible]				[illegible]		
Machinery--equipment--supplies	[illegible]	[illegible]	[illegible]	15.[illegible]	[illegible]	[illegible]	[illegible]	[illegible]		[illegible]
Paper and its products	[illegible]		[illegible]	[illegible]	[illegible]		[illegible]		[illegible]	
Plumbing and heating equipment and supplies	[illegible]		[illegible]	16.[illegible]	[illegible]	[illegible]		[illegible]		
Tobacco and products (except leaf)	[illegible]	[illegible]		[illegible]	1[illegible]		143			
Waste materials		[illegible]		[illegible]		[illegible]				
All other [4]	[illegible]	[illegible]	[illegible]	[illegible]						
MANUFACTURERS' SALES BRANCHES (With stocks)	[illegible]	[illegible]	[illegible]	[illegible]	---	[illegible]	[illegible]	[illegible]	[illegible]	[illegible]
Groceries and foods (specialty lines)	[illegible]	[illegible]	[illegible]	[illegible]	---	[illegible]				
Machinery--equipment--supplies	[illegible]	[illegible]	[illegible]	[illegible]	---	[illegible]				
All other [5]	[illegible]	[illegible]	[illegible]	[illegible]	---	[illegible]	[illegible]			
MANUFACTURERS' SALES OFFICES (Without stocks)	[illegible]	[illegible]	[illegible]	[illegible]	---	[illegible]	[illegible]	[illegible]		---
Groceries and foods (specialty lines)	[illegible]	[illegible]	[illegible]	16.3	---	[illegible]		[illegible]	---	---
All other [6]	7	[illegible]	[illegible]	[illegible]	---	[illegible]	72			---
PETROLEUM BULK STATIONS:										
Petroleum and its products	[illegible]	[illegible]	[illegible]	[illegible]	[illegible]	[illegible]	[illegible]	[illegible]	[illegible]	[illegible]
AGENTS AND BROKERS	[illegible]	[illegible]	4[illegible]	3.[illegible]	[illegible]	[illegible]	21	19[illegible]		
Farm products--raw materials		[illegible]	[illegible]	[illegible]	[illegible]	[illegible]			[illegible]	
Groceries and foods (specialty lines)	[illegible]	[illegible]	[illegible]	[illegible]	1	[illegible]			1	
Lumber and construction materials	[illegible]		[illegible]	[illegible]		[illegible]			---	
Machinery--equipment--supplies	[illegible]	1[illegible]	27	16.[illegible]		[illegible]	15	[illegible]	---	
All other [7]	[illegible]	[illegible]	[illegible]	[illegible]		[illegible]	4[illegible]		1	
ASSEMBLERS (Mainly farm products)	[illegible]	[illegible]	1,757	[illegible]	[illegible]	[illegible]	[illegible]	[illegible]		[illegible]
Farm products--raw materials	[illegible]	[illegible]	[illegible]	[illegible]		[illegible]	[illegible]			
Farm products--consumer goods	[illegible]		[illegible]	[illegible]		[illegible]	[illegible]	[illegible]	---	[illegible]
All other [8]	[illegible]	[illegible]		[illegible]		[illegible]	[illegible]	[illegible]		

* Employees and pay roll include paid executives of corporations but not the number and compensation of proprietors of unincorporated businesses.

** Sales include taxes. Expenses as shown for commission stations represent commissions only.

[a] Data for 1935 exclude personnel and pay roll of 9 commission bulk stations.

[b] Includes 6 chain-store warehouses not classified as wholesale establishments in 1935 and 1929.

[1] Includes 1 iron; shipper or desk jobber; 5 wagon distributors; and 1 retailer-cooperative warehouse.

[2] Includes 1 auction company; and 2 selling agents.

[3] Includes 2 commission buyers; 1 cooperative sales agency; and 2 packers and shippers.

[4] Includes 1 furniture and house furnishings; 2 metals and metal work (except scrap); 1 petroleum and its products; and 9 all other products.

[5] Includes 1 amusement and sporting goods; 2 chemicals and paints; 1 electrical goods; 1 farm products--consumer goods; 1 lumber and construction materials; 1 paper and its products; 2 plumbing and heating equipment and supplies; and 3 all other products.

[6] Includes 1 farm products--consumer goods; 1 lumber and construction materials; 2 machinery--equipment--supplies; 1 metals and metal work (except scrap); and 1 tobacco and products (except leaf).

[7] Includes 1 amusement and sporting goods; 1 beer, wines, and liquors; 2 farm products--consumer goods; 1 farm supplies; 1 furniture and house furnishings; 1 hardware; 1 metals and metal work (except scrap); 1 petroleum and its products; 1 plumbing and heating equipment and supplies; 1 waste materials; and 3 all other products.

[8] Includes 6 farm supplies; and 2 groceries and foods (specialty lines).

TABLE 1.—SALES, EXPENSES, PERSONNEL, PAY ROLL AND STOCKS

TYPES OF OPERATION BY KINDS OF BUSINESS

NEBRASKA

TYPE OF OPERATION / KIND OF BUSINESS	NUMBER OF ESTABLISHMENTS	SALES (add 000)	OPERATING EXPENSES (including pay roll) Amount (add 000)	OPERATING EXPENSES Percent of sales	Active proprietors of unincorporated businesses	Number of employees* (full-time and part-time average for year)	PAY ROLL[1] Total (add 000)	PAY ROLL Full-time (add 000)	PAY ROLL Part-time (add 000)	Stocks on hand, end of year, at cost (add 000)
TOTALS, 1939	3,391	$566,975	$45,270	8.0	2,338	15,038	$20,723	$20,263	$460	$35,464
1935 [1]	3,122	514,915	37,092	7.2	1,603	13,517	17,657	17,164	493	29,167
1929	2,886	1,053,441	61,282	5.8	1,551	16,882	28,047	---	---	58,442
SERVICE AND LIMITED-FUNCTION WHOLESALERS	717	153,129	22,514	14.7	455	7,752	11,017	10,864	153	22,801
Wholesale merchants	651	128,237	18,744	14.6	421	6,402	9,041	8,905	136	17,970
Voluntary group wholesalers	12	18,803	2,503	15.8	--	884	1,315	1,306	9	3,295
Industrial distributors	7	4,311	863	20.0	--	304	481	479	2	1,152
Cash-and-carry wholesalers	[illegible]	440	24	5.5	3	11	9	[illegible]	---	1
Drug sundrymen or desk jobbers	7	789	96	12.2	4	25	42	41	1	---
Wagon distributors	29	1,315	116	8.8	27	57	43	40	3	32
All other [2]	3	2,236	168	7.5	---	69	86	84	2	351
MANUFACTURERS' SALES BRANCHES (With stocks)	130	64,633	9,944	15.4	---	2,560	4,534	4,484	50	5,633
MANUFACTURERS' SALES OFFICES (Without stocks)	28	7,548	1,028	13.6	---	146	321	315	6	---
PETROLEUM BULK STATIONS AND TERMINALS [3]	821	38,201	4,556	11.9	690	1,273	1,407	1,376	31	2,345
Independent bulk stations	219	13,389	1,636	12.2	223	540	556	539	17	521
Commission stations	463	12,928	1,380	10.7	458	224	195	189	6	984
Salary stations [3]	79	9,727	1,268	13.0	[illegible]	359	476	472	[illegible]	693
Cooperative bulk stations	60	2,157	272	12.6	---	150	180	176	4	147
AGENTS AND BROKERS	233	228,785	3,335	1.5	227	1,075	1,572	1,514	58	824
Auction companies	5	3,906	81	2.1	6	127	38	13	25	---
Brokers (merchandise)	37	36,001	578	1.6	26	122	280	279	1	78
Commission merchants	137	183,878	2,254	1.2	157	701	1,063	1,033	30	667
Manufacturers' agents (with stocks)	14	758	157	20.7	8	59	81	80	1	73
Manufacturers' agents (without stocks)	29	1,824	102	5.6	26	28	32	31	1	---
Selling agents	8	2,418	163	6.7	[illegible]	38	78	78	---	6
ASSEMBLERS (Mainly farm products)	1,482	74,679	3,893	5.2	986	2,232	1,872	1,710	162	3,861
Assemblers of farm products	239	18,959	1,310	6.9	245	645	659	608	51	1,129
Commission buyers	47	4,021	78	1.9	53	57	15	7	8	13
Cooperative marketing associations	37	5,572	257	4.6	---	237	148	123	25	71
Cream stations	458	4,592	261	5.7	393	211	107	103	[illegible]	27
Country grain elevators:										
Independent	259	11,574	515	4.4	218	265	191	182	9	844
Line	211	8,360	480	5.7	39	280	251	241	10	703
Cooperative	192	12,506	745	6.0	---	565	373	352	21	972
All other [4]	19	9,095	247	2.7	20	172	128	94	34	102
BY KINDS OF BUSINESS:										
SERVICE AND LIMITED-FUNCTION WHOLESALERS	717	153,129	22,514	14.7	455	7,752	11,017	10,864	153	22,801
Amusement and sporting goods	10	258	61	22.8	4	25	24	24	---	47
Automotive	94	13,962	2,274	16.3	58	783	1,083	1,078	5	1,915
Beer, wines, and liquors	79	13,139	1,678	12.8	56	454	634	626	[illegible]	1,077
Chemicals and paints	13	1,004	234	23.3	7	84	128	128	---	251
Clothing and furnishings	11	574	96	16.7	7	[illegible]	41	40	1	108
Coal and coke	7	842	91	10.8	3	24	44	43	1	---
Drugs (general line)	2	[illegible]	[illegible]	[illegible]	[illegible]	[illegible]	[illegible]	[illegible]	[illegible]	[illegible]
Drugs and drug sundries (specialty lines)	10	3,803	536	14.1	12	172	275	274	1	529
Dry goods (general line)	2	[illegible]	[illegible]	[illegible]	[illegible]	[illegible]	[illegible]	[illegible]	[illegible]	[illegible]
Dry goods (specialty lines)	3	1,376	265	19.3	1	114	153	153	---	310
Electrical goods	20	5,924	934	15.8	10	307	499	499	---	673
Farm products--raw materials	10	9,657	667	6.9	1	174	265	239	26	1,982
Farm products--consumer goods	68	12,078	1,484	12.3	52	620	670	651	19	327
Farm supplies	23	2,672	552	20.7	18	191	231	227	4	[illegible]
Furniture and house furnishings	15	4,240	653	15.4	14	258	358	358	---	1,252
Groceries (general line)	37	31,000	3,987	12.8	[illegible]	1,395	2,125	2,106	17	6,155
Groceries and foods (specialty lines)	58	5,413	1,057	19.5	54	300	379	373	6	433
Hardware	5	2,889	586	22.0	---	249	327	326	1	972
Jewelry	3	361	82	22.7	---	22	44	44	---	93
Lumber and construction materials	16	3,751	611	16.3	4	319	352	334	18	564
Machinery--equipment--supplies	78	10,413	2,264	21.7	36	770	1,334	1,319	15	1,962
Metals and metal work (except scrap)	3	221	47	21.3	2	18	13	13	---	21
Paper and its products	18	5,099	970	19.0	6	354	570	568	[illegible]	1,017
Petroleum and its products	24	3,486	616	17.7	15	160	241	238	3	[illegible]
Plumbing and heating equipment and supplies	17	3,817	823	21.6	5	244	414	407	7	834
Tobacco and products (except leaf)	27	8,294	342	4.1	28	125	145	145	---	311
Waste materials	40	3,880	696	17.9	47	234	233	225	8	383
All other products	24	5,186	928	17.9	11	322	435	424	11	620
MANUFACTURERS' SALES BRANCHES (With stocks)	130	64,633	9,944	15.4	---	2,560	4,534	4,484	50	5,633
Amusement and sporting goods	10	2,256	558	24.7	---	205	330	313	17	122
Automotive	15	16,011	1,601	10.0	---	176	790	784	6	1,118
Chemicals and paints	7	1,570	374	23.8	---	94	150	150	---	181
Groceries and foods (specialty lines)	22	18,495	2,552	13.8	---	418	762	758	4	247
Lumber and construction materials	6	1,200	263	21.9	---	94	152	152	---	221
Machinery--equipment--supplies	46	14,945	3,465	23.2	---	1,071	1,814	1,793	21	3,238
Plumbing and heating equipment and supplies	6	1,022	223	21.8	---	65	104	103	1	156
All other [5]	18	9,134	908	9.9	---	237	432	431	1	350
MANUFACTURERS' SALES OFFICES (Without stocks)	28	7,548	1,028	13.6	---	146	321	315	6	---
Groceries and foods (specialty lines)	11	1,067	433	40.6	---	41	83	83	---	---
Machinery--equipment--supplies	6	975	87	8.9	---	24	51	45	6	---
All other [6]	11	5,506	508	9.2	---	81	187	187	---	---
PETROLEUM BULK STATIONS AND TERMINALS:										
Petroleum and its products	821	38,201	4,556	11.9	690	1,273	1,407	1,376	31	2,345

For footnotes, see end of table.

TABLE 1.--SALES, EXPENSES, PERSONNEL, PAY ROLL AND STOCKS

TYPES OF OPERATION BY KINDS OF BUSINESS—Continued

NEBRASKA

TYPE OF OPERATION KIND OF BUSINESS	NUMBER OF ESTABLISHMENTS	SALES (add 000)	OPERATING EXPENSES				PAY ROLL			
							(add 000)			(add 000)
AGENTS AND BROKERS	233	$828,785	$3,215	1.5	227	1,075	$1,572	$1,514	$58	$864
Amusement and sporting goods	3	111	25	22.5	2	7	6	6	---	13
Coal and coke	6	1,945	152	7.8	3	33	71	71	---	6
Electrical goods	6	933	32	3.4	6	6	11	10	1	16
Farm products--raw materials	150	194,829	2,373	1.2	168	825	1,107	1,055	52	742
Farm products--consumer goods	7	4,411	62	1.4	4	13	24	24	---	---
Groceries and foods (specialty lines)	17	20,181	336	1.7	12	77	176	175	1	4
Lumber and construction materials	9	4,046	143	3.5	7	29	75	75	---	---
Machinery--equipment--supplies	16	691	128	18.5	10	49	67	66	1	33
Paper and its products	3	56	2	3.6	2	---	---	---	---	---
Plumbing and heating equipment and supplies	5	184	11	16.8	4	8	13	13	---	---
All other [7]	11	1,598	51	3.2	8	26	22	19	3	10
ASSEMBLERS (Mainly farm products)	1,462	74,679	3,893	5.2	966	2,232	1,872	1,710	162	3,881
Farm products--raw materials	767	50,218	2,242	4.5	351	1,157	993	929	64	2,911
Farm products--consumer goods	677	23,886	1,590	6.7	597	1,053	864	770	94	881
Farm supplies	18	575	61	10.6	18	22	15	11	4	[illegible]

* Employees and pay roll include paid executives of corporations but not the number and compensation of proprietors of unincorporated [illegible] dresser.

** Sales include taxes. Expenses as shown for commission stations represent commissions only.

1 Data for 1935 exclude personnel and pay roll of 190 commission bulk stations. Also, some adjustments have been made in the 1935 [illegible] for comparable purposes.

2 Includes 2 importers; and 1 retailer-cooperative warehouse.

3 Includes 2 distributing terminals.

4 Includes 2 cooperative sales agencies; and 17 packers and shippers.

5 Includes 3 electrical goods; 2 farm products--consumer goods; 1 farm supplies; 2 furniture and house furnishings; 1 hardware; 1 metals and metal work (except steel); 3 paper and its products; and 5 all other products.

6 Includes 1 amusement and sporting goods; 1 chemicals and paints; 2 farm products- consumer goods; 3 lumber and construction materials; 1 paper and its products; 1 plumbing and heating equipment and supplies; and 2 tobacco and products (except leaf..

7 Includes 2 automotive; 1 chemicals and paints; 2 farm supplies; 1 petroleum and its products; and 5 all other products.

TABLE 1.—SALES, EXPENSES, PERSONNEL, PAY ROLL AND STOCKS

TYPES OF OPERATION BY KINDS OF BUSINESS

NEVADA

TYPE OF OPERATION KIND OF BUSINESS	NUMBER OF ESTABLISHMENTS	SALES (add 000)	OPERATING EXPENSES (including pay roll) Amount (add 000)	OPERATING EXPENSES Percent of sales	Active proprietors of unincorporated businesses	Number of employees* (full-time and part time) Average for year	PAY ROLL* Total (add 000)	PAY ROLL Full-time (add 000)	PAY ROLL Part-time (add 000)	Stocks on hand, end of year, at cost (add 000)
TOTALS, 1939	176	$37,249	$5,068	13.2	108	733	$1,296	$1,248	$48	$2,106
1935 [a]	158	15,300	2,375	15.5	[a]48	[a]649	[a]1,060	[a]1,033	[a]27	1,151
1929	96	13,718	1,719	12.5	32	470	877	---	---	1,324
SERVICE AND LIMITED-FUNCTION WHOLESALERS	72	12,351	1,723	14.0	35	487	851	813	38	1,457
Wholesale merchants [1]	69	12,251	1,715	14.0	32	486	850	812	38	1,457
Wagon distributors	3	100	8	8.0	3	1	1	1	---	---
MANUFACTURERS' SALES BRANCHES (With stocks [2]	4	1,085	127	11.7	---	25	54	48	6	98
MANUFACTURERS' SALES OFFICES (Without stocks) [3]	2	109	19	17.4	---	7	13	13	---	6
MANUFACTURERS' AGENTS (With stocks) [4]	1									
PETROLEUM BULK STATIONS **	96	8,713	1,084	12.4	72	176	314	310	4	418
Independent bulk stations	6	500	53	10.5	8	12	14	14	---	15
Commission stations	58	4,369	504	11.5	64	78	117	115	2	221
Salary stations	26	3,838	527	13.7	---	86	183	181	2	182
ASSEMBLERS Mainly farm products	7	991	115	11.6	1	38	64	64	---	127
Cooperative marketing associations	3	272	34	12.5	---	14	17	17	---	25
All other [5]	4	719	81	11.3	1	24	47	47	---	102
BY KINDS OF BUSINESS:										
SERVICE AND LIMITED-FUNCTION WHOLESALERS	72	12,351	1,723	14.0	35	487	851	813	38	1,457
Automotive	7	1,186	249	21.0	5	73	129	128	1	195
Beer, wines, and liquors	15	2,580	292	11.3	11	63	104	103	1	304
Farm products--consumer goods	8	1,491	280	18.8	2	78	141	130	11	52
Groceries (general line)	5	2,044	140	6.8	---	50	82	77	5	313
Groceries and foods (specialty lines)	7	804	125	15.5	7	45	64	61	3	23
Lumber and construction materials	3	489	73	14.9	3	23	44	41	3	98
Machinery--equipment--supplies	8	528	100	18.9	4	31	59	59	---	124
Tobacco and products (except leaf)	4	1,671	152	9.1	1	26	55	55	---	124
All other [6]	15	1,556	312	20.0	2	98	173	159	14	224

* Employees and pay roll include paid executives of corporations but not the number and compensation of proprietors of unincorporated businesses.

** Sales include taxes. Expenses as shown for commission stations represent commissions only.

a Data for 1935 exclude personnel and pay roll of 19 commission bulk stations.

1 Includes 1 industrial distributor.

2 Includes 1 farm products--consumer goods; 1 groceries and foods (specialty lines); 1 paper and its products; and 1 plumbing and heating equipment and supplies.

3 Includes 2 groceries and foods (specialty lines).

4 Includes 1 machinery--equipment--supplies.

5 Includes 2 assemblers of farm products and 2 country grain elevators (line).

6 Includes 2 chemicals and paints; 2 electrical goods; 2 farm products--raw materials; 1 farm supplies; 1 hardware; 2 metals and metal work (except scrap); 1 paper and its products; and 4 all other products.

TABLE 1.—SALES, EXPENSES, PERSONNEL, PAY ROLL AND STOCKS

TYPES OF OPERATION BY KINDS OF BUSINESS

NEW HAMPSHIRE

TYPE OF OPERATION KIND OF BUSINESS	NUMBER OF ESTABLISHMENTS	SALES (add 000)	OPERATING EXPENSES (including pay roll) Amount (add 000)	OPERATING EXPENSES Percent of sales	Active proprietors of unincorporated businesses	Number of employees* (full time and part time) Average for year	PAY ROLL* Total (add 000)	PAY ROLL Full time (add 000)	PAY ROLL Part time (add 000)	Stocks on hand, end of year, at cost (add 000)
TOTALS, 1939	363	$64,263	$8,224	12.8	198	2,534	$3,735	$3,662	$73	$5,184
1935 [a]	363	54,069	6,562	12.1	[a]172	[a]2,149	[a]3,644	[a]2,979	[a]65	4,888
1929 [b]	326	61,414	8,163	13.3	182	2,283	3,692	---	---	6,231
SERVICE AND LIMITED-FUNCTION WHOLESALERS	191	29,970	4,479	14.9	127	1,604	2,179	2,149	30	3,478
Wholesale merchants	176	25,100	3,929	15.7	124	1,425	1,913	1,886	27	2,806
Voluntary group wholesalers	6	3,269	396	12.1	---	132	187	184	3	604
Cash-and-carry wholesalers	3	616	12	1.9	---	5	7	7	---	36
Wagon distributors	3	81	16	19.8	3	9	8	8	---	---
All other [1]	3	904	126	13.9	---	33	64	64	---	232
MANUFACTURERS' SALES BRANCHES (With stocks) [2]	36	13,247	1,501	11.3	---	362	697	689	8	749
MANUFACTURERS' SALES OFFICES (Without stocks) [3]	3									
PETROLEUM BULK STATIONS AND TERMINALS [4]	105	17,636	1,903	10.8	53	461	717	684	33	930
Independent bulk stations [4]	19	3,089	354	11.5	13	94	135	126	9	150
Commission stations	37	5,694	574	10.1	39	153	199	198	1	278
Salary stations	49	8,853	975	11.0	1	214	383	360	23	502
AGENTS AND BROKERS [5]	5	430	45	10.5	3	13	27	27	---	11
ASSEMBLERS (Mainly farm products)	23	2,980	296	9.9	15	94	115	113	2	16
Assemblers of farm products	9	340	23	6.8	9	11	7	7	---	2
Cooperative marketing associations	8	2,217	211	9.5	---	65	88	88	---	13
Packers and shippers	3	106	9	8.5	3	5	2	1	1	1
All other [6]	3	317	53	16.7	3	13	18	17	1	---
BY KINDS OF BUSINESS:										
SERVICE AND LIMITED-FUNCTION WHOLESALERS	191	29,970	4,479	14.9	127	1,604	2,179	2,149	30	3,478
Automotive	21	1,682	340	20.2	17	157	183	181	2	307
Beer, wines, and liquors	16	1,928	436	22.6	11	113	133	130	3	99
Drugs and drug sundries (specialty lines)	3	483	84	17.4	---	27	46	46	---	85
Electrical goods	8	722	102	14.1	5	38	53	53	---	72
Farm products--consumer goods	31	3,145	606	19.3	22	221	305	297	8	42
Groceries (general line)	13	6,717	816	12.1	1	261	387	382	5	1,066
Groceries and foods (specialty lines)	30	4,145	414	10.0	24	159	200	199	1	199
Lumber and construction materials	5	341	83	24.3	7	37	35	33	2	71
Machinery--equipment--supplies	10	730	173	23.7	5	58	95	92	3	149
Plumbing and heating equipment and supplies	9	1,277	264	20.7	3	77	118	118	---	232
Tobacco and products (except leaf)	11	4,693	282	6.0	6	115	146	146	---	328
Waste materials	17	402	86	21.4	12	48	45	45	---	37
All other [7]	17	3,705	793	21.4	14	313	433	427	6	791
PETROLEUM BULK STATIONS AND TERMINALS:										
Petroleum and its products	105	17,636	1,903	10.8	53	461	717	684	33	930
ASSEMBLERS (Mainly farm products)	23	2,980	296	9.9	15	94	115	113	2	16
Farm products--consumer goods	20	2,813	277	9.8	13	89	110	108	2	10
All other [8]	3	167	19	11.4	2	5	5	5	---	6

* Employees and pay roll include paid executives of corporations but not the number and compensation of proprietors of unincorporated businesses.

** Sales include taxes. Expenses as shown for commission stations represent commissions only.

[a] Data for 1935 exclude personnel and pay roll of 26 commission bulk stations.

[b] Includes 1 chain-store warehouse not classified as a wholesale establishment in 1935 and 1939.

[1] Includes 2 industrial distributors; and 1 retailer-cooperative warehouse.

[2] Includes 1 automotive; 3 clothing and furnishings; 7 farm products--consumer goods; 22 groceries and foods (specialty lines); and 3 machinery--equipment--supplies.

[3] Includes 3 groceries and foods (specialty lines).

[4] Includes 1 distributing terminal.

[5] Includes 1 broker; 3 manufacturers' agents; and 1 selling agent.

[6] Includes 2 commission buyers; and 1 cream station.

[7] Includes 1 chemicals and paints; 1 clothing and furnishings; 1 farm products—raw materials; 1 farm supplies; 1 furniture and house furnishings; 2 hardware; 1 paper and its products; and 9 all other products.

[8] Includes 2 farm products--raw materials; and 1 all other products.

TABLE 1.—SALES, EXPENSES, PERSONNEL, PAY ROLL AND STOCKS

NEW JERSEY

TYPE OF OPERATION / KIND OF BUSINESS	NUMBER OF ESTABLISHMENTS	SALES (add 000)	OPERATING EXPENSES (add 000)	OPERATING EXPENSES Percent of Sales	Active proprietors of unincorporated businesses	Number of employees* (full-time and part-time) Average for year	PAY ROLL* Total (add 000)	PAY ROLL* Full-time (add 000)	PAY ROLL* Part-time (add 000)	Stocks on hand, end of year, at cost (add 000)
TOTALS, 1939	3,531	$1,075,302	$1[illegible]	12.3	1,928	56,609	$64,412	$63,498	$914	$77,354
1935 [1]	3,025	708,643	[illegible]	12.7	[1]1,570	[1]26,386	[1]43,225	[1]42,557	[1]668	51,624
1929	2,534	935,521	11[illegible]	11.9	1,169	26,578	54,848	---	---	67,615
SERVICE AND LIMITED-FUNCTION WHOLESALERS	2,761	829,08[illegible]	83,649	13.3	1,677	24,971	42,534	41,976	558	50,485
Wholesale merchants	2,597	$24,7[illegible]	[illegible]	[illegible]	1,585	21,683	36,621	36,082	539	42,392
Voluntary group wholesalers	9	27,[illegible]	3,[illegible]	[illegible]	1	1,095	1,867	1,864	3	3,448
Converters (textile)	4	1,960	1[illegible]	[illegible]	1	36	98	98	---	216
Export merchants	4	13,323	1,645	12.3	---	248	593	593	---	424
Importers	23	2[illegible],099	4,812	2[illegible]	[illegible]	964	1,646	1,646	---	1,424
Industrial distributors	29	7,407	1,460	19.7	12	470	830	825	5	1,485
Cash-and-carry wholesalers	22	3,303	82	2.5	21	30	37	36	1	132
Drop shippers or desk jobbers	10	16,617	601	3.6	2	143	367	364	3	4
Wagon distributors	52	4,255	275	12.2	48	99	131	128	3	59
Retailer-cooperative warehouses	11	8,848	638	7.2	---	201	344	340	4	901
MANUFACTURERS' SALES BRANCHES (With stocks)	268	199,029	24,588	12.4	---	5,913	11,713	11,637	76	17,156
MANUFACTURERS' SALES OFFICES (Without stocks)	65	47,123	4,566	9.7	---	578	1,311	1,311	---	---
PETROLEUM BULK STATIONS AND TERMINALS **	237	156,275	15,250	9.8	80	3,738	7,077	6,854	223	8,917
Independent bulk stations [2]	52	13,375	1,796	13.4	26	584	837	832	5	517
Commission stations	57	9,281	1,064	11.5	54	230	334	332	2	582
Salary stations	109	88,843	9,916	11.2	---	2,385	4,646	4,469	177	5,394
Distributing terminals	19	44,776	2,474	5.5	---	741	1,260	1,221	39	2,444
AGENTS AND BROKERS	87	25,413	1,672	6.6	69	533	914	892	22	549
Auction companies	6	1,256	100	8.0	4	49	44	37	7	31
Brokers (merchandise)	8	4,214	133	3.2	8	28	52	50	2	374
Commission merchants	24	6,617	462	7.0	25	145	255	252	3	35
Manufacturers' agents (with stocks)	14	1,241	332	26.8	6	124	267	267	---	94
Manufacturers' agents (without stocks)	22	1,481	93	6.3	20	29	41	33	8	---
Selling agents	10	10,241	490	4.8	4	151	241	240	1	11
All other [3]	3	363	62	17.1	2	7	14	13	1	4
ASSEMBLERS (Mainly farm products)	113	18,381	2,033	11.1	102	876	863	828	35	247
Assemblers of farm products	59	3,915	447	11.4	64	114	116	101	15	79
Commission buyers	8	825	80	9.7	11	25	34	31	3	6
Cooperative marketing associations	18	9,719	796	8.2	---	274	385	374	11	56
Packers and shippers	25	2,448	580	23.7	25	431	274	268	6	84
All other [3]	3	1,474	130	8.8	2	32	54	54	---	22
BY KINDS OF BUSINESS:										
SERVICE AND LIMITED-FUNCTION WHOLESALERS	2,761	829,081	83,649	13.3	1,677	24,971	42,534	41,976	558	50,485
Amusement and vending goods	19	1,108	270	24.4	15	83	124	118	6	146
Automotive	223	46,905	5,809	12.4	123	2,027	3,102	3,030	72	3,308
Beer, wines, and liquors	155	55,989	7,108	12.7	78	1,894	3,502	3,431	71	4,249
Chemicals and paints	66	11,424	2,125	18.6	25	502	1,016	990	26	1,175
Clothing and furnishings	16	3,003	364	12.1	7	133	216	215	1	318
Coal and coke	37	4,332	475	11.0	13	148	205	199	6	225
Drugs (general line)	5	7,950	821	10.3	---	295	513	511	2	981
Drugs and drug sundries (specialty lines)	29	4,958	1,759	35.5	9	351	653	652	1	612
Dry goods (general line)	7	[illegible]	[illegible]	[illegible]	[illegible]	[illegible]	[illegible]	[illegible]	[illegible]	[illegible]
Dry goods (specialty lines)	39	5,352	613	11.5	20	147	305	303	2	648
Electrical goods	102	21,323	3,676	17.2	41	1,062	2,067	2,055	12	2,529
Farm products--raw materials	15	2,377	259	10.9	13	71	128	126	2	139
Farm products--consumer goods	345	86,108	10,952	12.7	273	2,951	5,166	5,093	73	1,713
Farm supplies	20	5,142	584	18.6	7	147	228	212	16	274
Furniture and house furnishings	27	3,036	478	15.7	21	133	232	229	3	456
Groceries (general line)	35	33,108	2,776	8.4	24	879	1,648	1,643	5	3,785
Groceries and foods (specialty lines)	581	87,356	12,012	13.8	255	3,486	5,392	5,338	54	5,637
Hardware	40	7,817	1,526	19.5	18	475	870	866	4	1,926
Jewelry	10	984	231	23.5	5	36	97	97	---	246
Lumber and construction materials	116	39,994	5,403	13.5	24	1,976	3,044	3,003	41	3,689
Machinery--equipment--supplies	118	18,940	4,481	23.7	136	1,364	2,479	2,454	25	2,631
Metals and metal work (except scrap)	43	14,294	3,157	22.1	22	847	1,682	1,678	4	2,433
Paper and its products	120	11,588	2,390	20.6	77	787	1,300	1,281	19	1,936
Petroleum and its products	38	15,398	1,683	10.9	16	458	878	860	18	401
Plumbing and heating equipment and supplies	157	20,831	3,482	16.7	57	1,029	1,815	1,807	8	3,668
Tobacco and products (except leaf)	113	59,265	2,040	3.4	102	716	1,128	1,126	2	2,097
Waste materials	234	30,521	4,071	13.3	211	1,521	1,950	1,917	33	1,681
All other products	152	32,082	5,104	15.9	85	1,855	2,794	2,742	52	3,584
MANUFACTURERS' SALES BRANCHES (With stocks)	268	199,029	24,588	12.4	---	5,913	11,713	11,637	76	17,156
Automotive	27	13,237	1,946	14.7	---	611	1,182	1,166	16	1,404
Beer, wines, and liquors	10	2,737	766	28.7	---	129	268	268	---	29
Chemicals and paints	8	23,899	2,289	9.6	---	340	894	892	2	3,306
Electrical goods	6	21,470	1,751	8.1	---	412	979	979	---	2,343
Farm products--consumer goods	24	6,596	1,917	29.1	---	371	722	717	5	134
Farm supplies	4	2,012	349	17.3	---	83	173	170	3	95
Furniture and house furnishings	4	4,489	954	21.3	---	117	261	261	---	794
Groceries and foods (specialty lines)	87	80,122	8,191	10.2	---	2,158	3,935	3,915	20	3,377
Lumber and construction materials	7	4,437	821	18.5	---	131	223	212	11	1,125
Machinery--equipment--supplies	39	8,924	2,157	24.2	---	745	1,401	1,392	9	1,054
Metals and metal work (except scrap)	10	7,748	1,062	13.7	---	362	655	654	1	1,613
Plumbing and heating equipment and supplies	18	8,186	1,132	13.8	---	239	492	487	5	902
All other [3]	24	15,172	1,253	8.3	---	237	528	524	4	780
MANUFACTURERS' SALES OFFICES (Without stocks)	65	47,123	4,566	9.7	---	578	1,311	1,311	---	---
Groceries and foods (specialty lines)	14	10,891	2,765	25.4	---	248	487	487	---	---
Machinery--equipment--supplies	18	8,175	422	5.2	---	111	283	283	---	---
Metals and metal work (except scrap)	5	7,492	203	2.7	---	53	128	128	---	---
All other [3]	28	20,575	1,176	5.7	---	166	413	413	---	---

For footnotes, see end of table.

TABLE 1.—SALES, EXPENSES, PERSONNEL, PAY ROLL AND STOCKS

[illegible] OPERATORS BY KINDS OF B[illegible]

NEW JERSEY

TYPE OF OPERATION KIND OF BUSINESS	NUMBER OF ESTABLISHMENTS	SALES	OPERATING EXPENSES (including payroll)		[illegible]	[illegible]	PAY ROLL			[illegible]
		[illegible]	Amount [illegible]	Percent of sales	[illegible]	[illegible]	[illegible]	[illegible]	[illegible]	[illegible]
PETROLEUM BULK STATIONS AND TERMINALS:										
Petroleum and its products	237	$158,275	$15,250	9.8	80	2,738	$7,277	$6,854	$223	$8,917
AGENTS AND BROKERS	87	25,413	1,672	6.6	89	533	914	892	22	549
Coal and coke	3	4,365	97	2.2	1	23	49	48	1	---
Dry goods (specialty lines)	3	5,205	292	5.6	2	111	140	140	---	14
Farm products--raw materials	4	940	69	7.3	3	25	16	16	6	2
Farm products--consumer goods	20	6,547	374	5.7	25	121	208	206	2	33
Furniture and house furnishings	4	181	31	17.1	1	13	16	15	1	6
Groceries and foods (specialty lines)	5	2,536	101	4.0	4	30	50	50	---	---
Hardware	3	184	26	16.1	4	12	15	14	1	11
Machinery--equipment--supplies	20	1,859	396	21.5	11	123	271	270	1	79
Paper and its products	3	278	4	1.4	3	1	1	1	---	---
Plumbing and heating equipment and supplies	5	621	28	4.3	6	9	12	12	---	2
All other [7]	17	2,890	294	10.2	9	65	136	126	10	396
ASSEMBLERS (Mainly farm products)	113	19,381	2,133	11.1	102	876	863	828	35	247
Farm products--raw materials	19	937	212	22.6	19	45	49	47	2	55
Farm products--consumer goods	73	18,444	1,415	5.9	60	424	603	576	27	127
Groceries and foods (specialty lines)	22	1,466	406	27.8	23	407	211	205	6	65

* Employees and pay roll include paid executives of corporations but not the number and compensation of proprietors of unincorporated businesses.

** Sales include taxes. Expenses as shown for commission stations represent commissions only.

1 Data for 1935 exclude personnel and pay roll of 48 commission bulk stations.

2 Includes 1 cooperative bulk station.

3 Includes 1 export agent; and 2 import agents.

4 Includes 1 cooperative sales agency; and 2 cream stations.

5 Includes 2 amusement and sporting goods; 1 clothing and furnishings; 3 drugs and drug sundries (specialty lines); 2 hardware; 1 petroleum and its products; 3 tobacco and products (except leaf); and 12 all other products.

6 Includes 2 beer, wines, and liquors; 1 chemicals and paints; 1 drugs and drug sundries (specialty lines); 1 electrical goods; 3 farm products--consumer goods; 2 paper and its products; 3 plumbing and heating equipment and supplies; 2 tobacco and products (except leaf); and 13 all other products.

7 Includes 1 beer, wines, and liquors; 1 chemicals and paints; 1 electrical goods; 1 farm supplies; 2 lumber and construction materials; 2 metals and metal work (except scrap); 1 petroleum and its products; 1 waste materials; and 7 all other products.

TABLE 1.—SALES, EXPENSES, PERSONNEL, PAY ROLL AND STOCKS

TYPES OF OPERATION BY KINDS OF BUSINESS

NEW MEXICO

TYPE OF OPERATION / KIND OF BUSINESS	NUMBER OF ESTABLISHMENTS	SALES (add 000)	OPERATING EXPENSES (including pay roll) Amount (add 000)	OPERATING EXPENSES Percent of sales	Active proprietors of unincorporated businesses	Number of employees* (full-time and part time) Average for year	PAY ROLL* Total (add 000)	PAY ROLL Full-time (add 000)	PAY ROLL Part-time (add 000)	Stocks on hand, end of year, at cost (add 000)
TOTALS, 1936	542	$66,387	$7,767	11.7	414	2,463	$3,197	$3,074	$123	$7,752
1935 [a]	397	45,579	4,585	10.1	[a]141	[a]1,433	[a]2,065	[a]2,029	[a]36	5,355
1929 [1]	317	53,347	5,141	9.6	103	1,264	2,331	---	---	4,744
SERVICE AND LIMITED-FUNCTION WHOLESALERS	199	36,908	4,757	12.9	123	1,685	2,239	2,193	46	6,182
Merchant merchants	181	31,442	4,257	13.5	117	1,532	2,010	1,967	43	5,296
Industrial distributors	10	4,168	387	9.3	---	113	181	178	3	786
Major distributors	5	692	63	9.1	4	22	22	22	---	33
All other [2]	3	600	50	8.3	2	18	26	26	---	67
MANUFACTURERS' SALES BRANCHES (With stocks)	20	3,141	398	12.7	---	127	186	157	29	361
MANUFACTURERS' SALES OFFICES (Without stocks) [3]	[illegible]	71	16	22.5	---	8	9	9	---	---
PETROLEUM BULK STATIONS **	256	15,729	2,056	13.1	245	431	506	488	18	781
Independent bulk stations [4]	50	3,071	413	13.4	43	111	126	120	6	134
Commission stations	195	11,568	1,465	12.9	196	260	288	279	9	593
Salary stations	11	1,290	178	13.8	6	60	82	79	3	54
AGENTS AND BROKERS	15	5,566	181	3.3	15	43	89	72	17	24
Brokers (merchandise)	8	2,737	47	1.7	7	14	25	24	1	1
Commission merchants	3	1,771	108	6.1	---	24	51	47	4	23
All other [5]	4	1,058	26	2.5	8	5	13	1	12	---
ASSEMBLERS (Mainly farm products)	48	4,978	359	7.2	31	169	168	155	13	404
Assemblers of farm products	19	1,702	90	5.3	12	53	51	44	7	272
Commission buyers	7	973	58	6.0	9	14	12	10	2	32
Cooperative marketing associations	3	259	6	2.3	---	4	3	2	1	---
Cream stations	3	29	4	13.8	2	3	2	2	---	---
Country grain elevators:										
Independent [6]	6	925	71	7.6	4	47	48	47	1	51
Line	6	681	59	8.7	3	24	28	27	1	24
Packers and shippers	4	405	71	17.5	1	24	24	23	1	25
BY KINDS OF BUSINESS:										
SERVICE AND LIMITED-FUNCTION WHOLESALERS	199	36,908	4,757	12.9	123	1,685	2,239	2,193	46	6,182
Automotive	20	1,828	334	20.5	15	118	145	145	---	413
Beer, wines, and liquors	24	4,520	678	15.0	12	163	196	192	6	575
Drugs and drug sundries (specialty lines)	4	92	11	12.0	3	[illegible]	4	4	---	14
Farm products--consumer goods	20	1,804	422	23.4	15	191	197	194	3	50
Farm supplies	4	169	23	13.6	2	13	12	11	1	7
Groceries (general line)	30	10,874	870	8.0	16	353	446	433	13	1,727
Groceries and foods (specialty lines)	25	1,572	153	9.7	26	72	63	63	---	147
Lumber and construction materials	4	663	125	18.9	1	58	74	74	---	109
Machinery--equipment--supplies	32	5,445	688	12.6	13	172	325	322	3	897
Plumbing and heating equipment and supplies	3	1,076	196	16.4	2	66	103	102	1	467
Tobacco and products (except leaf)	7	1,027	40	3.9	2	10	14	14	---	39
All other [7]	26	8,031	1,215	15.1	15	464	658	639	19	1,757
MANUFACTURERS' SALES BRANCHES (With stocks)	20	3,141	398	12.7	---	127	186	157	29	361
Groceries and foods (specialty lines)	5	1,039	88	8.5	---	30	42	41	1	27
Machinery--equipment--supplies	9	1,190	135	11.3	---	39	53	48	5	256
All other [8]	6	912	175	19.2	---	58	91	68	23	78
PETROLEUM BULK STATIONS:										
Petroleum and its products	256	15,729	2,056	13.1	245	431	506	488	18	781
AGENTS AND BROKERS	15	5,566	181	3.3	15	43	89	72	17	24
Farm products--raw materials	5	2,091	109	5.2	2	25	52	48	4	23
Groceries and foods (specialty lines)	4	1,577	32	2.0	4	10	18	17	1	---
All other [9]	6	1,898	40	2.1	[illegible]	8	19	7	12	1
ASSEMBLERS (Mainly farm products)	43	4,978	359	7.2	31	169	168	155	13	404
Farm products--raw materials	35	4,723	326	6.9	20	148	152	140	12	398
All other [10]	13	255	33	12.9	11	21	16	15	1	6

* Employees and pay roll include paid executives of corporations but not the number and compensation of proprietors of unincorporated businesses.

** Sales include taxes. Expenses as shown for commission stations represent commissions only.

a Data for 1935 exclude personnel and pay roll of 78 commission bulk stations.

1 1929 figures include 2 chain-store warehouses not classified as wholesale establishments in 1935 and 1939.

2 Includes 2 voluntary group wholesalers; and 1 cash-and-carry wholesaler.

3 Includes 3 groceries and foods (specialty lines); and 1 machinery--equipment--supplies.

4 Includes 1 cooperative bulk station.

5 Includes 3 manufacturers' agents (without stocks); and 1 selling agent.

6 Includes 1 country grain elevator (cooperative).

7 Includes 1 chemicals and paints; 1 dry goods (specialty lines); 1 electrical goods; 1 farm products--raw materials; 2 furniture and house furnishings; 2 hardware; 1 jewelry; 2 metals and metal work (except scrap); 2 paper and its products; 2 petroleum and its products; 2 waste materials; and 9 all other products.

8 Includes 1 chemicals and paints; 3 metals and metal work (except scrap); 1 plumbing and heating equipment and supplies; and 1 all other products.

9 Includes 1 farm supplies; 1 groceries (general line); 2 lumber and construction materials; 1 machinery--equipment--supplies; and 1 all other products.

10 Includes 11 farm products--consumer goods; and 2 farm supplies.

TABLE 1.—SALES, EXPENSES, PERSONNEL, PAY ROLL AND STOCKS

TYPES OF OPERATION BY KINDS OF BUSINESS

NEW YORK

TYPE OF OPERATION / KIND OF BUSINESS	NUMBER OF ESTABLISHMENTS	SALES (add 000)	OPERATING EXPENSES (including pay roll) Amount (add 000)	OPERATING EXPENSES Percent of sales	Active proprietorships and unincorporated businesses	Number of employees* (full-time and part time) Average for year	PAY ROLL* Total (add 000)	PAY ROLL* Full time (add 000)	PAY ROLL* Part time (add 000)	Stocks on hand, end of year, at cost (add 000)
TOTALS, 1939	30,389	$14,508,479	$1,327,329	9.1	19,577	292,807	$831,525	$824,994	$6,531	$897,701
1935 [1]	26,915	10,796,261	997,904	9.2	16,626	241,465	482,989	477,121	5,868	752,525
1929	25,202	17,143,753	1,418,070	8.3	17,138	274,699	883,285			1,245,117
SERVICE AND LIMITED-FUNCTION WHOLESALERS	21,510	6,170,281	729,473	11.8	14,974	184,186	369,979	366,135	3,844	684,831
Wholesale merchants	18,539	4,038,343	558,679	13.8	13,308	149,471	284,367	281,088	3,279	413,676
Voluntary group wholesalers	56	86,708	9,824	11.3	28	2,885	5,881	5,860	21	12,313
Converters (textiles)	546	398,099	38,553	9.7	255	6,604	19,631	19,451	180	58,985
Export merchants	310	417,408	24,852	6.0	167	3,882	10,026	9,975	51	28,829
Importers	1,532	1,086,617	83,280	7.7	882	15,102	41,023	40,783	240	157,379
Industrial distributors	102	41,449	9,002	21.7	14	2,632	5,288	5,232	56	8,395
Cash-and-carry wholesalers	107	4,236	254	6.0	115	87	81	78	3	279
Drop shippers or desk jobbers	139	68,366	4,527	6.6	52	696	2,365	2,360	5	138
Wagon distributors	152	6,282	809	12.9	153	217	304	297	7	171
Retailer-cooperative warehouses	27	22,775	1,693	7.4	---	610	1,013	1,011	2	3,686
MANUFACTURERS' SALES BRANCHES (With stocks)	1,777	2,249,250	322,235	14.3	121	58,308	131,640	130,803	837	160,484
MANUFACTURERS' SALES OFFICES (Without stocks)	1,110	1,491,554	121,223	8.1	86	17,422	52,912	52,599	313	---
PETROLEUM BULK STATIONS AND TERMINALS **	835	334,932	38,829	11.6	350	7,975	15,393	14,866	527	27,065
Independent bulk stations	236	56,189	7,362	13.1	147	1,774	3,135	3,091	44	2,655
Commission stations	188	24,457	2,828	11.6	192	595	849	825	24	1,639
Salary stations	364	215,239	25,119	11.7	11	5,028	10,339	9,901	438	17,609
Cooperative bulk stations	19	1,545	275	17.8	---	88	115	114	1	62
Distributing terminals	28	37,502	3,245	8.7	---	492	955	935	20	5,099
AGENTS AND BROKERS	4,730	4,148,497	105,147	2.5	3,845	21,849	57,600	56,862	738	23,128
Auction companies	36	79,805	1,672	2.1	38	433	866	824	42	163
Brokers (merchandise)	858	1,042,574	10,324	1.0	734	2,089	5,670	5,639	31	2,232
Commission merchants	418	578,902	22,145	3.8	277	3,978	11,678	11,483	195	4,615
Export agents	439	415,504	9,260	2.2	292	1,984	5,110	5,093	17	2,508
Import agents	262	274,879	5,131	1.9	175	923	2,692	2,586	106	4,670
Manufacturers' agents (with stocks)	275	55,376	5,454	9.8	184	1,196	2,865	2,835	30	2,597
Manufacturers' agents (without stocks)	1,426	215,296	10,629	4.9	1,297	2,627	5,100	4,921	179	---
Selling agents	625	972,792	51,672	5.3	480	5,802	18,065	17,957	108	5,904
Other agents	391	513,369	8,860	1.7	370	2,817	5,554	5,524	30	439
ASSEMBLERS (Mainly farm products)	427	113,965	10,422	9.1	201	3,067	4,001	3,729	272	2,193
Assemblers of farm products	167	14,549	1,821	12.5	150	805	701	608	93	582
Commission buyers	11	950	47	4.9	8	21	19	19	-	22
Cooperative marketing associations	144	40,895	6,144	15.0	---	1,326	2,262	2,191	71	573
Cooperative sales agencies	20	46,441	895	1.9	---	199	405	382	23	302
Cream stations	18	3,590	405	11.3	1	96	128	127	1	6
Country grain elevators [2]	8	1,147	107	9.3	4	99	51	42	9	356
Packers and shippers	59	6,393	1,003	15.7	38	523	435	360	75	352
BY KINDS OF BUSINESS:										
SERVICE AND LIMITED-FUNCTION WHOLESALERS	21,510	6,170,281	729,473	11.8	14,974	184,186	369,979	366,135	3,844	684,831
Amusement and sporting goods	439	61,395	14,214	23.2	274	3,421	7,187	7,126	61	9,170
Automotive	658	265,570	23,622	8.9	344	6,747	12,066	11,979	87	16,946
Beer, wines, and liquors	457	210,269	30,223	14.4	275	6,587	14,123	14,001	122	28,586
Chemicals and paints	407	116,761	19,191	16.4	184	3,409	8,988	8,822	66	18,201
Clothing and furnishings	1,997	375,870	53,971	14.4	1,614	12,718	26,668	26,453	215	43,891
Coal and coke	186	107,417	8,230	7.7	62	1,876	3,994	3,994	100	3,295
Drugs (general line)	31	45,620	5,754	12.6	---	1,943	3,364	3,355	9	5,980
Drugs and drug sundries (specialty lines)	411	60,068	18,542	30.9	193	5,109	8,939	8,870	69	7,655
Dry goods (general line)	20	15,448	2,181	14.1	10	695	1,342	1,319	23	2,120
Dry goods (specialty lines)	2,572	820,868	93,722	11.4	1,855	23,281	48,614	48,239	375	123,105
Electrical goods	555	123,492	22,030	17.8	292	6,565	12,539	12,464	75	13,406
Farm products--raw materials	553	333,031	17,525	5.3	381	2,573	6,975	6,902	73	52,949
Farm products--consumer goods	1,704	508,590	57,868	11.4	1,521	14,195	27,025	26,556	469	8,961
Farm supplies	87	26,126	3,434	13.1	33	957	1,664	1,632	32	3,812
Furniture and house furnishings	995	162,360	28,810	17.7	660	7,157	14,953	14,813	140	29,922
Groceries (general line)	182	184,690	20,401	11.0	90	6,276	12,084	12,027	57	27,740
Groceries and foods (specialty lines)	1,950	524,966	60,013	11.4	1,506	14,311	29,185	28,906	279	43,425
Hardware	296	61,402	12,490	20.3	178	4,004	7,141	7,111	30	13,691
Jewelry	1,101	141,412	25,141	17.8	1,009	5,530	11,799	11,728	71	35,437
Lumber and construction materials	589	136,581	24,497	17.9	175	6,018	12,573	12,319	254	14,986
Machinery--equipment--supplies	1,734	219,107	46,756	21.3	983	13,070	26,055	25,707	348	33,734
Metals and metal work (except scrap)	262	267,092	15,946	6.0	113	3,397	8,040	7,914	126	19,892
Paper and its products	876	168,063	28,989	17.2	544	8,406	16,420	16,248	172	18,603
Petroleum and its products	165	48,771	6,421	13.2	64	1,088	2,803	2,560	43	3,121
Plumbing and heating equipment and supplies	469	75,704	13,304	17.6	193	3,821	7,140	7,041	99	12,512
Tobacco and products (except leaf)	343	179,011	7,664	4.3	294	2,350	3,732	3,709	23	7,213
Waste materials	1,151	117,891	15,756	13.4	1,211	5,807	7,455	7,223	232	10,067
All other products	1,400	813,106	52,742	6.5	918	12,867	27,411	27,217	194	75,411
MANUFACTURERS' SALES BRANCHES (With stocks)	1,777	2,249,250	322,235	14.3	121	58,308	131,640	130,803	837	160,484
Amusement and sporting goods	37	58,476	5,307	9.1	---	1,892	3,548	3,425	123	2,312
Automotive	115	70,952	10,789	15.2	4	3,082	6,145	6,105	40	8,288
Beer, wines, and liquors	66	129,075	24,485	19.0	3	2,630	7,705	7,648	57	4,898
Chemicals and paints	92	149,798	21,155	14.1	2	3,234	8,593	8,515	78	10,983
Clothing and furnishings	137	124,793	16,150	12.9	51	3,129	7,653	7,624	29	13,248
Drugs and drug sundries (specialty lines)	52	84,299	28,260	33.5	2	3,767	7,985	7,964	21	8,385
Dry goods (specialty lines)	111	170,530	18,923	11.1	13	4,543	10,832	10,809	23	26,097
Electrical goods	57	91,328	9,396	10.3	1	2,431	5,641	5,639	2	4,836
Farm products--consumer goods	54	25,664	4,362	17.0	---	643	1,188	1,154	28	1,621
Farm supplies	6	7,835	615	7.8	---	130	317	312	5	522
Furniture and house furnishings	56	38,723	5,367	13.9	4	1,135	2,752	2,734	18	2,703

For footnotes, see end of table.

TABLE 1.—SALES, EXPENSES, PERSONNEL, PAY ROLL AND STOCKS

[Type of Operation by Kinds of Business]

NEW YORK

Type of operation. Kind of business	Number of establishments	Sales	Operating expenses		Average number of proprietors and partners engaged in business	Average number of employees* (full-time and part-time) during year	Pay roll			Stocks on hand, end of year, at cost
		(add 000)	Amount (add 000)	Percent			Total (add 000)	Full-time (add 000)	Part-time (add 000)	(add 000)
MANUFACTURERS' SALES BRANCHES AND OFFICES — Con.										
Groceries and foods (specialty lines	297	$427,317	$42,171	11.0	4	3,185	$18,[illegible]	$18,197	$156	$19,681
Hardware	27	5,114	1,966	19.5	-	438	867	865	2	696
Jewelry	11	38,043	1,986	4.2	1	332	852	848	4	1,874
Lumber and construction materials	42	39,604	5,100	12.9	5	1,142	2,803	2,734	69	4,361
Machinery--equipment- supplies	34	158,094	35,631	22.5	17	9,510	21,073	20,985	88	18,099
Metals and metal work (except scrap)	21	90,940	7,772	8.5	1	1,376	3,390	3,386	4	8,270
Paper and its products	45	52,464	8,907	17.0	-	1,424	3,175	3,174	1	2,709
Petroleum and its products	7	9,693	2,411	24.9	---	341	1,329	1,329	-	869
Plumbing and heating equipment and supplies	64	38,394	6,192	16.1	---	1,427	3,[illegible]	2,974	15	3,645
Tobacco and products (except leaf)	17	316,793	44,644	14.0	4	3,266	8,268	8,251	17	7,801
All other products	21	117,760	16,449	14.0	9	3,166	8,348	8,328	20	9,478
MANUFACTURERS' SALES OFFICES	1,111	1,493,554	121,254	8.1	88	17,424	54,911	54,599	312	---
Amusement and sporting goods	20	19,175	2,466	16.9	-	466	1,133	1,133	---	---
Automotive	8	17,343	1,944	11.2	---	197	558	558	---	---
Beer, wines, and liquors	18	34,514	6,766	19.6	-	524	1,850	1,847	3	---
Chemicals and paints	41	63,718	10,468	16.4	3	1,329	3,645	3,594	51	---
Clothing and furnishings	184	103,106	10,435	10.1	60	1,749	5,360	5,332	28	---
Drugs and drug sundries (specialty lines)	24	40,474	9,807	24.3	2	756	2,429	2,429	-	---
Dry goods (specialty lines)	22	173,228	10,535	6.0	5	1,746	5,239	5,235	4	---
Electrical goods	47	76,173	3,723	4.8	1	686	2,243	2,238	5	---
Farm products--consumer goods	9	1,945	132	6.9	---	28	50	49	1	---
Furniture and house furnishings	49	30,946	3,416	11.0	6	464	1,439	1,435	4	---
Groceries and foods (specialty lines)	8	119,306	13,855	11.6	- -	1,675	4,971	4,904	67	---
Hardware	1	5,037	629	12.5	--	106	341	340	1	---
Jewelry	15	5,827	416	7.1	1	68	296	296		---
Lumber and construction materials	65	50,413	6,411	12.7	---	1,103	3,407	3,407	---	---
Machinery--equipment- supplies	164	171,047	20,139	11.8	3	3,148	9,580	9,487	93	- -
Metals and metal work (except scrap)	90	371,050	6,236	1.7	---	1,104	3,771	3,764	7	---
Paper and its products	69	78,417	4,057	5.2	-	747	2,700	2,700	---	---
Petroleum and its products	1	13,665	3,377	24.7	-	225	767	767	---	---
Plumbing and heating equipment and supplies	34	7,583	1,090	14.4	--	207	571	569	2	---
Tobacco and products (except leaf	8	34,183	253	.7	1	87	174	174	---	---
All other	63	70,600	5,466	7.7	3	765	2,388	2,341	47	---
PETROLEUM BULK STATIONS AND TERMINALS										
Petroleum and its products	651	324,933	38,829	11.8	350	7,975	15,393	14,866	527	27,065
AGENTS AND BROKERS	4,736	4,146,437	109,147	2.5	3,845	41,849	57,600	56,862	738	23,128
Amusement and sporting goods	82	11,686	892	7.6	68	195	421	421	---	235
Automotive	58	23,[illegible]	676	2.9	47	173	373	370	3	166
Beer, wines, and liquors	7	854	83	9.7	6	17	31	31	---	30
Chemicals and paints	79	51,005	1,927	3.8	52	305	1,047	1,042	5	476
Clothing and furnishings	708	351,769	10,816	3.1	664	2,897	6,081	6,018	63	785
Coal and coke	51	104,417	2,960	2.8	4	419	1,376	1,372	6	192
Drugs and drug sundries (specialty lines)	45	12,543	1,128	9.0	36	201	451	448	3	93
Dry goods (general line)	15	214,214	2,020	.9	15	686	1,405	1,395	10	105
Dry goods (specialty lines)	572	1,168,955	30,421	2.6	581	5,490	18,037	17,985	52	4,866
Electrical goods	147	27,277	1,746	6.4	110	464	903	898	5	390
Farm products--raw materials	227	250,575	3,868	1.5	166	658	1,767	1,749	18	2,464
Farm products--consumer goods	254	240,545	8,103	3.4	176	1,846	4,235	4,042	193	1,477
Farm supplies	27	24,682	615	2.5	14	91	286	285	1	64
Furniture and house furnishings	272	44,882	3,11	6.9	231	773	1,623	1,537	86	208
Groceries and foods (specialty lines)	506	620,481	9,8	1.6	424	1,763	4,703	4,658	45	6,659
Hardware	94	12,[illegible]	[illegible]	6.7	77	271	512	548	4	87
Jewelry	73	8,176	358	4.4	69	89	142	141	1	51
Lumber and construction materials	122	28,450	1,470	5.2	91	286	726	705	20	33
Machinery--equipment- supplies	472	98,308	6,531	6.6	342	1,444	3,666	3,622	44	812
Metals and metal work (except scrap)	128	166,542	2,769	1.5	82	553	1,483	1,446	37	1,098
Paper and its products	191	59,790	2,869	4.8	133	543	1,605	1,591	14	337
Petroleum and its products	29	25,055	532	2.1	19	76	241	239	2	34
Plumbing and heating equipment and supplies	81	11,126	718	6.5	66	178	362	354	8	92
Tobacco and products (except leaf)	4	333	11	3.3	5	2	1	-	-	2
Waste materials	33	24,007	690	2.9	14	116	348	-	3	221
All other products	455	545,764	10,240	1.9	353	2,348	5,7[illegible]	[illegible]	116	[illegible],149
ASSEMBLERS (Mainly farm products	427	112,968	10,422	9.1	201	[illegible],[illegible]67	[illegible],601	[illegible],[illegible]	[illegible]	2,193
Farm products--raw materials	107	10,972	821	7.5	102	506	311	450	71	695
Farm products--consumer goods	305	101,572	9,330	9.2	89	[illegible],445	3,[illegible]	3,346	199	1,345
Farm supplies	7	713	42	5.9	5	26	[illegible]	28	-	3
Groceries and foods (specialty lines)	8	706	229	32.3	5	96	[illegible]	113	2	150

* Employees and pay roll include paid executives of corporations but not the number and compensation of proprietors of unincorporated businesses.

** Sales include taxes. Expenses as shown for commission stations represent commissions only.

1 Data for 1935 exclude personnel and pay roll of 169 commission bulk stations. Also, some adjustments have been made in the 1935 figures for comparison purposes.

2 Includes 7 independent and 1 line elevators.

3 Includes 2 coal and coke; 1 farm supplies; and 60 all other products.

TABLE 1. SALES, EXPENSES, PERSONNEL, PAY ROLL AND STOCKS

[illegible]

NORTH CAROLINA

TYPE OF OPERATION / KIND OF BUSINESS	NUMBER OF ESTABLISHMENTS	SALES (add 000)	OPERATING EXPENSES Amount (add 000)	OPERATING EXPENSES Percent	Active proprietors of [illegible]	Employees [illegible]	PAY ROLL Total (add 000)	PAY ROLL [illegible]	PAY ROLL [illegible]	[illegible]
TOTALS, 1939	2,859	$831,[illegible]	$70,346	8.5	[illegible]	30,347	[illegible]	$32,179	$1,[illegible]	[illegible]
1935 [1]	2,455	[illegible]	43,795	7.9	[1] 1,460	[1] [illegible]	[1] 20,456	[illegible]	[illegible]	61,499
1929	2,403	695,118	[illegible]	8.4	1,625	15,745	[illegible]	[illegible]	[illegible]	[illegible]
SERVICE AND LIMITED-FUNCTION WHOLESALERS	1,311	[illegible]	[illegible]	12.2	944	13,977	[illegible]	[illegible]	437	[illegible]
Wholesale merchants	1,209	237,857	[illegible]	12.0	890	[illegible]	14,454	14,177	277	[illegible]
Voluntary group wholesalers	5	2,107	[illegible]	7.8	1	75	75	73	[illegible]	[illegible]
Export merchants	4	3,247	[illegible]	[illegible]	-	749	460	[illegible]	130	[illegible]
Importers	8	9,532	1,349	14.2	--	[illegible]	249	249	[illegible]	[illegible]
Industrial distributors	17	9,100	1,635	18.0	---	[illegible]	[illegible]	971	[illegible]	[illegible]
Cash-and-carry wholesalers	6	[illegible]	7	7.5	5	10	4	4	[illegible]	14
Drop shippers or desk jobbers	[illegible]	6,020	372	6.2	[illegible]	[illegible]	125	[illegible]	[illegible]	[illegible]
Wagon distributors	47	1,[illegible]	143	10.4	41	[illegible]	57	54	[illegible]	70
All other [2]	[illegible]	893	73	8.2	-	[illegible]	49	49	[illegible]	[illegible]
MANUFACTURERS' SALES BRANCHES (with stocks)	195	117,[illegible]	11,278	9.6	[illegible]	2,[illegible]47	5,[illegible]	5,123	[illegible]	[illegible]
MANUFACTURERS' SALES OFFICES (without stocks)	52	31,211	1,117	3.6	1	[illegible]	[illegible]	[illegible]	[illegible]	-
PETROLEUM BULK STATIONS AND TERMINALS [5]	[illegible]	85,900	[illegible]	9.1	[illegible]	[illegible]	[illegible]	[illegible]	49	4,450
Independent bulk stations	141	16,091	1,891	11.8	[illegible]	536	[illegible]	715	4	571
Commission stations	295	40,152	3,657	9.1	[illegible]	901	980	954	26	[illegible]
Salary stations	148	[illegible]	1,918	8.5	[illegible]	[illegible]	887	[illegible]	16	[illegible]
Distributing terminals	5	7,032	[illegible]	4.8	---	75	[illegible]	100	[illegible]	[illegible]
AGENTS AND BROKERS	384	235,341	8,345	3.8	470	[illegible]	4,663	4,209	454	1,830
Auction companies	145	[illegible]	[illegible]	3.3	[illegible]	[illegible]	[illegible]	1,718	414	203
Brokers (merchandise)	115	[illegible]	1,030	1.8	[illegible]	[illegible]	[illegible]	409	15	596
Commission merchants	[illegible]	7,717	[illegible]	6.9	[illegible]	[illegible]	[illegible]	[illegible]	13	924
Export agents	6	[illegible]	[illegible]	9.2	---	[illegible]	1,028	1,028	--	---
Manufacturers' agents (with stocks)	[illegible]	[illegible]	[illegible]	9.1	14	[illegible]	142	[illegible]	[illegible]	104
Manufacturers' agents (without stocks)	[illegible]	11,495	448	3.9	50	106	[illegible]	196	[illegible]	---
Selling agents	13	[illegible]	812	4.0	[illegible]	135	478	[illegible]	[illegible]	[illegible]
ASSEMBLERS (mainly farm products)	325	91,217	[illegible]	9.1	[illegible]	[illegible]	4,257	[illegible]	[illegible]	43,719
Assemblers of farm products	199	77,268	[illegible]	8.7	141	4,[illegible]	3,463	3,035	428	43,219
Commission buyers	[illegible]	2,801	89	3.2	[illegible]	[illegible]	41	[illegible]	[illegible]	76
Cooperative marketing associations	[illegible]	3,267	273	8.4	-	[illegible]	110	[illegible]	[illegible]	[illegible]
Packers and shippers	64	7,688	[illegible]	15.1	[illegible]	1,137	640	420	[illegible]	[illegible]
All other [3]	3	[illegible]	8	4.1	[illegible]	[illegible]	3	[illegible]	1	—
BY KINDS OF BUSINESS:										
SERVICE AND LIMITED-FUNCTION WHOLESALERS	1,311	270,224	[illegible]	12.2	[illegible]	13,977	[illegible]	[illegible]	[illegible]	[illegible]
Amusement and sporting goods	15	[illegible]	277	[illegible]	7	116	158	157	1	116
Automotive	148	[illegible]	3,076	10.7	[illegible]	[illegible]	[illegible]	1,727	4	[illegible]
Beer, wines, and liquors	47	6,030	934	15.5	[illegible]	[illegible]	[illegible]	[illegible]	10	[illegible]
Chemicals and paints	[illegible]	[illegible]	738	13.7	[illegible]	124	[illegible]	[illegible]	12	313
Clothing and furnishings	20	1,[illegible]	[illegible]	14.1	13	[illegible]	105	101	4	171
Drugs (general line)	[illegible]	[illegible]	[illegible]	14.5	[illegible]	263	[illegible]	542	-	1,[illegible]
Drugs and drug sundries (specialty lines)	15	[illegible]	[illegible]	15.3	14	[illegible]	41	[illegible]	[illegible]	[illegible]
Dry goods (general line)	[illegible]	3,493	429	12.3	[illegible]	[illegible]	[illegible]	[illegible]	-	[illegible]
Dry goods (specialty lines)	21	[illegible]	[illegible]	13.0	16	101	[illegible]	158	1	242
Electrical goods	[illegible]	[illegible]	1,[illegible]	12.3	[illegible]	483	890	[illegible]	[illegible]	1,194
Farm products--raw materials	41	30,179	4,094	13.6	16	[illegible]	2,187	[illegible]	[illegible]	[illegible]
Farm products--consumer goods	93	14,175	2,178	15.4	96	[illegible]	[illegible]	[illegible]	16	[illegible]
Farm supplies	50	9,638	1,477	15.3	47	[illegible]	247	[illegible]	14	[illegible]
Furniture and house furnishings	11	[illegible]	145	15.8	4	44	[illegible]	54	4	[illegible]
Groceries (general line)	175	[illegible]	4,345	7.8	[illegible]	1,662	2,081	2,050	[illegible]	5,811
Groceries and foods (specialty lines)	[illegible]	20,687	[illegible]	11.4	[illegible]	[illegible]	[illegible]	1,097	[illegible]	[illegible]
Hardware	[illegible]	11,786	[illegible]	[illegible]	5	[illegible]	1,154	1,150	[illegible]	2,445
Lumber and construction materials	[illegible]	6,109	[illegible]	11.8	37	[illegible]	418	406	[illegible]	[illegible]
Machinery--equipment--supplies	91	14,[illegible]	[illegible]	19.1	38	[illegible]	1,524	1,494	[illegible]	[illegible]
Paper and its products	[illegible]	[illegible]	779	14.3	[illegible]	[illegible]	[illegible]	463	[illegible]	748
Petroleum and its products	8	[illegible]	87	17.3	[illegible]	34	[illegible]	[illegible]	-	[illegible]
Plumbing and heating equipment and supplies	[illegible]	[illegible]	944	[illegible]	8	[illegible]	479	[illegible]	[illegible]	[illegible]
Tobacco and products (except leaf)	46	[illegible]	[illegible]	6.5	[illegible]	[illegible]	314	310	4	[illegible]
Waste materials	61	4,[illegible]	[illegible]	[illegible]	45	[illegible]	388	[illegible]	19	[illegible]
All other [4]	[illegible]	[illegible]	1,[illegible]	12.0	[illegible]	[illegible]	510	[illegible]	[illegible]	[illegible]
MANUFACTURERS' SALES BRANCHES (with stocks)	195	117,[illegible]	11,[illegible]	[illegible]	---	2,847	5,186	5,123	[illegible]	[illegible]
Amusement and sporting goods	11	3,802	[illegible]	[illegible]	---	273	[illegible]	[illegible]	34	[illegible]
Automotive	15	[illegible]	[illegible]	[illegible]	-	[illegible]	[illegible]	[illegible]	[illegible]	1,301
Chemicals and paints	[illegible]	11,124	1,121	10.1	---	154	444	[illegible]	---	[illegible]
Farm products--consumer goods	[illegible]	[illegible]	[illegible]	[illegible]	[illegible]	[illegible]	271	[illegible]	[illegible]	[illegible]
Farm supplies	[illegible]	[illegible]	721	13.4	--	[illegible]	[illegible]	[illegible]	[illegible]	[illegible]
Furniture and house furnishings	[illegible]	[illegible]	[illegible]	[illegible]	---	[illegible]	[illegible]	[illegible]	—	[illegible]
Groceries and foods (specialty lines)	67	28,940	[illegible]	10.1	---	903	1,437	[illegible]	12	[illegible]
Lumber and construction materials	[illegible]	[illegible]	[illegible]	14.8	-	[illegible]	224	[illegible]	[illegible]	[illegible]
Machinery--equipment--supplies	[illegible]	[illegible]	1,164	[illegible]	---	[illegible]	[illegible]	[illegible]	[illegible]	[illegible]
All other [5]	18	30,572	[illegible]	[illegible]	-	[illegible]	599	[illegible]	1	1,093
MANUFACTURERS' SALES OFFICES (without stocks)	[illegible]	31,211	1,117	[illegible]	1	[illegible]	[illegible]	[illegible]	[illegible]	-
Chemicals and paints	[illegible]	[illegible]	[illegible]	6.5	---	34	95	95	---	--
Groceries and foods (specialty lines)	[illegible]	[illegible]	[illegible]	15.4	-	[illegible]	[illegible]	[illegible]	-	[illegible]
Lumber and construction materials	4	[illegible]	75	9.1	1	15	[illegible]	41	[illegible]	---
Machinery--equipment--supplies	[illegible]	2,776	174	[illegible]	---	[illegible]	100	100	[illegible]	-
Plumbing and heating equipment and supplies	[illegible]	406	71	17.5	—	[illegible]	[illegible]	[illegible]	[illegible]	-
Tobacco and products (except leaf)	[illegible]	8,242	114	[illegible]	[illegible]	39	[illegible]	78	-	[illegible]
All other [6]	9	14,[illegible]	[illegible]	[illegible]	-	[illegible]	[illegible]	174	--	[illegible]
PETROLEUM BULK STATIONS AND TERMINALS:										
Petroleum and its products	[illegible]	[illegible]	[illegible]	9.1	428	[illegible]	[illegible]	[illegible]	[illegible]	4,450

For footnotes, see end of table.

TABLE 1.—SALES, EXPENSES, PERSONNEL, PAY ROLL AND STOCKS

TYPES OF OPERATION BY KINDS OF BUSINESS—Continued

NORTH CAROLINA

TYPE OF OPERATION KIND OF BUSINESS	NUMBER OF ESTABLISHMENTS	SALES (add 000)	OPERATING EXPENSES (including pay roll) Amount (add 000)	OPERATING EXPENSES (including pay roll) Percent of sales	Active proprietors of unincorporated businesses	Number of employees[1] (full-time and part-time, average for year)	PAY ROLL[1] Total (add 000)	PAY ROLL[1] Full-time (add 000)	PAY ROLL[1] Part-time (add 000)	Stocks on hand, end of year, at cost (add 000)
ADMIN. AND BRANCH	384	$235,341	$8,845	3.8	470	5,392	$4,663	$4,209	$454	$1,930
Chemicals and paints	3	645	10	1.2	4	3	2	2	---	2
Clothing and furnishings	5	725	55	7.6	2	19	20	20	---	---
Dry goods (specialty lines)	4	8,901	520	5.8	2	77	311	311	---	6
Electrical goods	8	1,528	62	4.1	6	14	33	33	---	28
Farm products--raw materials	222	174,753	6,675	3.8	322	4,697	3,510	3,077	433	1,685
Farm products--consumer goods	16	2,144	71	3.3	12	31	34	31	3	12
Farm supplies	10	1,305	22	1.7	11	7	6	4	2	---
Furniture and house furnishings	5	1,901	101	5.3	7	29	48	47	1	4
Groceries and foods (specialty lines)	34	15,575	306	2.0	30	94	151	150	1	22
Lumber and construction materials	17	3,736	232	6.2	12	72	126	114	12	5
Machinery, equipment, supplies	24	3,345	329	9.3	22	91	198	197	1	60
Paper and its products	3	432	12	2.8	2	2	2	2	-	-
Tobacco and products (except leaf)	3	1,973	69	3.5	12	194	37	37	-	---
Waste materials	4	2,059	94	4.9	4	12	30	29	1	2
All other[7]	23	16,152	287	1.8	22	50	155	155	---	4
ASSEMBLING (Mainly farm products)	325	91,227	8,298	9.1	232	5,873	4,257	3,604	653	43,719
Farm products--raw materials	186	84,306	7,491	8.9	112	5,329	3,951	3,375	576	43,620
Farm products--consumer goods	76	4,894	368	7.5	61	184	135	111	24	36
Farm supplies	3	96	8	8.3	2	6	[illegible]	3	2	53
Groceries and foods (specialty lines)	57	1,786	413	23.1	56	350	162	112	50	9
All other products	3	135	8	5.9	1	[illegible]	4	3	1	1

[1] Employees and pay roll include all executives of corporations but not the number and compensation of proprietors of unincorporated businesses.
[2] Sales include taxes. Expenses as shown for commission stations represent commissions only.
[1] Data for 1935 exclude personnel and pay roll of 229 commission bulk stations.
[2] Includes 1 converter (textile); and 2 retailer-cooperative warehouses.
[3] Includes 1 cooperative sales agency; 1 cream station; and 1 country grain elevator (independent).
[4] Includes 1 coal and coke; 1 jewelry; 2 metals and metal work (except scrap); and 50 all other products.
[5] Includes 3 electrical goods; 3 petroleum and its products; 3 plumbing and heating equipment and supplies; 1 waste materials; and 9 all other products.
[6] Includes 1 amusement and sporting goods; 2 electrical goods; 3 paper and its products; and 3 all other products.
[7] Includes 1 automotive; 1 beer, wines, and liquors; 1 coal and coke; 2 metals and metal work (except scrap); 2 plumbing and heating equipment and supplies; and 16 all other products.

TABLE 1.—SALES, EXPENSES, PERSONNEL, PAY ROLL AND STOCKS

[illegible] OPERATION BY KINDS OF B[illegible]

NORTH DAKOTA

TYPE OF OPERATION KIND OF BUSINESS	NUMBER OF ESTABLISHMENTS	SALES	OPERATING EXPENSES		[illegible]	[illegible] (full-time [illegible])	PAY ROLL			[illegible]
		[illegible]	[illegible]	[illegible]			Total	[illegible]	[illegible]	[illegible]
TOTAL, 1939	[illegible]	$17[illegible]	$16,605	[illegible]	1,300	[illegible]	$7,[illegible]	$6,954	374	[illegible]
1935 [a]	[illegible]	[illegible]	14,334	10.7	[illegible]	[illegible]	[illegible]	[illegible]	[illegible]	[illegible]
1929 [b]	2,619	[illegible]	19,866	7.4	627	[illegible]	9,940	---	---	[illegible]
WHOLESALE ESTABLISHMENTS [illegible]	[illegible]	[illegible]	[illegible]	13.4	13[illegible]	[illegible]	[illegible]	2,895	[illegible]	1,487
Wholesale merchant	[illegible]	[illegible]	[illegible]	14.3	127	[illegible]	2,757	[illegible]	[illegible]	[illegible]
Manufacturer's agent, wholesaler	7	[illegible]	400	9.0	-	[illegible]	[illegible]	[illegible]	4	894
Agent, distributor	4	44	4	8.3	2	1	[illegible]	[illegible]	[illegible]	[illegible]
All other [1]	3	1,618	[illegible]	[illegible]	1	27	33	[illegible]	1	1[illegible]
MANUFACTURERS' SALES BRANCHES (With stocks)	31	18,797	2,422	12.9	2	628	1,161	1,137	24	2,389
MANUFACTURERS' SALES BRANCHES (Without stocks) [2]	7	1,270	49	3.9	---	1[illegible]	3[illegible]	30	-	-
PETROLEUM BULK STATIONS	744	24,906	2,513	10.1	596	755	885	860	25	[illegible]
Independent bulk stations	140	4,609	556	12.1	106	240	265	[illegible]	8	370
Commission stations	49[illegible]	14,079	[illegible]	8.3	486	[illegible]	17[illegible]	[illegible]	1	[illegible]
Salary stations	34	2,385	2[illegible]	[illegible]	9	112	1[illegible]	14[illegible]	[illegible]	195
Cooperative bulk stations	70	3,834	521	13.3	---	241	341	390	11	294
BROKERS AND BUYERS	16	11,131	2[illegible]	[illegible]	8	71	134	13[illegible]	4	1[illegible]
Brokers (merchandise)	5	2,514	61	2.3	2	16	39	39	4	-
Commission merchants	8	[illegible],1[illegible]8	186	3.4	4	40	82	81	2	97
All other [3]	3	2[illegible]4	18	9.9	2	13	23	23	---	7
ASSEMBLERS (Mainly farm products)	1,645	63,850	4,583	7.2	564	2,209	1,962	1,802	160	11,404
Assemblers of farm products	1[illegible]6	7,241	449	6.[illegible]	147	[illegible]	148	112	36	[illegible]
Commission buyers	29	1,506	50	3.3	29	23	14	12	2	[illegible]
Cooperative marketing associations [4]	66	4,[illegible]8	182	4.4	---	99	80	66	14	12
Grain stations	296	2,4[illegible]	151	6.3	239	124	70	49	21	8
Country grain elevators:										
Independent	217	13,373	901	6.7	112	317	366	351	15	2,917
Line	634	18,973	1,700	9.0	25	973	760	731	29	4,424
Cooperative	250	15,020	1,009	6.7	---	383	449	430	19	3,718
Packers and shippers	15	1,168	141	12.1	11	85	75	51	24	113
BY KINDS OF BUSINESS:										
SERVICE AND LIMITED-FUNCTION WHOLESALERS	239	50,298	6,756	13.4	130	2,223	3,023	2,865	158	2,497
Automotive	27	7,494	845	11.3	12	260	381	373	3	998
Beer, wines, and liquors	37	7,117	1,055	14.8	26	241	376	371	5	667
Chemicals and paints	4	872	192	27.1	2	57	92	81	11	364
Electrical goods	8	1,151	213	18.5	7	72	107	106	1	151
Farm products--raw materials	10	1,134	174	15.5	10	89	68	59	9	114
Farm products--consumer goods	22	1,772	382	21.3	14	198	184	143	41	77
Farm supplies	9	2,706	341	12.5	8	79	117	115	2	618
Groceries (general line)	33	19,263	1,946	10.1	---	649	912	872	40	2,504
Groceries and foods (specialty lines)	18	1,457	239	16.4	15	85	100	99	1	146
Lumber and construction materials	9	1,408	230	16.3	3	72	116	115	1	297
Machinery--equipment--supplies	15	2,[illegible]	489	21.2	9	182	263	253	10	361
Paper and its products	5	4[illegible]	86	19.5	2	26	42	42	-	92
Petroleum and its products	11	403	39	9.7	5	8	15	15	---	55
Tobacco and products (except leaf)	4	829	62	7.5	1	25	30	30	---	41
Waste materials	6	565	85	15.0	4	32	30	27	3	65
All other [5]	21	[illegible],588	369	23.5	12	148	190	189	1	294
MANUFACTURERS' SALES BRANCHES (With stocks)	31	18,797	2,422	12.9	2	628	1,161	1,137	24	2,389
Automotive	5	8,726	577	6.5	---	118	281	280	1	288
Groceries and foods (specialty lines)	8	2,700	265	9.8	---	77	129	126	3	96
Machinery--equipment--supplies	14	6,[illegible]	1,431	22.4	---	396	692	673	19	1,897
All other [6]	4	985	149	15.1	2	37	59	58	1	108
PETROLEUM BULK STATIONS:										
Petroleum and its products	744	24,906	2,513	10.1	596	755	885	860	25	[illegible]
BROKERS AND BUYERS	16	11,131	2[illegible]	2.5	8	71	134	130	4	104
Farm products--raw materials	7	8,045	131	2.2	4	40	79	77	2	97
Groceries and foods (specialty lines)	3	1,336	38	2.8	2	11	20	19	2	--
All other	6	1,750	63	3.9	2	20	35	35	---	7
ASSEMBLERS (Mainly farm products)	1,645	63,850	4,583	7.2	564	2,209	1,962	1,802	160	11,404
Farm products--raw materials	1,266	55,214	3,869	7.0	266	1,847	1,702	1,619	83	11,099
Farm products--consumer goods	374	5,491	5[illegible]6	9.2	292	354	254	175	79	296
Farm supplies	5	145	18	12.4	6	8	6	6	1	7

* Employees and pay roll include paid executives of corporations but not the number and compensation of proprietors of unincorporated businesses.
** Sales include taxes. Expenses as shown for commission stations represent commissions only.
a Data for 1935 exclude personnel and pay roll of commission bulk stations.
b Includes 1 chain-store warehouse not classified as a wholesale establishment in 1935 and 1939.
1 Includes 1 cash-and-carry wholesaler; and 2 retailer-cooperative warehouses.
2 Includes 5 groceries and foods (specialty lines); and 2 tobacco and products (except leaf).
3 Includes 2 manufacturers' agents (with stocks); and 1 selling agent.
4 Includes 1 cooperative sales agency.
5 Includes 1 amusement and sporting goods; 1 coal and coke; 1 drugs and drug sundries (specialty lines); 1 dry goods (general line); 1 dry goods (specialty lines); 1 hardware; 2 plumbing and heating equipment and supplies; and 13 all other products.
6 Includes 1 farm products--consumer goods; and 3 plumbing and heating equipment and supplies.
7 Includes 2 farm products--consumer goods; 2 lumber and construction materials; and 2 machinery--equipment--supplies.

TABLE 1.—SALES, EXPENSES, PERSONNEL, PAY ROLL AND STOCKS

OHIO

[illegible]	NUMBER OF ESTABLISHMENTS	SALES (add 000)	OPERATING EXPENSES [illegible]	OPERATING EXPENSES [illegible]	[illegible]	[illegible] (full-time and part-time) Average for year	PAY ROLL [illegible]	PAY ROLL Full-time (add 000)	PAY ROLL Part-time (add 000)	Stocks on hand, end of year, at cost (add 000)
TOTAL, 1939	[illegible]	[illegible]	$263,441	10.0	6,021	75,975	$132,413	$130,070	$2,353	$150,867
1931	[illegible]	1,989,625	207,441	10.4	5,323	67,076	107,442	105,205	2,237	133,740
1929	[illegible]	2,925,525	[illegible]	10.2	4,104	79,075	151,481	--	-	191,391
[illegible]	5,415	1,146,710	153,543	13.4	3,715	49,292	81,073	79,772	1,301	101,310
Wholesale merchants	5,015	[illegible]	151,364	14.1	3,536	42,595	69,062	68,835	1,227	76,362
[illegible]	47	51,052	5,604	11.0	8	2,129	3,579	3,563	16	8,510
Importers	23	[illegible]	[illegible]	4.6	7	189	405	397	8	4,111
Industrial distributors	71	51,819	8,991	17.4	10	3,086	5,614	5,598	16	12,257
Cash-and-carry wholesalers	23	1,367	122	8.8	13	43	56	55	1	153
[illegible]	146	68,286	3,977	5.8	30	674	2,106	2,079	27	104
[illegible]	108	[illegible]	543	14.8	107	167	274	268	6	60
Retail-wholesale [illegible]	10	3,423	604	8.1	--	292	493	492	1	1,484
All other	6	9,619	1,331	13.8	4	167	485	485	---	269
MANUFACTURERS' SALES BRANCHES	702	438,217	54,763	12.5	10	14,891	25,994	25,677	317	33,739
MANUFACTURERS' SALES OFFICES	369	284,158	14,127	5.0	---	2,816	6,645	6,606	39	---
RETAILERS (Wholesale and Retail)	948	[illegible]	[illegible]	9.5	477	4,718	7,978	7,832	146	9,461
Independent retail stores	281	41,726	4,378	10.5	194	1,283	1,896	1,861	35	1,412
Commission retailers	273	27,944	[illegible]	9.0	271	527	643	638	5	1,457
Salary stores	376	120,367	11,573	9.6	12	2,893	5,107	5,013	94	5,879
Cooperative bulk stations	4	379	49	12.9	-	43	27	23	4	15
Distribution terminals	11	11,203	701	6.3	--	72	305	297	8	698
AGENTS AND BROKERS	981	484,211	14,863	3.4	273	3,450	7,475	7,170	305	2,431
Auction companies	15	13,480	403	3.0	6	286	305	188	117	62
Brokers [illegible]	175	106,524	1,674	1.6	150	464	779	764	15	377
Commission merchants	119	66,411	[illegible]	3.8	129	711	1,189	1,090	99	220
Export agents	7	2,486	139	5.6	6	33	78	78	--	--
Manufacturers' agents with stocks	102	17,242	1,558	11.8	73	428	912	889	23	511
Manufacturers' agents without stocks	467	64,737	[illegible]	2.9	434	576	996	939	57	-
Selling agents	90	166,419	6,011	3.6	36	988	3,226	3,191	35	1,259
All other [3]	6	1,414	47	3.3	3	14	29	29	---	2
ASSEMBLERS (Mainly farm products)	1,176	125,367	6,941	5.5	396	7,306	3,258	3,013	245	3,926
Assemblers of farm products	459	29,080	1,694	5.8	516	743	612	514	99	293
Commission buyers	93	4,197	307	7.3	101	142	149	142	7	25
Cooperative marketing associations	55	28,887	1,045	3.6	-	616	545	470	75	795
Cooperative sales agencies	15	18,169	374	2.0	--	125	203	193	10	15
Cream stations	17	1,326	126	9.2	140	92	63	52	11	8
Country grain elevators:										
Independent	191	19,755	1,471	7.4	169	670	688	667	21	1,320
Line	85	8,163	666	8.2	38	314	307	297	10	498
Cooperative	92	12,324	906	7.0	---	490	486	481	4	877
Packers and shippers	19	2,247	342	15.2	24	161	205	197	8	95
BY KINDS OF BUSINESS:										
SERVICE AND LIMITED-FUNCTION WHOLESALERS	5,415	1,146,710	153,543	13.4	3,715	49,292	81,073	79,772	1,301	101,310
Amusement and sporting goods	59	4,950	1,273	25.7	32	441	692	677	16	675
Automotive	580	125,036	13,949	11.2	391	4,923	7,668	7,630	38	8,257
Beer, wines, and liquors	220	34,549	5,575	16.1	127	1,750	2,556	2,480	76	2,769
Chemicals and paints	63	10,694	1,932	18.0	42	583	912	879	33	1,172
Clothing and furnishings	143	19,716	3,342	17.0	121	796	1,602	1,578	24	1,983
Coal and coke	121	75,283	4,638	6.2	27	924	2,384	2,339	45	1,648
Drugs, general line	14	17,090	[illegible]	12.2	---	745	1,203	1,194	9	2,228
Drugs and drug sundries (specialty lines)	67	4,848	1,564	32.3	42	406	614	602	12	640
Dry goods (general line)	8	7,282	1,146	15.7	---	356	634	633	1	911
Dry goods (specialty lines)	72	6,824	1,172	17.2	56	377	602	600	2	1,127
Electrical goods	213	[illegible]	14,238	17.8	89	2,948	6,266	6,184	82	1,091
Farm products—raw materials	68	23,136	1,469	6.3	50	[illegible]	813	781	32	2,163
Farm products—consumer goods	601	[illegible]	12,117	12.8	624	3,991	6,037	5,897	140	1,368
Farm supplies	43	19,301	[illegible]	11.8	38	830	1,157	1,127	30	2,155
Furniture and house furnishings	80	11,050	1,675	15.2	57	506	788	765	23	1,712
Groceries, general line	186	97,779	9,945	10.2	31	3,803	6,176	6,157	19	14,540
Groceries and foods (specialty lines)	642	85,482	11,747	13.7	538	3,986	5,978	5,890	88	5,293
Hardware	53	37,791	6,349	16.8	24	2,361	4,051	4,046	5	10,379
Jewelry	40	[illegible]	1,253	20.0	22	277	631	626	5	989
Lumber and construction materials	230	46,234	7,719	16.7	81	2,394	4,245	4,114	131	5,030
Machinery—equipment—supplies	592	[illegible]	17,481	23.4	326	4,376	7,471	7,359	112	8,626
Metals and metal work (except scrap)	101	38,634	7,049	18.2	41	1,513	3,367	3,299	68	4,964
Paper and its products	137	46,731	5,927	12.7	59	1,660	3,351	3,321	30	4,646
Petroleum and its products	59	12,244	1,144	9.3	29	264	465	454	11	226
Plumbing and heating equipment and supplies	120	16,418	3,206	19.5	63	971	1,696	1,681	15	2,270
Tobacco and products (except leaf)	18	[illegible]	4,607	5.2	106	1,157	1,731	1,716	15	7,111
Waste materials	121	[illegible]	9,913	12.3	489	4,061	4,506	4,312	194	4,226
All other products	274	32,706	[illegible]	18.8	236	2,398	3,476	3,421	55	3,009
MANUFACTURERS' SALES BRANCHES (with stocks)	7[illegible]	438,217	54,763	12.5	10	12,691	25,994	25,677	317	33,739
Amusement and sporting goods	29	14,438	2,166	15.0	---	762	1,295	1,226	69	664
Automotive	54	[illegible]	[illegible]	8.0	1	1,279	2,778	2,658	120	[illegible]
Beer, wines, and liquors	2[illegible]	7,852	1,286	16.1	--	189	378	373	5	477
Chemicals and paints	41	[illegible]	4,060	11.8	--	669	1,604	1,600	4	1,368
[illegible]	7	3,314	[illegible]	26.8	2	148	412	412	-	423
Drugs and drug sundries (specialty lines)	5	[illegible]	77	11.8	---	15	36	36	--	35
Electrical goods	28	46,415	[illegible]	6.5	---	730	1,764	1,764		1,578
Farm products—consumer goods	24	[illegible]	[illegible]	18.4	---	262	420	413	7	293
Farm supplies	[illegible]	[illegible]	467	16.9	--	144	184	184	---	125
Furniture and house furnishings	[illegible]	[illegible]	1,101	18.7	--	291	806	806	--	1,061
Groceries and foods (specialty lines)	[illegible]	84,120	[illegible]	12.9	[illegible]	1,696	7,868	7,868	33	2,475

[illegible]

TABLE 1. SALES, EXPENSES, PERSONNEL, PAY ROLL AND STOCKS

Type of Operation by Kind of Business

OHIO

TYPE OF OPERATION / KIND OF BUSINESS	NUMBER OF ESTABLISHMENTS	SALES (add 000)	OPERATING EXPENSE		[illegible]	[illegible]	PAY ROLL			[illegible]
MANUFACTURERS' SALES BRANCHES (With stocks)										
Hardware	5	$2,812	$480	17.3	---	78	$136	$136	---	$1,284
Lumber and construction materials	32	16,732	2,221	13.3	---	784	1,643	1,624	219	1,556
Machinery--equipment--supplies	192	57,953	10,852	18.7	---	2,957	[illegible]	6,135	27	7,407
Metals and metal work (except scrap)	39	48,244	2,983	6.2	---	[illegible]	1,822	1,415	7	2,998
Paper and its products	19	14,[illegible]	2,044	14.0	---	512	1,056	[illegible]	---	[illegible]
Plumbing and heating equipment and supplies	25	17,284	2,686	15.5	---	[illegible]	1,202	1,180	22	3,486
All other [1]	48	11,878	2,264	19.1	1	615	1,199	1,195	4	[illegible]
MANUFACTURERS' SALES OFFICES (Without stocks)	389	284,185	14,127	5.0	---	2,516	6,645	6,806	19	---
Automotive	6	9,764	1,019	10.4	---	181	483	481	2	---
Beer, wines, and liquors	6	[illegible]	242	11.9	---	47	82	82	---	--
Chemicals and paints	11	9,369	536	6.0	---	59	175	175	---	---
Dry goods (specialty lines)	7	7,281	137	4.3	---	29	86	86	---	---
Electrical goods	26	12,244	748	6.1	---	149	302	326	24	---
Farm products--consumer goods	6	5,758	201	3.5	---	34	58	58	---	--
Furniture and house furnishings	6	1,385	95	6.9	---	17	54	54	---	--
Groceries and food (specialty lines)	46	[illegible]	2,669	26.1	---	213	520	520	1	---
Hardware	6	476	57	12.0	---	11	26	26	---	---
Lumber and construction materials	19	15,[illegible]	1,543	10.3	---	278	765	765	1	---
Machinery--equipment--supplies	54	24,933	1,919	7.7	---	406	1,144	1,142	2	--
Metals and metal work (except scrap)	62	152,[illegible]	3,135	2.1	---	569	1,811	1,807	4	-
Paper and its products	20	6,983	374	5.4	---	80	222	222	---	---
Plumbing and heating equipment and supplies	15	2,788	479	17.2	---	109	309	308	1	---
Tobacco and products (except leaf)	7	15,176	152	1.0	---	33	110	110	---	---
All other [5]	31	12,602	818	6.5	---	239	424	422	2	--
PETROLEUM BULK STATIONS AND TERMINALS:										
Petroleum and its products	949	201,619	19,204	9.5	477	4,718	7,978	7,832	146	9,461
AGENTS AND BROKERS	981	434,713	14,863	3.4	533	3,450	7,475	7,170	305	2,431
Automotive	10	1,045	67	6.4	9	18	18	17	1	1
Beer, wines, and liquors	12	6,961	251	3.6	5	78	106	106	---	116
Chemicals and paints	31	13,519	476	3.5	43	85	241	231	30	31
Clothing and furnishings	27	3,428	132	3.9	26	35	49	48	---	1
Coal and coke	48	128,483	4,803	3.7	6	755	2,266	2,154	11	1,020
Drugs and drug sundries (specialty lines)	7	185	21	11.4	6	4	4	4	---	1
Dry goods (specialty lines)	31	12,538	217	1.7	24	61	92	91	1	10
Electrical goods	51	7,206	383	5.3	43	89	180	176	4	45
Farm products--raw materials	73	64,235	1,186	1.8	78	454	534	460	74	106
Farm products--consumer goods	75	37,771	1,694	4.5	71	529	891	758	133	136
Farm supplies	9	2,323	32	1.4	9	5	11	11	---	15
Furniture and house furnishings	26	2,263	205	8.0	21	73	88	86	2	25
Groceries and foods (specialty lines)	104	69,801	1,087	1.6	93	275	573	567	6	354
Hardware	15	2,102	55	2.6	17	14	13	11	2	8
Jewelry	4	72	9	12.5	2	6	4	3	1	---
Lumber and construction materials	58	7,223	482	6.7	47	99	216	216	10	32
Machinery--equipment--supplies	218	22,676	1,939	8.6	146	500	1,315	990	25	414
Metals and metal work (except scrap)	54	18,900	665	3.5	54	109	299	281	18	42
Paper and its products	14	2,828	76	2.7	12	12	42	41	1	---
Petroleum and its products	6	876	74	8.4	2	19	32	29	3	2
Plumbing and heating equipment and supplies	38	2,999	250	8.4	3	66	135	129	6	41
Waste materials	6	655	35	5.3	4	8	14	13	1	---
All other [6]	64	[illegible]	722	2.7	52	143	242	237	5	43
ASSEMBLERS (Mainly farm products)	1,176	125,367	6,941	5.5	986	[illegible]	3,158	3,013	145	[illegible]
Farm products--raw materials	612	90,859	4,372	4.8	444	2,064	2,049	1,924	125	3,557
Farm products--consumer goods	508	32,012	2,120	6.6	471	1,014	968	881	87	204
Farm supplies	58	2,058	298	14.1	62	176	138	105	33	161
Groceries and foods (specialty lines)	4	438	159	36.3	9	54	103	103	---	4

- Employees and pay roll include paid executives of corporations but not the number and compensation of proprietors of unincorporated businesses.
- Sales include taxes. Expenses as shown for commission stations represent commissions only.

1 Data for 1939 exclude personnel and pay roll of bulk stations. Also, some adjustments have been made in the 1939 figures for comparison purposes.
2 Includes 1 converter (textile); and 1 export merchants.
3 Includes 3 import agents; and 4 other agents.
4 Includes 7 clothing and furnishings; 1 petroleum and its products; 2 tobacco and products (except leaf); and 39 all other products.
5 Includes 2 amusement and sporting goods; 2 clothing and furnishings; 2 coal and coke; 2 drugs and drug sundries (specialty lines); 1 jewelry; 1 petroleum and its products; and 19 all other products.
6 Includes 1 amusement and sporting goods; and 63 all other products.

TABLE 1.—SALES, EXPENSES, PERSONNEL, PAY ROLL AND STOCKS

TYPES OF OPERATION BY KINDS OF BUSINESS

OKLAHOMA

TYPE OF OPERATION / KIND OF BUSINESS	NUMBER OF ESTABLISHMENTS	SALES (add 000)	OPERATING EXPENSES (including pay roll): Amount (add 000)	OPERATING EXPENSES: Percent of sales	Active proprietors of unincorporated businesses	Number of employees[1] (full-time and part-time) Average for year	PAY ROLL[1]: Total (add 000)	PAY ROLL: Full-time (add 000)	PAY ROLL: Part-time (add 000)	Stocks on hand, end of year, at cost (add 000)
TOTALS, 1939	3,996	$461,519	$46,213	10.0	2,769	15,559	$21,561	$20,969	$592	$38,842
1935 [1]	3,668	393,814	35,935	9.1	1,792	12,785	17,516	17,034	482	30,996
1929	4,168	769,696	63,878	8.3	2,061	18,268	30,784	---	---	60,617
SERVICE AND LIMITED-FUNCTION WHOLESALERS	1,221	183,904	25,795	14.0	755	9,164	13,034	12,758	276	24,666
Wholesale merchants	1,081	155,941	22,661	14.5	716	8,268	11,413	11,153	260	19,195
Voluntary group wholesalers	6	4,249	441	10.4	---	177	224	221	3	869
Industrial distributors	72	18,112	2,401	13.3	2	631	1,262	1,250	12	4,432
Cash-and-carry wholesalers	22	1,839	87	4.7	4	27	45	45	---	91
Drop shippers or desk jobbers	3	382	40	10.5	1	8	20	20	---	---
Wagon distributors	32	1,049	85	8.1	29	36	34	33	1	24
All other [2]	5	2,332	80	3.4	1	17	36	36	---	55
MANUFACTURERS' SALES BRANCHES (With stocks)	180	54,397	8,144	12.6	2	2,219	3,927	3,835	92	6,373
MANUFACTURERS' SALES OFFICES (Without stocks)	54	19,030	1,499	7.9	3	322	730	724	6	---
PETROLEUM BULK STATIONS [3]	1,082	49,557	6,151	12.4	908	1,523	1,723	1,667	56	2,604
Independent bulk stations	296	13,511	1,712	12.7	257	613	629	595	34	565
Commission stations	653	26,117	3,036	11.6	640	486	475	455	20	1,463
Salary stations	100	9,491	1,352	14.2	11	396	594	593	1	557
Cooperative bulk stations	13	438	51	11.6	---	28	25	24	1	21
AGENTS AND BROKERS	166	81,282	1,961	2.4	152	677	923	870	53	164
Auction companies	11	2,582	78	3.0	15	187	51	21	30	1
Brokers (merchandise)	56	32,056	633	2.0	50	116	234	230	4	18
Commission merchants	38	41,028	702	1.7	41	195	339	335	4	64
Manufacturers' agents (without stocks)	36	2,662	211	7.9	29	49	91	91	---	---
Selling agents	5	1,214	75	6.2	1	27	39	37	2	2
All other [3]	20	1,740	262	15.1	16	103	169	156	13	79
ASSEMBLERS	1,315	63,349	2,663	4.2	949	1,654	1,224	1,115	109	2,035
Assemblers of farm products [4]	351	12,350	812	6.6	370	540	300	242	58	446
Commission buyers	30	722	24	3.3	31	29	12	11	1	*
Cooperative marketing associations	22	5,852	152	2.6	---	80	99	98	1	75
Cooperative sales agencies	4	13,315	153	1.1	---	40	84	84	---	141
Cream stations	475	4,434	263	5.9	409	238	104	96	8	57
Country grain elevators:										
Independent	117	5,873	329	5.6	115	177	118	110	8	319
Line	226	10,609	536	5.1	24	309	296	285	11	658
Cooperative	90	10,194	394	3.9	---	241	211	189	22	335
BY KINDS OF BUSINESS:										
SERVICE AND LIMITED-FUNCTION WHOLESALERS	1,221	183,904	25,795	14.0	755	9,164	13,034	12,758	276	24,666
Amusement and sporting goods	19	1,134	275	24.3	9	103	166	162	4	193
Automotive	174	14,929	2,795	18.7	125	981	1,453	1,441	12	2,093
Beer	56	5,351	1,094	20.4	28	315	382	379	3	162
Chemicals and paints	9	400	102	25.5	4	28	42	41	1	51
Clothing and furnishings	5	377	55	14.6	5	12	15	13	2	24
Coal and coke	6	251	50	19.9	3	12	22	22	---	---
Drugs (general line)	4	3,989	549	13.8	---	205	335	335	---	718
Drugs and drug sundries (specialty lines)	13	593	105	17.7	10	48	63	63	---	77
Dry goods (general line)	1	931	157	16.9	5	46	65	65	---	209
Dry goods (specialty lines)	6									
Electrical goods	28	6,739	1,040	15.4	16	316	524	523	1	858
Farm products—raw materials	23	13,045	411	3.2	16	104	143	127	16	632
Farm products—consumer goods	114	16,389	3,257	19.9	75	1,266	1,613	1,539	74	285
Farm supplies	34	3,041	438	14.4	30	183	180	177	3	237
Furniture and house furnishings	7	685	90	13.1	2	37	53	53	---	178
Groceries (general line)	89	43,907	3,980	9.1	25	1,497	2,112	2,096	16	6,637
Groceries and foods (specialty lines)	120	7,150	1,203	16.8	118	478	562	554	8	556
Hardware	8	4,752	774	16.3	4	247	446	446	---	1,223
Lumber and construction materials	39	4,511	763	16.9	16	365	407	386	21	1,012
Machinery—equipment—supplies	245	30,245	5,362	17.7	108	1,587	2,802	2,743	59	6,852
Metals and metal work (except scrap)	9	363	82	22.6	5	56	47	43	4	77
Paper and its products	13	3,718	731	19.7	1	237	407	406	1	851
Petroleum and its products	23	854	97	11.4	19	40	45	44	1	52
Plumbing and heating equipment and supplies	19	3,745	673	18.0	2	197	318	312	6	485
Tobacco and products (except leaf)	50	10,431	454	4.4	42	175	212	209	3	438
Waste materials	70	2,259	474	21.0	62	319	216	185	31	285
All other [5]	37	4,117	784	19.0	25	310	404	394	10	481
MANUFACTURERS' SALES BRANCHES (With stocks)	180	64,397	8,144	12.6	2	2,219	3,927	3,835	92	6,373
Amusement and sporting goods	8	2,531	496	19.6	---	177	291	279	12	98
Automotive	12	18,079	1,521	8.4	---	293	660	653	7	1,044
Chemicals and paints	5	1,109	361	32.6	---	48	129	127	2	81
Farm products—consumer goods	6	1,022	213	20.8	---	31	50	50	---	29
Groceries and foods (specialty lines)	25	13,599	1,657	12.2	1	515	838	830	8	375
Machinery—equipment—supplies	82	15,847	2,645	16.7	1	747	1,315	1,282	33	3,853
Metals and metal work (except scrap)	16	4,283	280	6.5	---	99	156	130	26	221
Paper and its products	5	491	65	13.2	---	30	43	43	---	65
Plumbing and heating equipment and supplies	7	3,691	405	11.0	---	103	167	163	4	315
All other [6]	14	3,745	501	13.4	---	176	278	278	---	312
MANUFACTURERS' SALES OFFICES (Without stocks)	54	19,030	1,499	7.9	3	322	730	724	6	---
Groceries and foods (specialty lines)	14	2,551	328	12.9	---	87	151	151	---	---
Lumber and construction materials	10	3,040	370	12.2	---	54	170	170	---	---
Machinery—equipment—supplies	11	1,912	375	19.6	---	95	187	187	---	---
Metals and metal work (except scrap)	9	6,267	252	4.0	---	42	116	110	6	---
All other [7]	10	5,260	174	3.3	3	44	106	106	---	---
PETROLEUM BULK STATIONS:										
Petroleum and its products	1,082	49,557	6,151	12.4	908	1,523	1,723	1,667	56	2,604

For footnotes, see end of table.

TABLE 1. SALES, EXPENSES, PERSONNEL, PAY ROLL AND STOCKS

[illegible]

OKLAHOMA

TYPE OF OPERATION AND KIND OF BUSINESS	NUMBER OF ESTABLISHMENTS	ALL	OPERATING EXPENSES		[illegible]		[illegible]			
			Amount	Percent						
		[illegible]	[illegible]				(add 000)			[illegible]
AGENTS AND BROKERS	[illegible]	[illegible]	$1,[illegible]	[illegible]	[illegible]	[illegible]	[illegible]	[illegible]	$53	$[illegible]
Coal and coke	4	292	76	10.8	1	[illegible]	[illegible]	[illegible]	[illegible]	2
Electrical goods	3	424	29	6.8	1	[illegible]	[illegible]	[illegible]	[illegible]	4
Farm products--raw materials	56	49,[illegible]	839	1.7	[illegible]	[illegible]	[illegible]	[illegible]	[illegible]	70
Farm products--consumer goods	[illegible]	1,580	63	4.0	5	[illegible]	24	24		2
Groceries and food (specialty lines)	[illegible]	[illegible]	381	1.4	[illegible]	[illegible]	129	127	[illegible]	-
Lumber and construction materials	[illegible]	1,284	65	5.1	7	28	[illegible]	29	[illegible]	4
Machinery--equipment--supplies	[illegible]	3,077	[illegible]	10.8	[illegible]	[illegible]	173	172	1	[illegible]
Metals and metal work--iron and scrap	4	709	28	5.4	2	[illegible]	[illegible]	[illegible]		-
Petroleum and its products	7	[illegible]	174	5.0	4	24	67	67		-
All other [5]	12	728	66	9.1	11	[illegible]	[illegible]	23	7	15
ASSEMBLERS (Mainly farm products)	1,315	[illegible],749	2,663	4.2	949	1,654	1,224	1,115	109	[illegible]
Farm products--raw materials	956	49,781	1,763	[illegible]	264	[illegible]	[illegible]	796	54	1,686
Farm products--consumer goods	737	11,84[illegible]	749	6.3	666	119	[illegible]	261	49	149
Farm supplies	[illegible]	538	69	14.6	[illegible]	24	[illegible]	[illegible]	1	115
Groceries and foods (specialty lines)	12	1,[illegible]49	[illegible]	6.6	13	85	42	27	[illegible]	82

[1] Employees and pay roll include paid executives of corporations but not the number and compensation of proprietors of unincorporated businesses.

[2] Sales include taxes. Expenses as shown for commission stations represent commissions only.

[3] Data for 1939 exclude personnel and pay roll for 470 commission milk stations. Also, some adjustments have been made in the 1939 figures for comparison purposes.

[2] Includes 1 export merchant; 1 importer; and 2 retailer-cooperative warehouses.

[3] Includes 1 import agent; 18 manufacturers' agents (with stocks); and 1 other agent.

[4] Includes 1 packer and shipper.

[5] Includes 1 jewelry and 36 all other products.

[6] Includes 1 beer; 2 electrical goods; 3 farm supplies; 1 furniture and house furnishings; 2 lumber and construction materials, and 5 all other products.

[7] Includes 1 chemicals and paints; 2 electrical goods; 1 paper and its products; 2 plumbing and heating equipment and supplies; 3 tobacco and products (except leaf); and 1 all other products.

[8] Includes 1 amusement and sporting goods; 2 automotive; 1 beer; 2 chemicals and paints; 1 drugs and drug sundries (specialty lines); 1 dry goods (general line); 1 dry goods (specialty lines); 1 furniture and house furnishings; and 3 all other products.

TABLE 1.—SALES, EXPENSES, PERSONNEL, PAY ROLL AND STOCKS

[Type of Operation by Kinds of Business]

OREGON

TYPE OF OPERATION / KIND OF BUSINESS	NUMBER OF ESTABLISHMENTS	SALES	OPERATING EXPENSES (Including payroll) Amount	OPERATING EXPENSES (Including payroll) Percent of sales	Average proprietors and unpaid members of partnerships and corporations	Number of employees (full-time and part-time) Average for year	PAY ROLL Total	PAY ROLL Full-time	PAY ROLL Part-time	Stocks on hand, end of year, at cost
		Add 000	Add 000				Add 000	Add 000	Add 000	Add 000
TOTAL, 1939	1,934	$441,310	$49,368	11.2	1,045	15,443	$24,830	$23,720	$1,110	$38,455
1935 [1]	1,615	343,443	36,550	10.6	[1]674	[1]11,316	[1]17,825	[1]17,075	[1]550	31,202
1929 [2]	1,439	468,451	51,616	11.1	931	14,142	24,190	---	---	40,880
SERVICE AND LIMITED-FUNCTION WHOLESALERS	919	210,227	27,169	12.9	536	8,908	14,173	13,745	428	34,251
Wholesale merchants [3]	225	153,296	22,273	14.5	488	7,190	11,544	11,243	301	18,987
Voluntary group wholesalers	20	20,951	2,299	11.0	1	771	1,311	1,308	3	3,014
Export merchants	4	12,499	403	3.2	1	215	215	112	103	340
Importers	7	5,999	132	2.2	2	57	90	90	---	390
Industrial distributors	17	6,836	1,403	20.5	1	403	737	728	9	1,504
Cash-and-carry wholesalers	9	997	32	4.3	8	12	16	15	---	52
Drop shippers or desk jobbers	12	5,274	232	4.6	13	84	191	181	10	35
Wagon distributors	21	1,496	171	11.4	24	46	69	67	2	34
MANUFACTURERS' SALES BRANCHES (With stocks)	131	64,309	8,219	12.8	5	2,189	4,071	4,009	62	6,869
MANUFACTURERS' SALES OFFICES (Without stocks)	43	16,833	773	4.7	---	165	371	371	---	---
PETROLEUM BULK STATIONS AND TERMINALS [4]	413	60,807	7,265	11.9	234	1,537	3,229	3,225	24	4,724
Independent bulk stations	35	4,659	366	7.9	29	84	131	130	1	153
Commission stations	149	15,278	1,608	10.5	204	306	403	391	12	1,228
Salary stations	174	27,008	3,373	12.5	1	741	1,572	1,564	8	2,082
Cooperative bulk stations	2	448	39	8.8	---	18	24	24	---	16
Distributing terminals	9	13,537	1,881	13.9	---	470	399	396	3	1,255
AGENTS AND BROKERS	214	63,430	2,593	4.1	150	686	1,127	1,019	88	652
Brokers (merchandise)	57	28,759	1,162	4.1	56	190	385	368	17	331
Commission merchants	23	18,244	426	2.3	16	166	226	185	41	28
Export agents	13	2,634	156	5.9	3	28	82	82	2	---
Manufacturers' agent (with stocks)	44	6,543	354	5.4	24	110	194	188	6	163
Manufacturers' agents (without stocks)	52	7,887	330	5.0	67	139	146	139	9	---
Selling agents	4	1,828	148	8.4	1	66	60	52	8	129
All other [4]	3	1,205	17	1.4	3	27	12	7	5	1
ASSEMBLERS (Mainly farm products)	121	30,617	3,392	11.1	46	1,927	1,279	1,171	108	1,959
Assemblers of farm products	53	4,246	511	12.0	28	349	214	116	98	197
Commission buyers	4	374	41	11.0	5	22	13	12	1	11
Cooperative marketing associations	61	16,294	1,631	10.0	---	720	666	518	148	985
Cooperative sales agencies	4	7,166	198	2.8	---	46	61	61	---	25
Grain stations	15	394	42	10.7	8	18	22	22	---	12
Country grain elevators:										
Independent	5	987	148	14.7	3	42	50	49	1	174
Line	14	337	39	5.8	---	8	9	7	2	17
Cooperative	9	729	52	7.1	---	25	23	22	1	213
Packers and shippers	30	3,760	1,159	31.0	18	693	589	334	255	325
BY KINDS OF BUSINESS:										
SERVICE AND LIMITED-FUNCTION WHOLESALERS	919	210,227	27,169	12.9	536	8,908	14,173	13,745	428	34,251
Amusement and sporting goods	17	534	174	27.4	10	82	90	82	8	99
Automotive	12	31,254	3,378	10.8	76	1,443	1,833	1,817	16	2,919
Beer, wines, and liquors	45	6,580	1,173	17.8	49	550	552	541	11	564
Chemicals and paints	14	813	175	21.5	5	39	82	71	11	129
Clothing and furnishings	21	2,471	483	19.5	10	145	355	351	5	434
Drugs (general line)	3	4,259	494	11.6	1	190	325	325	---	896
Drugs and drug sundries (specialty lines)	19	494	82	16.6	6	23	31	31	---	87
Dry goods (general line)	1	1,223	149	12.2	5	49	76	75	1	192
Dry goods (specialty lines)	9	---	---	---	---	---	---	---	---	---
Electrical goods	32	8,184	1,301	15.9	9	343	875	868	7	973
Farm products: raw materials	44	21,281	944	4.5	14	444	367	364	93	1,545
Farm products: consumer goods	177	17,404	4,518	14.5	71	892	1,234	1,154	97	640
Farm supplies	31	6,967	842	12.1	21	389	448	408	40	754
Furniture and house furnishings	3	2,418	408	16.9	4	143	441	436	5	554
Groceries (general line)	70	22,298	2,040	9.1	9	859	1,141	1,136	5	2,927
Groceries and foods (specialty lines)	82	11,489	2,004	17.4	28	529	390	377	23	612
Hardware	38	8,091	1,496	18.5	7	514	884	921	3	1,677
Jewelry	4	550	96	17.5	1	31	59	59	---	86
Lumber and construction materials	58	10,237	1,028	10.0	3	405	393	394	-1	540
Machinery—equipment—supplies	117	21,461	4,527	21.1	53	1,319	4,309	4,278	31	4,590
Metals and metal work except scrap	12	2,235	516	23.1	1	147	272	271	5	991
Paper and its products	19	2,879	594	20.6	7	140	524	520	4	484
Petroleum and its products	1	410	79	19.3	8	29	42	40	---	69
Plumbing and heating equipment and supplies	19	7,213	556	17.7	1	141	288	282	---	553
Tobacco and products (except leaf)	12	7,527	640	8.5	4	115	175	171	4	322
Waste materials	28	1,865	376	18.4	4	153	131	118	13	402
All other products	34	1,558	180	11.6	14	52	280	262	18	1,283
MANUFACTURERS' SALES BRANCHES (With stocks)	131	64,309	8,219	12.8	5	2,189	4,071	4,009	62	6,869
Amusement and sporting goods	1	1,273	498	39.1	1	107	267	253	14	310
Automotive	18	5,724	917	16.0	---	247	490	488	2	1,728
Beer, wines, and liquors	5	771	194	25.2	---	9	20	20	---	28
Chemicals and paints	4	3,397	771	22.5	2	112	435	420	15	717
Drugs and drug sundries (specialty lines)	4	641	127	19.8	---	57	32	32	---	82
Electrical goods	7	8,785	659	7.5	---	147	347	347	---	562
Farm supplies—consumer goods	2	211	112	16.3	---	21	48	47	1	49
Furniture and house furnishings	3	1,487	312	21.0	---	47	91	91	---	134
Groceries and foods (specialty lines)	32	16,213	1,[illegible]	11.[illegible]	---	538	791	780	11	921
Machinery—equipment—supplies	40	6,846	1,374	20.1	1	344	721	716	5	1,340
Metals and metal work (except scrap)	21	5,989	472	8.1	---	149	267	267	---	1,[illegible]
Paper and its products	---	3,039	341	11.2	---	82	184	184	---	457
All other [6]	4	3,947	704	17.8	---	147	366	361	5	496
MANUFACTURERS' SALES OFFICES (Without stocks)	43	16,833	759	4.7	---	165	371	371	---	---
Groceries and foods (specialty lines)	13	767	1[illegible]	12.1	---	30	42	42	---	---
Lumber and construction materials	5	325	156	17.[illegible]	---	34	76	76	---	---
Machinery—equipment—supplies	2	2,412	73	1.8	---	16	5	5	---	---
Paper and its products	4	1,[illegible]4	59	4.3	---	2	32	32	---	---
All other [7]	19	1,[illegible]	344	5.4	---	63	146	146	---	---

[1] See footnotes, see [illegible] table.

TABLE 1.—SALES, EXPENSES, PERSONNEL, PAY ROLL AND STOCKS

TYPE OF OPERATION BY KINDS OF BUSINESS

OREGON

TYPE OF OPERATION KIND OF BUSINESS	NUMBER OF ESTABLISHMENTS	SALES (add 000)	OPERATING EXPENSES								
			Amount (add 000)	Percent of sales				(add 000)			(add 000)
PETROLEUM BULK STATIONS AND TERMINALS:											
Petroleum and its products	41	[illegible]	$7,265	11.9	[illegible]	1,637	$3,229	[illegible]	$[illegible]	$4,724
AGENTS AND BROKERS	214	63,400	2,595	4.1	[illegible]	[illegible]	[illegible]	1,019	[illegible]	[illegible]
Automotive	2	741	7	[illegible]	4	[illegible]	30	[illegible]	[illegible]	1
Beer, wines, and liquors	1	390	8	2.1	[illegible]	7	[illegible]	[illegible]	[illegible]	[illegible]
Chemicals and paints	[illegible]	317	31	9.8	[illegible]	7	9	[illegible]	[illegible]	[illegible]
Clothing and furnishings	7	[illegible]	1[illegible]	2.8	[illegible]	4	4	[illegible]	[illegible]	[illegible]
Dry goods (specialty lines)	7	[illegible]	17	2.5	[illegible]	1	4	4	[illegible]	[illegible]
Electrical goods	1[illegible]	1,021	[illegible]	9.3	14	41	47	45	[illegible]	[illegible]
Farm products—raw materials	[illegible]	19,431	[illegible]	1.6	18	[illegible]	173	160	[illegible]	[illegible]
Farm products—consumer goods	1[illegible]	[illegible]	[illegible]	11.1	[illegible]	147	[illegible]	[illegible]	[illegible]	[illegible]
Farm supplies	3	[illegible]	1[illegible]	4.7	[illegible]	[illegible]	[illegible]	[illegible]	[illegible]	[illegible]
Furniture and house furnishings	[illegible]	473	27	[illegible]	[illegible]	9	14	[illegible]	[illegible]	[illegible]
Groceries and food products (specialty lines)	[illegible]	[illegible]	436	2.7	[illegible]	[illegible]	[illegible]	214	9	[illegible]
Hardware	11	957	27	[illegible]	8	7	[illegible]	13	[illegible]	[illegible]
Lumber and construction materials	[illegible]	15,287	[illegible]	5.6	14	115	[illegible]	240	[illegible]	[illegible]
Machinery equipment and supplies	[illegible]	2,545	[illegible]	9.8	[illegible]	72	123	[illegible]	[illegible]	[illegible]
Metals and metal work (except scrap)	[illegible]	[illegible]	1[illegible]	8.3	[illegible]	7	[illegible]	[illegible]	[illegible]	4
Paper and its products	4	193	[illegible]	13.5	[illegible]	9	[illegible]	[illegible]		[illegible]
Plumbing and heating equipment and supplies	[illegible]	337	18	[illegible]	[illegible]	4	[illegible]			
All other	[illegible]	478	[illegible]	8.2	7	7	19	[illegible]		[illegible]
ASSEMBLERS (nearly farm products)	141	[illegible]	[illegible]	11.1	[illegible]	1,927	1,[illegible]	[illegible]	[illegible]	[illegible]
Farm products—raw materials	[illegible]	[illegible]	[illegible]	6.2	27	[illegible]	[illegible]	[illegible]	[illegible]	[illegible]
Farm products—consumer goods	[illegible]	14,488	[illegible]	15.6	49	1,299	1,121	[illegible]	[illegible]	[illegible]
Groceries and foods (specialty lines)	24	5,760	433	7.5	14	[illegible]	[illegible]	[illegible]	119	[illegible]
All other [7]	11	1,901	174	9.2	[illegible]	87	64	[illegible]	[illegible]	[illegible]

* Employees and pay roll include paid executives of corporations but not the number and compensation of proprietors and of unincorporated businesses.

[6] Sales include [illegible] expenses is shown for merchandising establishments represent commissions only.

1 Data for 1935 exclude personnel and pay roll [illegible] commission merchant establishments.

2 Includes 2 shippers' representatives not classified as wholesale establishments in 1935 and 1939.

3 Includes 2 retail [illegible] primarily wholesale sales.

4 Includes 1 auctioneer [illegible] employing [illegible] import agents.

5 Includes 1 clothing and furnishings; 1 farm supplies; 1 hardware; 5 lumber and construction materials; 1 petroleum and its products; 1 [illegible] and heating equipment and supplies; and 5 all other products.

6 Includes 1 amusement [illegible] 1 beer, wines, and liquors; 1 chemicals and paints; 1 drugs and drug sundries (specialty lines); 2 electrical goods; 2 metals and metal work (except scrap); 1 petroleum and its products; 2 tobacco and products (except leaf); and 4 all other products.

7 Includes 1 amusement and sporting goods; 1 drugs and drug sundries (specialty lines); 1 petroleum and its products; and 4 all other products.

8 Includes 1 farm supplies; [illegible] all other products.

TABLE 1.—SALES, EXPENSES, PERSONNEL, PAY ROLL AND STOCKS

TYPES OF OPERATION AND KINDS OF BUSINESS

PENNSYLVANIA

TYPES OF OPERATION, KINDS OF BUSINESS	NUMBER OF ESTABLISHMENTS	SALES (add 000)	OPERATING EXPENSES				PAY ROLL*			Stock on hand, end of year, at cost (add 000)
			Amount (add 000)	Ratio to sales	Average number of proprietors and unpaid family workers	Average number of paid employees	Amount (add 000)	Full-time (add 000)	Part-time (add 000)	
TOTAL, 1935	11,452	$2,347,428	$345,008	10.3	8,671	98,972	$169,140	$166,019	$3,121	$204,647
1933 [1]	10,452	2,606,377	264,201	10.1	7,240	81,220	130,661	128,201	2,460	169,959
1929	10,509	4,622,429	433,326	9.4	6,113	109,122	214,841			298,920
WHOLESALE LIMITED-FUNCTION WHOLESALERS	7,941	1,458,216	193,702	13.3	7,114	63,020	97,111	95,304	1,807	148,296
Wholesale commission	7,340	1,217,452	171,955	14.1	6,738	56,160	85,190	83,417	1,683	123,825
Voluntary group wholesalers	68	53,167	5,559	10.5	48	1,987	3,053	3,028	25	9,046
Jewelry terms	13	2,630	274	10.4	5	73	167	167	---	448
Export merchants	4	5,727	197	3.4	3	33	62	62	- -	1,259
Importers	51	28,489	1,665	5.8	44	343	744	733	11	2,116
Industrial distributors	85	33,285	6,514	19.6	20	2,226	3,902	3,884	18	6,563
Cash-and-carry wholesalers	115	8,859	625	7.1	76	202	243	236	7	735
Drug suppliers to dealers (others)	97	62,753	3,447	5.5	46	616	1,767	1,731	36	90
Wagon distributors	128	3,478	941	15.0	130	354	381	359	22	142
Retailer-cooperative warehouses	37	39,613	2,525	6.4		1,052	1,692	1,687	5	4,072
MANUFACTURERS' SALES BRANCHES (With stocks)	920	685,514	83,836	12.2	15	20,685	41,299	40,855	444	40,271
MANUFACTURERS' SALES OFFICES (Without stocks)	480	464,176	21,674	4.7	7	3,844	10,281	10,244	37	---
PETROLEUM BULK STATIONS AND TERMINALS **	721	249,690	28,266	10.9	289	6,584	11,397	10,872	525	11,013
Independent bulk stations	166	25,881	3,298	12.7	132	899	1,285	1,357	28	1,370
Commission stations	157	18,479	2,045	11.1	155	434	556	545	11	743
Salary stations	383	163,741	18,449	11.3	2	4,709	8,407	8,069	338	7,097
Cooperative bulk stations	3	276	24	8.3	---	11	11	10	1	11
Distributing terminals	12	32,303	2,451	7.6	---	531	1,038	891	147	1,792
AGENTS AND BROKERS	1,075	448,215	16,620	3.7	991	3,851	7,931	7,716	215	3,343
Auction companies	19	24,741	561	2.3	18	342	345	291	54	62
Brokers (merchandise	268	149,868	3,110	2.1	261	650	1,452	1,438	14	152
Commission merchants	155	96,318	3,456	3.6	184	893	1,598	1,546	52	1,477
Export agents	5	1,423	39	2.7	5	8	22	22	---	1
Import agents	7	2,242	109	4.9	5	16	53	53	- -	44
Manufacturers' agents (with stocks)	96	15,193	2,252	14.8	58	615	1,363	1,349	14	764
Manufacturers' agents (without stocks	424	54,988	2,549	4.6	409	664	1,167	1,122	45	---
Selling agents	97	98,227	4,502	4.7	50	651	1,908	1,872	36	843
Other agents	4	2,215	42	1.9	3	12	23	23	---	---
ASSEMBLERS (Mainly farm products)	313	57,373	2,916	5.0	255	988	1,121	1,028	93	1,724
Assemblers of farm products	187	5,837	509	8.7	204	211	159	141	18	801
Commission buyers	18	906	53	5.8	21	26	17	15	2	9
Cooperative marketing associations	60	11,813	985	8.3		304	350	321	29	59
Cooperative sales agencies	11	32,962	630	1.9	- -	179	288	269	19	133
Cream stations	11	988	161	16.3	7	42	49	47	2	56
Country grain elevators [2]	10	749	47	6.3	9	26	23	23	---	62
Packers and shippers	16	3,395	525	15.5	14	200	235	212	23	604
BY KINDS OF BUSINESS:										
SERVICE AND LIMITED-FUNCTION WHOLESALERS	7,941	1,458,216	193,702	13.3	7,114	63,020	97,111	95,304	1,807	148,296
Amusement and sporting goods	81	11,694	2,121	18.1	72	677	1,056	1,037	19	2,089
Automotive	546	133,898	15,036	11.2	380	5,473	8,279	8,217	62	11,551
Beer, wines, and liquors	840	68,669	7,772	11.3	819	2,570	2,991	2,903	[illegible]	2,561
Chemicals and paints	101	11,817	2,439	20.6	54	670	1,373	1,353	20	1,417
Clothing and furnishings	290	38,574	4,982	12.9	348	1,399	2,074	2,059	15	5,206
Coal and coke	86	53,372	3,108	5.8	36	603	1,547	1,494	53	284
Drugs (general line	12	23,506	2,752	11.7	3	1,126	1,876	1,874	2	2,747
Drugs and drug sundries (specialty lines)	63	6,770	1,493	22.1	49	716	830	821	9	930
Dry goods (general line)	19	9,933	1,616	16.3	13	608	921	916	5	1,903
Dry goods (specialty lines	229	30,927	3,926	12.7	229	1,291	1,599	1,571	28	5,059
Electrical goods	287	66,901	11,084	16.6	152	3,337	6,557	6,471	86	7,148
Farm products--raw materials	99	43,044	2,582	6.0	114	487	914	874	40	5,662
Farm products--consumer goods	904	151,169	20,414	13.5	991	6,080	8,422	8,237	185	2,530
Farm supplies	93	14,170	2,069	14.6	94	654	884	868	16	1,662
Furniture and house furnishings	180	29,502	4,760	16.1	158	1,358	2,292	2,253	39	5,866
Groceries (general line	259	134,243	11,690	8.7	147	4,304	6,442	6,405	37	19,691
Groceries and foods (specialty lines)	919	104,437	16,146	15.5	934	5,327	7,459	7,238	221	7,809
Hardware	96	23,316	4,815	20.7	60	1,815	2,743	2,735	8	6,408
Jewelry	102	10,521	1,625	15.4	99	453	859	854	5	3,039
Lumber and construction materials	277	61,832	9,716	15.7	174	2,835	5,118	4,943	175	7,484
Machinery--equipment--supplies	695	93,378	19,413	20.8	546	6,102	10,932	10,830	102	15,149
Metals and metal work (except scrap)	71	29,826	4,549	15.3	59	1,369	2,585	2,506	59	4,099
Paper and its products	254	41,056	7,695	18.7	180	2,539	4,281	4,214	67	6,410
Petroleum and its products	62	12,098	1,532	12.7	47	434	750	724	26	529
Plumbing and heating equipment and supplies	205	31,077	5,824	18.7	108	1,833	3,127	3,036	91	5,081
Tobacco and products (except leaf	286	98,960	5,415	5.5	264	2,008	2,802	2,766	36	5,335
Waste materials	596	78,380	12,004	15.3	665	3,962	4,501	4,310	191	6,027
All other products	349	45,146	7,142	15.8	319	2,990	3,917	3,795	122	4,619
MANUFACTURERS' SALES BRANCHES (With stocks)	920	685,514	83,836	12.2	15	20,685	41,299	40,855	444	40,271
Amusement and sporting goods	24	20,678	2,428	11.7	1	923	1,530	1,421	109	865
Automotive	80	61,103	7,622	12.5	---	2,024	4,189	4,154	35	5,072
Beer, wines, and liquors	[illegible]	2,439	446	18.4	---	104	193	184	9	176
Chemicals and paints	54	79,074	9,490	12.0	---	1,385	3,675	3,658	17	4,904
Clothing and furnishings	5	1,205	229	19.0	2	73	126	126	---	119
Drugs and drug sundries (specialty lines	9	4,491	1,086	24.2	- -	199	525	525	---	373
Dry goods (specialty lines	8	2,467	305	12.4	2	77	144	144	---	172
Electrical goods	29	76,841	5,323	6.9	---	1,253	3,083	3,078	[illegible]	2,609
Farm products--consumer goods	54	21,591	4,319	20.0	---	898	1,628	1,609	17	741
Farm supplies	4	244	19	7.8	1	7	[illegible]	8	---	20
Furniture and house furnishings	21	6,368	851	13.4	---	201	418	418	---	432
Groceries and foods (specialty lines	197	240,908	25,358	10.5	4	5,916	10,822	10,681	141	6,442
Hardware	6	1,011	311	30.8	---	120	211	211	---	126

For footnotes, see end of table.

TABLE 1.—SALES, EXPENSES, PERSONNEL, PAY ROLL AND STOCKS

PENNSYLVANIA

TYPE OF OPERATION KIND OF BUSINESS	NUMBER OF ESTABLISHMENTS	SALES	OPERATING EXPENSES		[illegible]	[illegible]	PAY ROLL			[illegible]
MANUFACTURERS' SALES BRANCHES (With stocks)—Con.										
Lumber and construction materials	32	$41,982	$3,353	16.8	1	1,175	[illegible]	[illegible]	$40	$2,[illegible]
Machinery--equipment--supplies	248	70,604	13,411	19.0	4	3,860	7,[illegible]	7,942	46	6,779
Metals and metal work (except scrap)	32	34,128	3,116	9.1	---	657	1,[illegible]	[illegible]	7	1,092
Paper and its products	20	[illegible]	549	24.3	---	151	280	279	1	396
Petroleum and its products	4	196	36	18.4	---	11	[illegible]	[illegible]	---	41
Plumbing and heating equipment and supplies	48	23,372	2,923	12.8	---	830	1,595	1,548	17	1,192
All other [3]	38	14,790	[illegible]	12.9	---	621	1,364	1,364		3,140
MANUFACTURERS' SALES OFFICES (Without stocks)	489	[illegible]	21,674	4.7	7	3,844	[illegible]	[illegible]	37	
Automotive	4	1,776	111	6.3	---	41	[illegible]	[illegible]		
Beer, wines, and liquors	5	5,373	687	12.8		30	246	246		
Chemicals and paints	28	[illegible]	1,498	12.4	---	195	[illegible]	[illegible]		
Drugs and drug sundries (specialty lines)	4	[illegible]	[illegible]	9.5	4	191	[illegible]	[illegible]	[illegible]	
Dry goods (specialty lines)	11	[illegible]	165	7.8	---	38	118	118		-
Electrical goods	71	17,436	821	4.7	---	143	424	[illegible]	1	-
Farm products--consumer goods	4	707	113	16.0	---	46	92	92		---
Furniture and house furnishings	11	6,617	496	7.5	3	74	209	[illegible]		---
Groceries and foods (specialty lines)	[illegible]	19,987	4,198	21.0	--	543	1,011	1,006	5	--
Hardware	7	1,211	95	7.2	---	17	96	95	1	-
Lumber and construction materials	33	[illegible]	[illegible]	14.4	-	488	1,193	1,192	1	
Machinery--equipment--supplies	128	41,513	2,467	5.9	---	511	1,407	1,403	4	-
Metals and metal work (except scrap)	63	276,507	6,116	2.2	---	968	3,225	3,224	1	-
Paper and its products	29	11,517	669	5.8	---	187	492	491	1	-
Plumbing and heating equipment and supplies	23	3,848	551	14.0	---	104	278	275	3	
Tobacco and products (except leaf)	7	22,077	189	.9	---	66	133	133	--	-
All other [4]	42	10,945	673	8.0	---	227	516	516	--	---
PETROLEUM BULK STATIONS AND TERMINALS:										
Petroleum and its products	721	240,690	26,296	10.9	289	6,584	11,397	10,872	525	11,013
AGENTS AND BROKERS	1,075	442,215	16,620	3.7	991	3,851	7,931	7,716	215	3,343
Amusement and sporting goods	3	46	5	10.9	2	3	1	1		---
Automotive	8	3,484	211	6.1	8	67	142	86	22	28
Beer, wines, and liquors	4	768	45	5.9	4	9	22	22		96
Chemicals and paints	19	4,303	141	3.3	17	28	77	77		6
Clothing and furnishings	8	818	68	8.3	8	45	32	26	6	24
Coal and coke	48	55,735	2,987	5.4	16	399	1,067	1,038	29	751
Drugs and drug sundries (specialty lines)	5	1,366	83	8.1	5	23	39	39	---	---
Dry goods (specialty lines)	19	14,798	352	2.4	12	59	184	183	1	2
Electrical goods	61	9,803	562	5.7	55	133	280	278	2	25
Farm products--raw materials	58	45,315	777	1.7	60	321	365	320	45	499
Farm products--consumer goods	126	69,443	[illegible]	3.3	143	643	1,098	1,072	26	187
Furniture and house furnishings	32	2,784	254	9.1	32	91	108	105	3	75
Groceries and foods (specialty lines)	148	106,582	1,690	1.6	161	414	617	612	5	441
Hardware	16	[illegible]	141	6.7	13	39	66	65	1	14
Jewelry	5	239	14	5.9	5	1	1	---	1	2
Lumber and construction materials	54	10,903	727	6.7	54	145	374	363	11	39
Machinery--equipment--supplies	216	27,418	3,077	11.2	178	764	1,737	1,707	30	465
Metals and metal work (except scrap)	54	29,934	597	2.0	50	133	337	327	10	18
Paper and its products	20	3,393	180	5.3	16	41	91	90	1	106
Petroleum and its products	6	842	48	5.7	7	13	24	22	2	1
Plumbing and heating equipment and supplies	51	3,971	332	8.4	44	66	145	145	-	55
Waste materials	2	13,324	596	4.4	12	72	324	323	1	16
All other [5]	65	35,828	1,465	4.1	[illegible]	324	638	[illegible]	[illegible]	[illegible]
ASSEMBLERS (Mainly farm products)	313	57,673	2,910	5.0	255	968	1,141	1,026	[illegible]	1,724
Farm products--raw materials	147	8,408	686	8.2	140	311	301	283	[illegible]	1,234
Farm products--consumer goods	157	48,117	2,009	4.2	107	621	751	683	[illegible]	392
Farm supplies	6	809	89	11.0	5	26	36	34	2	162
All other [6]	3	339	126	37.2	3	[illegible]	33	28	5	[illegible]

* Employees and pay roll include paid executives of corporations but not the number and compensation of proprietors of unincorporated businesses.

** Sales include taxes. Expenses as shown for commission stations represent commissions only.

1 Data for 1935 exclude personnel and pay roll of 117 commission bulk stations. Also, some adjustments have been made in the 1935 figures for comparison purposes.

2 Includes 9 independent and 1 line elevators.

3 Includes 2 jewelry; 3 tobacco and products (except leaf); and 31 all other products.

4 Includes 3 amusement and sporting goods; 1 clothing and furnishings; 1 petroleum and its products; and 37 all other products.

5 Includes 1 farm supplies; 1 tobacco and products (except leaf); and 63 all other products.

6 Includes 2 groceries and foods (specialty lines); and 1 all other products.

TABLE 1. -SALES, EXPENSES, PERSONNEL, PAY ROLL AND STOCKS

TYPES OF OPERATION BY KINDS OF BUSINESS

RHODE ISLAND

TYPE OF OPERATION KIND OF BUSINESS	NUMBER OF ESTABLISHMENTS	SALES (add 000)	OPERATING EXPENSES (including pay roll) Value (add 000)	OPERATING EXPENSES Percent of sales	Active proprietors of unincorporated businesses	Number of employees[1] (full time and part-time) Average for year	PAY ROLL[2] Total (add 000)	PAY ROLL Full time (add 000)	PAY ROLL Part time (add 000)	Stocks on hand, end of year, at cost (add 000)
TOTALS, 1939	782	$239,213	$25,175	10.5	456	7,430	$12,435	$12,123	$312	$20,993
1935 [3]	683	196,597	21,327	11.8	[3]369	[3]6,328	[3]9,936	[3]9,738	[3]198	14,352
1929	734	275,256	28,077	10.2	452	7,516	14,534	---	—	22,805
SERVICE AND LIMITED-FUNCTION WHOLESALERS	508	122,212	15,547	12.7	411	5,306	8,260	8,001	259	14,713
Wholesale merchants	354	107,012	13,661	12.7	379	4,717	7,221	6,967	254	12,328
Voluntary group wholesalers	8	3,547	506	14.1	1	175	278	276	2	735
Importers	13	3,238	569	17.6	5	109	271	271	---	344
Industrial distributors	8	1,893	415	21.9	4	141	220	218	2	254
Cash-and-carry wholesalers	11	3,093	190	6.1	12	67	125	125	---	253
Jobber distributors	10	159	21	13.2	9	6	3	2	1	2
All other [1]	6	3,270	251	7.7	1	91	142	142	---	797
MANUFACTURERS' SALES BRANCHES (With stocks)	66	54,488	5,415	9.9	5	1,135	2,367	2,355	12	2,536
MANUFACTURERS' SALES OFFICES (Without stocks) [2]	12	7,323	151	2.1	---	40	97	96	1	---
PETROLEUM BULK STATIONS AND TERMINALS [4]	34	33,911	3,212	9.6	14	702	1,278	1,243	35	3,531
Independent station operators	10	4,367	541	12.3	6	142	267	264	3	200
Company-owned stations	2	512	68	13.4	8	12	12	12	---	68
Salaried station agents	14	16,277	1,755	10.9	---	391	729	693	32	1,643
Distributing terminals	4	12,753	847	6.7	---	157	274	274	—	1,620
FUEL AND ICE DEALERS	31	17,864	596	3.3	21	141	314	310	4	192
Brokers' merchants	6	4,246	75	1.8	5	17	32	32	---	8
Jobber merchants	9	11,566	312	2.7	5	67	156	156	—	141
Manufacturers' agents with stocks	10	1,961	175	14.1	7	47	110	107	3	43
Manufacturers' agents (without stocks)	6	90	31	3.9	4	10	16	15	1	—
ASSEMBLERS (Mainly farm products)	11	3,115	284	9.0	5	106	119	118	1	21
Cooperative marketing associations	3	1,924	54	2.8	---	21	27	27	—	3
Packers and shippers	4	424	136	32.9	3	67	61	60	1	1
All other [4]	4	1,767	94	5.1	2	18	31	31	---	17
RETAILERS AND RETAILING ACTIVITIES:										
SERVICE AND LIMITED-FUNCTION WHOLESALERS	508	122,212	15,547	12.7	411	5,306	8,260	8,001	259	14,713
Amusement and sporting goods	12	543	120	22.4	6	56	58	57	1	102
Automotive	36	6,716	1,017	15.1	24	405	584	573	11	746
Beer, wines, and liquors	32	10,285	1,115	10.8	12	331	545	514	31	968
Chemicals and paints	29	7,006	922	13.1	12	187	488	488	1	471
Clothing and furnishings	17	566	89	14.9	10	34	43	41	2	79
Coal and coke	3	1,436	114	7.9	3	44	56	50	6	85
Drugs (general line)	3	3,434	486	12.9	---	185	287	287	---	634
Drugs and drug sundries (specialty lines)	4	209	24	11.5	5	8	11	11	—	35
Dry goods (general line)	3	692	91	13.1	1	31	48	48	---	63
Dry goods (specialty lines)	16	2,432	211	8.7	14	106	116	110	---	464
Electrical goods	19	4,200	678	16.1	11	198	362	349	4	355
Farm products--raw materials	4	9,503	291	3.1	---	56	186	186	—	2,217
Farm products--consumer goods	50	13,000	1,396	10.7	47	485	669	650	19	165
Furniture and house furnishings	14	2,623	378	14.4	8	119	203	201	2	522
Groceries (general line)	12	5,838	526	9.0	6	200	308	306	2	750
Groceries and foods (specialty lines)	74	10,774	1,228	11.4	55	440	642	637	5	940
Hardware	4	726	157	21.6	3	59	79	79	—	141
Jewelry	28	3,737	731	19.6	17	215	352	348	4	760
Lumber and construction materials	16	4,142	726	17.5	6	240	388	386	2	701
Machinery--equipment--supplies	62	5,043	1,193	23.7	31	373	666	650	16	671
Metals and metal work (except scrap)	5	1,466	277	18.9	3	77	152	151	1	406
Paper and its products	24	3,490	697	20.0	15	238	406	407	1	516
Petroleum and its products	8	541	84	15.5	5	29	46	46	2	17
Plumbing and heating equipment and supplies	20	4,351	955	21.9	7	343	599	576	23	928
Tobacco and products (except leaf)	22	10,237	563	5.5	22	185	279	278	1	660
Raw materials	62	5,447	829	15.2	61	359	396	275	115	787
All other [1]	36	3,625	651	18.0	27	313	337	327	10	510
MANUFACTURERS' SALES BRANCHES (With stocks)	66	54,488	5,415	9.9	5	1,135	2,367	2,355	12	2,536
Chemicals and paints	8	6,452	771	11.9	---	101	331	331	—	407
Farm products--consumer goods	4	1,396	253	18.1	---	55	106	106	—	37
Groceries and foods (specialty lines)	22	17,159	1,543	9.0	1	420	735	728	7	356
Machinery--equipment--supplies	11	1,041	339	32.6	---	136	238	236	2	85
Metals and metal work (except scrap)	5	3,848	151	3.9	---	46	90	89	1	636
All other [5]	18	24,592	2,358	9.6	4	377	867	865	2	1,015
PETROLEUM BULK STATIONS AND TERMINALS:										
Petroleum and its products	34	33,911	3,212	9.6	14	702	1,278	1,243	35	3,531
FUEL AND ICE DEALERS	31	17,864	596	3.3	21	141	314	310	4	192
Farm products--consumer goods	3	[illegible]	[illegible]	4.7	4	28	38	38	—	---
Groceries and foods (specialty lines)	5	[illegible]	64	2.3	3	19	38	36	2	8
Machinery--equipment--supplies	5	[illegible]	7[illegible]	14.0	5	31	53	52	1	25
All other	16	12,[illegible]	382	3.0	9	63	185	184	1	159
ASSEMBLERS (Mainly farm products)	11	3,815	284	7.0	5	106	119	118	1	21
Farm products--consumer goods	6	3,198	117	3.7	1	39	58	58	---	20
All other [6]	5	617	197	32.0	4	67	61	60	1	1

[1] Employees and pay roll include paid executives of corporations but not the number and compensation of proprietors of unincorporated businesses.
[2] Sales include taxes. Expenses as shown for commission stations represent commissions only.
[3] Data for 1935 include personnel and pay roll of 3 commission bulk stations.
[4] Includes 2 converters (textile); 4 drop shippers (desk jobbers); and 2 retailer-cooperative warehouses.
[5] Includes 1 chemicals and paints; 2 groceries and foods (specialty lines); 3 machinery--equipment--supplies; 1 paper and its products; 1 plumbing and heating equipment and supplies; 1 tobacco and products (except leaf); and 2 all other products.
[6] Includes 2 selling agents.
[7] Includes 2 assemblers of farm products; and 2 cooperative sales agencies.
[8] Includes 1 farm supplies; and 37 all other products.
[9] Includes 3 automotive; 1 beer, wine, and liquors; 1 clothing and furnishings; 1 electrical goods; 1 furniture and house furnishings; 2 jewelry; 3 lumber and construction materials; 3 plumbing and heating equipment and supplies; and 3 all other products.
[10] Includes 4 farm products--raw materials; 1 furniture and house furnishings; 2 jewelry; 2 lumber and construction materials; 1 metals and metal work (except scrap); 1 plumbing and heating equipment and supplies; 1 raw materials; and 7 all other products.
[11] Includes 1 farm products--raw materials; and 4 groceries and foods (specialty lines).

TABLE 1.—SALES, EXPENSES, PERSONNEL, PAY ROLL AND STOCKS

[illegible]

SOUTH CAROLINA

TYPE OF OPERATION / KIND OF BUSINESS	NUMBER OF ESTABLISHMENTS	SALES** (add 000)	OPERATING EXPENSES (including pay roll) Amount (add 000)	OPERATING EXPENSES Percent of sales	[illegible]	[illegible]	PAY ROLL* [illegible] (add 000)	PAY ROLL* [illegible] (add 000)	PAY ROLL* [illegible]	[illegible] (add 000)
TOTALS, 1939	1,4[illegible]	$[illegible]	$[illegible],991	[illegible].7	[illegible]	[illegible]	$9,994	[illegible]	[illegible]	[illegible]
193[illegible] a	[illegible]	[illegible]	17,734	[illegible]	a[illegible]	a[illegible]	[illegible]	a[illegible]	[illegible]	13,645
1929	1,[illegible]	[illegible]	[illegible]	[illegible]	1,053	[illegible]	[illegible]	[illegible]	[illegible]	[illegible]
SERVICE AND LIMITED-FUNCTION WHOLESALERS	[illegible]	11[illegible],171	13,[illegible]	11.[illegible]	[illegible]	[illegible]	[illegible]	[illegible]	[illegible]	[illegible]
Wholesale merchants [1]	[illegible]	106,715	11,4[illegible]	[illegible].7	[illegible]	4,[illegible]	[illegible]	[illegible]	[illegible]	[illegible]
Export merchants	[illegible]	[illegible]	[illegible]	[illegible].7	[illegible]	[illegible]	[illegible]	[illegible]	[illegible]	[illegible]
Industrial distributors	1	[illegible]	[illegible]	[illegible]	[illegible]	[illegible]	[illegible]	[illegible]	[illegible]	[illegible]
Cash-and-carry wholesalers	[illegible]	[illegible]	[illegible]	1[illegible]	[illegible]	[illegible]	[illegible]	[illegible]	[illegible]	[illegible]
Drop shippers or desk jobbers	[illegible]	[illegible]	14[illegible]	[illegible].4	[illegible]	[illegible]	[illegible]	[illegible]	[illegible]	[illegible]
Wagon distributors	[illegible]	[illegible]	[illegible]	[illegible].1	[illegible]	[illegible]	[illegible]	[illegible]	[illegible]	[illegible]
MANUFACTURERS' SALES BRANCHES (With stocks)	[illegible]	17,[illegible]	[illegible]	[illegible]	1	[illegible]	[illegible]	[illegible]	[illegible]	[illegible]
MANUFACTURERS' SALES OFFICES (Without stocks)	[illegible]	[illegible]	[illegible]	[illegible]	[illegible]	[illegible]	[illegible]	[illegible]	[illegible]	[illegible]
PETROLEUM BULK STATIONS	[illegible]	[illegible]	[illegible]	[illegible]	[illegible]	[illegible]	[illegible]	[illegible]	[illegible]	[illegible]
Independent bulk stations	[illegible]	8,554	1,1[illegible]	[illegible]	[illegible]	[illegible]	[illegible]	[illegible]	[illegible]	[illegible]
Commission stations	[illegible]	23,607	[illegible]	[illegible]	[illegible]	[illegible]	[illegible]	[illegible]	[illegible]	[illegible]
Salary stations	[illegible]	[illegible]	[illegible]	[illegible]	[illegible]	[illegible]	[illegible]	[illegible]	[illegible]	[illegible]
AGENTS AND BROKERS	[illegible]	[illegible]	[illegible]	[illegible]	[illegible]	[illegible]	[illegible]	[illegible]	[illegible]	[illegible]
Auction companies	[illegible]	[illegible]	[illegible]	[illegible]	[illegible]	[illegible]	[illegible]	[illegible]	[illegible]	[illegible]
Brokers, merchandise	[illegible]	[illegible]	[illegible]	1.4	[illegible]	[illegible]	[illegible]	[illegible]	[illegible]	[illegible]
Commission merchants	[illegible]	7,623	[illegible]	[illegible]	[illegible]	[illegible]	[illegible]	[illegible]	[illegible]	[illegible]
Manufacturers' agents with stocks	1	[illegible]	[illegible]	[illegible]	[illegible]	[illegible]	[illegible]	[illegible]	[illegible]	[illegible]
Manufacturers' agents without stocks	[illegible]	[illegible]	[illegible]	[illegible]	[illegible]	[illegible]	[illegible]	[illegible]	[illegible]	[illegible]
Selling agents	[illegible]	[illegible]	[illegible]	[illegible].1	[illegible]	[illegible]	[illegible]	[illegible]	[illegible]	[illegible]
ASSEMBLERS (Mainly farm products)	[illegible]	[illegible]	[illegible]	[illegible]	[illegible]	[illegible]	[illegible]	[illegible]	[illegible]	[illegible]
Assemblers of farm products	[illegible]	32,169	1,[illegible]	[illegible].1	[illegible]	[illegible]	[illegible]	[illegible]	[illegible]	[illegible]
[illegible]	[illegible]	2,836	[illegible]	[illegible]	[illegible]	[illegible]	[illegible]	[illegible]	[illegible]	[illegible]
Cooperative marketing associations	[illegible]	[illegible]	[illegible]	4.[illegible]	[illegible]	[illegible]	[illegible]	[illegible]	[illegible]	[illegible]
Packers and shippers	[illegible]	1,055	[illegible]	[illegible]	[illegible]	[illegible]	[illegible]	[illegible]	[illegible]	[illegible]
BY KINDS OF BUSINESS:										
SERVICE AND LIMITED-FUNCTION WHOLESALERS	[illegible]	[illegible]	[illegible]	[illegible]	[illegible]	[illegible]	[illegible]	[illegible]	[illegible]	[illegible]
Automotive	[illegible]	4,154	[illegible]	[illegible].7	[illegible]	[illegible]	[illegible]	[illegible]	[illegible]	[illegible]
Beer, wines, and liquors	[illegible]	[illegible]	[illegible]	[illegible]	[illegible]	[illegible]	[illegible]	[illegible]	[illegible]	[illegible]
Chemicals and paints	[illegible]	[illegible]	[illegible]	[illegible]	[illegible]	[illegible]	[illegible]	[illegible]	[illegible]	[illegible]
Clothing and furnishings	[illegible]	[illegible]	[illegible]	[illegible]	[illegible]	[illegible]	[illegible]	[illegible]	[illegible]	[illegible]
Drugs, general line	[illegible]	[illegible]	[illegible]	[illegible]	[illegible]	[illegible]	[illegible]	[illegible]	[illegible]	[illegible]
Drugs and drug sundries (specialty lines)	[illegible]	[illegible]	[illegible]	[illegible]	4	[illegible]	[illegible]	[illegible]	[illegible]	[illegible]
Dry goods, general line	4	[illegible]	[illegible]	[illegible]	[illegible]	[illegible]	[illegible]	[illegible]	[illegible]	[illegible]
Dry goods (specialty lines)	[illegible]	[illegible]	[illegible]	[illegible]	[illegible]	[illegible]	[illegible]	[illegible]	[illegible]	[illegible]
Electrical goods	14	[illegible]	[illegible]	[illegible]	[illegible]	[illegible]	[illegible]	[illegible]	[illegible]	[illegible]
Farm products—raw materials	[illegible]	[illegible]	[illegible]	4.[illegible]	[illegible]	[illegible]	[illegible]	[illegible]	[illegible]	[illegible]
Farm products—consumer goods	[illegible]	7,001	[illegible]	16.2	[illegible]	[illegible]	[illegible]	[illegible]	[illegible]	[illegible]
Farm supplies	[illegible]	[illegible]	[illegible]	[illegible].1	[illegible]	[illegible]	[illegible]	[illegible]	[illegible]	[illegible]
Furniture and house furnishings	[illegible]	[illegible]	[illegible]	17.4	[illegible]	[illegible]	[illegible]	[illegible]	[illegible]	[illegible]
Groceries and foods, general line	[illegible]	32,559	[illegible]	[illegible]	[illegible]	1,[illegible]	[illegible]	[illegible]	[illegible]	[illegible]
Groceries and foods (specialty lines)	[illegible]	[illegible]	[illegible]	[illegible]	[illegible]	[illegible]	[illegible]	[illegible]	[illegible]	[illegible]
Hardware	1	5,616	[illegible]	15.3	[illegible]	[illegible]	[illegible]	[illegible]	[illegible]	[illegible]
Lumber and construction materials	[illegible]	2,987	[illegible]	11.3	[illegible]	[illegible]	[illegible]	[illegible]	[illegible]	[illegible]
Machinery—equipment—supplies	[illegible]	[illegible]	[illegible]	[illegible]	[illegible]	[illegible]	[illegible]	[illegible]	[illegible]	[illegible]
Paper and its products	[illegible]	1,455	[illegible]	17.9	[illegible]	[illegible]	[illegible]	[illegible]	[illegible]	[illegible]
Petroleum and its products	[illegible]	759	[illegible]	[illegible]	[illegible]	[illegible]	[illegible]	[illegible]	[illegible]	[illegible]
Plumbing and heating equipment and supplies	1	2,495	[illegible]	[illegible]	[illegible]	[illegible]	[illegible]	[illegible]	[illegible]	[illegible]
Tobacco and products (except leaf)	[illegible]	4,635	[illegible]	[illegible]	[illegible]	[illegible]	[illegible]	[illegible]	[illegible]	[illegible]
Waste materials	[illegible]	[illegible]	[illegible]	[illegible]	[illegible]	[illegible]	[illegible]	[illegible]	[illegible]	[illegible]
All other [2]	[illegible]	[illegible]	[illegible]	[illegible]	[illegible]	[illegible]	[illegible]	[illegible]	[illegible]	[illegible]
MANUFACTURERS' SALES BRANCHES (With stocks)	[illegible]	[illegible]	[illegible]	[illegible]	1	[illegible]	[illegible]	[illegible]	[illegible]	[illegible]
Farm products—consumer goods	[illegible]	[illegible]	[illegible]	[illegible]	- -	[illegible]	[illegible]	[illegible]	[illegible]	[illegible]
Farm supplies	4	[illegible]	[illegible]	14.[illegible]	-	[illegible]	[illegible]	[illegible]	[illegible]	[illegible]
Groceries and foods (specialty lines)	[illegible]	11,[illegible]	1,[illegible]	9.[illegible]	- -	[illegible]	[illegible]	[illegible]	[illegible]	[illegible]
Machinery—equipment—supplies	[illegible]	[illegible]	[illegible]	[illegible]	- -	[illegible]	[illegible]	[illegible]	[illegible]	[illegible]
All other [3]	[illegible]	1,[illegible]	[illegible]	[illegible]	1	[illegible]	[illegible]	[illegible]	[illegible]	[illegible]
MANUFACTURERS' SALES OFFICES (Without stocks)	[illegible]	[illegible]	[illegible]	7.[illegible]	1	[illegible]	[illegible]	[illegible]	[illegible]	-
Groceries and foods (specialty lines)	[illegible]	[illegible]	[illegible]	[illegible]	1	[illegible]	[illegible]	[illegible]		
All other [4]	11	[illegible]	[illegible]	[illegible]	- - -	[illegible]	[illegible]	[illegible]	- -	- -
PETROLEUM BULK STATIONS:										
Petroleum and its products	[illegible]	[illegible]	4,1[illegible]	1.[illegible]	[illegible]	[illegible]	[illegible]	[illegible]	[illegible]	[illegible]
AGENTS AND BROKERS	[illegible]	[illegible]	1,[illegible]	2.4	[illegible]	[illegible]	[illegible]	[illegible]	14	[illegible]
Farm products—raw materials	[illegible]	[illegible]	[illegible]	[illegible]	[illegible]	[illegible]	[illegible]	[illegible]	[illegible]	[illegible]
Farm products—consumer goods	[illegible]	[illegible]	[illegible]	[illegible]	[illegible]	[illegible]	[illegible]	[illegible]	[illegible]	-
Farm supplies	[illegible]	[illegible]	[illegible]	1.[illegible]	[illegible]	[illegible]	[illegible]	[illegible]	[illegible]	[illegible]
Groceries and foods (specialty lines)	[illegible]	21,045	[illegible]	1.4	[illegible]	[illegible]	[illegible]	[illegible]	[illegible]	[illegible]
Lumber and construction materials	[illegible]	[illegible]	[illegible]	[illegible]	[illegible]	[illegible]	[illegible]	4	[illegible]	[illegible]
Machinery—equipment—supplies	[illegible]	[illegible]	[illegible]	[illegible]	[illegible]	[illegible]	[illegible]	[illegible]	[illegible]	[illegible]
All other [5]	[illegible]	[illegible]	[illegible]	[illegible]	[illegible]	[illegible]	[illegible]	[illegible]	[illegible]	[illegible]
ASSEMBLERS (Mainly farm products)	[illegible]	[illegible]	1,[illegible]	[illegible]	[illegible]	[illegible]	[illegible]	[illegible]	[illegible]	[illegible]
Farm products—raw materials	[illegible]	[illegible]	1,[illegible]	[illegible]	[illegible]	[illegible]	[illegible]	[illegible]	[illegible]	1,[illegible]
Farm products—consumer goods	[illegible]	[illegible]	[illegible]	[illegible]	[illegible]	[illegible]	[illegible]	[illegible]	[illegible]	[illegible]
Farm supplies	[illegible]	[illegible]	[illegible]	[illegible]	[illegible]	[illegible]	[illegible]	[illegible]	[illegible]	[illegible]
Groceries and foods (specialty lines)	4	94	[illegible]	[illegible]	[illegible]	[illegible]	[illegible]	[illegible]	[illegible]	[illegible]
All other products	[illegible]	[illegible]	[illegible]	[illegible]	[illegible]	[illegible]	[illegible]	[illegible]	[illegible]	[illegible]

* Employees and pay roll include paid executives of corporations but not the number and compensation of proprietors of unincorporated businesses.

** Sales include taxes. Expenses as shown for commission stations represent commissions only.

a Data for 193[illegible] exclude personnel and pay roll of 19[illegible] commission bulk stations.

1 Includes 2 importers.

2 Includes 2 amusement and sporting goods; 2 coal and coke; 1 jewelry; 2 metals and metal work (except scrap); and 23 all other products.

3 Includes 1 automotive; 1 beer, wines, and liquors; 1 drugs and drug sundries (specialty lines); 3 lumber and construction materials; 2 plumbing and heating equipment and supplies; and 3 all other products.

4 Includes 1 chemicals and paints; 1 electrical goods; 1 farm supplies; 3 machinery—equipment—supplies; 1 metals and metal work (except scrap); 1 paper and its products; 2 tobacco and products (except leaf); and 1 all other products.

5 Includes 1 automotive; 1 beer, wines, and liquors; 2 coal and coke; 1 dry goods (specialty lines); 1 electrical goods; 1 metals and metal work (except scrap); 1 petroleum and its products; 1 plumbing and heating equipment and supplies; 1 waste materials; and 6 all other products.

TABLE 1.--SALES, EXPENSES, PERSONNEL, PAY ROLL AND STOCKS

[Table 1.--Operations by Kinds of Business]

SOUTH DAKOTA

TYPE OF OPERATION KIND OF BUSINESS	NUMBER OF ESTABLISHMENTS	SALES	OPERATING EXPENSES				PAY ROLL			STOCKS Total, end of year at cost
		(add 000)	(add 000)	[illegible]	[illegible]	[illegible]	[illegible]	Full-time (add 000)	Part-time (add 000)	(add 000)
[illegible]	[illegible]	$133,[illegible]	[illegible]	9.5	[illegible]	4,697	[illegible]	$5,362	$263	$12,175
[illegible]	1,699	99,262	[illegible]	12.4	[illegible]	[6]4,478	[6]5,469	[6]5,291	[6]178	2,682
[illegible]	1,973	[illegible]	16,521	7.0	444	5,355	[illegible]	---	---	16,810
[illegible]	[illegible]	[illegible]	3,512	13.[illegible]	165	1,935	2,640	2,567	73	5,821
[illegible]	[illegible]	[illegible]	4,757	14.4	140	1,648	[illegible]	[illegible]	56	4,843
[illegible]	7	5,707	[illegible]	9.3	[illegible]	[illegible]	[illegible]	[illegible]	14	727
[illegible]	[illegible]	596	64	10.7	17	15	17	14	3	19
All other [2]	[illegible]	979	160	16.3	[illegible]	59	90	86	---	232
[illegible]	32	[illegible]	1,541	16.4	---	465	767	748	[illegible]	1,288
[illegible]	8	1,029	41	4.0	---	14	24	24	---	---
PETROLEUM BULK STATIONS [3]	[illegible]	25,701	2,546	9.9	504	677	761	733	28	2,012
Independent bulk stations	[illegible]	5,934	646	10.9	110	240	272	261	11	361
Jobbers' bulk stations	[illegible]	[illegible]	1,258	8.9	[illegible]	[illegible]	[illegible]	[illegible]	7	1,203
Salary stations	[illegible]	4,079	478	11.7	3	148	175	171	4	345
Cooperative bulk stations	34	1,511	164	10.9	---	93	87	81	6	103
AGENTS AND BROKERS	[illegible]	11,265	201	1.8	12	58	120	120	---	11
Farm products--raw materials	6	1,399	35	2.5	2	12	17	17	---	2
Groceries and food specialties	5	8,112	94	1.2	6	31	58	58	---	---
Manufacturers' agents without stocks	3	987	24	2.4	2	4	15	15	---	---
All other [4]	5	767	48	6.3	2	11	30	30	---	9
ASSEMBLERS (Mainly farm products)	1,058	45,712	2,864	6.3	419	1,548	1,319	1,170	149	3,043
Assemblers of farm products	145	7,204	468	6.5	142	233	164	128	36	338
Commission buyers	66	4,967	129	2.6	49	57	56	54	2	23
Cooperative marketing associations	33	3,276	148	4.5	---	119	87	63	24	175
Cream stations	[illegible]	2,385	178	7.5	107	142	110	75	35	3
Country grain elevators:										
Independent	188	6,423	436	6.8	109	171	164	151	13	543
Line	294	9,258	796	8.6	10	501	400	385	15	1,088
Cooperative	151	8,897	596	6.7	---	268	256	243	13	869
All other [5]	3	3,302	113	3.4	2	67	52	41	11	2
BY KINDS OF BUSINESS:										
SERVICE AND LIMITED-FUNCTION WHOLESALER	270	40,266	5,513	13.7	165	1,935	2,640	2,567	73	5,821
Automotive	42	3,927	834	21.2	25	294	418	416	2	948
Beer, wines, and liquors	41	4,742	735	15.5	22	179	243	240	3	424
Chemicals and paints	3	465	101	21.7	1	30	46	45	1	114
Electrical goods	9	812	163	20.1	6	55	83	79	4	149
Farm products--raw materials	3	313	24	7.7	4	9	7	7	---	46
Farm products--consumer goods	25	3,859	512	13.3	14	234	255	231	24	192
Farm supplies	8	1,855	252	13.6	8	79	107	101	6	217
Groceries (general line)	29	14,850	1,472	9.9	6	556	767	748	19	2,230
Groceries and foods (specialty lines)	30	1,260	179	14.2	26	63	77	77	---	110
Hardware	4	1,233	213	17.3	---	72	124	122	2	354
Lumber and construction materials	5	556	155	27.9	1	46	61	60	1	113
Machinery--equipment--supplies	16	1,250	260	20.8	9	78	133	131	2	202
Paper and its products	3	523	128	24.5	1	40	57	57	---	120
Petroleum and its products	9	152	29	19.1	5	9	11	6	5	18
Plumbing and heating equipment and supplies	3	119	24	20.2	1	8	11	10	1	5
Tobacco and products (except leaf	6	1,424	44	3.1	8	15	23	23	---	63
Waste materials	19	894	[illegible]	9.6	19	57	43	40	3	125
All other [6]	15	2,034	302	14.8	9	111	174	172	2	391
MANUFACTURERS' SALES BRANCHES (With stocks)	32	9,423	1,541	16.4	---	465	767	748	19	1,288
Beer, wines, and liquors	6	712	165	23.2	---	41	63	62	1	15
Groceries and foods (specialty lines)	7	1,592	222	13.9	---	61	104	102	2	42
Machinery--equipment--supplies	11	5,930	932	15.7	---	294	501	496	13	1,044
All other [7]	8	1,189	222	18.7	---	69	99	96	3	187
PETROLEUM BULK STATIONS:										
Petroleum and its products	633	25,701	2,546	9.9	504	677	761	733	28	2,012
AGENTS AND BROKERS	21	11,265	201	1.8	12	58	120	120	---	11
Farm products--raw materials	6	8,129	96	1.2	6	32	59	59	---	2
Groceries and food specialties	5	2,048	42	2.1	---	12	27	27	---	---
Machinery--equipment--supplies	5	116	36	31.0	3	7	16	16	---	6
All other [8]	5	972	27	2.8	3	7	18	18	---	1
ASSEMBLERS (Mainly farm products)	1,058	45,712	2,864	6.3	419	1,548	2,319	1,170	149	3,043
Farm products--raw materials	716	38,038	2,188	5.8	215	1,112	2,002	946	57	2,914
Farm products--consumer goods [9]	342	7,674	676	8.8	204	436	316	224	92	129

* Employees and pay roll include paid executives of corporations but not the number and compensation of proprietors of unincorporated businesses.
** Sales include taxes. Expenses as shown for commission stations represent commissions only.
[6] Data for 1929 include personnel and pay roll of 12 commission bulk stations.
[1] Includes 1 chain-store warehouse not classified as a wholesale establishment in 1929 and 1929.
[2] Includes 2 industrial distributors; and 2 cash-and-carry wholesalers.
[3] Includes 1 beer, wines, and liquors; 1 farm products--consumer goods; 5 groceries and foods (specialty lines); and 1 tobacco and products (except leaf).
[4] Includes 4 manufacturers' agents (with stocks); and 1 selling agent.
[5] Includes 1 cooperative sales agency; and 2 packers and shippers.
[6] Includes 1 amusement and sporting goods; 1 coal and coke; 2 drugs (general line); 1 jewelry; and 10 all other products.
[7] Includes 1 amusement and sporting goods; 1 automotive; 1 farm products--consumer goods; 3 plumbing and heating equipment and supplies; and 2 all other products.
[8] Includes 1 automotive; 1 beer, wines, and liquors; 1 farm products--consumer goods; 1 lumber and construction materials; and 1 all other products.
[9] Includes 1 small farm supplies establishment.

TABLE 1.—SALES, EXPENSES, PERSONNEL, PAY ROLL AND STOCKS

TYPE OF OPERATION BY KIND OF BUSINESS

TENNESSEE

TYPE OF OPERATION / KIND OF BUSINESS	NUMBER OF ESTABLISHMENTS	SALES (add 000)	OPERATING EXPENSES (including pay roll) Amount (add 000)	OPERATING EXPENSES (including pay roll) Percent of sales	Average number of paid employees (full-time and part-time)	Number of employees (full-time and part-time) average for year	PAY ROLL Total (add 000)	PAY ROLL Full-time (add 000)	PAY ROLL Part-time (add 000)	Stocks on hand, end of year, at cost (add 000)
TOTALS, 1939	2,656	$839,529	$69,911	8.3	1,912	23,171	$31,353	$30,363	$990	$68,484
1935 [1]	2,626	722,459	55,959	7.7	1,536	19,721	26,649	25,941	708	47,478
1929	2,246	1,044,945	73,349	7.0	1,547	20,981	34,434	---	--	67,514
SERVICE AND LIMITED-FUNCTION WHOLESALERS	1,169	355,898	41,727	11.7	799	15,230	20,078	19,537	541	49,088
Wholesale merchants [2]	1,081	318,152	37,421	11.8	733	13,546	17,814	17,350	464	43,913
Voluntary group wholesalers	5	9,252	740	8.0	---	352	441	437	4	1,248
Export merchants	8	1,766	308	17.4	4	229	194	148	46	554
Importers	5	1,487	78	5.2	3	25	35	35	-	268
Industrial distributors	21	13,863	2,331	16.8	7	857	1,217	1,196	21	3,047
Cash-and-carry wholesalers	7	494	27	5.5	4	11	11	11	-	36
Drop shippers or desk jobbers	29	10,061	708	7.0	10	154	325	323	2	1
Wagon distributors	33	823	114	13.9	38	54	41	37	4	21
MANUFACTURERS' SALES BRANCHES (With stocks)	197	90,847	12,970	14.3	2	3,635	5,824	5,745	79	9,665
MANUFACTURERS' SALES OFFICES (Without stocks)	58	29,229	3,021	10.3	---	421	925	912	13	---
PETROLEUM BULK STATIONS AND TERMINALS [1]	334	60,209	5,610	9.3	274	1,378	1,862	1,844	18	3,502
Independent bulk stations	61	9,231	877	9.5	50	245	347	342	5	568
Commission stations	180	23,523	1,883	8.0	184	489	511	502	9	1,485
Salary stations [3]	93	27,455	2,850	10.4	---	644	1,004	1,000	4	1,649
AGENTS AND BROKERS	435	256,432	4,460	1.7	468	1,559	1,975	1,758	217	3,442
Auction companies	58	16,908	644	3.8	57	595	357	201	156	16
Brokers (merchandise)	179	156,341	1,516	1.0	206	344	547	544	3	1,698
Commission merchants	55	54,975	1,133	2.1	57	293	467	454	13	2,187
Manufacturers' agents (with stocks)	19	1,508	260	17.2	12	107	169	140	29	147
Manufacturers' agents (without stocks)	109	14,993	440	2.9	115	130	164	170	14	---
Selling agents	12	11,574	459	4.0	9	87	246	244	2	---
All other [4]	3	135	6	4.4	2	3	5	5	--	---
ASSEMBLERS (Mainly farm products)	465	46,914	2,123	4.5	409	948	689	567	122	2,787
Assemblers of farm products	274	28,739	1,158	4.0	265	509	317	276	41	736
Commission buyers	20	3,329	102	3.1	22	65	34	17	17	427
Cooperative marketing associations	28	7,055	401	5.7	---	99	120	112	8	1,286
Cooperative sales agencies	3	1,936	44	2.3	---	15	27	27	---	---
Cream stations	109	387	28	7.2	91	16	2	2	---	---
Country grain elevators [5]	10	3,927	134	4.7	[redacted]	72	[redacted]	89	---	313
Packers and shippers	21	1,541	226	14.7	25	172	100	44	56	25
BY KINDS OF BUSINESS:										
SERVICE AND LIMITED-FUNCTION WHOLESALERS	1,169	355,898	41,727	11.7	799	15,230	20,078	19,537	541	49,088
Amusement and sporting goods	8	506	98	19.3	6	32	44	44	---	53
Automotive	101	27,656	2,966	10.7	61	1,151	1,646	1,635	11	2,016
Beer, wines, and liquors	52	9,766	1,200	12.3	39	415	553	543	10	2,042
Chemicals and paints	7	673	157	23.3	3	59	82	80	2	129
Clothing and furnishings	42	10,257	1,103	10.8	36	307	449	443	6	1,473
Coal and coke	23	11,525	868	7.5	4	155	379	377	2	[redacted]
Drugs (general line)	8	8,607	1,115	13.0	---	449	691	687	4	1,436
Drugs and drug sundries (specialty lines)	33	2,273	466	20.5	20	184	226	224	2	438
Dry goods (general line)	14	11,177	1,623	14.5	10	582	937	925	12	2,089
Dry goods (specialty lines)	16	2,232	345	15.5	10	110	168	166	2	466
Electrical goods	45	12,297	1,641	13.3	14	523	871	870	1	1,105
Farm products--raw materials	49	77,398	5,550	7.2	55	1,158	1,402	1,223	179	15,512
Farm products--consumer goods	135	23,703	4,018	17.0	121	1,696	1,917	1,850	67	531
Farm supplies	30	6,020	462	7.7	27	239	223	218	5	481
Furniture and house furnishings	8	1,960	235	12.0	3	89	136	134	2	252
Groceries (general line)	89	58,762	4,634	7.9	19	2,028	2,510	2,491	19	7,157
Groceries and foods (specialty lines)	117	14,434	2,285	15.8	96	917	942	903	39	1,302
Hardware	20	17,935	2,752	15.3	1	1,173	1,618	1,605	11	4,851
Jewelry	4	220	41	16.6	4	11	20	20	--	20
Lumber and construction materials	66	9,348	1,745	18.7	46	804	881	803	78	1,354
Machinery--equipment--supplies	121	18,080	3,746	20.7	74	1,224	2,088	2,058	30	3,095
Metals and metal work (except scrap)	6	1,289	200	15.5	6	65	112	112	---	422
Paper and its products	30	7,459	1,396	18.7	18	487	774	768	[redacted]	1,171
Petroleum and its products	7	222	40	18.0	6	12	20	20	---	17
Plumbing and heating equipment and supplies	13	1,957	365	18.7	4	155	202	191	11	339
Tobacco and products (except leaf)	18	7,926	385	4.9	22	145	209	209	---	404
Waste materials	50	4,978	895	18.0	57	653	409	384	25	356
All other products	57	7,238	1,396	19.3	27	407	571	554	17	568
MANUFACTURERS' SALES BRANCHES (With stocks)	197	90,847	12,970	14.3	2	3,635	5,824	5,745	79	9,665
Amusement and sporting goods	10	2,166	413	19.1	---	192	269	251	18	114
Automotive	17	8,295	1,045	12.6	---	253	513	505	8	1,018
Chemicals and paints	6	1,737	590	34.0	---	63	148	148	--	167
Drugs and drug sundries (specialty lines)	4	1,757	440	25.0	---	103	191	191	---	141
Electrical goods	5	2,746	82	3.0	---	17	48	48	---	17
Farm products--consumer goods	6	1,303	305	23.4	---	54	83	82	1	53
Furniture and house furnishings	4	898	81	9.0	--	21	47	47	---	63
Groceries and foods (specialty lines)	48	35,985	4,477	12.4	---	1,209	1,774	1,749	25	1,133
Machinery--equipment--supplies	56	14,747	2,440	16.5	---	734	1,261	1,242	19	2,186
Metals and metal work (except scrap)	7	5,270	500	9.5	---	228	223	223	---	2,567
Paper and its products	7	3,151	541	17.1	---	93	208	208	---	309
Plumbing and heating equipment and supplies	9	4,257	687	16.1	---	220	302	294	8	559
All other [6]	18	8,523	1,369	16.1	2	448	757	757	---	1,318

For footnotes, see end of table.

TABLE 1.—SALES, EXPENSES, PERSONNEL, PAY ROLL AND STOCKS

TYPES OF OPERATION BY KINDS OF BUSINESS—Continued

TENNESSEE

TYPE OF OPERATION KIND OF BUSINESS	NUMBER OF ESTABLISHMENTS	SALES (add 000)	OPERATING EXPENSES (excluding pay roll) Amount (add 000)	OPERATING EXPENSES Percent of sales	Active proprietors of unincorporated businesses	Number of employees* (full-time and part-time) Average for year	PAY ROLL* Total (add 000)	PAY ROLL Full-time (add 000)	PAY ROLL Part-time (add 000)	Stocks on hand, end of year, at cost (add 000)
MANUFACTURERS' SALES OFFICES (Without stocks)	56	$29,229	$3,021	10.3	---	421	$925	$912	$13	---
Chemicals and paints	5	891	56	6.3	---	[1]	22	22	---	---
Electrical goods	4	4,472	212	4.7	---	26	70	70	---	---
Groceries and foods (specialty lines)	12	7,234	1,479	20.4	---	118	245	245	---	---
Lumber and construction materials	6	4,560	571	12.5	---	79	244	244	---	---
Machinery--equipment--supplies	10	1,277	194	15.2	---	58	92	83	9	---
Paper and its products	6	340	34	10.0	---	10	33	33	---	---
Tobacco and products (except leaf)	[1]	6,383	107	1.7	---	37	74	74	---	---
All other [2]	9	4,072	368	9.0	---	84	145	141	4	---
PETROLEUM BULK STATIONS AND TERMINALS:										
Petroleum and its products	334	60,209	5,610	9.3	234	1,378	1,862	1,844	18	$3,502
AGENTS AND BROKERS	435	256,432	4,460	1.7	468	1,559	1,975	1,758	217	3,442
Automotive	5	571	39	6.8	7	9	18	18	---	8
Chemicals and paints	3	110	4	3.6	3	2	1	1	---	---
Clothing and furnishings	12	993	30	3.0	12	4	2	1	1	---
Coal and coke	[1]	6,844	396	5.8	7	80	227	225	2	---
Dry goods (general line)	1	4,237	28	0.7	8	6	12	12	---	---
Dry goods (specialty lines)	7									
Electrical goods	5	878	42	4.8	5	3	4	[1]	---	---
Farm products--raw materials	176	151,619	2,462	1.6	202	1,034	1,072	901	171	3,186
Farm products--consumer goods	12	2,908	88	3.0	13	33	40	40	---	11
Farm supplies	4	4,709	68	1.4	[1]	12	24	22	2	2
Furniture and house furnishings	6	593	42	7.1	6	13	25	24	1	---
Groceries and foods (specialty lines)	77	38,606	438	1.1	91	116	161	160	1	87
Hardware	[1]	3,656	77	2.1	11	16	37	36	1	---
Lumber and construction materials	22	2,673	61	2.3	23	17	21	18	3	---
Machinery—equipment—supplies	41	3,653	374	10.2	34	138	218	209	[1]	133
Metals and metal work (except scrap)	8	979	25	2.6	8	11	9	8	1	4
Paper and its products	6	104	3	2.9	6	1	2	2	---	---
Plumbing and heating equipment and supplies	6	321	17	5.3	6	4	6	3	3	---
All other [3]	28	32,977	266	0.8	22	60	96	74	22	11
ASSEMBLERS (Mainly farm products)	465	46,914	2,123	4.5	409	948	689	567	122	2,787
Farm products--raw materials	201	36,304	1,389	3.8	171	506	420	369	51	2,647
Farm products--consumer goods	256	10,394	712	6.9	231	426	261	190	71	121
Farm supplies	8	216	22	10.2	7	16	8	8	---	19

* Employees and pay roll include paid executives of corporations but not the number and compensation of proprietors of unincorporated businesses.

** Sales include taxes. Expenses as shown for commission stations represent commissions only.

1 Data for 1935 exclude personnel and pay roll of 141 commission bulk stations. Also, some adjustments have been made in the 1935 figures for comparison purposes.

2 Includes 2 retailer-cooperative warehouses.

3 Includes 2 distributing terminals.

4 Includes 2 export agents; and 1 other agent.

5 Includes 8 independent and 2 line elevators.

6 Includes 3 beer, wines, and liquors; 2 clothing and furnishings; 2 farm supplies; 3 lumber and construction materials; and 8 all other products.

7 Includes 1 amusement and sporting goods; 1 clothing and furnishings; 1 drugs and drug sundries (specialty lines); 3 metals and metal work (except scrap); and 3 plumbing and heating equipment and supplies.

8 Includes 1 amusement and sporting goods; 1 waste materials; and 24 all other products.

TABLE 1.—SALES, EXPENSES, PERSONNEL, PAY ROLL AND STOCKS

TYPES OF OPERATION BY KINDS OF BUSINESS

TEXAS

TYPE OF OPERATION KIND OF BUSINESS	NUMBER OF ESTABLISHMENTS	SALES (add 000)	OPERATING EXPENSES (including pay roll) Amount (add 000)	OPERATING EXPENSES Percent of sales	Active proprietors of unincorporated businesses	Number of employees* (full-time and part time) Average for year	PAY ROLL* Total (add 000)	PAY ROLL Full-time (add 000)	PAY ROLL Part time (add 000)	Stocks on hand, end of year, at cost (add 000)
TOTALS, 1939	10,298	$2,040,548	$203,587	10.0	7,627	64,479	$88,780	$83,501	$3,259	$191,449
1935 [1]	7,753	1,523,734	142,817	9.4	4,140	43,980	58,359	56,961	1,398	144,766
1929	9,587	2,771,972	212,738	7.7	5,644	56,002	95,846	---	---	237,448
SERVICE AND LIMITED-FUNCTION WHOLESALERS	4,257	976,186	118,139	12.1	2,792	38,483	52,023	50,724	1,299	145,857
Wholesale merchants [2]	3,533	648,465	85,521	13.2	2,406	33,028	42,306	41,176	1,130	79,820
Voluntary group wholesalers	41	35,073	3,980	11.3	4	1,430	1,877	1,843	34	5,386
Export merchants	65	188,332	18,016	9.6	49	935	2,665	2,642	23	43,716
Importers	18	3,798	329	8.7	10	102	113	101	12	272
Industrial distributors	231	80,297	8,779	10.9	9	2,458	4,459	4,367	92	16,041
Cash-and-carry wholesalers	46	4,654	232	5.0	25	98	111	107	4	370
Drop shippers or desk jobbers	18	7,114	436	6.1	6	104	227	225	2	22
Wagon distributors	301	7,367	749	10.2	283	282	221	219	2	93
Retailer-cooperative warehouses	4	1,086	97	8.9	---	46	44	44	---	137
MANUFACTURERS' SALES BRANCHES (With stocks)	718	285,243	39,410	13.8	6	10,414	18,286	17,940	346	31,266
MANUFACTURERS' SALES OFFICES (Without stocks)	185	102,469	6,943	6.8	---	1,151	2,726	2,695	31	---
PETROLEUM BULK STATIONS AND TERMINALS **	2,354	172,866	20,359	11.8	2,227	5,360	6,120	5,986	134	7,207
Independent bulk stations	561	54,978	4,087	11.7	549	1,592	1,614	1,582	32	643
Commission stations	1,659	87,057	10,573	12.1	1,667	2,276	2,177	2,089	88	4,393
Salary stations	113	38,422	5,006	13.0	8	1,378	2,170	2,157	13	1,630
Cooperative bulk stations	9	538	75	13.9	---	26	28	27	1	14
Distributing terminals	12	11,871	618	5.2	3	88	131	131	---	327
AGENTS AND BROKERS	776	329,231	7,322	2.2	789	2,093	3,212	3,053	159	2,152
Brokers (merchandise)	247	157,618	1,806	1.1	263	407	724	707	17	172
Commission merchants	173	94,202	2,138	2.3	182	715	953	897	56	613
Export agents	20	16,611	272	1.6	25	29	56	55	1	669
Manufacturers' agents (with stocks)	91	10,622	1,188	11.2	73	409	707	677	30	612
Manufacturers' agents (without stocks)	210	33,821	1,333	3.9	220	394	547	499	[illegible]	---
Selling agents	24	14,103	511	3.6	17	109	195	194	1	39
All other [3]	11	2,254	72	3.2	9	30	30	24	6	47
ASSEMBLERS (Mainly farm products)	2,006	174,553	11,414	6.5	1,813	6,978	4,393	3,103	1,290	4,967
Assemblers of farm products	1,193	90,335	3,707	4.1	1,263	2,264	1,231	984	247	2,583
Commission buyers	187	24,013	409	1.7	190	163	128	113	15	148
Cooperative marketing associations	70	20,967	1,645	7.8	---	905	738	507	231	771
Cooperative sales agencies	4	5,829	139	2.4	---	39	87	87	---	---
Cream stations	124	1,376	95	6.9	117	78	30	30	---	13
Country grain elevators:										
Independent	91	8,907	619	6.9	63	331	267	231	36	610
Line	122	4,181	362	8.7	22	181	168	153	15	588
Cooperative	32	2,065	158	7.7	---	73	80	74	6	36
Packers and shippers	183	16,860	4,280	25.4	158	2,944	1,664	924	740	218
BY KINDS OF BUSINESS:										
SERVICE AND LIMITED-FUNCTION WHOLESALERS	4,257	976,186	118,139	12.1	2,792	38,483	52,023	50,724	1,299	145,857
Amusement and sporting goods	45	3,694	844	22.8	29	267	424	408	16	547
Automotive	429	69,985	9,536	13.6	289	3,435	5,076	5,038	38	8,435
Beer, wines, and liquors	335	47,175	5,484	11.6	242	1,697	2,246	2,211	35	4,237
Chemicals and paints	37	5,441	1,103	20.3	14	378	565	562	3	1,032
Clothing and furnishings	44	6,478	1,061	16.4	32	373	538	517	21	885
Coal and coke	5	1,337	83	6.2	4	19	37	36	1	1
Drugs (general line)	13	19,204	2,304	12.0	1	766	1,314	1,310	4	3,880
Drugs and drug sundries (specialty lines	75	5,292	803	15.2	52	305	406	405	1	939
Dry goods (general line)	13	11,230	1,933	17.2	5	632	1,000	996	4	2,251
Dry goods (specialty lines)	29	1,625	205	12.6	22	99	91	[illegible]	11	365
Electrical goods	114	27,457	4,217	15.4	64	1,214	2,187	2,175	12	3,134
Farm products--raw materials	125	228,229	20,616	9.0	84	1,655	3,469	3,291	178	46,447
Farm products--consumer goods	363	55,460	9,852	17.8	361	4,825	4,861	4,694	167	1,463
Farm supplies	54	7,142	948	13.3	45	426	461	452	9	775
Furniture and house furnishings	32	6,654	1,019	15.3	15	374	565	561	4	1,173
Groceries (general line)	309	147,701	12,144	8.2	104	4,832	6,192	6,119	73	20,751
Groceries and foods (specialty lines)	531	52,670	8,739	16.6	481	4,056	3,535	3,429	106	5,901
Hardware	51	32,998	4,989	15.1	27	1,943	2,994	2,954	30	8,184
Jewelry	15	2,641	471	17.8	21	156	219	218	1	754
Lumber and construction materials	147	26,911	3,832	14.2	51	1,458	2,023	1,945	78	3,512
Machinery--equipment--supplies	697	113,098	15,604	13.8	307	4,568	7,757	7,357	400	19,864
Metals and metal work (except scrap)	28	3,058	490	16.0	20	137	219	216	3	1,048
Paper and its products	48	6,601	1,454	22.0	22	505	793	790	3	1,373
Petroleum and its products	211	11,729	1,470	12.5	175	512	593	582	11	391
Plumbing and heating equipment and supplies	68	12,811	2,226	17.4	42	778	1,103	1,093	10	2,452
Tobacco and products (except leaf)	95	38,493	1,581	4.1	85	599	732	729	3	1,341
Waste materials	194	13,041	2,044	15.7	173	1,174	963	899	64	2,164
All other products	150	18,031	3,087	17.1	85	1,363	1,660	1,647	13	2,598
MANUFACTURERS SALES BRANCHES (With stocks	718	285,243	39,410	13.8	6	10,414	18,286	17,940	346	31,266
Amusement and sporting goods	13	6,854	1,366	15.4	---	515	855	830	25	511
Automotive	49	38,628	3,674	9.5	- -	865	1,773	1,760	13	3,637
Beer, wines, and liquors	8	3,728	495	13.3	- -	106	203	203	---	46
Chemicals and paints	22	6,892	1,696	24.6	- -	392	707	702	5	889
Clothing and furnishings	5	1,451	411	28.3	- -	72	154	154	---	183
Drugs and drug sundries (specialty lines	10	5,055	1,036	20.5	--	184	442	441	1	344
Electrical goods	14	17,809	1,348	7.6	--	375	785	783	2	1,019
Farm products--consumer goods	17	4,727	910	19.3	- -	154	234	234	---	153
Farm supplies	17	1,922	175	9.1	---	108	100	99	1	99
Furniture and house furnishings	11	3,700	375	10.1	---	94	181	176	5	296
Groceries and foods (specialty lines	132	74,958	9,645	12.9	1	2,460	3,922	3,892	30	2,219

For footnotes, see end of table.

TABLE 1.—SALES, EXPENSES, PERSONNEL, PAY ROLL AND STOCKS

TYPES OF OPERATION BY KINDS OF BUSINESS—Continued

TEXAS

TYPE OF OPERATION KIND OF BUSINESS	NUMBER OF ESTABLISHMENTS	SALES (add 000)	OPERATING EXPENSES (including pay roll) Amount (add 000)	OPERATING EXPENSES Percent of sales	Active proprietors of unincorporated businesses	Number of employees[a] (full-time and part-time) Average for year	PAY ROLL[a] Total (add 000)	PAY ROLL Full-time (add 000)	PAY ROLL Part-time (add 000)	Stocks on hand, end of year, at cost (add 000)
MANUFACTURERS[1] SALES BRANCHES (With stocks)—Con.										
Lumber and construction materials	17	$4,275	$782	18.3	---	289	$476	$471	$5	$599
Machinery--equipment--supplies	274	61,487	11,219	18.2	4	3,121	5,665	5,517	148	12,836
Metals and metal work (except scrap)	46	25,483	2,195	8.6	---	608	983	901	82	4,949
Paper and its products	17	4,992	873	17.5	---	307	497	494	3	968
Plumbing and heating equipment and supplies	30	10,650	1,555	14.6	---	378	604	580	24	1,414
All other [4]	36	10,632	1,655	15.6	1	384	705	703	2	1,104
MANUFACTURERS' SALES OFFICES (Without stocks)	185	102,469	6,943	6.8	---	1,151	2,726	2,695	31	---
Chemicals and paints	4	443	99	22.3	---	22	42	42	---	---
Dry goods (specialty lines)	5	1,593	67	4.2	---	14	40	40	---	---
Electrical goods	5	1,495	105	7.0	---	24	51	50	1	---
Farm products--consumer goods	8	206	34	16.5	---	19	20	20	---	---
Farm supplies	7	3,557	368	10.3	---	73	154	154	---	---
Groceries and foods (specialty lines)	31	8,477	2,057	24.3	---	210	459	455	4	---
Lumber and construction materials	6	5,058	656	13.0	---	109	303	303	---	---
Machinery--equipment--supplies	44	8,431	802	9.5	---	181	418	414	4	---
Metals and metal work (except scrap)	27	46,973	1,031	2.2	---	205	548	528	20	---
Paper and its products	10	3,255	399	12.3	---	34	98	98	---	---
Plumbing and heating equipment and supplies	14	1,967	178	9.0	---	45	89	87	2	---
Tobacco and products (except leaf)	9	13,989	175	1.3	---	61	121	121	---	---
All other [5]	15	7,025	972	13.8	---	154	383	383	---	---
PETROLEUM BULK STATIONS AND TERMINALS:										
Petroleum and its products	2,354	172,866	20,359	11.8	2,227	5,360	6,120	5,986	134	7,207
AGENTS AND BROKERS	776	329,231	7,322	2.2	789	2,093	3,212	3,053	159	2,152
Amusement and sporting goods	7	801	75	9.4	8	18	16	16	---	8
Automotive	18	3,561	208	5.8	19	59	104	99	5	166
Chemicals and paints	6	1,294	34	2.6	4	10	16	15	1	23
Clothing and furnishings	14	2,891	121	4.2	19	40	43	40	3	8
Drugs and drug sundries (specialty lines)	6	873	57	6.5	3	17	24	21	3	1
Dry goods (specialty lines)	26	8,443	124	1.5	23	29	51	44	7	3
Electrical goods	21	3,412	168	4.9	22	45	73	69	4	10
Farm products--raw materials	237	148,297	2,394	1.6	260	740	1,018	952	66	647
Farm products--consumer goods	44	10,498	259	2.5	42	72	85	76	9	11
Farm supplies	9	5,395	85	1.6	9	19	40	40	---	1
Furniture and house furnishings	15	1,190	88	7.4	16	29	30	27	3	19
Groceries and foods (specialty lines)	116	72,463	1,153	1.6	122	297	503	499	4	172
Hardware	7	1,139	41	3.6	8	5	9	9	---	---
Lumber and construction materials	54	8,184	305	3.7	54	105	151	127	24	24
Machinery--equipment--supplies	111	11,801	1,064	9.0	100	347	616	603	13	325
Metals and metal work (except scrap)	13	2,130	104	4.9	11	45	51	45	6	5
Paper and its products	4	795	22	2.8	[illegible]	4	4	[illegible]	---	---
Petroleum and its products	16	20,693	284	1.4	8	39	116	115	1	[illegible]
Plumbing and heating equipment and supplies	24	3,774	220	5.8	27	62	82	75	7	[illegible]
Waste materials	3	3,537	87	2.5	3	7	24	24	---	642
All other [6]	25	18,060	429	2.4	25	104	156	153	3	20
ASSEMBLERS (Mainly farm products)	2,006	174,553	11,414	6.5	1,813	6,978	4,393	3,103	1,290	4,967
Farm products--raw materials	1,302	135,882	4,416	3.2	1,164	2,024	1,651	1,395	256	3,921
Farm products--consumer goods	645	33,639	6,061	18.0	594	4,084	2,358	1,418	940	836
Groceries and foods (specialty lines)	36	3,681	843	22.9	34	824	343	251	92	174
All other [7]	23	1,351	94	7.0	21	46	41	39	2	36

[a] Employees and pay roll include paid executives of corporations but not the number and compensation of proprietors of unincorporated businesses.

[a] Sales include taxes. Expenses as shown for commission stations represent commissions only.

1 Data for 1935 exclude personnel and pay roll of 1,147 commission bulk stations. Also, some adjustments have been made in the 1935 figures for comparison purposes.

2 Includes 2 converters (textile).

3 Includes 10 import agents; and 1 other agent.

4 Includes 3 dry goods (specialty lines); 2 hardware; 3 petroleum and its products; 1 tobacco and products (except leaf); and 27 all other products.

5 Includes 2 amusement and sporting goods; 2 automotive; 3 beer, wines, and liquors; 1 clothing and furnishings; 3 furniture and house furnishings; 1 hardware; and 3 all other products.

6 Includes 1 beer, wines, and liquors; 1 coal and coke; 1 jewelry; 1 tobacco and products (except leaf); and 21 all other products.

7 Includes 22 farm supplies; and 1 all other products.

TABLE 1.—SALES, EXPENSES, PERSONNEL, PAY ROLL AND STOCKS

TYPE OF OPERATION BY KINDS OF BUSINESS

UTAH

TYPE OF OPERATION / KIND OF BUSINESS	NUMBER OF ESTABLISHMENTS	SALES (add 000)	OPERATING EXPENSES (including pay roll) Amount (add 000)	OPERATING EXPENSES (including pay roll) Percent of sales	Average number of proprietors and partners (full-time and part-time converted to full-time basis)	Average number of employees* (full-time and part-time converted to full-time basis)	PAY ROLL Total (add 000)	PAY ROLL Proprietors (add 000)	PAY ROLL Employees (add 000)	Stocks, end of year, at cost (add 000)
TOTALS, 1939	957	$194,172	$21,326	11.0	604	6,705	$10,358	$10,077	$281	$14,824
1935 [a]	888	154,189	17,049	11.1	[b]357	[b]5,475	[b]8,046	[b]7,794	[b]252	12,435
1929	736	196,201	20,387	11.3	402	5,544	9,712	---	---	17,697
SERVICE AND LIMITED-FUNCTION WHOLESALERS	427	82,071	11,931	14.5	279	4,220	6,310	6,168	142	10,464
Wholesale merchants [1]	385	67,482	9,937	14.7	255	3,587	5,276	5,155	121	8,631
Voluntary group wholesalers	8	6,481	412	6.4	1	183	239	207	---	593
Industrial distributors	9	6,898	1,492	21.6	1	449	777	765	12	1,330
Cash-and-carry wholesalers	5	151	11	7.3	3	5	4	4	---	-
Drop shippers or desk jobbers	3	842	47	5.6	2	7	30	30	---	-
Wagon distributors	17	217	32	14.7	19	9	8	7	1	2
MANUFACTURERS' SALES BRANCHES (With stocks)	84	34,432	4,449	12.9	1	1,163	2,149	2,084	65	2,768
MANUFACTURERS' SALES OFFICES (Without stocks)	25	9,826	975	9.9	---	130	312	300	---	---
PETROLEUM BULK STATIONS **	166	16,514	2,072	12.5	131	426	646	635	11	884
Independent bulk stations	17	3,137	387	12.3	13	116	139	136	2	27
Commission stations	116	7,542	838	11.1	118	127	145	139	6	429
Salary stations	33	5,835	847	14.5	--	183	363	360	3	398
AGENTS AND BROKERS	83	29,557	827	2.8	82	229	402	366	36	147
Auction companies	3	1,365	35	2.6	2	24	21	15	6	-
Brokers (merchandise)	16	11,653	175	1.5	21	36	81	71	10	96
Commission merchants	14	9,811	285	2.9	15	65	123	111	12	54
Manufacturers' agents (with stocks) [2]	15	1,530	157	10.3	9	45	95	92	3	45
Manufacturers' agents (without stocks)	35	5,198	175	3.4	35	59	82	77	5	---
ASSEMBLERS (Mainly farm products)	172	21,772	1,072	4.9	111	537	541	514	27	561
Assemblers of farm products	69	2,032	185	9.1	77	62	49	44	5	82
Commission buyers	11	2,434	31	1.3	11	11	15	12	3	43
Cooperative marketing associations	46	15,276	678	4.4	---	367	368	372	15	365
Cream stations	34	328	46	14.0	12	24	20	19	1	-
Packers and shippers	6	846	97	11.5	10	59	50	46	4	68
All other [3]	7	856	35	4.1	1	9	44	---	---	26
BY KINDS OF BUSINESS:										
SERVICE AND LIMITED-FUNCTION WHOLESALERS	427	82,071	11,931	14.5	279	4,220	6,310	6,168	142	10,464
Amusement and sporting goods	9	585	159	27.2	6	61	75	75	-	102
Automotive	59	11,218	1,509	13.5	36	610	878	863	15	1,103
Beer, wines, and liquors	23	1,960	322	16.4	18	84	123	117	6	80
Chemicals and paints	9	1,408	358	25.4	2	148	199	198	1	328
Clothing and furnishings	7	710	119	16.8	5	41	58	58	---	81
Coal and coke	7	1,686	177	10.5	5	31	76	76	---	109
Drugs (general line)	3	3,134	434	13.8	---	151	261	260	1	583
Drugs and drug sundries (specialty lines)	4	161	43	26.7	---	11	14	14	---	24
Dry goods (general line)	2	1,302	239	18.4	---	79	156	155	1	212
Dry goods (specialty lines)	2									
Electrical goods	11	5,121	761	14.9	4	243	460	454	6	499
Farm products--raw materials	13	1,445	186	12.9	11	46	54	17	35	157
Farm products--consumer goods	71	6,761	1,010	14.9	67	485	475	444	31	221
Farm supplies	12	1,814	280	15.4	9	90	114	111	3	197
Furniture and house furnishings	6	1,497	200	13.4	---	54	95	95	-	225
Groceries (general line)	16	11,725	886	7.6	-	340	513	506	7	1,249
Groceries and foods (specialty lines)	53	3,517	645	18.3	63	244	333	290	13	448
Hardware	4	7,835	1,497	18.9	---	509	853	844	9	1,594
Jewelry	3	299	40	13.4	5	16	13	13	--	58
Lumber and construction materials	11	6,630	622	9.4	2	218	375	371	4	497
Machinery--equipment--supplies	50	6,559	1,434	21.9	20	414	736	724	12	999
Paper and its products	5	1,014	236	23.3	3	69	87	87	- -	389
Petroleum and its products	6	114	15	13.3	3	8	7	7		9
Plumbing and heating equipment and supplies	9	1,546	228	16.9	3	79	112	106	6	194
Tobacco and products (except leaf)	6	2,732	164	6.0	5	51	73	69	4	112
Waste materials	11	509	119	23.4	12	58	79	75	4	73
All other [4]	15	889	248	27.9	10	80	135	131	4	122
MANUFACTURERS' SALES BRANCHES (With stocks)	84	34,432	4,449	12.9	1	1,163	2,149	2,084	65	2,768
Amusement and sporting goods	9	2,655	567	21.4	- -	195	320	304	16	149
Automotive	9	9,241	750	8.1	---	180	380	377	3	1
Chemicals and paints	5	1,098	265	24.1	1	70	123	122	1	84
Groceries and foods (specialty lines)	19	8,247	1,069	13.0	---	233	444	441	3	288
Machinery--equipment--supplies	16	3,984	705	17.8	---	196	368	359	9	517
Paper and its products	4	1,616	223	13.8	- -	86	142	142		322
All other [5]	22	7,611	870	11.4	---	203	370	340	24	489
MANUFACTURERS' SALES OFFICES (Without stocks)	25	9,826	975	9.9	---	130	312	312		
Groceries and foods (specialty lines)	8	1,199	298	24.9	---	36	68	68	-	-
Machinery--equipment--supplies	6	2,723	79	2.9	---	23	42	42		--
All other [6]	11	5,906	598	10.1	---	73	198	202	- -	
PETROLEUM BULK STATIONS:										
Petroleum and its products	166	16,514	2,072	12.5	131	426	646	635	11	884
AGENTS AND BROKERS	83	29,557	827	2.8	82	229	402	366	36	147
Electrical goods	4	338	20	6.5	4	9	11	11	-	--
Farm products--raw materials	18	13,161	358	2.7	15	91	120	109	23	100
Furniture and house furnishings	3	383	20	5.2	2	7	12	11	1	-
Groceries and foods (specialty lines)	14	11,056	124	1.1	21	36	54	50	4	4
Hardware	3	400	20	5.0	4	7	10	10	--	3
Lumber and construction materials	5	1,152	62	5.4	1	15	42	41	1	4
Machinery--equipment--supplies	18	1,443	148	10.3	17	40	96	90	6	42
Metals and metal work (except scrap)	4	326	9	2.8	5	6	4	3	1	--
Plumbing and heating equipment and supplies	3	154	11	7.1	5	8	5	5	--	--
All other	9	1,174	55	4.7	5	19	27	24	3	1
ASSEMBLERS (Mainly farm products)	172	21,772	1,072	4.9	111	537	541	514	27	561
Farm products--raw materials	69	9,779	286	2.7	55	94	117	112	5	340
Farm products--consumer goods	98	11,614	777	6.7	49	425	420	400	20	177
Farm supplies	5	379	29	7.7	7	18	4	2	2	44

* Employees and pay roll include paid executives of corporations but not the number and compensation of proprietors of unincorporated businesses.

** Sales include taxes. Expenses as shown for commission stations represent commissions only.

[a] Data for 1935 exclude personnel and pay roll of 44 commission bulk stations.

[1] Includes 1 importer.

[2] Includes 1 selling agent.

[3] Includes 1 cooperative sales agency; 1 country grain elevator (independent); and 5 country grain elevators (line).

[4] Includes 1 metals and metal work (except scrap); and 14 all other products.

[5] Includes 2 beer, wines, and liquors; 1 clothing and furnishings; 1 drugs and drug sundries (specialty lines); 2 electrical goods; 1 farm products--consumer goods; 2 farm supplies; 1 furniture and house furnishings; 2 metals and metal work (except scrap); 3 plumbing and heating equipment and supplies; and 5 all other products.

[6] Includes 1 amusement and sporting goods; 1 chemicals and paints; 2 electrical goods; 1 furniture and house furnishings; 2 lumber and construction materials; 1 metals and metal work (except scrap); 2 paper and its products; and 1 tobacco and products (except leaf).

[7] Includes 1 automotive; 1 beer, wines, and liquors; 2 clothing and furnishings; 1 drugs and drug sundries (specialty lines); 1 farm products—consumer goods; and 3 all other products.

TABLE 1.—SALES, EXPENSES, PERSONNEL, PAY ROLL AND STOCKS

TYPES OF OPERATION BY KINDS OF BUSINESS

VERMONT

TYPE OF OPERATION / KIND OF BUSINESS	NUMBER OF ESTABLISHMENTS	SALES (add 000)	OPERATING EXPENSES (including pay roll) Amount (add 000)	OPERATING EXPENSES Percent of sales	Active proprietors of unincorporated businesses	Number of employees* (full-time and part-time) Average for year	PAY ROLL* Total (add 000)	PAY ROLL Full-time (add 000)	PAY ROLL Part-time (add 000)	Stocks on hand, end of year, at cost (add 000)
TOTALS, 1939	383	$57,112	$7,778	13.6	209	2,354	$3,434	$3,374	$60	$5,140
1935 [a]	344	53,567	7,295	13.6	[a]140	[a]2,158	[a]2,952	[a]2,895	[a]57	4,727
1929	308	57,393	6,876	12.0	192	1,898	2,899	---	---	5,432
SERVICE AND LIMITED-FUNCTION WHOLESALERS	177	25,386	3,977	15.7	115	1,296	1,939	1,898	41	3,216
Wholesale merchants [1]	159	20,156	3,344	16.6	110	1,081	1,613	1,575	38	2,436
Voluntary group wholesalers	7	3,873	434	11.2	1	149	214	212	2	583
Industrial distributors	4	700	143	20.4	---	50	81	81	---	188
Drop shippers or desk jobbers	4	600	46	7.7	1	14	30	30	---	9
Wagon distributors	3	57	10	17.5	3	2	1	---	1	---
MANUFACTURERS' SALES BRANCHES (With stocks) [2]	28	6,448	791	12.3	---	227	370	366	4	228
MANUFACTURERS' SALES OFFICES (Without stocks) [3]	3									
PETROLEUM BULK STATIONS AND TERMINALS**	92	12,814	1,576	12.3	49	370	593	583	10	1,533
Independent bulk stations [4]	10	2,635	286	11.6	5	76	108	107	1	192
Commission stations	44	4,851	581	12.0	44	129	180	176	[illegible]	571
Salary stations	38	5,748	735	12.8	---	165	305	300	5	770
AGENTS AND BROKERS [5]	8	1,102	39	3.5	6	14	21	21	---	6
ASSEMBLERS (Mainly farm products)	75	11,362	1,395	12.3	39	447	511	506	5	159
Assemblers of farm products [6]	36	1,552	173	11.1	38	70	50	47	3	[illegible]
Cooperative marketing associations	34	9,366	1,150	12.3	---	356	440	438	2	72
Cream stations	5	444	72	16.2	1	21	21	21	---	4
BY KINDS OF BUSINESS:										
SERVICE AND LIMITED-FUNCTION WHOLESALERS	177	25,386	3,977	15.7	115	1,296	1,939	1,898	41	3,216
Automotive	18	1,754	451	25.6	10	152	269	268	1	374
Beer, wines, and liquors	22	2,068	352	17.5	17	107	127	122	5	108
Electrical goods	7	521	91	17.5	4	26	45	44	1	104
Farm products--raw materials	5	187	21	11.2	5	11	7	6	1	19
Farm products--consumer goods	16	3,259	616	18.9	12	174	206	197	9	119
Farm supplies	6	629	90	14.3	3	24	44	44	---	35
Groceries (general line)	9	4,484	482	10.7	3	172	236	236	2	701
Groceries and foods (specialty lines)	15	974	196	20.1	10	61	77	69	8	91
Hardware	3	1,153	194	16.8	---	66	120	120	---	202
Lumber and construction materials	9	1,088	145	13.3	5	34	75	69	6	89
Machinery--equipment--supplies	14	1,169	196	16.8	11	63	110	109	1	230
Paper and its products	8	761	180	23.7	---	62	96	96	---	168
Petroleum and its products	3	62	12	19.4	2	7	5	3	2	---
Plumbing and heating equipment and supplies	5	890	181	20.3	---	58	105	103	2	209
Tobacco and products (except leaf)	7	2,814	185	6.6	6	46	66	66	---	139
Waste materials	16	400	62	15.5	17	40	27	24	3	142
All other [7]	14	3,223	523	16.2	10	193	322	322	---	486
PETROLEUM BULK STATIONS AND TERMINALS:										
Petroleum and its products	92	12,814	1,576	12.3	49	370	593	583	10	1,533
ASSEMBLERS (Mainly farm products)	75	11,362	1,395	12.3	39	447	511	506	5	159
Farm products--consumer goods	40	9,917	1,223	12.3	1	378	461	459	2	75
All other [8]	35	1,445	172	11.9	38	69	50	47	3	84

* Employees and pay roll include paid executives of corporations but not the number and compensation of proprietors of unincorporated businesses.

** Sales include taxes. Expenses as shown for commission stations represent commissions only.

[a] Data for 1935 exclude personnel and pay roll of 28 commission bulk stations.

[1] Includes 1 cash-and-carry wholesaler.

[2] Includes 1 automotive; 7 farm products—consumer goods; 15 groceries and foods (specialty lines); 3 machinery—equipment—supplies; 1 metals and metal work (except scrap); and 1 all other products.

[3] Includes 3 farm products—consumer goods.

[4] Includes 2 distributing terminals.

[5] Includes 3 brokers; 1 commission merchant; 2 manufacturers' agents (with stocks); 1 manufacturers' agent (without stocks); and 1 selling agent.

[6] Includes 1 commission buyer.

[7] Includes 1 chemicals and paints; 2 clothing and furnishings; 1 coal and coke; 1 drugs (general line); 1 drugs and drug sundries (specialty lines); and 8 all other products.

[8] Includes 34 farm products--raw materials; and 1 groceries and foods (specialty lines).

TABLE 1.—SALES, EXPENSES, PERSONNEL, PAY ROLL AND STOCKS

TYPES OF OPERATION BY KINDS OF BUSINESS

VIRGINIA

TYPE OF OPERATION / KIND OF BUSINESS	NUMBER OF ESTABLISHMENTS	SALES (add 000)	OPERATING EXPENSES (including pay roll) Amount (add 000)	OPERATING EXPENSES Percent of sales	Active proprietors of unincorporated businesses	Number of employees* (full-time and part-time) Average for year	PAY ROLL* Total (add 000)	PAY ROLL* Full-time (add 000)	PAY ROLL* Part-time (add 000)	Stocks on hand, end of year, at cost (add 000)
TOTALS, 1939	2,432	$627,632	$70,698	11.3	1,500	28,236	$35,971	$32,278	$1,693	$75,272
1935 [1]	2,123	487,197	$48,867	10.0	1,065	18,732	23,626	22,690	936	58,353
1929	2,331	621,159	64,293	10.4	1,027	20,139	29,575	---	---	77,714
SERVICE AND LIMITED-FUNCTION WHOLESALERS	1,142	275,773	38,676	14.0	629	14,285	19,773	19,189	584	49,908
Wholesale merchants [2]	1,030	238,355	34,235	14.4	571	12,671	17,557	17,084	453	43,516
Voluntary group wholesalers	9	3,523	229	6.5	1	115	125	123	2	487
Export merchants	12	9,873	1,366	13.8	11	529	642	559	83	3,159
Industrial distributors	25	13,168	1,904	14.4	4	783	1,055	1,012	43	2,570
Cash-and-carry wholesalers	5	304	19	6.3	4	12	15	14	1	32
Drop shippers or desk jobbers	22	8,922	791	8.9	3	111	344	343	1	2
Wagon distributors	35	671	94	14.0	32	39	30	29	1	24
Retailer-cooperative warehouses	4	937	38	4.1	---	25	25	25	---	118
MANUFACTURERS' SALES BRANCHES (With stocks)	157	79,346	9,312	11.7	4	2,425	4,138	4,083	55	3,629
MANUFACTURERS' SALES OFFICES (Without stocks)	37	15,043	1,499	10.0	1	192	368	367	1	---
PETROLEUM BULK STATIONS AND TERMINALS [3]	423	83,647	7,998	9.6	289	1,997	2,747	2,629	118	5,233
Independent bulk stations	57	9,908	1,405	14.2	53	406	516	506	10	401
Commission stations	219	26,154	2,451	9.4	214	553	628	608	20	1,840
Salary stations	140	36,876	3,556	9.6	2	851	1,292	1,230	62	2,028
Distributing terminals	7	10,707	586	5.5	---	187	311	285	26	964
AGENTS AND BROKERS	313	118,153	5,122	4.3	266	2,818	2,692	2,501	191	1,422
Auction companies	70	29,495	1,194	4.0	81	885	731	598	133	49
Brokers (merchandise)	86	38,480	794	2.1	72	250	397	383	14	1,130
Commission merchants	40	10,771	597	5.5	42	251	316	302	14	141
Export agents	6	15,823	1,253	7.9	2	920	635	635	---	13
Manufacturers' agents (with stocks) [3]	20	1,554	250	16.1	10	90	161	156	5	89
Manufacturers' agents (without stocks)	81	13,383	544	4.1	75	140	241	216	25	---
Selling agents	10	8,647	490	5.7	4	82	211	211	---	---
ASSEMBLERS (Mainly farm products)	360	55,670	8,091	14.5	311	6,719	4,253	3,509	744	15,960
Assemblers of farm products	158	39,480	5,205	13.2	152	3,820	2,727	2,540	187	14,576
Commission buyers	11	1,285	52	4.0	9	34	21	16	5	6
Cooperative marketing associations	34	6,128	458	7.5	---	305	236	153	83	279
Cooperative sales agencies	4	527	16	3.0	---	5	9	9	---	---
Cream stations	14	194	27	13.9	8	24	13	9	4	---
Country grain elevators:										
Independent	4	192	21	10.9	1	12	13	13	---	12
Packers and shippers	135	7,864	2,312	29.4	141	2,519	1,234	769	465	407
BY KINDS OF BUSINESS:										
SERVICE AND LIMITED-FUNCTION WHOLESALERS	1,142	275,773	38,676	14.0	629	14,285	19,773	19,189	584	49,908
Amusement and sporting goods	3	198	56	28.3	1	22	30	28	2	31
Automotive	80	9,488	2,297	24.2	41	836	1,310	1,219	91	1,770
Beer, wines, and liquors	60	10,377	1,743	16.8	30	547	827	820	7	962
Chemicals and paints	15	3,229	516	16.0	4	180	261	252	8	375
Clothing and furnishings	30	5,255	850	16.2	17	272	530	506	24	743
Coal and coke	18	6,574	433	6.6	3	107	251	244	7	33
Drugs (general line)	7	6,423	853	13.3	---	310	573	573	---	1,181
Drugs and drug sundries (specialty lines)	11	468	86	18.4	6	36	21	21	---	86
Dry goods (general line)	5	5,022	830	16.5	2	297	476	474	2	849
Dry goods (specialty lines)	11	1,429	234	16.4	10	84	110	110	---	330
Electrical goods	38	14,229	2,057	16.8	11	520	996	995	1	1,342
Farm products--raw materials	36	32,923	3,944	12.0	27	1,691	1,797	1,696	101	19,356
Farm products--consumer goods	114	13,060	2,169	16.6	92	866	976	956	20	385
Farm supplies	28	19,841	2,337	11.8	21	787	1,042	997	45	2,463
Furniture and house furnishings	7	629	81	12.9	---	34	48	45	3	137
Groceries (general line)	104	39,701	3,359	8.5	35	1,407	1,773	1,729	44	1,495
Groceries and foods (specialty lines)	197	28,329	4,051	14.3	145	1,518	1,887	1,807	80	2,729
Hardware	28	10,838	1,887	17.4	2	661	1,180	1,172	8	3,960
Lumber and construction materials	57	12,700	2,106	16.6	28	712	949	911	38	1,422
Machinery--equipment--supplies	85	14,538	2,728	18.8	42	586	1,546	1,516	30	2,540
Metals and metal work (except scrap)	9	2,026	307	15.2	2	86	199	196	3	406
Paper and its products	25	7,303	1,254	17.2	5	425	757	755	2	1,141
Petroleum and its products	15	1,045	272	26.0	13	40	70	70	---	55
Plumbing and heating equipment and supplies	23	8,639	1,343	15.5	3	602	623	579	44	996
Tobacco and products (except leaf)	21	12,980	1,024	7.9	14	284	539	538	1	699
Waste materials	63	5,948	967	16.3	57	579	476	455	21	562
All other [4]	52	4,581	894	19.5	18	492	537	492	45	669
MANUFACTURERS' SALES BRANCHES (With stocks)	157	79,346	9,312	11.7	4	2,425	4,138	4,083	55	3,629
Automotive	13	18,220	1,022	5.6	---	240	517	515	2	651
Chemicals and paints	6	2,404	517	21.5	---	78	170	169	1	142
Farm products--consumer goods	14	2,122	479	22.6	---	142	201	198	3	54
Farm supplies	8	5,742	894	15.6	---	118	209	209	---	151
Furniture and house furnishings	4	563	75	13.3	---	18	42	37	5	33
Groceries and foods (specialty lines)	59	33,560	3,196	9.5	2	990	1,601	1,571	30	1,065
Lumber and construction materials	5	3,212	517	16.1	---	170	256	256	---	258
Machinery--equipment--supplies	30	5,451	1,119	20.5	2	332	680	678	2	726
Plumbing and heating equipment and supplies	6	3,145	320	10.2	---	[illegible]	164	161	3	298
All other [5]	12	4,907	1,173	23.9	---	234	298	289	9	239
MANUFACTURERS' SALES OFFICES (Without stocks)	37	15,043	1,499	10.0	1	192	368	367	1	---
Groceries and foods (specialty lines)	16	2,884	912	31.6	---	66	136	136	---	---
Lumber and construction materials	4	1,757	132	7.5	1	56	81	80	1	---
Machinery--equipment--supplies	5	1,232	40	3.2	---	11	26	26	---	---
All other [5]	12	9,170	415	4.5	---	[illegible]	125	125	---	---

For footnotes, see end of table.

TABLE 1.—SALES, EXPENSES, PERSONNEL, PAY ROLL AND STOCKS

TYPES OF OPERATION BY KINDS OF BUSINESS—Continued

VIRGINIA

TYPE OF OPERATION KIND OF BUSINESS	NUMBER OF ESTABLISHMENTS	SALES	OPERATING EXPENSES		Active proprietors and unincorporated businesses	Number of employees (full-time and part-time) Average for year	PAY ROLL*			Stocks on hand, end of year, at cost
			Amount	Percent of sales			Total	Full-time	Part-time	
		(add 000)	(add 000)				(add 000)	(add 000)	(add 000)	(add 000)
PETROLEUM BULK STATIONS AND TERMINALS:										
Petroleum and its products	423	$83,647	$7,998	9.6	269	1,997	$2,747	$2,629	$118	$5,233
AGENTS AND BROKERS	313	$118,153	$5,122	4.3	286	2,618	2,692	2,501	191	1,422
Chemicals and paints	5	542	20	3.7	3	7	6	5	1	11
Coal and coke	12	8,930	514	5.8	5	84	216	216	---	---
Electrical goods	4	295	10	3.4	6	2	1	1	---	---
Farm products—raw materials	91	52,546	2,688	5.1	96	1,921	1,487	1,348	139	1,083
Farm products—consumer goods	36	4,908	299	6.1	41	100	133	130	3	16
Farm supplies	6	5,683	74	1.3	5	20	42	39	3	17
Groceries and foods (specialty lines)	70	34,959	734	2.1	61	260	382	368	14	172
Hardware	3	464	37	8.0	4	6	11	11	---	---
Lumber and construction materials	18	2,274	246	10.8	11	69	115	94	21	22
Machinery--equipment—supplies	38	2,995	347	11.6	31	105	221	213	8	66
Metals and metal work (except scrap)	5	521	29	5.6	4	5	19	19	---	2
Plumbing and heating equipment and supplies	7	2,017	59	2.9	6	16	28	28	---	---
All other [7]	18	2,022	70	3.5	13	23	31	29	2	33
ASSEMBLERS (Mainly farm products)	360	55,670	8,091	14.5	311	6,719	4,253	3,509	744	15,080
Farm products--raw materials	112	39,842	5,168	13.0	73	3,797	2,753	2,519	234	14,696
Farm products--consumer goods	119	9,947	893	9.0	100	803	411	343	68	95
Groceries and foods (specialty lines)	123	5,712	2,019	35.3	133	2,308	1,084	642	442	285
All other [8]	6	169	11	6.5	5	11	5	5	---	4

* Employees and pay roll include paid executives of corporations but not the number and compensation of proprietors of unincorporated businesses.

†* Sales include taxes. Expenses as shown for commission stations represent commissions only.

[1] Data for 1935 exclude personnel and pay roll of 124 commission bulk stations. Also, some adjustments have been made in the 1935 figures for comparison purposes.

[2] Includes 2 importers.

[3] Includes 1 other agent.

[4] Includes 1 jewelry; and 51 all other products.

[5] Includes 2 beer, wines, and liquors; 2 drugs and drug sundries (specialty lines); 2 metals and metal work (except scrap); and 6 all other products.

[6] Includes 3 electrical goods; 1 hardware; 2 metals and metal work (except scrap; 2 plumbing and heating equipment and supplies; 3 tobacco and products (except leaf); and 1 all other products.

[7] Includes 1 automotive; 2 beer, wines, and liquors; 1 drugs and drug sundries (specialty lines); 1 dry goods (specialty lines); 1 paper and its products; 1 petroleum and its products; and 10 all other products.

[8] Includes 4 farm supplies; and 2 all other products.

TABLE 1.—SALES, EXPENSES, PERSONNEL, PAY ROLL AND STOCKS

TYPES OF OPERATION BY KINDS OF BUSINESS

WASHINGTON

TYPE OF OPERATION KIND OF BUSINESS	NUMBER OF ESTABLISHMENTS	SALES (add 000)	OPERATING EXPENSES (including pay roll) Amount (add 000)	OPERATING EXPENSES Percent of sales	Average proprietor and unpaid partners (allocated to businesses)	Number of employees, full-time and part-time (average for year)	PAY ROLL Total (add 000)	PAY ROLL Full-time (add 000)	PAY ROLL Part-time (add 000)	Stocks, total, end of year, at cost (add 000)
TOTALS, 1939	3,584	$767,731	$91,935	12.0	1,820	27,425	$44,619	$42,789	$1,830	$59,788
1935 [1]	3,233	603,740	68,789	11.4	[1]1,206	[1]22,725	[1]34,690	[1]33,645	[1]1,045	55,603
1929	2,588	959,164	102,866	10.7	953	27,800	50,990	---	---	79,356
SERVICE AND LIMITED-FUNCTION WHOLESALERS	1,716	338,552	47,469	14.0	1,018	14,806	25,043	24,311	732	39,358
Wholesale merchants	1,520	258,722	39,554	15.3	907	12,498	20,941	20,260	681	30,521
Voluntary group wholesalers	19	21,468	2,268	10.6	3	772	1,235	1,216	19	3,479
Converters (textile)	3	152	15	9.9	1	6	11	10	1	10
Export merchants	13	8,212	549	6.7	5	81	176	168	8	103
Importers	29	9,560	887	9.3	37	232	446	445	1	1,140
Industrial distributors	26	13,316	2,629	19.7	7	851	1,537	1,522	15	3,239
Cash-and-carry wholesalers	33	2,808	143	5.1	5	51	61	60	1	207
Drop shippers or desk jobbers	23	18,252	989	5.4	14	159	385	383	2	2
Wagon distributors	47	1,178	127	10.6	39	43	54	52	2	31
Retailer-cooperative warehouses	3	4,884	308	6.3	—	112	197	195	2	626
MANUFACTURERS' SALES BRANCHES (With stocks)	260	109,454	16,099	14.7	2	3,737	7,402	7,273	129	10,220
MANUFACTURERS' SALES OFFICES (Without stocks)	76	37,536	2,117	5.6	—	362	855	851	4	---
PETROLEUM BULK STATIONS AND TERMINALS **	592	88,175	10,692	12.1	330	2,355	4,513	4,486	27	6,490
Independent bulk stations	53	8,606	931	10.8	35	209	356	352	4	432
Commission stations	285	21,441	2,290	10.7	293	398	557	549	8	1,472
Salary stations	258	42,834	5,609	13.1	2	1,349	2,867	2,858	9	3,312
Cooperative bulk stations	5	306	25	8.2	—	14	14	12	2	26
Distributing terminals	11	14,988	1,837	12.3	—	385	719	715	4	1,246
AGENTS AND BROKERS	454	127,271	4,968	3.9	316	1,107	2,330	2,257	73	813
Brokers (merchandise)	130	57,599	1,846	3.2	73	376	903	879	24	467
Commission merchants	32	16,327	729	4.5	21	159	337	317	20	32
Export agents	29	17,501	725	4.1	12	131	322	320	2	12
Import agents	4	545	10	1.8	3	2	5	5	—	---
Manufacturers' agents (with stocks)	80	7,797	641	8.2	56	216	353	341	12	285
Manufacturers' agents (without stocks)	160	15,705	746	4.8	140	160	293	283	10	---
Selling agents	12	6,158	176	2.9	8	41	72	67	5	[illegible]
Other agents [2]	7	5,639	95	1.7	5	22	45	45	—	9
ASSEMBLERS (Mainly farm products)	486	86,743	10,590	15.9	154	5,058	4,476	3,611	865	2,905
Assemblers of farm products	116	5,688	654	11.5	88	248	241	200	41	383
Commission buyers	17	2,112	83	3.9	14	26	29	23	6	5
Cooperative marketing associations	91	27,262	5,456	20.0	—	2,427	2,085	1,889	196	1,131
Cooperative sales agencies	3	2,242	74	3.3	—	32	46	46	—	28
Cream stations	13	118	9	7.6	10	5	5	5	—	---
Country grain elevators:										
Independent	24	5,005	364	7.3	8	126	177	127	50	142
Line	137	7,876	541	6.9	3	304	263	138	125	566
Cooperative	22	3,925	247	6.3	—	106	124	70	54	76
Packers and shippers	63	12,513	3,162	25.3	31	1,784	1,506	1,113	393	574
BY KINDS OF BUSINESS:										
SERVICE AND LIMITED-FUNCTION WHOLESALERS	1,716	338,552	47,469	14.0	1,018	14,806	25,043	24,311	732	39,358
Amusement and sporting goods	36	1,858	439	23.6	26	155	215	209	6	416
Automotive	167	20,962	3,668	17.5	101	1,190	2,014	1,990	24	2,939
Beer, wines, and liquors	94	12,268	1,841	15.0	57	496	940	905	35	709
Chemicals and paints	28	1,700	228	13.4	22	82	120	114	6	164
Clothing and furnishings	41	3,534	550	15.6	25	149	253	248	5	656
Coal and coke	9	2,786	255	9.2	—	47	109	107	2	169
Drugs (general line)	4	6,933	754	10.9	—	282	481	477	4	1,235
Drugs and drug sundries (specialty lines)	16	769	282	36.7	8	45	93	89	4	66
Dry goods (general line)	2									
Dry goods (specialty lines)	20	2,642	423	16.0	9	135	240	237	3	510
Electrical goods	57	12,924	2,202	17.0	20	638	1,244	1,209	35	1,725
Farm products—raw materials	28	13,219	786	5.9	17	256	459	424	15	1,093
Farm products—consumer goods	216	47,487	6,804	14.3	131	2,358	3,638	3,466	172	1,737
Farm supplies	36	3,998	592	14.8	21	221	302	268	34	495
Furniture and house furnishings	30	5,096	795	15.6	19	247	447	422	25	1,064
Groceries (general line)	68	41,291	4,063	9.8	4	1,282	2,219	2,197	22	5,878
Groceries and foods (specialty lines)	229	30,123	4,333	14.4	201	1,242	2,074	1,996	78	2,789
Hardware	27	14,925	2,896	19.4	11	1,019	1,712	1,690	22	4,119
Jewelry	17	2,171	425	19.6	11	156	250	240	10	500
Lumber and construction materials	76	31,542	2,724	8.6	36	589	1,166	1,134	32	1,035
Machinery—equipment—supplies	233	28,220	6,215	22.0	101	1,879	3,330	3,234	96	5,525
Metals and metal work (except scrap)	14	2,790	635	22.8	7	158	319	316	3	1,015
Paper and its products	51	4,918	905	18.4	18	305	539	534	5	840
Petroleum and its products	13	2,928	277	9.5	5	65	114	110	4	151
Plumbing and heating equipment and supplies	29	4,535	876	19.3	17	247	485	474	11	887
Tobacco and products (except leaf)	36	11,284	775	6.9	27	239	403	395	8	554
Waste materials	58	9,240	985	10.7	56	380	510	503	7	980
All other products	101	18,409	2,741	14.9	68	964	1,387	1,323	64	2,097

For footnotes, see end of table.

TABLE 1.—SALES, EXPENSES, PERSONNEL, PAY ROLL AND STOCKS

TYPES OF OPERATIONS BY KINDS OF BUSINESS—Continued

WASHINGTON

TYPE OF OPERATION . KIND OF BUSINESS	NUMBER OF ESTABLISHMENTS	SALES (add 000)	OPERATING EXPENSES (including pay roll) Amount (add 000)	OPERATING EXPENSES Per cent of sales	Active proprietors of unincorporated businesses	Number of employees* (full-time and part-time) Average for year	PAY ROLL* Total (add 000)	PAY ROLL* Full time (add 000)	PAY ROLL* Part-time (add 000)	Stocks on hand, end of year, at cost (add 000)
MANUFACTURERS' SALES BRANCHES (With stocks	260	$109,454	$16,099	14.7	2	3,737	$7,402	$7,273	$129	$10,220
Amusement and sporting goods	15	3,517	703	20.0	—	258	391	370	21	176
Automotive	24	20,120	2,386	11.9	—	475	1,096	1,088	8	1,880
Beer, wines, and liquors	2	379	123	32.5	—	16	35	34	1	18
Chemicals and paints	20	8,670	1,889	21.8	—	422	831	823	8	1,379
Clothing and furnishings	5	814	128	15.7	—	24	47	47	—	168
Drugs and drug sundries (specialty lines)	7	2,478	572	23.1	—	100	262	261	1	234
Farm products--consumer goods	6	2,436	466	19.1	—	41	63	56	7	99
Furniture and house furnishings	4	1,372	252	18.4	—	39	79	79	—	59
Groceries and foods (specialty lines)	49	32,082	4,135	12.9	—	918	1,769	1,734	35	1,256
Hardware	4	353	97	27.5	—	31	50	50	—	74
Lumber and construction materials	7	2,229	398	17.9	—	111	160	159	1	462
Machinery--equipment--supplies	61	11,067	2,294	20.7	—	670	1,333	1,300	33	1,847
Metals and metal work (except scrap)	11	6,136	508	8.3	—	124	265	265	—	1,132
Paper and its products	14	4,964	851	17.1	—	150	277	276	1	645
All other [3]	27	12,835	1,297	10.1	2	381	746	733	13	1,011
MANUFACTURERS' SALES OFFICES (Without stocks)	76	37,536	2,117	5.6	—	362	855	851	4	—
Beer, wines, and liquors	5	1,987	224	11.3	—	24	63	63	—	—
Electrical goods	5	1,247	63	5.1	—	16	29	29	—	—
Groceries and foods (specialty lines)	20	3,748	802	21.4	—	90	177	177	—	—
Machinery--equipment--supplies	9	6,016	156	2.6	—	43	93	93	—	—
Metals and metal work (except scrap)	8	8,121	184	2.3	—	35	105	105	—	—
All other [4]	29	15,417	688	4.2	—	154	388	384	4	—
PETROLEUM BULK STATIONS AND TERMINALS:										
Petroleum and its products	592	88,175	10,692	12.1	330	2,355	4,513	4,486	27	6,490
AGENTS AND BROKERS	454	127,271	4,968	3.9	316	1,107	2,330	2,257	73	815
Amusement and sporting goods	4	209	16	7.7	3	[illegible]	5	5	—	5
Automotive	9	451	24	5.3	11	7	11	11	—	1
Chemicals and paints	10	379	73	19.3	7	23	36	34	2	25
Clothing and furnishings	14	1,300	41	3.2	14	4	5	4	1	8
Dry goods (specialty lines)	15	832	25	3.0	14	3	2	2	—	14
Electrical goods	28	2,358	131	5.6	26	43	58	54	4	23
Farm products--raw materials	35	17,864	350	2.0	27	77	163	159	4	77
Farm products--consumer goods	47	15,503	925	6.0	21	205	448	427	21	42
Farm supplies	4	4,042	116	2.9	1	14	75	75	—	16
Furniture and house furnishings	17	1,078	73	6.8	14	23	36	36	—	8
Groceries and foods (specialty lines)	83	42,612	1,093	2.6	52	243	560	559	1	[illegible]
Hardware	13	662	41	6.2	8	13	18	18	—	2
Lumber and construction materials	57	25,968	1,167	4.5	30	220	482	452	30	37
Machinery--equipment--supplies	58	3,127	364	11.6	[illegible]	117	207	203	4	90
Metals and metal work (except scrap)	8	671	48	7.2	4	13	22	22	—	38
Paper and its products	9	847	48	5.7	8	13	22	22	—	10
Petroleum and its products	3	42	10	23.8	[illegible]	4	6	5	1	1
Plumbing and heating equipment and supplies	15	1,223	87	7.1	11	20	37	35	2	3
All other [5]	25	8,103	334	4.1	17	59	137	134	3	5
ASSEMBLERS (Mainly farm products)	486	66,743	10,590	15.9	154	5,058	4,476	3,611	865	2,905
Farm products--raw materials	271	24,107	1,577	6.5	63	699	758	468	290	1,016
Farm products--consumer goods	163	39,544	8,626	21.8	75	4,190	3,506	2,951	555	1,705
Farm supplies	13	808	62	7.7	10	25	26	22	4	84
Groceries and foods (specialty lines)	15	1,839	274	14.9	5	125	159	146	13	84
All other products	4	445	51	11.5	1	19	27	24	3	16

* Employees and pay roll include paid executives of corporations but not the number and compensation of proprietors of unincorporated businesses.

** Sales include taxes. Expenses as shown for commission stations represent commissions only.

1 Data for 1935 exclude personnel and pay roll of 78 commission bulk stations.

2 Includes 2 auction companies.

3 Includes 8 electrical goods; 2 farm supplies; 7 plumbing and heating equipment and supplies; 2 petroleum and its products; and 8 all other products.

4 Includes 2 amusement and sporting goods; 1 automotive; 2 chemicals and paints; 1 drugs and drug sundries (specialty lines); 1 dry goods (specialty lines); 2 furniture and house furnishings; 7 lumber and construction materials; 3 paper and its products; 2 plumbing and heating equipment and supplies; 3 tobacco and products (except leaf); and 5 all other products.

5 Includes 2 beer, wines, and liquors; 2 drugs and drug sundries (specialty lines); 2 waste materials; and 19 all other products.

TABLE 1. SALES, EXPENSES, PERSONNEL, PAY ROLL AND STOCKS

TYPES OF OPERATIONS BY KINDS OF BUSINESS

WEST VIRGINIA

TYPE OF OPERATION / KIND OF BUSINESS	NUMBER OF ESTABLISHMENTS	SALES	OPERATING EXPENSES				PAY ROLL		
			Amount	Per cent					
TOTALS, 1939									
1935 [a]					8				
1929									
SERVICE AND LIMITED-FUNCTION WHOLESALERS									
Wholesale merchants									
Voluntary group wholesalers									
Industrial distributors									
Cash-and-carry wholesalers									
Drug suppliers (drugs, other)		7,110							
All other [1]									
MANUFACTURERS' SALES BRANCHES (With stock)									
MANUFACTURERS' SALES OFFICES (Without stock)									
PETROLEUM BULK STATIONS [b]									
Independent bulk stations									
Commission stations									
Sales stations									
AGENTS AND BROKERS									
Auction companies									
Brokers (merchandise)									
Commission merchants									
Manufacturers' agents (with stocks)									
Manufacturers' agents (without stocks)									
Selling agents									
ASSEMBLERS (Mainly farm products)									
Assemblers of farm products									
Cotton merchants									
Cooperative marketing associations									
Cream stations									
Country grain elevators (buyers and									
All other [2]									
BY KINDS OF BUSINESS									
SERVICE AND LIMITED-FUNCTION WHOLESALERS									
Automotive and sporting goods									
Automotive									
Beer, wines, and liquors									
Chemicals and paints									
Clothing and furnishings									
Coal and coke									
Drugs (general line)									
Drugs and drug sundries (specialty lines)									
Dry goods (general line)									
Dry goods (specialty lines)									
Electrical goods									
Farm products--raw materials		1,44							
Farm products--other goods									
Farm supplies									
Furniture and house furnishings									
Groceries (general line)									
Groceries and foods (specialty lines)									
Hardware									
Lumber and construction materials									
Machinery--equipment--supplies									
Paper and its products									
Petroleum and its products									
Plumbing and heating equipment and supplies									
Tobacco and products (except leaf)									
Waste materials									
All other [3]									
MANUFACTURERS' SALES BRANCHES (With stock)									
Chemicals and paints									
Farm products--other goods									
Groceries and foods (specialty lines)		17,277							
Machinery--equipment--supplies		4,12							
All other [4]									
MANUFACTURERS' SALES OFFICES (Without stock)									
Machinery--equipment--supplies									
Tobacco and products (except leaf)									
All other [5]									
PETROLEUM BULK STATIONS:									
Petroleum and its products									
AGENTS AND BROKERS									
Coal and coke									
Farm products--raw materials									
Farm products--other goods									
Groceries and foods (specialty lines)									
Lumber and construction materials									
Machinery--equipment--supplies									
All other [6]									
ASSEMBLERS (Mainly farm products)									
Farm products--raw materials									
Farm products--other goods									

* Employees and pay roll include paid executives of corporations but not the number and [illegible]

** Sales include taxes. Expenses as shown for commission stations represent commissions [illegible].

a Data for 1935 exclude personnel and pay roll of 32 commission bulk stations.

1 Includes 1 importer; 26 major distributors; and 1 retailer-cooperative wine house.

2 Includes 1 cooperative sales agency; 2 country grain elevators (buyers); and 1 packer and shipper.

3 Includes 2 metals and metal work (except scrap); and [illegible] all other products.

4 Includes 1 clothing and furnishings; 1 drugs and drug sundries (specialty lines); 2 electrical goods; 1 farm supplies; 1 lumber and construction materials; 2 plumbing and heating equipment and supplies; and 4 all other products.

5 Includes 11 groceries and foods (specialty lines); and 1 metals and metal work (except scrap).

6 Includes 1 electrical goods; 2 farm supplies; 2 metals and metal work (except scrap); and 1 tobacco and products (except leaf).

TABLE 1.—SALES, EXPENSES, PERSONNEL, PAY ROLL AND STOCKS

TYPES OF OPERATION BY KINDS OF BUSINESS

WISCONSIN

TYPE OF OPERATION KIND OF BUSINESS	NUMBER OF ESTABLISHMENTS	SALES (add 000)	OPERATING EXPENSES (including pay roll) Amount (add 000)	OPERATING EXPENSES Percent of sales	Active proprietors of unincorporated businesses	Number of employees* (full-time and part-time) Average for year	PAY ROLL* Total (add 000)	PAY ROLL Full-time (add 000)	PAY ROLL Part-time (add 000)	Stocks on hand, end of year, at cost (add 000)
TOTALS, 1939	4,798	$824,956	$85,235	10.3	3,017	26,728	$42,663	$41,823	$840	$73,368
1935 [1]	4,145	671,687	72,364	10.8	2,035	24,881	37,320	36,442	878	54,736
1929	3,502	928,304	97,910	10.5	1,543	28,820	50,518	---	---	106,616
SERVICE AND LIMITED-FUNCTION WHOLESALERS	2,233	393,990	53,312	13.5	1,347	17,614	28,023	27,535	488	51,708
Wholesale merchants	2,061	349,121	47,722	13.7	1,242	15,865	24,745	24,292	453	45,366
Voluntary group wholesalers	18	16,869	1,842	10.9	5	654	1,017	1,000	17	1,956
Importers	3	1,298	19	1.5	1	4	10	10	---	9
Industrial distributors	19	11,950	2,552	21.4	---	945	1,629	1,625	[illegible]	3,302
Cash-and-carry wholesalers	11	629	29	4.6	10	12	12	10	2	33
Drop shippers or desk jobbers	16	3,125	256	8.2	4	45	114	113	1	26
Wagon distributors	94	4,933	515	10.4	85	139	260	256	4	234
Retailer-cooperative warehouses	11	6,065	377	6.2	---	150	236	229	7	782
MANUFACTURERS' SALES BRANCHES (With stocks)	257	106,733	11,970	11.2	4	3,476	6,390	6,320	70	8,937
MANUFACTURERS' SALES OFFICES (Without stocks)	104	57,775	1,934	3.3	---	426	952	944	8	---
PETROLEUM BULK STATIONS AND TERMINALS **	1,155	97,604	10,643	10.9	890	2,692	3,955	3,894	61	9,369
Independent bulk stations	294	22,732	3,013	13.3	236	821	1,129	1,101	28	1,350
Commission stations	654	37,715	3,123	8.3	646	665	778	760	18	4,005
Salary stations [2]	146	33,671	4,030	12.0	8	983	1,769	1,759	10	3,758
Cooperative bulk stations	61	3,486	477	13.7	---	223	279	274	5	256
AGENTS AND BROKERS	370	104,918	3,551	3.4	276	903	1,877	1,800	77	971
Brokers (merchandise)	83	47,303	1,009	2.1	54	220	592	586	6	138
Commission merchants	34	28,047	687	2.4	14	203	366	355	11	59
Manufacturers' agents (with stocks)	57	5,600	719	12.8	39	194	416	397	19	254
Manufacturers' agents (without stocks)	182	18,962	827	4.4	159	190	348	336	12	---
Selling agents	11	4,586	181	3.9	[illegible]	29	86	86	---	307
All other [3]	3	420	128	30.5	[illegible]	67	69	[illegible]	29	213
ASSEMBLERS (Mainly farm products)	679	63,936	3,825	6.0	500	1,617	1,466	1,330	136	2,383
Assemblers of farm products	373	20,580	1,335	6.5	380	587	450	395	55	1,201
Commission buyers	40	1,652	83	5.0	45	34	21	20	1	1
Cooperative marketing associations	148	20,946	1,508	7.2	---	604	587	528	59	500
Cooperative sales agencies	6	14,127	231	1.6	---	87	132	132	---	107
Cream stations	40	1,390	129	9.3	26	42	35	33	2	4
Country grain elevators:										
Independent	27	2,565	191	7.4	20	77	90	89	1	211
Line	14	1,005	99	9.9	---	40	40	40	---	137
Cooperative	5	559	42	7.5	---	18	26	26	---	43
Packers and shippers	26	1,112	207	18.6	29	128	85	67	18	179
BY KINDS OF BUSINESS:										
SERVICE AND LIMITED-FUNCTION WHOLESALERS	2,233	393,990	53,312	13.5	1,347	17,614	28,023	27,535	488	51,708
Amusement and sporting goods	25	2,090	486	23.3	12	167	243	242	1	382
Automotive	180	35,950	4,074	11.3	[illegible]	1,360	2,217	2,178	39	2,873
Beer, wines, and liquors	340	39,953	4,863	12.2	266	1,477	2,136	2,083	53	3,661
Chemicals and paints	50	2,593	669	25.8	19	197	316	310	6	425
Clothing and furnishings	42	3,658	770	21.2	20	253	420	397	23	759
Coal and coke	29	30,295	4,748	15.7	3	1,225	2,309	2,307	2	10,730
Drugs (general line)	8	6,440	943	14.6	---	345	531	525	6	1,077
Drugs and drug sundries (specialty lines)	10	408	113	27.7	5	39	72	72	---	47
Dry goods (specialty lines)	18	1,445	247	17.1	6	107	151	150	1	316
Electrical goods	77	15,025	2,496	16.6	38	722	1,386	1,377	9	1,642
Farm products--raw materials	51	18,429	1,120	6.1	37	398	591	570	21	4,854
Farm products--consumer goods	237	53,224	5,241	9.8	137	1,760	2,542	2,464	78	1,790
Farm supplies	45	10,599	1,401	13.2	26	437	694	675	19	1,485
Furniture and house furnishings	17	2,035	362	17.8	7	116	189	186	3	555
Groceries (general line)	60	43,533	4,426	10.2	9	1,597	2,516	2,481	35	5,342
Groceries and foods (specialty lines)	259	19,873	2,930	14.7	214	1,112	1,455	1,421	34	1,597
Hardware	30	12,911	2,467	19.1	2	888	1,518	1,510	8	3,229
Jewelry	[illegible]	911	206	22.6	5	51	118	118	---	160
Lumber and construction materials	76	10,390	1,645	15.8	27	487	866	852	14	1,104
Machinery--equipment--supplies	186	23,745	5,252	22.1	88	1,640	2,997	2,957	40	4,062
Metals and metal work (except scrap)	18	3,472	626	18.0	6	171	334	333	1	513
Paper and its products	63	8,868	1,753	19.5	29	643	1,099	1,094	5	1,061
Petroleum and its products	31	1,863	391	21.0	20	101	216	213	3	130
Plumbing and heating equipment and supplies	43	6,561	1,317	20.1	15	427	735	727	[illegible]	1,204
Tobacco and products (except leaf)	76	23,290	1,386	6.0	59	417	678	668	10	1,150
Waste materials	157	10,676	2,070	19.4	150	891	974	930	44	1,105
All other products	96	5,673	1,310	23.1	58	585	720	695	25	655
MANUFACTURERS' SALES BRANCHES (With stocks)	257	106,733	11,970	11.2	4	3,476	6,390	6,320	70	8,937
Amusement and sporting goods	10	3,886	626	16.1	---	236	389	364	25	150
Automotive	19	19,062	1,659	8.7	---	430	943	937	6	1,040
Beer, wines, and liquors	27	1,795	456	25.4	---	80	133	133	---	32
Chemicals and paints	9	1,222	144	11.8	1	50	87	85	2	94
Electrical goods	6	5,211	479	9.2	---	139	307	305	2	211
Farm products--consumer goods	19	18,841	527	2.8	---	133	231	231	---	3,031
Furniture and house furnishings	4	1,800	142	7.9	---	32	54	54	---	48
Groceries and foods (specialty lines)	62	25,134	2,847	11.3	3	864	1,465	1,453	12	556
Lumber and construction materials	12	4,364	925	21.2	---	293	544	542	2	688
Machinery--equipment--supplies	52	14,479	2,642	18.2	---	741	1,430	1,415	15	1,752
Metals and metal work (except scrap)	7	3,752	268	7.1	---	79	140	137	3	462
Paper and its products	5	229	78	34.1	---	34	54	54	-	27
Plumbing and heating equipment and supplies	8	2,835	540	19.0	---	155	277	274	3	431
All other [4]	17	4,123	637	15.4	---	210	326	326	---	415

For footnotes, see end of table.

TABLE 1.—SALES, EXPENSES, PERSONNEL, PAY ROLL AND STOCKS

TYPES OF OPERATION BY KINDS OF BUSINESS—Continued

WISCONSIN

TYPE OF OPERATION KIND OF BUSINESS	NUMBER OF ESTABLISHMENTS	SALES (add 000)	OPERATING EXPENSES (including pay roll) Amount (add 000)	OPERATING EXPENSES (including pay roll) Percent of sales	Active proprietors of unincorporated businesses	Number of employees* (full-time and part-time) Average for year	PAY ROLL* Total (add 000)	PAY ROLL* Full-time (add 000)	PAY ROLL* Part-time (add 000)	Stocks, end of year (add 000)
MANUFACTURERS' SALES OFFICES (Without stocks)	104	$57,775	$1,934	3.3	---	426	$952	$944	$8	---
Beer, wines, and liquors	4	1,981	185	9.3	---	19	38	38	---	---
Electrical goods	6	5,293	264	5.0	---	38	114	114	---	---
Farm products--consumer goods	7	3,277	205	6.3	---	22	39	39	---	---
Groceries and foods (specialty lines)	39	1,863	326	17.1	---	99	184	183	1	---
Machinery--equipment--supplies	21	11,044	275	2.5	---	76	178	177	1	---
Metals and metal work (except scrap)	10	28,627	358	1.3	---	81	212	207	5	---
Paper and its products	5	190	34	17.9	---	10	23	23	---	---
All other [5]	12	7,460	289	3.9	---	81	164	163	1	---
PETROLEUM BULK STATIONS AND TERMINALS:										
Petroleum and its products	1,155	97,604	10,643	10.9	890	2,692	3,955	3,894	61	$9,369
AGENTS AND BROKERS	370	104,918	3,551	3.4	276	903	1,877	1,800	77	971
Amusement and sporting goods	3	122	13	10.7	2	5	8	8	---	1
Automotive	4	628	8	1.3	5	2	3	3	---	4
Beer, wines, and liquors	8	428	9	2.1	3	4	2	1	1	1
Clothing and furnishings	5	270	8	3.0	4	3	1	---	1	---
Coal and coke	4	856	122	14.3	1	23	42	42	---	307
Dry goods (specialty lines)	3	91	6	6.6	3	1	1	1	---	---
Electrical goods	13	949	92	9.7	11	40	65	65	---	2
Farm products--raw materials	21	27,343	548	2.0	10	179	310	279	31	218
Farm products--consumer goods	20	8,661	309	3.6	13	88	123	115	8	57
Farm supplies	4	1,806	71	3.9	2	16	40	40	---	---
Furniture and house furnishings	5	713	68	9.5	2	11	38	38	---	68
Groceries and foods (specialty lines)	62	34,442	722	2.1	45	174	436	430	6	122
Hardware	6	932	39	4.2	5	12	21	20	1	5
Lumber and construction materials	19	1,613	70	4.3	17	22	32	31	1	10
Machinery--equipment--supplies	99	6,809	754	11.1	76	202	382	370	12	129
Metals and metal work (except scrap)	22	5,885	199	3.4	17	32	95	84	11	18
Paper and its products	7	971	31	3.2	6	7	13	13	---	10
Petroleum and its products	4	1,889	148	7.8	1	12	116	116	---	---
Plumbing and heating equipment and supplies	24	1,351	125	9.3	18	27	67	66	1	7
Waste materials	3	55	6	10.9	1	3	2	2	---	---
All other [5]	38	9,106	203	2.2	34	39	80	76	4	12
ASSEMBLERS (Mainly farm products)	679	63,936	3,825	6.0	500	1,617	1,486	1,330	136	2,383
Farm products--raw materials	377	34,113	1,536	4.5	302	747	608	532	76	1,765
Farm products--consumer goods	272	28,611	2,154	7.5	173	801	804	750	54	506
Farm supplies	12	950	84	8.8	5	35	32	30	2	57
All other [7]	18	262	51	19.5	20	34	22	18	4	53

* Employees and pay roll include paid executives of corporations but not the number and compensation of proprietors of unincorporated businesses.

** Sales include taxes. Expenses as shown for commission stations represent commissions only.

1 Data for 1935 exclude personnel and pay roll of 112 commission bulk stations. Also, some adjustments have been made in the 1935 figures for comparison purposes.

2 Includes 1 distributing terminal.

3 Includes 2 auction companies; and 1 export agent.

4 Includes 1 clothing and furnishings; 1 drugs and drug sundries (specialty lines); 1 dry goods (specialty lines); 1 farm supplies; 1 hardware; 2 petroleum and its products; and 10 all other products.

5 Includes 1 amusement and sporting goods; 2 automotive; 1 lumber and construction materials; 3 plumbing and heating equipment and supplies; 2 tobacco and products (except leaf); and 3 all other products.

6 Includes 2 chemicals and paints; 1 jewelry; 1 tobacco and products (except leaf); and 34 all other products.

7 Includes 17 groceries and foods (specialty lines); and 1 all other products.

TABLE 1.—SALES, EXPENSES, PERSONNEL, PAY ROLL AND STOCKS

TYPES OF OPERATION BY KINDS OF BUSINESS

WYOMING

TYPE OF OPERATION KIND OF BUSINESS	NUMBER OF ESTABLISHMENTS	SALES (add 000)	OPERATING EXPENSES (including pay roll) Amount (add 000)	OPERATING EXPENSES Percent of sales	Active proprietors of unincorporated businesses	Number of employees* (full-time and part-time) Average for year	PAY ROLL* Total (add 000)	PAY ROLL Full-time (add 000)	PAY ROLL Part-time (add 000)	Stocks on hand, end of year, at cost (add 000)
TOTALS, 1939	397	$37,031	$3,[illegible]	10.8	312	1,210	$1,671	$1,590	$81	$3,654
1935 [a]	337	25,698	2,[illegible]	11.2	[a]123	[a]874	[a]1,224	[a]1,190	[a]34	2,665
1929	283	34,661	3,534	10.2	93	871	1,855	—	—	4,215
SERVICE AND LIMITED-FUNCTION WHOLESALERS	142	17,989	2,228	12.4	102	740	1,059	1,025	34	2,278
Wholesale merchants	124	14,152	1,880	[illegible]	96	642	897	865	32	1,545
Voluntary group wholesalers	3	2,007	210	10.5	—	63	98	97	1	281
Industrial distributors	6	1,220	73	6.0	—	14	40	40	—	334
Wagon distributors	6	220	45	20.5	6	8	12	11	1	2
All other [1]	3	390	20	5.1	—	13	12	12	—	116
MANUFACTURERS' SALES BRANCHES (With stocks)	11	1,833	329	17.9	—	85	161	157	4	518
MANUFACTURERS' SALES OFFICES (Without stocks) [2]	7	717	23	3.2	—	11	15	15	—	—
PETROLEUM BULK STATIONS [6,7]	177	10,912	1,134	10.4	162	230	327	309	18	651
Independent bulk stations	33	2,420	319	13.2	33	85	152	149	3	133
Commission stations	126	7,102	623	8.8	127	105	124	113	11	446
Salary stations	13	1,161	155	13.4	2	33	42	38	4	51
Cooperative bulk stations	5	229	37	16.2	—	7	9	9	—	21
AGENTS AND BROKERS [3]	5	1,442	41	2.8	4	33	24	19	5	11
ASSEMBLERS (Mainly farm products)	55	4,138	229	5.5	44	111	85	65	20	196
Assemblers of farm products	16	1,000	89	8.9	18	51	36	24	12	81
Commission buyers	9	1,708	12	0.7	9	1	1	1	—	—
Cooperative marketing associations	9	521	53	10.2	—	22	14	11	3	—
Country grain elevators:										
Independent	7	468	37	7.9	8	18	17	13	4	75
Line	4	110	16	14.5	1	10	7	7	—	19
All other [4]	10	331	22	6.6	[illegible]	9	10	9	1	21
BY KINDS OF BUSINESS:										
SERVICE AND LIMITED-FUNCTION WHOLESALERS	142	17,989	2,228	12.4	102	740	1,059	1,025	34	2,278
Automotive	18	1,506	327	21.7	9	101	186	186	—	354
Beer, wines, and liquors	28	3,515	235	6.7	23	63	87	86	1	156
Farm products--raw materials	8	672	78	11.6	10	30	24	20	4	105
Farm products--consumer goods	22	2,801	571	20.4	17	190	245	233	12	129
Groceries: general line	12	5,477	499	9.1	—	176	247	243	4	723
Groceries and foods: specialty lines	15	465	65	14.0	14	28	29	28	1	35
Machinery--equipment--supplies	14	1,817	241	13.3	6	77	138	138	—	559
Metals and metal work (except scrap)	4	205	72	35.1	1	32	48	39	9	38
Petroleum and its products	3	141	33	23.4	3	6	11	11	—	—
Tobacco and products (except leaf)	10	1,138	53	4.7	10	22	24	22	2	93
Waste materials	4	77	28	36.4	6	4	5	4	1	34
All other [5]	7	175	26	14.9	3	11	15	15	—	52
MANUFACTURERS' SALES BRANCHES (With stocks)	11	1,833	329	17.9	—	85	161	157	4	518
Machinery--equipment--supplies	6	1,602	250	15.6	—	66	136	132	4	469
All other [6]	5	231	79	34.2	—	19	25	25	—	49
PETROLEUM BULK STATIONS:										
Petroleum and its products	177	10,912	1,134	10.4	162	230	327	309	18	651
ASSEMBLERS (Mainly farm products)	55	4,138	229	5.5	44	111	85	65	20	196
Farm products--raw materials	25	3,459	168	4.9	31	63	55	43	12	109
Farm products--consumer goods	16	344	33	9.6	11	24	14	10	4	3
Farm supplies	4	335	28	8.4	3	24	16	12	4	84

* Employees and payroll include paid executives of corporations but not the number and compensation of proprietors of unincorporated businesses.

[6,7] Sales include taxes. Expenses as shown for commission stations represent commissions only.

[a] Data for 1935 exclude personnel and pay roll of 34 commission bulk stations.

[1] Includes 2 cash-and-carry wholesalers; and 1 retailer-cooperative warehouse.

[2] Includes 5 groceries and foods (specialty lines); 1 machinery—equipment--supplies; and 1 tobacco and products (except leaf).

[3] Includes 3 commission merchants in farm products—raw materials; 1 manufacturers' agent (with stocks) in machinery—equipment—supplies; and 1 manufacturers' agent (without stocks) in machinery--equipment--supplies.

[4] Includes 9 cream stations; and 1 packer and shipper.

[5] Includes 1 chemicals and paints; 1 coal and coke; 1 farm supplies; 1 lumber and construction materials; 1 plumbing and heating equipment and supplies; and 2 all other products.

[6] Includes 1 beer, wines, and liquors; 1 chemicals and paints; 1 groceries and foods (specialty lines); 1 plumbing and heating equipment and supplies; and 1 all other products.

TABLE 1.—SALES, EXPENSES, PERSONNEL, PAY ROLL AND STOCKS

TYPES OF OPERATION BY KINDS OF BUSINESS

ATLANTA

TYPE OF OPERATION KIND OF BUSINESS	NUMBER OF ESTABLISHMENTS	SALES	OPERATING EXPENSE		Average number of paid employees	Number of employees (including proprietors and firm members)	PAY ROLL			Stocks, end of year
		(dollars)	Amount (dollars)	Percent of sales			Total (dollars)	Full-time (dollars)	Part-time (dollars)	(dollars)
ATLANTA, TOTALS, 1939	989	$465,115	$50,592	10.9	489	12,473	$[illegible]	$321,977	$[illegible]	$[illegible]
1935 [1]	809	328,474	36,591	11.1	[illegible]	[illegible]	[illegible]	[illegible]	[illegible]	22,077
1929 [2]	750	498,917	46,866	9.4	262	[illegible]	[illegible]	---	---	[illegible]
TYPES OF OPERATION										
SERVICE AND LIMITED-FUNCTION WHOLESALERS	440	160,045	19,150	12.0	256	5,701	9,266	9,146	120	15,924
Wholesale merchants	394	141,768	16,915	11.9	224	5,154	8,331	8,222	109	[illegible]
Voluntary group wholesalers	3	3,420	201	5.9	---	76	101	99	2	172
Importers	3	4,691	791	16.9	---	11	38	38	---	1,303
Industrial distributors	8	6,504	1,059	16.3	3	352	668	660	8	1,217
Cash-and-carry wholesalers	17	711	67	9.4	17	22	19	19	---	31
Drop shippers or desk jobbers	4	1,306	93	7.1	2	20	44	44	---	---
All other [3]	11	1,644	124	7.5	10	66	65	64	1	123
MANUFACTURERS' SALES BRANCHES (With stocks)	223	148,425	21,254	14.3	6	5,128	9,585	9,484	101	9,827
MANUFACTURERS' SALES OFFICES (Without stocks)	92	78,322	6,690	8.5	---	772	2,059	2,051	8	---
PETROLEUM BULK STATIONS **	13	11,555	1,602	13.9	1	367	522	517	5	599
Salary stations [4]	13	11,555	1,602	13.9	1	367	522	517	5	599
AGENTS AND BROKERS	206	64,475	1,706	2.6	215	435	687	673	14	132
Brokers (merchandise)	52	36,743	522	1.4	50	113	211	211	---	62
Manufacturers' agents (without stocks)	120	17,234	743	4.3	134	182	247	232	15	---
Selling agents	8	8,500	157	1.8	5	27	77	77	---	---
All other [5]	26	1,998	284	14.2	26	113	152	153	9	62
ASSEMBLERS (Mainly farm products)	15	4,493	190	4.2	11	70	106	106	---	641
Assemblers of farm products	11	535	84	9.0	11	38	54	54	---	8
All other [6]	4	3,958	106	3.0	---	32	52	52	---	633
KINDS OF BUSINESS										
SERVICE AND LIMITED-FUNCTION WHOLESALERS	440	160,045	19,150	12.0	256	5,701	9,266	9,146	120	15,924
Amusement and sporting goods	15	2,288	430	18.8	3	148	218	213	3	369
Motion picture equipment and supplies (except films)	3	313	49	15.7	---	14	23	21	2	41
Motion picture film exchanges	4	199	79	39.7	2	31	40	39	1	1
Sporting goods	3	1,012	170	16.8	---	46	54	54	---	248
All other	5	764	132	17.3	1	57	99	99	---	81
Automotive	35	36,987	2,607	6.7	11	775	1,371	1,363	8	1,335
Automobiles (new and used)	8	33,314	1,449	4.3	---	355	702	702	---	447
Automotive accessories and equipment	9	1,385	363	26.2	3	136	229	229	---	179
Automotive parts	15	3,862	749	19.4	6	273	419	411	8	618
Tires and tubes	3	426	46	10.8	2	11	21	21	---	91
Beer, wines, and liquors	15	6,618	708	10.7	11	212	301	291	10	1,062
Beer and ale	6	538	112	20.8	1	39	39	34	5	31
Wines and liquors	9	6,080	596	9.8	10	173	262	257	5	1,031
Clothing and furnishings	30	5,029	707	14.1	20	187	299	297	2	520
Clothing and furnishings (general line)	7	768	115	15.0	4	36	72	71	1	146
Men's and boys'	7	455	67	14.7	7	13	17	16	1	56
Women's and children's	8	2,480	303	12.2	5	54	112	112	---	148
Millinery and millinery supplies	3	286	66	24.6	---	17	37	37	---	28
Shoes and other footwear	4	1,058	156	14.7	1	35	61	61	---	141
Coal and coke	4	1,179	106	9.0	3	31	51	49	2	5
Drugs (general line)	4	3,369	423	12.6	---	151	233	232	1	439
Drugs and drug sundries (specialty lines)	23	1,988	543	27.3	12	219	307	277	30	195
Proprietary medicines	11	1,005	295	29.4	5	82	159	158	1	71
Toiletries	3	130	52	40.0	1	24	36	35	1	19
Drug specialties and sundries	9	853	196	23.0	6	113	112	84	28	105
Dry goods (general line)	5	1,093	155	14.2	4	54	92	92	---	199
Dry goods (specialty lines)	4	381	83	21.8	3	27	29	29	---	4[illegible]
Electrical goods	21	11,009	1,521	13.8	2	415	769	765	4	875
Electrical merchandise (general line)	4	5,084	645	12.7	1	184	376	375	1	315
Wiring supplies and construction materials	3	923	147	15.9	---	39	69	69	---	93
Radios and equipment	5	1,333	243	18.2	1	63	86	84	2	126
All other	9	3,669	486	13.2	---	129	238	237	1	336
Farm products--raw materials	10	14,753	1,286	8.7	7	230	522	500	22	1,730
Farm products--consumer goods	50	9,367	1,107	11.8	43	392	475	475	---	93
Dairy products	3	714	313	43.8	1	89	133	133	---	2
Poultry and poultry products	3	1,912	181	9.5	1	92	76	76	---	15
Fruits and vegetables (fresh)	32	5,942	562	10.1	29	198	248	248	---	73
Fresh fruits only	12	1,199	51	4.3	12	16	13	13	---	3
Farm supplies	9	6,615	1,134	13.2	3	69	224	224	---	1,923
Feed	3	300	37	12.3	3	16	17	17	---	12
All other	6	8,315	1,097	13.2	---	73	207	207	---	1,913
Furniture and house furnishings	6	2,633	465	17.7	---	124	261	261	---	453

For footnotes, see end of table.

TABLE 1.—SALES, EXPENSES, PERSONNEL, PAY ROLL AND STOCKS

ATLANTA

TYPES OF OPERATION BY KINDS OF BUSINESS—Continued

TYPE OF OPERATION / KIND OF BUSINESS	NUMBER OF ESTABLISHMENTS	SALES (add 000)	OPERATING EXPENSES (including pay roll) Amount (add 000)	OPERATING EXPENSES Percent of sales	Active proprietors of unincorporated businesses	Number of employees* (full-time and part-time) Average for year	PAY ROLL* Total (add 000)	PAY ROLL* Full-time (add 000)	PAY ROLL* Part-time (add 000)	Stocks on hand, end of year, at cost (add 000)
ATLANTA—Con.	**SERVICE AND LIMITED-FUNCTION WHOLESALERS—Con.**									
KINDS OF BUSINESS										
SERVICE AND LIMITED-FUNCTION WHOLESALERS—Con.										
Groceries (general line)	12	$6,735	$433	6.4	4	164	$220	$217	$3	$552
Voluntary group wholesalers	3	3,420	201	5.9	---	76	101	99	2	178
Cash-and-carry depots	6	639	32	5.0	---	14	21	21	---	76
All other	3	2,676	200	7.5	4	74	98	97	1	298
Groceries and foods (specialty lines)	44	7,543	1,387	18.4	31	424	529	523	6	623
Canned foods	4	1,147	82	7.1	5	32	47	47	---	111
Coffee, tea, and spices	4	583	184	31.6	3	62	74	73	1	48
Coffee roasting and spice grinding	6	644	177	27.5	2	62	92	92	---	46
Confectionery	8	543	118	21.7	7	35	45	44	1	41
Fish and sea foods	4	1,049	222	21.2	2	78	81	80	1	39
All other	18	3,577	604	16.9	12	155	190	187	3	338
Hardware	4	3,719	590	15.9	2	186	400	399	1	1,006
Lumber and construction materials	7	1,179	186	15.8	3	64	88	87	1	104
Machinery—equipment—supplies	55	11,212	2,541	22.5	39	730	1,288	1,276	12	1,732
Industrial machinery, equipment, and supplies:										
Road building	4	2,543	528	20.8	3	91	197	197	---	438
Mine and mill supplies	3	1,711	299	17.5	3	76	174	174	---	173
Printing and lithographing (except paper)	4	372	124	33.3	5	48	97	97	---	141
All other	8	2,151	426	19.9	5	165	239	237	2	426
Professional equipment and supplies	7	1,310	305	23.3	7	89	172	172	---	200
Service equipment and supplies:										
Barber and beauty supply houses	5	497	183	36.8	1	56	71	61	10	58
Laundry and dry cleaning	6	1,219	262	21.5	4	53	116	116	---	92
All other	7	343	108	31.5	5	42	63	63	---	55
All other	10	1,166	304	26.1	6	110	159	159	---	149
Metals and metal work (except scrap)	4	1,886	202	12.0	2	86	124	117	7	238
Paper and its products	12	2,107	391	18.6	3	128	212	212	---	476
Printing and writing papers	6	1,548	290	18.7	---	93	167	167	---	342
All other	6	559	101	18.1	3	35	45	45	---	134
Petroleum and its products	4	189	48	25.4	3	15	22	22	---	15
Plumbing and heating equipment and supplies	9	2,741	431	15.7	3	177	197	190	7	409
Plumbing and heating (general line)	3	2,300	356	15.5	---	154	172	165	7	365
All other	6	441	75	17.0	3	23	25	25	---	44
Tobacco and products (except leaf)	6	5,360	239	4.5	8	93	125	125	---	243
Waste materials	29	3,971	421	10.6	26	209	262	262	---	169
Iron and steel scrap	8	844	143	16.9	6	94	79	79	---	37
Junk and scrap (general line)	6	68	17	25.0	8	16	10	10	---	23
Waste paper, rags, and rubber	5	888	128	14.4	2	64	112	112	---	60
All other	10	2,171	133	6.1	8	35	61	61	---	69
All other	23	6,194	1,006	16.2	10	371	649	648	1	1,039
Books, periodicals, and newspapers	5	1,025	168	16.4	1	71	116	115	1	46
Leather and shoe findings	4	439	125	28.5	1	43	78	78	---	146
Textiles and materials (other than dry goods)	4	2,634	338	12.8	1	111	260	260	---	400
Miscellaneous kinds of business 7	10	2,096	375	17.9	7	146	195	195	---	447
	MANUFACTURERS' SALES BRANCHES (With stocks)									
KINDS OF BUSINESS										
MANUFACTURERS' SALES BRANCHES (With stocks)	223	148,225	21,254	14.3	6	5,128	9,565	9,484	81	9,827
Amusement and sporting goods	12	7,552	1,127	14.9	---	407	723	696	27	271
Automotive	32	17,797	2,515	14.1	1	573	1,140	1,134	6	2,122
Trucks and tractors	5	5,140	544	10.6	---	135	253	251	2	702
Tires and tubes	12	10,805	1,641	15.2	---	349	740	736	4	1,171
All other	15	1,852	330	17.8	1	89	147	147	---	249
Chemicals and paints	10	6,846	1,741	25.4	---	300	655	646	9	490
Drugs and drug sundries	8	5,925	1,380	23.3	---	276	633	633	---	497
Dry goods (specialty lines)	4	966	165	17.2	---	44	94	94	---	91
Electrical goods	13	26,411	1,871	7.1	---	525	1,089	1,089	---	1,832
Apparatus and equipment	7	23,453	1,510	6.4	---	474	986	986	---	1,295
All other	6	2,958	361	12.2	---	51	123	123	---	537
Furniture and house furnishings	6	3,166	377	11.9	---	120	196	196	---	282
Groceries and foods (specialty lines)	26	33,907	4,839	13.5	---	982	1,565	1,552	13	859
Meats and provisions	2	13,969	1,115	8.0	---	471	563	552	11	429
All other	24	21,938	3,724	17.0	---	511	1,002	1,000	2	430
Lumber and construction materials	7	3,964	570	14.3	---	154	312	312	---	249

For footnotes, see end of table.

TABLE 1.—SALES, EXPENSES, PERSONNEL, PAY ROLL AND STOCKS

TYPES OF OPERATION BY KINDS OF BUSINESS—Continued

ATLANTA

TYPE OF OPERATION KIND OF BUSINESS	NUMBER OF ESTABLISHMENTS	SALES (add 000)	OPERATING EXPENSES (including pay roll) Amount (add 000)	OPERATING EXPENSES (including pay roll) Percent of sales	Active proprietors and unincorporated businesses	Number of employees (full-time and part-time) Average for year	PAY ROLL Total (add 000)	PAY ROLL Full-time (add 000)	PAY ROLL Part-time (add 000)	Stocks on hand, end of year, at cost (add 000)
ATLANTA—Con.										
	MANUFACTURERS' SALES BRANCHES (With stocks)—Con.									
KINDS OF BUSINESS										
MANUFACTURERS' SALES BRANCHES (With stocks)—Con.										
Machinery—equipment—supplies	65	$16,437	$3,242	19.7	4	1,065	$1,785	$1,764	$21	$1,896
Commercial equipment and supplies:										
Office machines and equipment	10	997	466	46.7	---	161	304	303	1	148
All other	6	882	277	31.4	---	75	149	148	1	28
Farm and dairy	4	4,042	624	15.4	---	182	302	300	2	648
Industrial machinery, equipment, and supplies:										
Power plant and power transmission	4	1,209	196	16.2	---	67	114	114	---	98
Printing and lithographing (except paper)	7	756	175	23.1	---	40	83	83	---	68
All other	18	4,872	744	15.3	[illegible]	208	412	411	1	590
Professional equipment and supplies	8	2,219	405	18.3	---	252	234	218	16	200
All other	8	1,460	355	24.3	---	80	167	167	---	116
Metals and metal work (except scrap)	8	5,939	689	11.6	---	95	203	203	---	296
Paper and its products	7	1,179	179	15.2	---	61	93	93	---	113
All other	25	16,122	2,559	15.9	1	526	1,077	1,072	5	1,035
Books, periodicals, and newspapers	6	1,716	539	31.4	1	118	214	213	1	202
Miscellaneous kinds of business [8]	19	14,406	2,020	14.0	---	408	863	859	4	833
	MANUFACTURERS' SALES OFFICES (Without stocks)									
KINDS OF BUSINESS										
MANUFACTURERS' SALES OFFICES (Without stocks)	92	76,322	6,690	8.8	---	772	2,059	2,051	8	---
Beer, wines, and liquors	4	5,052	467	9.2	---	41	110	110	---	---
Wines and liquors	4	5,052	467	9.2	---	41	110	110	---	---
Electrical goods	6	9,603	262	2.7	---	37	190	190	---	---
Groceries and foods (specialty lines)	5	11,817	3,022	25.6	---	143	339	339	---	---
Lumber and construction materials	6	7,218	755	10.5	---	108	315	314	1	---
Machinery—equipment—supplies	26	6,073	617	10.2	---	122	328	327	1	---
Industrial machinery, equipment, and supplies:										
Power plant and power transmission	5	1,508	132	8.8	---	22	72	72	---	---
Textile	4	1,538	104	6.8	---	20	54	54	---	---
All other	11	2,627	304	11.6	---	56	155	154	1	---
All other	6	400	77	19.3	---	24	47	47	---	---
Paper and its products	5	3,151	206	6.5	---	68	99	99	---	---
Plumbing and heating equipment and supplies	7	1,007	160	15.9	---	30	74	71	3	---
All other [9]	31	32,401	1,201	3.7	---	223	604	601	3	---
	PETROLEUM BULK STATIONS									
Petroleum and its products	13	11,555	1,602	13.9	1	387	522	517	5	599
	AGENTS AND BROKERS									
KINDS OF BUSINESS										
AGENTS AND BROKERS	206	64,475	1,706	2.6	215	435	697	673	24	130
Automotive	11	1,265	80	6.3	15	25	25	23	2	---
Automotive accessories and equipment	6	686	30	4.4	8	11	10	10	---	---
All other	5	579	50	8.6	7	14	15	13	2	---
Clothing and furnishings	6	2,327	48	2.1	7	10	9	9	---	---
Dry goods (specialty lines)	11	8,477	147	1.7	7	20	66	66	---	---
Cotton piece goods	5	7,370	125	1.7	1	15	57	57	---	---
All other	6	1,107	22	2.0	6	5	3	3	---	---
Electrical goods	28	4,386	239	5.4	30	49	65	63	2	20
Apparatus and equipment	2	516	31	6.0	4	5	3	3	---	---
Wiring supplies and construction materials	10	2,165	144	6.7	12	32	49	48	1	19
All other	13	1,703	64	3.8	14	12	13	12	1	1
Farm products—raw materials	10	6,908	64	.9	10	11	17	17	---	1
Cotton	7	3,949	41	1.0	6	7	12	12	---	1
All other	3	2,959	23	.8	4	4	5	5	---	---
Farm products—consumer goods	10	2,468	71	2.9	14	27	28	28	---	---
Fruits and vegetables (fresh)	7	2,179	64	2.9	11	23	27	27	---	---
All other	3	289	7	2.4	3	4	1	1	---	---
Farm supplies	5	3,771	57	1.5	6	9	17	17	---	5
Groceries and foods (specialty lines)	33	19,366	327	1.7	30	52	123	123	---	55
Canned foods	7	1,985	26	1.3	6	10	9	9	---	25
Flour	3	467	12	2.6	3	3	4	4	---	---
All other	23	16,913	289	1.7	21	39	150	150	---	31
Hardware	6	884	42	4.8	7	11	15	14	1	1

For footnotes, see end of table.

TABLE 1.—SALES, EXPENSES, PERSONNEL, PAY ROLL AND STOCKS

TYPES OF OPERATION BY KINDS OF BUSINESS—Continued

ATLANTA

TYPE OF OPERATION KIND OF BUSINESS	NUMBER OF ESTABLISHMENTS	SALES (add 000)	OPERATING EXPENSES (including pay roll) Amount (add 000)	OPERATING EXPENSES Percent of sales	Active proprietors of unincorporated businesses	Number of employees* (full-time and part time) Average for year	PAY ROLL* Total (add 000)	PAY ROLL Full-time (add 000)	PAY ROLL Part-time (add 000)	Stocks on hand, end of year, at cost (add 000)
ATLANTA—Con.	**AGENTS AND BROKERS—Con.**									
KINDS OF BUSINESS										
AGENTS AND BROKERS—Con.										
Lumber and construction materials	10	$966	$53	5.5	10	23	$28	$23	$5	---
Machinery--equipment--supplies	38	3,516	266	7.6	43	80	141	134	7	$26
Commercial equipment and supplies:										
Office machines and equipment	5	236	72	30.5	4	23	58	58	---	12
All other	4	281	25	8.9	4	11	17	15	2	2
Industrial machinery, equipment, and supplies	24	2,915	160	5.5	30	42	62	57	5	10
All other	5	84	[illegible]	10.7	5	4	4	4	---	2
Metals and metal work (except scrap)	5	299	30	10.0	6	6	5	5	---	1
Paper and its products	7	1,200	114	9.5	6	37	59	55	4	4
Plumbing and heating equipment and supplies	9	843	41	4.9	9	12	12	10	2	[illegible]
All other [10]	17	7,800	127	1.6	15	34	53	52	1	8
	ASSEMBLERS (Mainly farm products)									
KINDS OF BUSINESS										
ASSEMBLERS (Mainly farm products)	15	4,493	190	4.2	11	70	106	106	---	641
Farm products--consumer goods	11	2,102	142	6.8	8	46	70	70	---	10
Fruits and vegetables (fresh)	2	768	75	9.8	6	33	49	49	---	5
All other	5	1,334	67	5.0	2	13	21	21	---	5
All other [11]	4	2,391	48	2.0	3	24	36	36	---	631

* Employees and pay roll include paid executives of corporations but not the number and compensation of proprietors of unincorporated businesses.

†‡ Sales include taxes.

1 Data for 1935 exclude personnel and pay roll of 1 commission bulk station.

2 Includes 6 chain-store warehouses not classified as wholesale establishments in 1935 and 1939.

3 Includes 1 converter (textile); 5 waron distributors; and 1 retailer-cooperative warehouse.

4 Includes 2 independent bulk stations.

5 Includes 2 commission merchants; and 24 manufacturers' agents (with stocks).

6 Includes 2 cooperative marketing associations; and 4 cooperative sales agencies.

7 Includes 1 chemicals and paints; 1 jewelry; 2 flowers and nursery stock; 1 forest products (except lumber); 1 general merchandise; 1 optical goods; and 3 miscellaneous kinds of business.

8 Includes 2 clothing and furnishings; 2 farm products--consumer goods; 3 farm supplies; 1 hardware; 8 plumbing and heating equipment and supplies; 1 forest products (except lumber); 1 optical goods; and 1 miscellaneous kinds of business.

9 Includes 3 amusement and sporting goods; 2 automotive; 1 chemicals and paints; 3 dry goods (specialty lines); 2 farm supplies; 2 furniture and house furnishings; 3 hardware; 8 metals and metal work (except scrap); 1 petroleum and its products, 1 tobacco and products (except leaf); and 5 all other products.

10 Includes 1 amusement and sporting goods; 1 chemicals and paints; 1 drugs and drug sundries (specialty lines); 2 furniture and house furnishings; 2 jewelry; and 10 all other products.

11 Includes 3 farm products--raw materials; and 1 groceries and foods (specialty lines).

TABLE 1.—SALES, EXPENSES, PERSONNEL, PAY ROLL AND STOCKS

TYPES OF OPERATION BY KINDS OF BUSINESS

BALTIMORE

TYPE OF OPERATION / KIND OF BUSINESS	NUMBER OF ESTABLISHMENTS	SALES (add 000)	OPERATING EXPENSES (on active pay roll) Amount (add 000)	OPERATING EXPENSES (on active pay roll) Percent of sales	Average paid full-time equivalent employees during active business	Number of employees (full-time equivalent) Average for year	PAY ROLL Total (add 000)	PAY ROLL Full-time (add 000)	PAY ROLL Part-time (add 000)	Stocks, end of year (add 000)
BALTIMORE, TOTALS, 1939	1,664	2579,828	258,009	10.0	1,219	17,715	328,223	327,696	527	32[illegible],[illegible]27
1935	1,[illegible]	424,478	44,298	10.4	1,176	15,072	22,[illegible]	21,661	241	27,[illegible]
1929	1,588	621,141	61,425	10.0	1,007	18,[illegible]	29,038	---	---	44,409
TYPES OF OPERATION										
SERVICE AND LIMITED-FUNCTION WHOLESALERS	1,163	290,097	32,842	11.3	917	12,329	18,019	17,822	197	26,633
Wholesale merchants	1,101	254,517	28,155	11.1	876	10,618	15,414	15,227	187	21,696
Voluntary group wholesalers	6	16,811	2,411	14.3	9	941	1,317	1,315	2	2,619
Converters (textile)	3	907	54	6.0	2	11	34	34	---	125
Export merchants	5	3,217	520	16.2	3	196	300	299	1	344
Importers	14	5,658	789	13.9	5	257	341	336	5	741
Industrial distributors	6	3,692	585	15.8	3	21	424	424	---	476
Cash-and-carry wholesalers	4	237	12	5.1	5	5	4	4	---	19
Drop shippers or desk jobbers	15	4,689	264	5.6	8	72	152	150	2	6
Mayon distributors	9	369	52	14.1	8	29	33	33	---	9
MANUFACTURERS' SALES BRANCHES (With stocks	126	117,492	17,495	14.9	3	3,111	6,259	6,218	41	5,247
MANUFACTURERS' SALES OFFICES (Without stocks	49	62,934	2,300	3.7	---	358	983	980	3	---
PETROLEUM BULK STATIONS AND TERMINALS	24	23,270	2,312	9.9	6	696	1,341	1,184	157	1,822
Independent bulk stations	9	1,085	184	17.0	4	65	96	96	---	67
Salary stations	15	22,185	2,128	9.6	2	631	1,245	1,088	157	1,755
AGENTS AND BROKERS	273	73,523	2,328	3.2	275	792	1,234	1,184	4	409
Brokers (merchandise)	53	16,754	300	1.8	47	105	128	124	4	76
Commission merchants	50	20,955	798	3.8	60	286	427	421	6	123
Manufacturers' agents (with stocks)	34	1,747	240	13.7	24	91	173	173	---	179
Manufacturers' agents (without stocks)	119	16,137	488	3.0	126	181	227	204	23	---
Selling agents	20	11,967	325	2.7	10	79	163	163	---	15
All other	7	5,963	167	2.8	8	73	106	99	7	16
ASSEMBLERS (Mainly farm products	20	11,322	732	6.5	14	429	396	308	88	242
Packers and shippers	14	2,443	595	24.4	18	348	364	217	87	241
All other	6	8,869	137	1.5	---	46	92	91	1	1
SERVICE AND LIMITED-FUNCTION WHOLESALERS										
KINDS OF BUSINESS										
SERVICE AND LIMITED-FUNCTION WHOLESALERS	1,163	290,097	32,842	11.3	917	12,329	18,019	17,822	197	26,633
Amusement and sporting goods	18	1,368	270	19.7	18	106	141	138	3	234
Sporting goods	4	222	52	23.4	2	15	26	26	---	29
Toys, novelties, and fireworks	10	703	159	22.6	10	69	85	82	3	123
All other	4	443	59	13.3	3	22	30	30	---	58
Automotive	50	52,588	1,888	3.6	44	732	1,134	1,134	---	1,017
Automobiles (new and used)	3	47,989	606	1.3	---	189	374	374	---	61
Trucks and tractors	5	776	195	25.1	4	81	131	131	---	79
Automotive accessories and equipment	18	2,018	537	26.6	18	216	298	298	---	461
Automotive parts	19	1,383	444	32.1	18	192	273	273	---	335
Tires and tubes	5	442	106	24.0	4	61	58	58	---	61
Beer, wines, and liquors	29	18,977	1,958	10.3	18	686	1,200	1,168	32	4,168
Beer and ale	5	315	47	14.9	3	28	24	24	---	6
Wines and liquors	24	18,662	1,911	10.2	15	658	1,176	1,144	32	2,162
Chemicals and paints	23	4,872	908	18.6	11	241	493	492	1	994
Paints and varnishes	15	2,162	683	31.6	6	206	368	368	---	510
All other	8	2,710	225	8.3	5	35	125	124	1	484
Clothing and furnishings	70	12,922	1,608	12.4	73	455	770	768	2	1,735
Clothing and furnishings (general line)	7	318	42	13.2	8	14	14	14	---	7[illegible]
Men's and boys'	29	2,497	372	14.9	27	96	160	160	---	345
Women's and children's	16	2,025	299	14.8	17	105	141	139	2	178
Millinery and millinery supplies	5	1,296	206	15.9	7	61	102	102	---	59
Shoes and other footwear	13	6,786	687	10.1	14	179	353	353	---	1,104
Coal and coke	20	5,855	381	6.5	8	128	219	209	10	76
Drugs (general line)	5	4,356	584	13.4	7	297	353	353	---	592
Drugs and drug sundries (specialty lines)	16	1,750	329	18.8	10	149	191	190	1	219
Drug specialties and sundries	8	1,175	189	16.1	6	91	128	127	1	193
All other	8	575	140	24.3	4	58	63	63	---	26
Dry goods (general line)	2	8,329	1,061	12.7	43	393	627	626	1	1,701
Dry goods (specialty lines)	42									
Electrical goods	34	10,575	1,473	13.9	17	575	871	869	2	1,145
Electrical merchandise (general line	5	5,173	568	11.0	8	214	369	369	1	495
Wiring supplies and construction materials	10	1,611	240	14.9	2	98	136	135	1	246
Radios and equipment	7	1,111	181	16.3	5	58	96	96	---	124
All other	12	2,680	484	18.1	5	160	272	272	---	367
Farm products--raw materials	14	3,[illegible]	432	16.4	11	93	80	78	2	574
Tobacco (leaf	3	1,736	38	2.2	2	12	19	19	---	67
All other	11	2,146	364	17.0	9	41	61	59	2	507

For footnotes, see end of table.

TABLE 1.—SALES, EXPENSES, PERSONNEL, PAY ROLL AND STOCKS

BALTIMORE

TYPES OF OPERATION BY KINDS OF BUSINESS—Continued

TYPE OF OPERATION KIND OF BUSINESS	NUMBER OF ESTABLISHMENTS	SALES (add 000)	OPERATING EXPENSES (including pay roll) Amount (add 000)	OPERATING EXPENSES Percent of sales	Active proprietors and unincorporated businesses	Number of employees* (full-time and part-time) Average for year	PAY ROLL* Total (add 000)	PAY ROLL* Full time (add 000)	PAY ROLL* Part-time (add 000)	Stocks on hand, end of year, at cost (add 000)
BALTIMORE—Con.	SERVICE AND LIMITED-FUNCTION WHOLESALERS—Con.									
KINDS OF BUSINESS										
SERVICE AND LIMITED-FUNCTION WHOLESALERS—Con.										
Farm products--consumer goods	153	$28,225	$2,329	8.3	145	892	$1,088	$1,067	$21	$476
Dairy products	6	846	250	29.6	4	70	94	93	1	21
Dairy and poultry products	13	4,754	414	8.7	6	158	194	193	1	228
Poultry and poultry products	25	3,172	290	9.1	26	184	156	144	12	12
Fruits and vegetables (fresh)	91	16,468	1,256	7.6	92	435	589	584	5	187
Fresh fruits only	18	2,985	119	4.0	17	45	55	53	2	28
Farm supplies	18	6,542	551	8.4	14	173	234	228	6	647
Feed	6	1,895	92	4.9	4	39	43	43	---	26
Seeds	5	2,230	294	13.2	5	89	133	133	---	296
All other	7	2,417	165	6.8	5	45	58	52	6	325
Furniture and house furnishings	22	3,624	574	15.8	15	185	270	268	2	816
Floor coverings	6	2,086	261	12.5	2	75	132	132	---	540
Musical instruments and sheet music	3	165	38	23.0	2	12	13	13	--	49
All other	13	1,373	275	20.0	11	98	125	123	2	227
Groceries (general line)	16	14,690	1,066	7.3	15	512	644	618	26	2,138
Voluntary group wholesalers	5	6,108	482	7.9	9	225	308	307	1	838
All other	11	8,582	584	6.8	6	287	336	311	25	1,300
Groceries and foods (specialty lines)	175	22,747	3,488	15.3	156	1,322	1,740	1,731	9	1,615
Canned foods	6	910	110	12.1	6	46	66	66	---	115
Coffee, tea, and spices	11	553	122	22.1	12	46	66	66	---	69
Coffee roasting and spice grinding	3	851	357	42.0	2	132	152	151	1	91
Confectionery	27	2,202	402	18.3	22	152	205	204	1	128
Fish and sea foods	37	4,282	515	12.0	34	210	250	249	1	69
Flour	3	464	46	10.0	5	19	24	24	---	38
Meats and provisions	35	5,491	748	13.6	28	265	409	405	4	208
Other food and grocery specialties	53	7,998	1,188	14.9	49	452	568	566	2	897
Hardware	11	2,392	350	14.6	7	150	238	238	---	364
General line (with industrial department)	4	1,285	184	14.3	3	85	141	141	---	184
General line (without industrial department)	4	906	145	16.0	2	55	84	84	---	148
Specialty lines	3	201	21	10.4	2	10	13	13	---	32
Jewelry	19	2,060	300	14.6	14	106	174	174	---	348
Jewelry (general line)	5	1,658	187	11.3	6	70	118	118	---	252
All other	14	402	113	28.1	[redacted]	36	56	56	---	96
Lumber and construction materials	35	8,800	1,408	16.0	13	603	893	881	12	1,133
Lumber	16	3,534	550	15.6	6	219	334	329	5	587
Millwork	3	1,531	281	18.4	1	143	222	222	---	271
All other	16	3,735	577	15.4	6	241	337	330	7	275
Machinery--equipment--supplies	112	14,271	2,942	20.6	62	1,015	1,764	1,756	8	1,999
Commercial equipment and supplies:										
Restaurant and hotel supply houses	6	537	133	24.8	1	56	80	80	---	83
Store fixtures and equipment	4	390	108	27.7	2	41	68	68	---	54
All other	7	829	181	21.8	4	85	111	108	3	54
Industrial machinery, equipment, and supplies:										
Belting, hose, and packing	5	199	48	24.1	5	20	25	25	---	26
Mine and mill supplies	6	1,508	279	18.5	5	86	204	204	---	234
Printing and lithographing (except paper)	3	146	34	23.3	2	10	17	16	1	14
All other	30	4,168	767	18.4	18	238	450	449	1	479
Professional equipment and supplies:										
Surgical, medical, and hospital	5	707	193	27.3	2	44	131	131	---	81
All other	4	519	145	27.9	1	57	85	85	---	107
Service equipment and supplies:										
Barber and beauty supply houses	12	453	138	30.5	5	64	77	77	---	88
Laundry and dry cleaning	5	1,050	199	19.0	3	58	99	[redacted]	1	[redacted]
Tailors' supplies	3	176	29	16.5	3	9	13	13	---	39
Upholsterers' supplies	5	972	195	20.1	3	76	109	109	---	207
All other	9	283	91	32.2	8	41	54	52	2	80
All other	8	2,334	402	17.2	---	128	241	241	---	354
Metals and metal work (except scrap)	23	4,135	670	16.2	14	210	345	344	1	832
Building metal work	7	218	54	24.8	6	28	28	28	---	27
Iron and steel products (flat)	6	1,736	329	19.0	1	96	177	177	---	415
Iron and steel finished products (N. E. C.)	3	660	111	16.8	2	31	43	42	1	173
All other	7	1,521	176	11.6	5	55	97	97	---	217
Paper and its products	55	9,257	1,618	17.5	33	542	920	919	1	1,099
Wrapping or coarse paper and products	25	3,061	538	17.6	20	186	320	319	1	424
Printing and writing papers	10	4,594	603	13.1	1	185	369	369	---	440
Stationery and stationery supplies	7	697	190	27.3	5	63	98	98	---	60
Wallpaper	13	905	287	31.7	7	108	133	133	---	175
Petroleum and its products	13	956	214	22.4	11	70	108	106	2	66
Plumbing and heating equipment and supplies	35	7,101	1,278	18.0	15	436	757	753	4	849
Plumbing and heating (general line)	15	4,363	720	16.5	8	244	421	420	1	573
Heating (including stoves and ranges)	7	898	255	28.4	5	97	163	163	---	99
Plumbing fixtures, equipment, and supplies	9	1,569	239	15.2	3	75	142	139	3	162
All other	4	271	64	23.6	1	14	31	31	---	15

For footnotes, see end of table.

TABLE 1.—SALES, EXPENSES, PERSONNEL, PAY ROLL AND STOCKS

TYPES OF OPERATION BY KINDS OF BUSINESS—Continued

BALTIMORE

TYPE OF OPERATION KIND OF BUSINESS	NUMBER OF ESTABLISHMENTS	SALES (add 000)	OPERATING EXPENSES (including pay roll) Amount (add 000)	OPERATING EXPENSES Percent of sales	Active proprietors of unincorporated businesses	Number of employees (full-time and part-time) Average for year	PAY ROLL Total (add 000)	PAY ROLL Full-time (add 000)	PAY ROLL Part-time (add 000)	Stocks on hand, end of year, at cost (add 000)
BALTIMORE—Con.										
						SERVICE AND LIMITED-FUNCTION WHOLESALERS—Con.				
KINDS OF BUSINESS										
SERVICE AND LIMITED-FUNCTION WHOLESALERS—Con.										
Tobacco and products (except leaf)	31	$16,676	$852	5.1	36	323	$472	$472	---	2522
Waste materials	77	8,455	1,576	18.6	76	896	744	736	$14	1,102
Iron and steel scrap	14	4,657	903	19.4	12	456	420	419	1	996
Junk and scrap (general line)	25	479	96	20.0	23	77	45	40	5	40
Waste paper, rags, and rubber	19	1,744	380	21.8	19	283	211	206	5	151
Non-ferrous metals	5	985	114	11.6	6	32	25	25	--	67
All other	14	590	83	14.1	16	54	43	40	3	24
All other products	45	14,892	2,766	18.8	34	1,141	1,549	1,512	37	2,136
						MANUFACTURERS' SALES BRANCHES (With stocks)				
KINDS OF BUSINESS										
MANUFACTURERS' SALES BRANCHES (With stocks)	135	117,492	17,495	14.9	3	3,111	6,259	6,218	41	5,947
Automotive	10	7,846	1,177	15.0	---	336	669	667	2	726
Tires and tubes	4	4,097	637	15.5	---	155	319	317	2	331
All other	6	3,749	540	14.4	---	181	350	350	---	395
Chemicals and paints	5	4,293	350	8.2	---	72	139	138	1	263
Dry goods (specialty lines)	4	975	113	11.6	---	25	47	47	---	43
Electrical goods	4	11,796	431	3.7	---	105	270	270	---	62
Farm supplies	5	3,578	726	20.3	---	124	226	226	---	157
Fertilizer	5	3,578	726	20.3	---	124	226	226	---	157
Groceries and foods (specialty lines)	23	51,640	6,156	11.9	---	996	2,028	2,020	8	1,833
Canned foods	5	5,014	1,011	20.2	---	184	435	431	4	614
Meats and provisions	5	8,937	597	6.7	---	198	355	351	4	142
Other food and grocery specialties	13	37,689	4,548	12.1	---	614	1,238	1,238	---	1,077
Lumber and construction materials	8	3,505	802	22.9	---	211	387	377	10	576
Machinery—equipment--supplies	36	8,237	1,795	21.8	2	557	1,087	1,082	5	718
Commercial equipment and supplies:										
Office machines and equipment	9	1,411	454	32.2	---	160	301	301	---	146
All other	7	1,075	398	37.0	2	144	289	284	5	87
Industrial machinery, equipment, and supplies:										
Printing and lithographing (except paper)	5	470	121	25.7	---	30	64	64	---	44
All other	5	764	147	19.2	---	40	79	79	---	133
Service equipment and supplies	4	495	71	14.3	---	18	42	42	---	48
All other	5	4,022	604	15.0	---	165	312	312	---	256
Metals and metal work (except scrap)	6	3,282	420	12.8	---	129	225	225	---	650
Paper and its products	5	302	68	22.5	---	24	45	45	---	30
Plumbing and heating equipment and supplies	8	3,408	414	12.1	---	96	204	204	---	269
All other [5]	21	18,630	5,043	27.1	1	436	932	917	15	623
						MANUFACTURERS' SALES OFFICES (Without stocks)				
KINDS OF BUSINESS										
MANUFACTURERS' SALES OFFICES (Without stocks)	49	62,934	2,300	3.7	---	358	983	980	3	---
Lumber and construction materials	5	3,412	316	9.3	---	50	162	162	---	---
Machinery--equipment--supplies	12	13,705	606	4.4	---	92	341	341	---	---
Industrial machinery, equipment, and supplies	8	13,451	585	4.3	---	83	321	321	---	---
All other	4	254	23	9.1	---	9	20	20	---	---
Metals and metal work (except scrap)	8	35,212	384	1.1	---	84	281	281	---	---
Plumbing and heating equipment and supplies	5	412	42	10.2	---	13	[illegible]	[illegible]	1	---
All other [6]	19	10,193	950	9.3	---	113	239	237	2	---
						PETROLEUM BULK STATIONS AND TERMINALS				
Petroleum and its products	24	23,270	2,312	9.9	6	696	1,341	1,184	157	1,[illegible]
						AGENTS AND BROKERS				
KINDS OF BUSINESS										
AGENTS AND BROKERS	273	73,523	2,328	3.2	475	792	1,244	1,184	40	409
Chemicals and paints	3	1,676	13	.8	3	3	3	3	---	---

For footnotes, see end of table.

TABLE 1.—SALES, EXPENSES, PERSONNEL, PAY ROLL AND STOCKS

BALTIMORE

TYPES OF OPERATION BY KINDS OF BUSINESS—Continued

TYPE OF OPERATION / KIND OF BUSINESS	NUMBER OF ESTABLISHMENTS	SALES (add 000)	OPERATING EXPENSES (including pay roll) Amount (add 000)	OPERATING EXPENSES Percent of sales	Active proprietors of unincorporated businesses	Number of employees* (full time and part-time) Average for year	PAY ROLL* Total (add 000)	PAY ROLL* Full-time (add 000)	PAY ROLL* Part-time (add 000)	Stocks on hand, end of year, at cost (add 000)
BALTIMORE—Con.										
KINDS OF BUSINESS										
AGENTS AND BROKERS—Con										
AGENTS AND BROKERS—Con.										
Clothing and furnishings	14	$1,057	$18	1.7	13	5	$3	$3	---	$1
Men' and boys'	4	279	5	1.8	3	1	1	1	---	---
Shoes and other footwear	4	600	5	.8	4	---	---	---	---	---
All other	6	178	8	4.5	6	4	2	2	---	1
Coal and coke	7	1,984	87	4.4	1	14	42	42	---	---
Dry goods (specialty lines)	36	11,279	175	1.6	31	48	73	73	---	5
Notions	6	2,211	91	4.1	5	32	36	36	---	2
Piece goods:										
Cotton	12	6,129	58	.9	6	12	33	33	---	---
Woolen and worsted	3	285	2	.7	3	---	---	---	---	---
Other	10	2,347	15	.6	10	3	3	3	---	3
All other	5	312	9	2.9	5	1	1	1	---	---
Farm products--raw materials	17	7,473	144	1.9	22	45	81	80	$1	64
Tobacco (leaf	6	4,156	58	1.4	10	18	39	39	---	13
All other	11	3,317	86	2.6	12	27	42	41	1	51
Farm products--consumer goods	42	17,250	700	4.1	46	281	386	373	13	48
Poultry and poultry products	10	1,702	98	5.8	11	43	54	54	---	2
Fruits and vegetables (fresh	28	9,806	479	4.9	32	184	255	249	6	45
All other	4	5,742	123	2.1	3	54	77	70	7	1
Farm supplies	8	1,186	29	2.4	3	6	12	12	---	---
Furniture and house furnishings	9	772	29	3.8	10	8	11	11	---	---
Groceries and foods (specialty lines	39	14,744	349	2.4	43	107	166	165	1	93
Canned foods	10	2,809	97	3.5	7	28	51	51	---	61
Flour	5	488	29	5.9	6	10	14	14	---	8
All other	24	11,447	223	1.9	30	69	101	100	1	24
Hardware	6	1,703	38	2.2	11	9	17	17	---	1
General line (without industrial department	3	1,560	35	2.3	8	7	14	14	---	---
Specialty lines	3	143	3	2.1	3	2	3	3	---	1
Jewelry	3	302	11	3.6	4	4	5	5	---	1
Lumber and construction materials	9	1,796	52	2.9	9	14	18	17	1	---
Lumber	4	1,444	33	2.3	3	8	13	12	1	---
All other	5	352	19	5.4	6	6	5	5	---	---
Machinery--equipment--supplies	40	3,903	320	8.2	39	113	208	200	8	151
Commercial equipment and supplies:										
Office machines and equipment	3	376	113	30.1	2	41	103	103	---	28
All other	5	182	9	4.9	5	3	4	4	---	---
Industrial machinery, equipment, and supplies:										
Power plant and power transmission	3	275	30	10.9	3	7	13	13	---	5
All other	20	2,799	153	5.5	21	56	82	75	7	115
Transportation equipment and supplies	5	190	7	3.7	4	2	2	1	1	1
All other	4	81	8	9.9	4	4	4	4	---	2
Metals and metal work (except scrap	7	459	28	6.1	7	21	28	13	15	---
Iron and steel products (general line	3	90	10	11.1	3	7	7	6	1	---
All other	4	369	18	4.9	4	14	21	7	14	---
Paper and its products	6	1,868	77	4.1	6	25	47	47	---	10
Wrapping or coarse paper and products	3	1,581	51	3.2	3	11	30	30	---	---
Stationery and stationery supplies	3	287	26	9.1	3	14	17	17	---	10
Plumbing and heating equipment and supplies	4	477	32	6.7	4	11	12	12	---	4
All other [7]	26	5,594	228	4.0	23	78	112	111	1	31
ASSEMBLERS (Mainly farm products)										
KINDS OF BUSINESS										
ASSEMBLERS (Mainly farm products,	20	11,312	732	6.5	18	429	396	308	88	242
Farm products--raw materials	7	2,125	194	9.1	---	42	100	100	---	225
Farm products--consumer goods	4	6,919	89	1.3	1	51	60	59	1	---
Groceries and foods (specialty lines)	13	2,268	449	19.8	17	356	236	149	87	17
Fish and sea foods	13	2,268	449	19.8	17	356	236	149	87	17

* Employees and pay roll include part executives of corporations but not the number and compensation of proprietors of unincorporated businesses.

** Sales include taxes.

1 Includes 2 retailer-cooperative warehouses.

2 Includes 1 distributing terminal.

3 Includes 3 auction companies; 2 export agents; and 2 import agents.

4 Includes 3 cooperative marketing associations; and 2 cooperative sales agencies.

5 Includes 2 amusements and sporting goods; 2 beer, wines, and liquors; 3 clothing and furnishings; 3 drugs and drug sundries (specialty lines); 1 farm products--consumer goods; 1 furniture and house furnishings; 1 hardware; 2 petroleum and its products; and 2 all other products.

6 Includes 1 beer, wines, and liquors; 1 chemicals and paints; 1 dry goods (specialty lines); 2 electrical goods; 4 groceries and foods (specialty lines); 3 paper and its products; 1 petroleum and its products; 1 tobacco and products (except leaf); and 5 all other products.

7 Includes 1 amusement and sporting goods; 2 automotive; 1 beer, wines, and liquors; 1 drugs and drug sundries (specialty lines); 11 electrical goods; 2 tobacco and products (except leaf); 1 waste materials; and 7 all other products.

TABLE 1.—SALES, EXPENSES, PERSONNEL, PAY ROLL AND STOCKS

TYPES OF OPERATION BY KINDS OF BUSINESS

BOSTON

TYPE OF OPERATION / KIND OF BUSINESS	NUMBER OF ESTABLISHMENTS	SALES (add 000)	OPERATING EXPENSES (including pay roll) Amount (add 000)	OPERATING EXPENSES Percent of sales	Active proprietors and members of partnerships	Number of employees (full time and part time) average for year	PAY ROLL Total (add 000)	PAY ROLL Full time (add 000)	PAY ROLL Part time (add 000)	Stocks on hand, end of year, at cost (add 000)
BOSTON, TOTALS, 1939	3,361	$1,634,784	$150,025	9.2	1,737	38,298	$75,002	$73,974	$1,028	$107,799
1935 [1]	3,330	1,329,043	113,419	8.5	1,852	32,292	66,552	59,715	837	87,273
1929	3,637	2,306,886	206,400	8.9	1,507	47,525	102,663	---	---	158,301
TYPES OF OPERATION										
SERVICE AND LIMITED-FUNCTION WHOLESALERS	1,913	767,263	89,959	11.7	981	23,018	46,196	45,582	614	81,416
Wholesale merchants [2]	1,802	706,081	83,472	11.8	949	21,453	42,940	42,348	592	72,664
Voluntary group wholesalers	8	3,931	313	8.0	---	81	154	150	4	416
Converters (textile)	14	8,358	899	10.7	4	184	566	562	2	1,286
Importers	45	25,127	3,292	13.1	17	732	1,447	1,444	3	5,254
Industrial distributors	9	3,565	845	23.7	2	244	468	461	7	906
Cash-and-carry wholesalers	10	1,014	78	7.7	5	31	41	35	6	34
Drop shippers or desk jobbers	19	10,378	598	5.8	4	114	328	328	---	16
Retailer-cooperative warehouses	6	6,799	462	6.8	---	179	313	313	---	842
MANUFACTURERS' SALES BRANCHES (With stocks)	366	314,426	36,126	11.5	2	8,386	17,565	17,445	120	19,905
MANUFACTURERS' SALES OFFICES (Without stocks)	188	117,282	9,277	7.9	1	1,517	3,765	3,693	72	---
PETROLEUM BULK STATIONS AND TERMINALS [3]	14	19,791	2,292	11.6	3	583	1,093	1,090	3	1,121
Salary stations	5	5,112	878	17.2	---	260	459	457	2	246
All other [3]	9	14,679	1,414	9.6	3	323	634	633	1	875
AGENTS AND BROKERS	858	385,239	10,520	2.7	740	2,196	5,413	5,299	114	4,278
Auction companies	5	10,759	166	1.5	8	44	68	67	1	2
Brokers (merchandise)	186	150,779	1,894	1.3	170	343	909	896	13	108
Commission merchants	78	79,612	2,490	3.1	52	556	1,367	1,332	36	1,642
Import agents	21	14,426	136	.9	22	38	57	57	---	67
Manufacturers' agents (with stocks)	71	10,819	1,316	12.2	59	361	737	724	13	527
Manufacturers' agents (without stocks)	411	51,138	1,973	3.9	370	454	895	844	51	---
Selling agents	73	61,526	2,386	3.9	48	362	1,305	1,304	1	1,803
All other [4]	13	6,200	159	2.6	11	30	75	75	---	128
ASSEMBLERS (Mainly farm products)	22	30,783	1,851	6.0	10	596	970	865	105	1,079
Cooperative marketing associations	3	4,455	807	18.1	---	289	458	427	31	28
Packers and shippers	12	2,338	517	22.1	8	196	269	195	74	152
All other [5]	7	23,990	527	2.2	2	111	243	243	---	901
SERVICE AND LIMITED-FUNCTION WHOLESALERS										
KINDS OF BUSINESS										
SERVICE AND LIMITED-FUNCTION WHOLESALERS	1,913	767,263	89,959	11.7	981	23,018	46,196	45,582	614	81,416
Amusement and sporting goods	38	4,692	1,283	26.9	19	477	709	708	1	646
Cameras and photographic supplies	3	529	104	19.7	1	25	50	50	---	75
Motion picture equipment and supplies (except films)	3	306	62	20.3	1	16	30	30	---	48
Motion picture film exchanges	11	442	201	45.5	3	68	137	137	---	34
Sporting goods	7	1,392	358	25.7	3	117	203	203	---	290
Toys, novelties, and fireworks	8	999	183	18.3	6	62	84	83	1	141
All other	6	1,024	355	34.7	5	189	205	205	---	100
Automotive	57	64,385	3,683	5.7	17	1,101	1,971	1,943	28	1,944
Automobiles (new and used)	9	58,112	2,277	3.9	---	633	1,188	1,163	25	975
Automotive accessories and equipment	19	2,443	535	21.9	6	194	309	306	3	281
Automotive parts	22	2,859	663	23.2	9	206	355	355	---	536
All other	7	971	208	21.4	2	68	119	119	---	152
Beer, wines, and liquors	37	30,499	3,719	12.2	2	1,001	2,006	1,978	22	3,875
Beer and ale	11	9,123	1,225	13.4	---	325	551	547	4	839
Wines and liquors	26	21,376	2,494	11.7	2	676	1,449	1,431	18	3,036
Chemicals and paints	36	9,675	1,598	16.5	12	267	808	802	6	784
Dyestuffs	9	4,621	888	19.2	6	102	441	437	4	339
Industrial chemicals	7	3,311	244	7.4	---	37	116	116	---	200
Paints and varnishes	11	1,479	387	26.2	1	100	203	203	---	219
All other	9	264	79	29.9	5	28	48	46	2	26
Clothing and furnishings	238	51,592	6,815	13.2	105	1,806	3,672	3,653	19	6,041
Clothing and furnishings (general line)	12	4,071	778	19.1	4	313	546	545	1	765
Men's and boys'	64	10,077	1,461	14.5	19	401	837	834	3	1,323
Women's and children's	61	13,839	1,813	13.1	28	472	963	949	14	732
Furs, dressed, and fur clothing	12	782	111	14.2	5	28	55	55	---	47
Millinery and millinery supplies	13	1,238	214	17.3	10	77	113	112	1	18
Shoes and other footwear	76	21,585	2,438	11.3	39	515	1,158	1,158	---	3,156
Coal and coke	26	56,899	2,506	4.4	8	391	1,288	1,267	21	1,395
Drugs (general line)	3	7,692	1,081	14.1	---	351	603	603	---	945
Drugs and drug sundries (specialty lines)	13	809	202	25.0	2	88	113	113	---	94
Proprietary medicines	6	304	83	27.3	1	49	50	50	---	34
All other	7	505	119	23.6	1	39	63	63	---	60
Dry goods (general line)	2									
Dry goods (specialty lines)	100	23,112	2,946	12.7	54	732	1,571	1,563	8	3,274
Electrical goods	54	19,547	3,286	16.8	17	947	1,836	1,821	15	2,649
Electrical merchandise (general line)	6	8,026	1,235	15.4	---	334	851	851	---	681
Wiring supplies and construction materials	17	1,281	269	21.0	4	100	160	157	3	194
Radios and equipment	12	2,350	415	17.7	8	132	236	236	---	328
All other	19	7,890	1,367	17.3	5	382	769	777	12	856

For footnotes, see end of table.

TABLE 1.—SALES, EXPENSES, PERSONNEL, PAY ROLL AND STOCKS

TYPES OF OPERATION BY KINDS OF BUSINESS—Continued

BOSTON

TYPE OF OPERATION KIND OF BUSINESS	NUMBER OF ESTABLISHMENTS	SALES (add 000)	OPERATING EXPENSES (including pay roll) Amount (add 000)	OPERATING EXPENSES (including pay roll) Percent of sales	Active proprietors of unincorporated businesses	Number of employees* (full-time and part-time) Average for year	PAY ROLL* Total (add 000)	PAY ROLL* Full-time (add 000)	PAY ROLL* Part-time (add 000)	Stocks on hand, end of year, at cost (add 000)
BOSTON—Con.	**SERVICE AND LIMITED-FUNCTION WHOLESALERS—Con.**									
KINDS OF BUSINESS										
SERVICE AND LIMITED-FUNCTION WHOLESALERS—Con.										
Farm products--raw materials	102	$153,883	$10,210	6.6	68	859	$3,378	$3,351	$27	$24,407
Cotton	7	15,226	747	4.9	3	82	204	204	---	1,059
Hides, skins, and raw furs	[illegible]	1,766	170	9.6	1	31	74	73	1	314
Tobacco (leaf)	3	187	43	23.0	---	13	25	24	1	[illegible]
Wool and mohair	81	136,037	9,219	6.8	62	747	3,062	3,037	25	22,842
All other	3	667	31	4.6	2	[illegible]	13	13	---	143
Farm products--consumer goods	170	57,479	6,991	12.2	150	2,118	3,907	3,835	72	792
Dairy products	9	8,727	2,666	30.5	1	800	1,663	1,660	3	135
Dairy and poultry products	12	4,978	471	9.5	7	153	291	291	---	140
Poultry and poultry products	22	7,935	680	8.6	15	172	387	376	11	251
Fruits and vegetables (fresh)	110	26,003	2,428	9.3	111	687	1,143	1,123	20	217
Fresh fruits only	17	9,836	746	7.6	16	308	423	385	38	49
Farm supplies	7	4,603	599	13.0	1	243	447	445	2	322
Feed	3	3,643	374	10.3	---	122	278	278	---	85
All other	4	960	225	23.4	1	121	169	167	2	237
Furniture and house furnishings	65	13,411	2,450	18.3	34	662	1,242	1,238	[illegible]	2,864
China, glassware, and crockery	7	940	324	34.5	1	101	139	139	---	178
Floor coverings	20	5,799	888	15.3	12	186	395	395	---	1,174
Furniture (household)	14	1,638	423	25.8	6	110	186	184	2	361
House furnishings (except as specified)	19	4,828	760	15.7	7	242	490	488	2	1,040
Musical instruments and sheet music	5	206	55	26.7	[illegible]	23	32	32	---	111
Groceries (general line)	23	25,847	4,389	17.0	2	1,428	2,527	2,447	80	4,798
Not sponsoring cooperative or voluntary groups	14	19,088	3,898	20.4	2	1,272	2,232	2,153	79	3,886
Voluntary group wholesalers	6	2,806	240	8.6	---	60	118	117	1	415
All other	3	3,953	251	6.3	---	96	177	177	---	497
Groceries and foods (specialty lines)	226	78,648	13,446	17.1	132	3,545	6,310	6,143	167	5,727
Canned foods	7	868	144	16.6	4	64	76	76	---	101
Coffee, tea, and spices	25	11,670	2,895	24.4	7	[illegible]	1,275	1,274	1	2,047
Coffee roasting and spice grinding	5	3,837	1,481	38.6	4	324	616	616	---	892
Confectionery	10	519	61	11.8	10	24	25	25	---	26
Fish and sea foods	46	11,241	2,512	22.3	15	674	1,264	1,134	130	218
Flour	8	4,505	298	6.6	1	48	155	155	---	69
Meats and provisions	69	33,880	4,105	12.1	55	1,134	2,080	2,072	[illegible]	985
All other	56	11,928	1,950	16.3	36	469	819	791	28	1,389
Hardware	15	5,200	1,090	21.0	2	353	587	586	1	1,154
General line (without industrial department)	6	4,290	870	20.3	1	283	475	475	---	924
All other	[illegible]	910	220	24.2	1	70	112	111	1	230
Jewelry	41	5,905	1,061	18.0	25	259	560	555	5	1,520
Jewelry (general line)	8	3,951	550	13.9	8	117	326	325	1	927
Diamonds and other precious stones	7	470	89	18.9	---	21	47	47	---	206
All other	26	1,484	422	28.4	17	121	187	183	4	387
Lumber and construction materials	41	13,185	2,158	16.4	11	574	1,346	1,337	9	1,027
Lumber	17	7,130	707	9.9	2	144	437	431	6	256
Millwork	[illegible]	2,211	582	26.3	2	191	463	463	---	354
Glass	6	768	313	40.8	6	69	113	113	---	205
All other	14	3,076	556	18.1	1	170	333	330	3	212
Machinery--equipment--supplies	193	24,114	5,811	24.1	69	1,711	3,314	3,269	45	3,579
Commercial equipment and supplies:										
Office machines and equipment	6	154	42	27.3	3	13	17	17	---	26
Restaurant and hotel supply houses	8	2,190	623	28.4	4	208	380	379	1	418
Store fixtures and equipment	6	281	115	40.9	---	39	77	77	---	33
All other	10	833	216	25.9	2	51	105	104	1	81
Industrial machinery, equipment, and supplies:										
Belting, hose, and packing	8	484	184	38.0	1	62	126	126	---	[illegible]
Machine tools	3	1,090	252	23.1	1	[illegible]	161	160	1	209
Power plant and power transmission	3	156	33	21.2	2	18	23	17	6	[illegible]
Printing and lithographing (except paper)	8	659	137	20.8	3	51	72	71	1	79
Textile	8	1,409	275	19.5	6	59	141	141	---	122
All other	51	8,317	1,674	20.1	20	329	826	803	23	1,275
Professional equipment and supplies:										
Dental supply houses	10	1,293	426	32.9	3	166	274	274	---	313
School equipment and supplies	[illegible]	501	105	21.0	2	31	45	37	[illegible]	56
Surgical, medical, and hospital	[illegible]	2,421	568	23.5	2	204	376	376	---	295
Service equipment and supplies:										
Barber and beauty supply houses	16	1,140	363	31.8	7	148	245	244	1	178
Laundry and dry cleaning	[illegible]	669	227	33.9	---	50	116	114	2	[illegible]
Upholsterers' supplies	12	718	189	26.3	2	76	110	110	---	185
All other	21	1,300	282	21.7	11	89	165	164	1	161
All other	6	499	100	20.0	---	28	55	55	---	21
Metals and metal work (except scrap)	18	6,590	1,338	20.3	4	534	703	699	4	1,563
Iron and steel products (semi-finished)	3	1,505	255	16.9	---	41	135	135	---	327
Iron and steel products (flat)	3	725	126	17.4	---	41	62	62	---	148
Iron and steel finished products (N. E. C.)	[illegible]	1,015	255	25.1	3	66	139	139	---	201
All other	4	3,345	702	21.0	1	186	367	363	4	887

For footnotes, see end of table.

TABLE 1.—SALES, EXPENSES, PERSONNEL, PAY ROLL AND STOCKS

TYPES OF OPERATION BY KINDS OF BUSINESS—Concl.

BOSTON

TYPE OF OPERATION KIND OF BUSINESS	NUMBER OF ESTABLISHMENTS	SALES (add 000)	OPERATING EXPENSES (add 000)		Active proprietors, partners, officers, operating business	Number of employees (full-time and part-time) Average for year	PAY ROLL (add 000)			Stocks, end of year, at cost (add 000)
			Amount	Percent of sales			Total	Full-time	Part-time	
BOSTON—Con.										
SERVICE AND LIMITED-FUNCTION WHOLESALERS—Con.										
KINDS OF BUSINESS										
SERVICE AND LIMITED-FUNCTION WHOLESALERS—Con.										
Paper and its products	71	$12,255	$2,654	21.7	35	859	$1,524	$1,513	$11	$1,556
Wrapping or coarse paper and products	34	5,041	990	19.6	17	343	608	602	6	512
Printing and writing papers	11	5,350	1,065	19.9	6	308	638	638	---	865
Stationery and stationery supplies	17	1,416	401	28.3	M	160	188	184	M	123
Wallpaper	9	448	198	44.2	3	MF	90	89	1	56
Petroleum and its products	10	2,858	268	9.4	2	61	118	117	1	217
Plumbing and heating equipment and supplies	51	8,712	1,982	22.8	18	582	1,078	1,074	4	1,718
Plumbing and heating (general line)	18	2,853	529	18.5	3	146	297	296	1	440
Heating (including stoves and ranges)	13	1,854	547	29.8	5	221	327	326	1	434
Plumbing fixtures, equipment, and supplies	18	3,804	855	22.5	4	201	433	431	2	806
All other	4	221	51	23.1	4	14	21	21	---	38
Tobacco and products (except leaf)	32	21,905	963	4.4	22	336	566	566	---	774
Waste materials	78	16,085	1,979	12.3	63	452	886	865	21	2,667
Iron and steel scrap	4	1,124	150	13.3	4	71	79	79	---	70
Junk and scrap (general line)	27	544	136	25.0	30	67	74	70	4	43
Waste paper, rags, and rubber	19	8,315	914	11.0	11	176	387	376	11	733
Nonferrous metals	3	197	49	24.9	2	20	28	23	5	14
All other	25	5,907	730	12.4	16	118	318	317	1	1,807
All other products	166	47,681	5,469	11.5	109	1,481	3,132	3,091	41	5,884
Books, periodicals, and newspapers	5	5,094	1,152	22.8	---	446	858	840	18	97
Flowers and nursery stock	14	1,388	278	20.0	13	89	144	140	4	68
Forest products (except lumber)	9	324	83	25.6	10	44	48	46	2	27
Leather and shoe findings	80	34,770	2,634	7.6	44	513	1,256	1,246	10	2,883
Leather goods	6	560	68	12.1	7	24	37	36	1	170
Oils and greases (animal and vegetable)	4	451	65	14.4	2	21	32	31	1	33
Optical goods	12	1,182	358	30.3	9	148	225	225	---	201
Textiles and materials (other than dry goods)	7	2,406	562	23.4	M	105	393	392	1	2,215
Yarns	6	328	69	21.0	3	17	32	32	---	90
Miscellaneous kinds of business	23	1,178	200	17.0	12	74	107	103	M	100
MANUFACTURERS' SALES BRANCHES (With stocks)										
KINDS OF BUSINESS										
MANUFACTURERS' SALES BRANCHES (With stocks)	366	314,426	36,126	11.5	2	8,386	17,565	17,445	120	19,905
Amusement and sporting goods	17	13,852	1,617	11.7	---	571	996	921	75	580
Motion picture film exchanges	11	11,289	1,183	10.5	---	430	767	692	75	277
All other	6	2,563	434	16.9	---	141	229	229	---	303
Automotive	30	26,179	3,574	13.7	---	987	2,001	1,997	4	3,204
Trucks and tractors	8	8,579	1,265	14.7	---	409	816	816	---	1,433
Automotive accessories and equipment	4	686	130	19.0	---	30	60	59	1	64
Tires and tubes	11	12,472	1,689	13.5	---	377	832	829	3	1,399
All other	7	4,442	490	11.0	---	171	293	293	---	308
Beer, wines, and liquors	7	3,154	558	17.7	---	72	163	163	---	102
Chemicals and paints	33	24,726	3,504	14.2	---	620	1,576	1,575	1	2,659
Industrial chemicals	11	15,217	1,543	10.2	---	217	559	558	1	806
Paints and varnishes	14	6,233	1,539	24.7	---	298	642	642	---	377
All other	8	5,276	622	11.8	---	[illegible]	375	375	---	476
Clothing and furnishings	9	2,816	512	18.2	2	130	252	252	---	323
Shoes and other footwear	4	1,924	404	21.0	---	107	197	197	---	281
All other	5	892	108	12.1	2	23	55	55	---	42
Coal and coke	4	5,840	1,206	20.7	---	243	443	443	---	1,329
Drugs and drug sundries	8	8,644	1,710	19.8	---	341	672	672	---	1,186
Dry goods (specialty lines)	7	6,697	452	6.7	---	112	245	245	---	128
Farm products—consumer goods	5	6,330	752	11.9	---	201	310	310	---	189
Dairy products	5	6,330	752	11.9	---	201	310	310	---	189
Furniture and house furnishings	10	5,724	520	9.1	---	125	266	266	---	237
Groceries and foods (specialty lines)	51	92,476	7,966	8.6	---	1,354	2,582	2,573	9	2,549
Canned foods	5	6,401	567	8.9	---	159	402	398	4	236
Meats and provisions	9	40,111	1,918	4.8	---	610	1,056	1,051	5	470
All other	17	45,964	5,481	11.9	---	585	1,124	1,124	---	1,843
Hardware	5	2,582	478	18.5	---	121	279	279	---	132
Specialty lines	5	2,582	478	18.5	---	121	279	279	---	132
Lumber and construction materials	6	4,990	700	14.0	---	242	446	445	1	252

For footnotes, see end of table.

TABLE 1.—SALES, EXPENSES, PERSONNEL, PAY ROLL AND STOCKS

BOSTON

TYPES OF OPERATION BY KINDS OF BUSINESS—Continued

TYPE OF OPERATION KIND OF BUSINESS	NUMBER OF ESTABLISHMENTS	SALES (add 000)	OPERATING EXPENSES (including pay roll) Amount (add 000)	OPERATING EXPENSES Percent of sales	Active proprietors of unincorporated businesses	Number of employees* (full-time and part-time) Average for year	PAY ROLL* Total (add 000)	PAY ROLL* Full-time (add 000)	PAY ROLL* Part-time (add 000)	Stocks on hand, end of year, at cost (add 000)
BOSTON—Con.										
KINDS OF BUSINESS	**MANUFACTURERS' SALES BRANCHES (With stocks)—Con.**									
MANUFACTURERS' SALES BRANCHES (With stocks)—Con.										
Machinery—equipment—supplies	100	$25,674	$5,574	21.7	---	1,502	$3,407	$3,395	$12	$2,143
Commercial equipment and supplies:										
Office machines and equipment	13	2,938	1,265	43.1	---	264	827	827	---	313
Garage and filling station equipment	4	818	151	18.5	---	53	102	102	---	35
All other	8	2,212	697	31.5	---	228	455	448	7	114
Farm and dairy	4	2,709	372	13.7	---	91	201	201	---	288
Industrial machinery, equipment, and supplies:										
Printing and lithographing (except paper)	10	1,851	408	22.0	---	95	233	233	---	117
Rope, cordage, and twine	4	686	89	13.4	---	21	50	47	3	44
All other	32	9,794	1,535	15.7	---	440	949	948	1	818
Professional equipment and supplies	7	1,595	349	21.9	---	108	212	212	---	138
Service equipment and supplies:										
Laundry and dry cleaning	4	676	124	18.3	---	24	58	58	---	35
Upholsterers' supplies	4	459	58	12.6	---	18	40	40	---	47
All other	10	1,956	526	26.9	---	160	280	279	1	194
Metals and metal work (except scrap)	13	15,336	1,022	6.7	---	253	551	551	---	813
Wire and wire products	4	10,937	522	4.8	---	114	281	281	---	146
All other	9	4,399	500	11.4	---	139	270	270	---	667
Paper and its products	11	1,159	265	22.9	---	90	172	172	---	67
Plumbing and heating equipment and supplies	17	9,427	1,439	15.3	---	350	712	704	8	767
Heating (including stoves and ranges)	6	1,415	329	23.3	---	57	123	122	1	111
All other	11	8,012	1,110	13.9	---	293	589	582	7	656
All other products	53	58,820	4,277	7.3	---	1,072	2,492	2,482	10	4,219
Books, periodicals, and newspapers	5	2,062	678	32.9	---	173	324	323	1	277
Leather and shoe findings	11	21,068	839	4.0	---	181	477	477	---	2,626
Optical goods	4	821	286	34.8	---	122	186	186	---	120
Miscellaneous kinds of business [6]	33	34,869	2,474	7.1	---	596	1,505	1,496	9	1,196
KINDS OF BUSINESS	**MANUFACTURERS' SALES OFFICES (Without stocks)**									
MANUFACTURERS' SALES OFFICES (Without stocks)	188	117,282	9,277	7.9	1	1,517	3,765	3,693	72	---
Beer, wines, and liquors	5	13,658	2,167	15.9	---	145	384	384	---	---
Wines and liquors	5	13,658	2,167	15.9	---	145	384	384	---	---
Clothing and furnishings	4	952	162	17.0	---	19	90	90	---	---
Dry goods (specialty lines)	6	1,796	206	11.5	---	35	121	121	---	---
Electrical goods	12	5,402	305	5.6	---	57	186	186	---	---
Wiring supplies and construction materials	4	2,006	91	4.5	---	15	46	46	---	---
All other	8	3,396	214	6.3	---	42	140	140	---	---
Furniture and house furnishings	5	2,134	164	7.7	---	22	71	70	1	---
Groceries and foods (specialty lines)	7	6,268	1,702	27.2	---	228	391	345	46	---
Lumber and construction materials	18	8,726	1,035	11.9	---	158	460	459	1	---
Cement, lime, and plaster	8	4,160	510	12.3	---	77	222	222	---	---
All other	10	4,566	525	11.5	---	81	238	237	1	---
Machinery—equipment—supplies	49	12,955	1,087	8.4	---	321	617	599	18	---
Commercial equipment and supplies:										
Office machines and equipment	6	794	140	17.6	---	134	117	99	18	---
All other	4	286	89	31.1	---	16	23	23	---	---
Industrial machinery, equipment, and supplies:										
Power plant and power transmission	7	1,797	206	11.5	---	41	132	132	---	---
Printing and lithographing (except paper)	5	577	72	12.5	---	15	44	44	---	---
All other	15	6,322	312	4.9	---	64	175	175	---	---
Service equipment and supplies	5	750	174	23.2	---	31	75	75	---	---
All other	7	2,429	94	3.9	---	20	51	51	---	---
Metals and metal work (except scrap)	27	37,097	994	2.7	---	202	619	615	4	---
Building metal work	4	737	89	12.1	---	19	58	54	4	---
Iron and steel products (general line)	5	11,429	261	2.3	---	47	153	153	---	---
Iron and steel finished products (N. E. C.)	12	18,714	435	2.3	---	89	273	273	---	---
All other	6	6,217	209	3.4	---	47	135	135	---	---
Paper and its products	15	4,917	282	5.7	---	77	216	216	---	---
Wrapping or coarse paper and products	8	3,916	201	5.1	---	57	157	157	---	---
All other	7	1,001	81	8.1	---	20	59	59	---	---
Plumbing and heating equipment and supplies	11	1,316	146	11.1	---	36	89	89	---	---
All other products	29	22,061	1,027	4.7	1	217	521	519	2	---
Books, periodicals, and newspapers	5	899	176	19.6	1	42	111	111	---	---
Miscellaneous kinds of business [7]	24	21,162	851	4.0	---	175	410	408	2	---

For footnotes, see end of table.

TABLE 1.—SALES, EXPENSES, PERSONNEL, PAY ROLL AND STOCKS

TYPES OF OPERATION BY KINDS OF BUSINESS—Continued

BOSTON

TYPE OF OPERATION KIND OF BUSINESS	NUMBER OF ESTABLISHMENTS	SALES (add 000)	OPERATING EXPENSES (including pay roll) Amount (add 000)	OPERATING EXPENSES Percent of sales	Active proprietors of unincorporated businesses	Number of employees* (full-time and part-time) Average for year	PAY ROLL* Total (add 000)	PAY ROLL* Full-time (add 000)	PAY ROLL* Part-time (add 000)	Stocks on hand, end of year, at cost (add 000)
					PETROLEUM BULK STATIONS AND TERMINALS					
BOSTON—Con.										
Petroleum and its products	14	$19,791	$2,292	11.6	3	583	$1,093	$1,090	$3	$1,121
					AGENTS AND BROKERS					
KINDS OF BUSINESS										
AGENTS AND BROKERS	858	385,239	10,520	2.7	740	2,198	5,413	5,299	114	4,278
Amusement and sporting goods	7	301	13	4.3	6	4	5	5	---	2
Toys, novelties, and fireworks	7	301	13	4.3	6	4	5	5	---	2
Clothing and furnishings	102	13,401	330	2.5	102	55	68	65	3	19
Clothing and furnishings (general line)	10	822	18	2.2	9	3	3	2	1	---
Men's and boys'	11	877	31	3.5	11	6	8	8	---	---
Women's and children's	54	4,722	173	3.7	53	26	31	29	2	13
Furs, dressed, and fur clothing	7	894	31	3.5	8	5	5	5	---	---
Millinery and millinery supplies	6	211	5	2.4	5	3	1	1	---	1
Shoes and other footwear	14	5,875	72	1.2	16	12	20	20	---	5
Coal and coke	5	13,231	628	4.7	1	97	293	293	---	---
Drugs and drug sundries (specialty lines)	5	557	117	21.0	1	27	59	55	4	11
Toiletries	5	557	117	21.0	1	27	59	55	4	11
Dry goods (specialty lines)	139	34,840	892	2.6	128	144	459	458	1	14
Hosiery and lingerie	13	1,540	45	2.9	12	4	13	13	---	---
Notions	10	1,308	70	5.4	9	25	30	30	---	1
Piece goods:										
Cotton	37	14,926	347	2.3	29	45	210	210	---	---
Silk, linen, rayon, and velvet	11	1,452	26	1.8	10	7	7	7	---	---
Woolen and worsted	13	6,492	161	2.5	12	25	93	93	---	---
All other	35	4,317	80	1.9	35	12	19	19	---	12
Other dry goods specialties	20	4,805	163	3.4	21	26	87	86	1	1
Electrical goods	36	3,975	312	7.8	29	74	148	147	1	38
Apparatus and equipment	8	1,186	103	8.7	5	27	62	61	1	6
Wiring supplies and construction materials	9	1,278	81	6.3	6	19	41	41	---	4
All other	19	1,511	128	8.5	18	28	45	45	---	28
Farm products—raw materials	118	129,078	1,565	1.2	116	252	714	692	22	1,360
Cotton	12	19,068	247	1.3	13	49	118	116	2	118
Grains	15	8,860	51	.6	15	8	9	7	2	---
Hides, skins, and raw furs	16	17,244	205	1.2	14	31	106	106	---	15
Wool and mohair	72	83,274	1,034	1.2	72	159	467	449	18	1,219
All other	3	632	28	4.4	2	5	14	14	---	8
Farm products—consumer goods	38	34,567	1,297	3.8	31	333	696	677	19	331
Poultry and poultry products	3	3,585	116	3.2	1	28	76	76	---	122
Fruits and vegetables (fresh)	28	27,440	1,064	4.0	24	286	572	555	17	16
Fresh fruits only	3	1,516	30	2.0	1	6	19	17	2	---
All other	4	2,026	67	3.3	5	13	29	29	---	193
Farm supplies	3	4,152	34	.8	1	7	21	21	---	---
Furniture and house furnishings	36	4,672	262	5.6	30	75	128	120	8	19
China, glassware, and crockery	4	696	44	6.3	3	12	28	28	---	---
Floor coverings	6	772	95	12.3	4	30	40	40	---	14
Furniture (household)	5	1,063	64	5.9	4	12	39	37	2	---
All other	21	2,121	59	2.8	19	21	21	15	6	5
Groceries and foods (specialty lines)	91	72,659	1,521	2.1	75	324	870	859	11	32
Canned foods	22	17,861	389	2.2	20	90	259	259	---	---
Coffee, tea, and spices	4	5,300	58	1.2	4	7	7	7	---	10
Confectionery	3	175	22	12.6	1	7	10	6	4	---
Fish and sea foods	13	3,618	243	6.7	4	48	135	134	1	12
Flour	12	4,593	155	3.1	14	29	75	75	---	7
Meats and provisions	4	21,455	104	.5	6	13	30	30	---	---
Other food and grocery specialties	33	21,857	590	2.7	26	130	354	348	6	3
Hardware	12	1,823	122	6.7	10	49	62	62	---	22
Lumber and construction materials	10	1,367	126	9.2	6	28	67	54	13	7
Builders' supplies (general line)	3	828	49	5.9	3	10	25	25	---	5
Brick, tile, and terra cotta	3	378	42	11.1	1	8	22	21	1	2
All other	4	161	35	21.7	2	10	20	8	12	---
Machinery—equipment—supplies	71	14,227	1,177	8.3	57	292	711	706	5	279
Commercial equipment and supplies:										
Office machines and equipment	4	772	412	53.4	3	119	285	285	---	102
All other	5	157	30	19.1	2	13	21	21	---	2
Industrial machinery, equipment, and supplies:										
Machine tools	6	3,627	223	6.1	3	30	140	140	---	7
Power plant and power transmission	5	957	52	5.4	5	13	22	20	2	15
All other	37	6,267	289	4.6	33	79	156	156	---	121
Service equipment and supplies	6	1,804	108	6.0	7	21	58	55	3	12
All other	6	643	63	9.8	4	17	29	29	---	19
Metals and metal work (except scrap)	22	5,775	252	4.4	22	51	119	97	22	1,747
Paper and its products	13	901	57	6.3	12	15	31	32	---	3

For footnotes, see end of table.

TABLE 1.—SALES, EXPENSES, PERSONNEL, PAY ROLL AND STOCKS

BOSTON

TYPES OF OPERATION BY KINDS OF BUSINESS—Continued

TYPE OF OPERATION KIND OF BUSINESS	NUMBER OF ESTABLISHMENTS	SALES (add 000)	OPERATING EXPENSES (including pay roll) Amount (add 000)	OPERATING EXPENSES (including pay roll) Percent of sales	Active proprietors of unincorporated businesses	Number of employees* (full-time and part time) Average for year	PAY ROLL* Total (add 000)	PAY ROLL* Full-time (add 000)	PAY ROLL* Part-time (add 000)	Stocks on hand, end of year, at cost (add 000)
BOSTON—Con.	**AGENTS AND BROKERS—Con.**									
KINDS OF BUSINESS										
AGENTS AND BROKERS—Con.										
Plumbing and heating equipment and supplies	33	$2,763	$255	9.2	26	92	$158	$157	$1	$31
Heating (including stoves and ranges)	10	310	42	13.5	6	15	20	19	1	2
Plumbing fixtures, equipment, and supplies	14	1,655	72	4.4	13	22	23	23	---	6
All other	9	798	141	17.7	7	55	95	95	---	23
All other products	117	46,970	1,560	3.3	87	279	823	819	4	363
Flowers and nursery stock	12	546	40	7.3	13	15	23	23	---	---
Leather and shoe findings	37	14,511	676	4.7	24	104	377	377	---	33
Leather goods	6	1,921	102	5.3	4	16	46	46	---	189
Oils and greases (animal and vegetable)	3	2,504	23	.9	2	5	11	11	---	---
Textiles and materials (other than dry goods)	6	910	58	6.4	5	7	32	31	1	---
Yarns	14	14,899	365	2.4	11	61	182	182	---	84
Miscellaneous kinds of business [6]	39	11,679	296	2.5	28	71	152	149	3	57

* Employees and pay roll include paid executives of corporations but not the number and compensation of proprietors of unincorporated businesses.

** Sales include taxes. Expenses as shown for commission stations represent commissions only.

1 Data for 1935 exclude personnel and pay roll of 1 commission bulk station. Also, some adjustments have been made for comparison purposes.

2 Includes 1 export merchant.

3 Includes 6 independent bulk stations; 1 commission station; 1 cooperative bulk station; and 1 distributing terminal.

4 Includes 8 export agents; and 5 other agents.

5 Includes 3 assemblers of farm products; and 4 cooperative sales agencies.

6 Includes 16 electrical goods; 1 jewelry; 3 petroleum and its products; 1 tobacco and products (except leaf); 1 forest products (except lumber); 2 leather goods; 3 oils and greases (animal and vegetable); 2 textiles and materials (other than dry goods); 2 yarns; and 2 miscellaneous kinds of business.

7 Includes 1 amusement and sporting goods; 2 automotive; 9 chemicals and paints; 1 drugs and drug sundries (specialty lines); 1 hardware; 1 jewelry; 1 tobacco and products (except leaf); 1 leather and shoe findings; 1 oils and greases (animal and vegetable); 2 textiles and materials (other than dry goods); 1 yarns; and 3 miscellaneous kinds of business.

8 Includes 2 automotive; 2 beer, wines, and liquors; 9 chemicals and paints; 2 jewelry; 1 petroleum and its products; 1 tobacco and products (except leaf); 8 waste materials; 2 books, periodicals, and newspapers; 1 general merchandise; and 11 miscellaneous kinds of business.

TABLE 1.—SALES, EXPENSES, PERSONNEL, PAY ROLL AND STOCKS

TYPES OF OPERATION BY KINDS OF BUSINESS

BUFFALO

TYPE OF OPERATION / KIND OF BUSINESS	NUMBER OF ESTABLISHMENTS	SALES (add 000)	OPERATING EXPENSES (including pay roll) Amount (add 000)	OPERATING EXPENSES Percent of sales	Active proprietors of unincorporated businesses	Number of employees* (full-time and part-time) Average for year	PAY ROLL Total (add 000)	PAY ROLL Full-time (add 000)	PAY ROLL Part-time (add 000)	Stocks, end of year, at cost (add 000)
BUFFALO, TOTALS, 1939	1,021	$430,270	$38,332	8.9	527	10,639	$19,989	$19,741	$248	$27,014
1935 [1]	892	350,096	29,275	8.4	[1]428	[1]9,080	[1]15,347	[1]15,126	[1]221	19,172
1929	1,160	639,806	57,659	9.0	556	14,257	29,404	---	---	38,052
TYPES OF OPERATION										
SERVICE AND LIMITED-FUNCTION WHOLESALERS	649	193,370	21,988	11.4	398	6,812	11,720	11,539	181	20,485
Wholesale merchants	605	166,595	19,309	11.5	379	5,893	10,109	9,931	178	18,815
Voluntary group wholesalers	5	4,552	367	8.1	2	131	225	225	---	580
Importers	3	1,417	53	3.7	---	13	29	29	---	19
Industrial distributors	11	6,955	1,401	20.1	2	[illegible]	863	863	---	1,492
Cash-and-carry wholesalers	8	731	28	3.8	11	6	6	6	---	37
Drop shippers or desk jobbers	[illegible]	3,804	181	4.8	1	35	87	84	3	1
Retailer-cooperative warehouses	4	7,133	585	8.2	---	226	363	363	---	1,484
All other [2]	[illegible]	183	64	35.0	3	22	38	38	---	57
MANUFACTURERS' SALES BRANCHES (With stocks)	131	79,204	9,770	12.3	---	2,390	4,993	4,950	43	4,776
MANUFACTURERS' SALES OFFICES (Without stocks)	68	61,500	2,351	3.8	---	544	1,428	1,427	1	---
PETROLEUM BULK STATIONS **	12	14,880	1,842	12.4	3	318	627	623	4	1,255
Salary stations	8	10,815	1,312	12.1	---	206	417	416	1	1,102
All other [2]	6	4,065	530	13.0	3	112	210	207	3	151
AGENTS AND BROKERS	151	74,329	2,164	2.9	126	502	1,094	1,080	14	243
Brokers (merchandise)	43	28,412	480	1.7	22	92	275	273	2	2
Commission merchants	54	28,903	788	2.7	65	226	380	374	6	144
Manufacturers' agents (without stocks)	39	5,887	309	5.2	33	73	159	154	5	---
Selling agents	8	10,685	498	4.7	1	74	209	208	1	41
All other [2]	7	442	89	20.1	5	37	71	71	---	56
ASSEMBLERS (Mainly farm products)	10	6,987	217	3.1	---	73	127	122	5	257
KINDS OF BUSINESS	SERVICE AND LIMITED-FUNCTION WHOLESALERS									
SERVICE AND LIMITED-FUNCTION WHOLESALERS	649	193,370	21,988	11.4	398	6,812	11,720	11,539	181	20,485
Amusement and sporting goods	16	1,473	258	17.5	10	75	123	122	1	258
Sporting goods	3	639	127	19.9	1	29	61	61	---	111
Toys, novelties, and fireworks	6	155	27	17.4	5	8	7	7	---	29
All other	7	679	104	15.3	4	38	55	54	1	118
Automotive	38	43,944	2,725	6.2	10	835	1,531	1,513	18	1,571
Automobiles (new and used)	11	39,584	1,721	4.3	1	479	977	976	1	797
Automotive parts	14	2,512	637	25.4	5	224	363	350	13	442
All other	13	1,848	367	19.9	4	132	191	187	4	332
Beer, wines, and liquors	15	9,066	1,041	11.5	3	287	527	526	1	910
Beer and ale	9	2,101	354	16.8	2	100	170	169	1	117
Wines and liquors	6	6,965	687	9.9	1	187	357	357	---	793
Chemicals and paints	20	1,618	428	26.3	10	113	244	217	27	287
Industrial chemicals	[illegible]	431	109	25.3	2	24	67	67	---	30
Paints and varnishes	11	759	215	28.3	[illegible]	65	120	120	---	188
All other	5	428	102	23.8	[illegible]	24	57	30	27	69
Clothing and furnishings	12	1,374	238	17.3	10	69	113	111	2	135
Men's and boys'	3	393	54	13.7	3	24	26	24	2	81
Women's and children's	3	222	27	12.2	3	10	11	11	---	7
Millinery and millinery supplies	3	389	82	21.1	2	26	37	37	---	[illegible]
All other	3	370	75	20.3	2	9	39	39	---	43
Coal and coke	17	8,625	834	9.7	3	207	385	380	5	301
Drugs (general line)	3	5,894	403	6.8	---	176	268	267	1	706
Drugs and drug sundries (specialty lines)	9	791	313	39.6	[illegible]	72	124	124	---	92
Dry goods (general line)	3	671	95	14.2	1	26	49	49	---	193
Dry goods (specialty lines)	13	390	61	15.6	14	24	21	21	---	89
Notions	5	99	17	17.2	5	7	6	6	---	32
Piece goods	4	173	31	17.9	5	9	8	8	---	25
All other	4	118	13	11.0	4	8	7	7	---	32
Electrical goods	29	8,259	1,476	17.9	16	475	890	880	10	1,056
Electrical merchandise (general line)	7	4,453	650	14.6	2	201	413	413	---	426
Apparatus and equipment	3	415	150	36.1	---	47	88	88	---	98
Wiring supplies and construction materials	7	1,092	218	20.0	5	90	135	125	10	230
Radios and equipment	4	271	63	23.2	4	19	44	44	---	41
All other	8	2,028	395	19.5	5	118	210	210	---	261
Farm products—raw materials	8	14,189	747	5.3	3	134	298	296	2	1,520
Farm products—consumer goods	47	15,532	1,355	8.7	46	370	638	634	4	513
Dairy products	8	1,358	436	32.1	[illegible]	105	177	176	1	18
Dairy and poultry products	10	6,144	443	7.2	8	131	252	251	1	414
Poultry and poultry products	3	648	21	3.2	3	7	10	10	---	2
Fruits and vegetables (fresh)	18	5,449	373	6.8	20	108	169	167	2	70
Fresh fruits only	8	1,933	82	4.2	11	19	30	30	---	[illegible]

For footnotes, see end of table.

TABLE 1.—SALES, EXPENSES, PERSONNEL, PAY ROLL AND STOCKS

TYPES OF OPERATION BY KINDS OF BUSINESS—Continued

BUFFALO

TYPE OF OPERATION KIND OF BUSINESS	NUMBER OF ESTABLISHMENTS	SALES (add 000)	OPERATING EXPENSES (including pay roll) Amount (add 000)	OPERATING EXPENSES Percent of sales	Active proprietors of unincorporated businesses	Number of employees* (full-time and part-time) Average for year	PAY ROLL* Total (add 000)	PAY ROLL* Full-time (add 000)	PAY ROLL* Part-time (add 000)	Stocks on hand, end of year, at cost (add 000)
BUFFALO—Con.	SERVICE AND LIMITED-FUNCTION WHOLESALERS—Con.									
KINDS OF BUSINESS										
SERVICE AND LIMITED-FUNCTION WHOLESALERS—Con.										
Farm supplies	10	$7,150	$667	9.3	1	109	$291	$288	$3	$1,640
Seeds	7	4,626	573	12.4	1	89	243	241	2	1,529
All other	3	2,524	94	3.7	---	20	48	47	1	111
Furniture and house furnishings	15	1,566	250	16.0	[illegible]	66	118	116	---	320
China, glassware, and crockery	5	263	58	22.1	2	23	31	31	---	34
Floor coverings	5	1,159	149	12.9	---	30	68	68	---	240
All other	5	144	43	29.9	4	13	19	19	---	[illegible]
Groceries (general line)	14	10,254	950	9.3	4	327	547	547	---	2,080
Not sponsoring coop. or voluntary groups	7	2,566	245	9.5	2	82	130	130	---	474
All other	7	7,688	705	9.2	2	245	417	417	---	1,606
Groceries and foods (specialty lines)	57	5,725	760	13.3	[illegible]	272	390	376	14	492
Canned foods	5	821	122	14.9	7	33	60	60	---	177
Coffee, tea, and spices	4	391	113	28.9	---	34	71	71	---	50
Confectionery	10	377	44	11.7	9	18	27	27	---	37
Fish and sea foods	6	544	100	18.4	[illegible]	39	39	27	12	14
Meats and provisions	9	999	117	11.7	7	38	55	54	1	96
Other food and grocery specialties	23	2,593	264	10.2	21	110	138	137	1	118
Hardware	6	7,198	1,450	20.1	1	498	873	873	---	1,698
Jewelry	14	1,373	273	19.9	12	84	148	147	1	283
Lumber and construction materials	35	7,079	1,317	18.6	14	373	700	689	11	1,484
Lumber	11	2,494	313	12.6	4	97	173	172	1	709
Millwork	4	940	301	32.0	1	96	185	184	1	252
Glass	[illegible]	693	246	35.5	1	93	163	163	---	162
All other	16	2,952	457	15.5	8	87	179	170	9	361
Machinery--equipment--supplies	89	8,732	2,038	23.3	44	670	1,174	1,166	8	1,278
Commercial equipment and supplies:										
Restaurant and hotel supply houses	7	475	115	24.2	2	40	59	56	3	55
Store fixtures and equipment	[illegible]	447	108	24.2	3	32	75	74	1	23
All other	7	404	81	20.0	2	31	45	[illegible]	1	81
Industrial machinery, equipment, and supplies:										
Belting, hose, and packing	4	322	57	17.7	2	20	28	28	---	25
Construction (except road building)	6	309	83	26.9	3	27	45	45	---	43
Machine tools	3	959	132	13.8	---	38	77	77	---	53
Mine and mill supplies	3	430	109	25.3	---	39	58	58	---	56
All other	25	1,899	446	23.5	14	141	278	276	2	259
Professional equipment and supplies:										
Surgical, medical, and hospital	3	540	149	27.6	1	51	102	102	---	130
All other	5	892	217	24.3	1	79	123	122	1	209
Service equipment and supplies:										
Barber and beauty supply houses	[illegible]	741	250	33.7	[illegible]	82	128	128	---	90
Undertakers' supplies	3	158	[illegible]	30.4	3	10	18	18	---	38
All other	7	229	65	28.4	5	23	37	37	---	54
All other	4	927	178	19.2	2	57	101	101	---	162
Metals and metal work (except scrap)	10	4,242	650	15.3	5	161	310	308	2	817
Paper and its products	28	5,193	922	17.8	19	328	[illegible]	541	5	1,044
Wrapping or coarse paper and products	10	1,517	242	16.0	8	93	158	153	5	321
Printing and writing papers	6	2,826	451	16.0	---	158	307	307	---	509
Stationery and stationery supplies	4	214	45	21.0	4	20	25	25	---	31
Wallpaper	8	636	184	28.9	7	57	76	76	---	183
Petroleum and its products	5	328	84	25.6	2	33	51	51	---	21
Plumbing and heating equipment and supplies	18	1,875	367	19.6	7	112	181	179	2	351
Plumbing and heating (general line)	4	800	148	18.5	1	43	75	74	1	159
Heating (including stoves and ranges)	4	131	[illegible]	36.6	1	14	24	24	---	19
Plumbing fixtures, equipment, and supplies	7	822	152	18.5	3	48	74	73	1	163
All other	3	122	19	15.6	2	7	8	8	---	10
Tobacco and products (except leaf)	26	11,294	492	4.4	22	149	253	241	12	497
Waste materials	58	8,308	1,127	17.9	61	477	561	513	48	485
Iron and steel scrap	17	3,511	544	15.5	17	210	298	269	29	280
Junk and scrap (general line)	16	405	69	17.0	21	30	21	14	7	41
Waste paper, rags, and rubber	17	1,565	428	27.3	14	203	208	198	10	119
All other	8	827	86	10.4	9	34	34	32	2	65
All other products	34	3,227	669	20.7	22	290	366	362	4	364
Books, periodicals, and newspapers	4	1,051	215	20.5	1	95	118	118	---	39
Flowers and nursery stock	3	870	131	19.6	2	40	76	76	---	32
Forest products (except lumber)	5	100	24	24.0	[illegible]	10	14	12	2	9
Leather and shoe findings	5	290	55	19.0	3	16	16	16	---	104
Leather goods	3	61	12	19.7	3	7	8	6	2	22
Optical goods	4	267	74	27.7	---	41	54	54	---	23
Textiles and materials (other than dry goods)	3	337	78	23.1	2	46	42	42	---	59
Miscellaneous kinds of business	7	451	80	17.7	5	35	38	38	---	96

For footnotes, see end of table.

TABLE 1.—SALES, EXPENSES, PERSONNEL, PAY ROLL AND STOCKS

TYPES OF OPERATION BY KINDS OF BUSINESS—Continued

BUFFALO

TYPE OF OPERATION KIND OF BUSINESS	NUMBER OF ESTABLISHMENTS	SALES (add 000)	OPERATING EXPENSES (excluding pay roll) Amount (add 000)	OPERATING EXPENSES Percent of sales	Active proprietors of unincorporated businesses	Number of employees* full-time and part-time average for year	PAY ROLL* Total (add 000)	PAY ROLL Full-time (add 000)	PAY ROLL Part-time (add 000)	Stocks on hand, end of year, at cost (add 000)
BUFFALO—Con.	MANUFACTURERS' SALES BRANCHES (With stocks)									
KINDS OF BUSINESS										
MANUFACTURERS' SALES BRANCHES (With stocks)	131	$79,204	$9,770	12.3	---	2,390	$4,993	$4,950	$43	$4,776
Amusement and sporting goods	9	4,650	613	13.2	---	196	356	339	17	145
Automotive	26	9,181	1,408	15.3	---	401	831	825	6	1,224
Trucks and tractors	6	4,206	525	12.5	---	179	358	358	---	626
Tires and tubes	5	4,333	787	18.2	---	192	422	416	6	536
All other	5	642	[illegible]	15.0	---	30	51	51	---	62
Chemicals and paints	8	5,186	566	10.9	---	88	192	192	---	288
Electrical goods	8	10,713	891	8.3	---	166	461	461	---	422
Furniture and house furnishings	7	2,405	302	12.6	---	77	170	169	1	110
Groceries and foods (specialty lines)	18	24,358	2,592	10.6	---	525	1,224	1,218	6	504
Lumber and construction materials	4	1,756	292	16.6	---	95	152	152	---	262
Machinery--equipment--supplies	32	6,301	1,090	17.3	---	327	671	669	2	719
Commercial equipment and supplies	10	1,249	451	36.1	---	165	326	325	1	148
Industrial machinery, equipment, and supplies	12	2,797	316	11.3	---	70	173	173	---	264
Service equipment and supplies	5	641	93	14.5	---	24	50	50	---	85
All other	5	1,624	230	14.2	---	68	122	121	1	222
Metals and metal work (except scrap)	[illegible]	5,837	527	9.0	---	157	291	291	---	389
Paper and its products	4	326	53	16.3	---	18	31	31	---	39
Plumbing and heating equipment and supplies	6	4,198	565	13.5	---	155	290	282	8	459
All other [5]	11	4,293	871	20.3	---	185	324	321	3	235
	MANUFACTURERS' SALES OFFICES (Without stocks)									
KINDS OF BUSINESS										
MANUFACTURERS' SALES OFFICES (Without stocks)	68	61,500	2,351	3.8	---	544	1,428	1,427	1	---
Electrical goods	7	3,370	133	3.9	---	25	100	100	---	---
Groceries and foods (specialty lines)	6	3,848	265	6.9	---	78	168	168	---	---
Lumber and construction materials	8	6,692	660	9.9	---	153	367	367	---	---
Machinery--equipment--supplies	13	2,453	210	8.6	---	51	139	139	---	---
Metals and metal work (except scrap)	13	35,107	627	1.8	---	121	386	386	---	-
Paper and its products	4	1,676	66	3.9	---	22	53	53	---	---
Plumbing and heating equipment and supplies	6	371	64	17.3	---	16	36	35	1	---
All other [6]	11	7,983	326	4.1	---	78	179	179	---	
	PETROLEUM BULK STATIONS									
Petroleum and its products	12	14,880	1,842	12.4	3	318	627	623	4	1,253
	AGENTS AND BROKERS									
KIND OF BUSINESS										
AGENTS AND BROKERS	151	74,329	2,164	2.9	126	502	1,094	1,080	14	243
Clothing and furnishings	3	95	8	8.4	2	1	2	2	---	---
Coal and coke	6	8,237	325	3.9	---	36	121	120	1	20
Electrical goods	3	665	53	8.0	2	8	25	25	---	---
Farm products--raw materials	25	25,832	285	1.1	20	76	150	146	4	---
Grains	7	13,635	126	.9	1	29	78	78	---	---
All other	18	12,197	159	1.3	19	47	72	68	4	---
Farm products--consumer goods	39	10,047	561	5.6	51	167	269	266	3	92
Poultry and poultry products	3	801	56	7.0	2	19	27	26	1	8
Fruits and vegetables (fresh)	33	8,644	479	5.5	47	139	230	228	2	80
All other	3	602	26	4.3	2	9	12	12	---	3
Farm supplies	5	5,468	124	2.3	1	15	57	57	---	49
Feed	5	5,468	124	2.3	1	15	57	57	---	49
Furniture and house furnishings	4	308	18	5.8	3	3	5	5	---	10
Groceries and foods (specialty lines)	26	15,072	247	1.6	15	54	155	154	1	2
Lumber and construction materials	7	2,545	171	6.7	3	42	91	90	1	
Machinery--equipment--supplies	16	1,635	166	10.2	16	50	103	103	---	50
Commercial equipment and supplies	4	553	64	11.6	5	22	44	44	---	12
Industrial machinery, equipment, and supplies	12	1,082	102	9.4	11	28	59	59	---	38

For footnotes, see end of table.

TABLE 1.—SALES, EXPENSES, PERSONNEL, PAY ROLL AND STOCKS

TYPES OF OPERATION BY KINDS OF BUSINESS—Continued

BUFFALO

TYPE OF OPERATION KIND OF BUSINESS	NUMBER OF ESTABLISHMENTS	SALES (add 000)	OPERATING EXPENSES (including pay roll)		Active proprietors of unincorporated businesses	Number of employees* (full-time and part time) Average for year	PAY ROLL*			Stocks on hand, end of year, at cost (add 000)
			Amount (add 000)	Percent of sales			Total (add 000)	Full-time (add 000)	Part-time (add 000)	
BUFFALO—Con.	AGENTS AND BROKERS—Con.									
KINDS OF BUSINESS										
AGENTS AND BROKERS—Con.										
Metals and metal work (except scrap)	3	$2,079	$91	4.4	2	25	$58	$55	$3	---
Plumbing and heating equipment and supplies	6	297	20	6.7	5	5	9	9	---	---
All other [7]	8	2,049	95	4.6	6	20	49	48	1	$21

* Employees and pay roll include paid executives of corporations but not the number and compensation of proprietors of unincorporated businesses.

** Sales include taxes.

[1] Data for 1935 exclude personnel and pay roll of 1 commission bulk station.

[2] Includes 1 export merchant; and 3 wagon distributors.

[3] Includes 5 independent bulk stations; and 1 commission station.

[4] Includes 1 export agent; and 6 manufacturers' agents (with stocks).

[5] Includes 2 beer, wines, and liquors; 1 drugs and drug sundries (specialty lines); 3 farm products--consumer goods; 1 farm supplies; 1 hardware; and 3 all other products.

[6] Includes 1 amusement and sporting goods; 2 chemicals and paints; 1 coal and coke; 1 dry goods (specialty lines); 2 furniture and house furnishings; 1 petroleum and its products; 1 tobacco and products (except leaf); and 2 all other products.

[7] Includes 2 chemicals and paints; 1 dry goods (specialty lines); 1 paper and its products; 2 waste materials; and 2 all other products.

TABLE 1.—SALES, EXPENSES, PERSONNEL, PAY ROLL AND STOCKS

TYPE OF OPERATION BY KINDS OF BUSINESS

CHICAGO

TYPE OF OPERATION / KIND OF BUSINESS	NUMBER OF ESTABLISHMENTS	SALES (add 000)	OPERATING EXPENSES (including pay roll) Amount (add 000)	OPERATING EXPENSES Percent of sales	Average number of unincorporated businesses	Number of employees (full-time and part-time) Average for year	PAY ROLL Total (add 000)	PAY ROLL Full-time (add 000)	PAY ROLL Part-time (add 000)	Stocks on hand, end of year (add 000)
CHICAGO, TOTALS, 1939	7,799	$4,080,415	$398,914	9.7	4,743	95,494	$190,205	$188,073	$2,132	$204,908
1935	6,462	3,269,729	297,664	9.1	[1]3,435	[1]83,349	[1]154,706	[1]152,710	[1]1,996	159,244
1929	6,679	5,696,779	570,452	10.0	2,905	135,083	297,854			336,069
TYPES OF OPERATION										
SERVICE AND LIMITED-FUNCTION WHOLESALERS	4,763	1,561,406	214,012	13.7	3,230	58,456	105,829	104,470	1,359	140,047
Wholesale merchants	4,469	1,588,507	195,770	14.1	3,090	53,015	98,241	95,011	1,230	123,640
Voluntary group wholesalers	15	49,111	6,091	12.4	1	2,135	3,318	3,295	23	6,735
Converters (textile)	13	3,926	252	6.4	2	44	135	135	---	592
Export merchants	8	4,079	360	8.8	2	85	181	181	---	174
Importers	81	28,287	2,807	9.9	30	623	1,257	1,227	10	3,093
Industrial distributors	[illegible]	24,547	4,560	18.6	12	1,633	2,763	2,753	10	4,820
Cash-and-carry wholesalers	25	1,733	111	6.4	28	50	57	54	3	98
Drop shippers or desk jobbers	74	50,449	2,991	5.9	16	493	1,315	1,303	12	76
Wagon distributors	47	2,661	510	19.2	49	160	276	206	70	31
Retailer-cooperative warehouses	7	8,106	560	6.9	---	218	306	305	1	990
MANUFACTURERS' SALES BRANCHES (With stocks)	820	608,640	109,569	13.5	17	24,448	52,419	51,972	447	58,580
MANUFACTURERS' SALES OFFICES (Without stocks)	478	584,334	35,347	6.0	10	5,320	15,899	15,834	65	---
PETROLEUM BULK STATIONS AND TERMINALS **	74	74,391	9,340	12.6	16	1,495	3,029	3,008	21	2,735
Independent bulk stations	24	15,066	1,649	12.6	9	370	771	770	1	274
Commission stations [2]	3	1,453	204	14.0	2	45	101	101	---	558
Salary stations	47	59,872	7,487	12.5	5	1,080	2,157	2,137	20	2,105
AGENTS AND BROKERS	1,840	1,007,130	27,680	2.7	1,463	5,501	12,475	12,261	214	3,431
Brokers (merchandise)	307	332,844	6,295	1.9	266	903	2,477	2,433	44	550
Commission merchants	189	336,303	5,791	1.7	231	1,305	2,590	2,551	39	1,478
Export agents	19	5,443	239	4.4	14	65	115	114	1	1
Import agents	16	2,957	141	4.8	11	23	63	62	1	10
Manufacturers' agents (with stocks)	118	21,892	2,584	11.8	91	659	1,469	1,431	38	782
Manufacturers' agents (without stocks)	797	124,417	5,797	4.7	738	1,341	2,588	2,515	73	---
Selling agents	167	137,567	5,870	4.3	98	997	2,704	2,692	12	[illegible]
All other [3]	27	45,707	963	2.1	14	208	469	463	6	146
ASSEMBLERS (Mainly farm products)	24	44,514	966	2.2	7	274	554	528	26	115
Commission buyers [4]	11	801	76	9.5	7	23	50	44	6	14
Cooperative marketing associations	[illegible]	5,863	326	5.6	---	74	137	137	---	83
Cooperative sales agencies	4	37,850	564	1.5	---	177	367	347	20	18
SERVICE AND LIMITED-FUNCTION WHOLESALERS										
KINDS OF BUSINESS										
SERVICE AND LIMITED-FUNCTION WHOLESALERS	4,763	1,561,406	214,012	13.7	3,230	58,456	105,829	104,470	1,359	140,047
Amusement and sporting goods	81	12,600	2,338	18.6	52	836	1,231	1,195	36	1,431
Bicycles and supplies	3	1,463	272	18.6	---	91	149	140	9	162
Cameras and photographic supplies	14	3,194	523	16.4	[illegible]	186	330	328	2	292
Motion picture equipment and supplies (except films)	6	[illegible]	112	23.2	2	37	58	52	6	67
Motion picture film exchanges	9	1,028	191	18.6	2	61	125	122	3	24
Sporting goods	8	2,518	386	15.3	8	135	153	148	5	474
Toys, novelties, and fireworks	54	2,881	617	21.4	25	249	273	268	5	341
All other	7	1,034	237	22.9	7	77	143	137	6	71
Automotive	265	109,915	10,251	9.3	178	3,027	5,390	5,371	19	6,385
Automobiles (new and used)	19	75,240	2,270	3.0	8	457	1,072	1,072	---	925
Trucks and tractors	9	1,601	266	16.6	2	65	182	182	---	216
Automotive accessories and equipment	100	14,079	3,244	23.0	75	1,088	1,755	1,745	10	2,136
Automotive parts	98	15,073	3,604	23.9	67	1,188	1,950	1,946	[illegible]	2,429
Tires and tubes	39	3,922	867	22.1	26	249	431	426	5	659
Beer, wines, and liquors	235	94,839	9,956	10.5	133	2,836	5,097	5,032	65	8,806
Beer and ale	96	17,409	2,715	15.6	76	811	1,314	1,291	23	435
Wines and liquors	139	77,430	7,241	9.4	57	2,025	3,783	3,741	42	8,371
Chemicals and paints	94	13,353	2,882	21.6	30	709	1,447	1,379	68	1,317
Industrial chemicals	11	4,312	456	10.6	2	91	178	177	1	245
Paints and varnishes	29	2,553	663	26.0	12	178	368	314	54	276
Paints with glass and/or wallpaper	37	2,751	827	30.1	15	237	415	406	[illegible]	471
All other	17	3,737	936	25.0	1	203	486	482	4	325
Clothing and furnishings	288	44,271	6,881	15.5	246	1,841	3,334	3,302	32	6,107
Clothing and furnishings (general line)	26	2,899	411	14.2	28	158	203	190	13	549
Men's and boys'	[illegible]	11,307	1,771	15.7	63	478	844	836	[illegible]	1,999
Women's and children's	59	14,268	2,191	15.4	45	575	1,012	1,008	[illegible]	1,370
Furs, dressed, and fur clothing	47	8,704	967	14.4	43	181	424	420	[illegible]	848
Millinery and millinery supplies	32	4,203	825	19.6	23	252	465	[illegible]	1	[illegible]
Shoes and other footwear	29	4,890	716	14.6	24	197	386	384	2	1,077
Coal and coke	75	47,242	3,466	7.3	15	670	1,458	1,428	30	303
Drugs (general line)	9	21,838	3,181	14.6	4	859	1,371	1,371	---	2,773
Service wholesalers (without liquor)	[illegible]	16,530	2,704	16.4	---	847	1,061	1,061	---	2,090
All other	3	5,308	477	9.0	4	212	310	310	---	683
Drugs and drug sundries (specialty lines)	90	34,691	8,879	25.6	35	981	1,768	1,745	23	4,291
Proprietary medicines	32	3,142	837	26.6	10	250	377	366	11	380
Toiletries	33	6,630	2,602	39.2	10	546	[illegible]	933	11	786
Drug specialties and sundries	25	24,919	5,440	21.8	15	185	447	[illegible]	1	3,125
Dry goods (general line)	5	20,764	3,448	16.6	3	1,421	1,785	1,784	1	2,874

For footnotes, see end of table.

TABLE 1.—SALES, EXPENSES, PERSONNEL, PAY ROLL AND STOCKS

TYPES OF OPERATION BY KINDS OF BUSINESS—Continued

CHICAGO

TYPE OF OPERATION KIND OF BUSINESS	NUMBER OF ESTABLISHMENTS	SALES (add 000)	OPERATING EXPENSES (including pay roll) Amount (add 000)	OPERATING EXPENSES Percent of sales	Average proprietor-based number of unincorporated businesses	Number of employees* (full-time and part-time) Average for year	PAY ROLL* Total (add 000)	PAY ROLL Full-time (add 000)	PAY ROLL Part-time (add 000)	Stocks on hand, end of year, at cost (add 000)
CHICAGO—Con.	**SERVICE AND LIMITED-FUNCTION WHOLESALERS—Con.**									
KINDS OF BUSINESS										
SERVICE AND LIMITED-FUNCTION WHOLESALERS—Con.										
Dry goods (specialty lines)	187	$27,436	$5,624	15.2	113	985	$1,811	$1,802	$9	$5,919
Hosiery and lingerie	28	5,422	638	11.8	20	161	327	325	2	549
Notions	44	5,530	657	18.6	23	257	384	384	---	463
Piece goods:										
General line	4	1,208	139	11.5	2	40	73	73	---	187
Cotton	19	3,941	366	9.3	7	85	168	163	5	599
Silk, linen, rayon, and velvet	20	2,243	302	13.5	15	79	152	151	1	358
Woolen and worsted	29	7,011	895	12.8	13	190	396	396	---	1,082
Other	32	3,393	469	13.8	23	129	246	245	1	514
Other dry goods specialties	11	687	158	23.0	10	42	65	65	---	167
Electrical goods	147	63,195	11,357	18.0	61	2,996	6,000	5,975	25	5,456
Electrical merchandise (general line)	13	21,036	2,957	14.1	1	891	1,893	1,880	13	1,658
Apparatus and equipment	15	8,144	1,231	15.1	6	253	664	664	---	306
Wiring supplies and construction materials	44	8,784	1,683	19.2	17	440	846	845	1	1,066
Radios and equipment	34	11,582	2,683	23.0	14	652	1,177	1,173	4	1,169
Refrigerators and equipment (household)	7	7,510	1,465	19.5	3	356	780	777	3	635
All other	34	6,139	1,358	22.1	20	405	640	636	4	622
Farm products—raw materials	41	83,189	5,066	6.1	24	701	1,469	1,461	8	7,789
Grains	8	48,732	2,995	6.1	2	237	523	520	3	2,684
Hides, skins, and raw furs	9	26,324	1,124	4.3	4	274	494	489	5	3,503
Tobacco (leaf)	7	388	111	28.6	11	23	34	34	---	75
Wool and mohair	4	5,795	589	10.2	1	151	507	507	---	1,352
All other	13	1,950	247	12.7	6	36	111	111	---	175
Farm products—consumer goods	506	202,385	18,119	9.0	523	4,454	9,194	8,954	240	6,089
Dairy products	81	36,227	7,118	19.6	42	1,506	3,669	3,592	77	957
Dairy and poultry products	57	49,136	2,282	4.6	58	586	1,166	1,129	37	2,766
Poultry and poultry products	94	25,488	1,764	6.9	85	554	801	779	22	849
Fruits and vegetables (fresh)	224	80,258	6,346	7.9	286	1,599	3,265	3,165	100	1,458
Fresh fruits only	50	11,276	609	5.4	52	209	293	289	4	79
Farm supplies	19	5,413	1,425	26.3	5	460	615	570	45	1,164
Feed	4	546	135	24.7	---	34	71	70	1	21
Seeds	11	4,084	1,172	28.7	5	404	469	429	40	1,070
All other	4	783	118	15.1	---	22	73	71	2	73
Furniture and house furnishings	190	34,412	5,708	16.6	117	1,509	2,881	2,836	45	5,209
China, glassware, and crockery	27	2,162	521	24.1	12	128	247	237	10	212
Floor coverings	34	13,326	1,605	12.0	21	388	871	857	14	2,893
Furniture (general line)	12	1,422	244	17.2	11	93	126	126	---	150
Furniture (household)	36	6,445	1,253	19.4	18	314	564	564	---	625
Musical instruments and sheet music	10	3,300	841	25.5	3	249	477	476	1	490
All other	71	7,757	1,244	16.0	52	337	596	576	20	839
Groceries (general line)	42	68,559	10,642	15.5	5	3,458	5,859	5,828	11	10,025
Not sponsoring cooperative or voluntary groups	26	32,407	6,916	21.3	5	2,253	3,798	3,794	4	5,421
Voluntary group wholesalers	12	31,407	3,475	11.1	---	1,107	1,882	1,875	7	4,073
All other	4	4,745	251	5.3	---	98	159	159	---	531
Groceries and foods (specialty lines)	815	151,597	22,108	14.6	461	5,755	10,101	9,984	117	9,088
Canned foods	28	7,029	1,142	16.3	10	265	484	481	3	717
Coffee, tea, and spices	57	13,939	3,337	23.9	34	767	1,502	1,494	8	1,496
Coffee roasting and spice grinding	7	8,287	1,691	20.4	---	428	758	758	---	1,129
Confectionery	47	9,174	1,697	18.5	36	446	574	573	1	337
Fish and sea foods	64	13,328	2,210	16.6	39	600	1,125	1,081	44	1,186
Flour	13	3,096	416	13.4	10	104	177	176	1	184
Meats and provisions	185	57,411	6,122	10.7	151	1,626	3,024	3,004	20	1,280
All other	254	39,353	5,493	14.0	181	1,521	2,457	2,417	40	2,759
Hardware	72	25,674	4,982	19.4	48	1,691	2,777	2,767	10	4,887
General line (with industrial department)	8	15,721	2,916	18.5	8	1,098	1,764	1,758	6	3,849
General line (without industrial department)	14	5,693	503	15.6	6	185	311	310	1	588
Specialty lines	50	6,260	1,563	25.0	34	408	702	699	3	450
Jewelry	144	24,263	4,415	18.2	119	1,063	2,080	2,056	24	4,785
Jewelry (general line)	22	11,547	2,499	21.6	9	550	1,188	1,184	4	2,479
Clocks and watches	18	4,419	578	13.0	17	90	231	228	3	463
Diamonds and other precious stones	23	1,779	168	9.4	20	28	71	71	---	443
All other	81	6,518	1,172	18.0	73	395	610	593	17	1,400
Lumber and construction materials	155	56,668	8,829	15.6	61	1,716	3,782	3,716	66	5,010
Lumber	64	22,233	3,155	14.2	24	635	1,467	1,422	45	3,376
Lumber and millwork	6	1,111	295	26.6	1	89	152	152	---	193
Millwork	14	2,771	550	19.8	4	179	324	323	1	509
Brick, tile, and terra cotta	12	1,198	230	19.2	4	68	154	150	4	138
Glass	17	2,688	764	28.4	16	320	582	580	2	357
All other	42	28,669	3,835	14.4	12	425	1,123	1,109	14	438
Machinery—equipment—supplies	558	90,086	21,129	23.5	341	5,915	11,211	11,070	141	10,931
Commercial equipment and supplies:										
Office machines and equipment	24	3,398	1,111	32.7	17	714	650	642	8	529
Restaurant and hotel supply houses	26	5,274	1,219	23.1	22	475	722	716	6	793
Garage and filling station equipment	8	1,295	345	26.6	2	102	180	180	---	117
Store machines	3	132	46	34.8	2	17	28	26	2	14
Store fixtures and equipment	15	596	188	31.7	13	63	102	98	4	104
All other	32	2,674	659	22.9	23	219	358	358	---	225

For footnotes, see end of table.

TABLE 1.—SALES, EXPENSES, PERSONNEL, PAY ROLL AND STOCKS

TYPES OF OPERATION BY KINDS OF BUSINESS [illegible]

CHICAGO

TYPE OF OPERATION KIND OF BUSINESS	NUMBER OF ESTABLISHMENTS	SALES (add 000)	OPERATING EXPENSES (including pay roll) Amount (add 000)	OPERATING EXPENSES (including pay roll) Percent of sales	Value of proprietors' [illegible] (add 000)	Number of employees* (full-time and part-time) Average for year	PAY ROLL Total (add 000)	PAY ROLL Full-time (add 000)	PAY ROLL Part-time (add 000)	Stocks, at cost, end of year (add 000)
CHICAGO—Con.										
SERVICE AND LIMITED-FUNCTION WHOLESALERS—Con.										
KINDS OF BUSINESS										
SERVICE AND LIMITED-FUNCTION WHOLESALERS—Con.										
Machinery—equipment—supplies—Con.										
Farm and dairy:										
Farm machinery and equipment	6	$2,600	$176	6.8	6	41	$85	$80	$5	$47
All other	[illegible]	2,429	728	30.0	[illegible]	162	350	349	1	147
Industrial machinery, equipment, and supplies:										
Belting, hose, and packing	16	1,172	249	21.2	6	67	136	136	---	133
Construction (except road building)	9	1,404	381	27.1	2	119	231	231	---	406
Machine tools	22	5,246	1,068	20.3	17	209	520	517	3	407
Mine and mill supplies	14	3,517	597	17.0	10	177	551	550	1	417
Power plant and power transmission	5	[illegible]	199	20.7	---	38	123	122	1	89
Printing and lithographing (except paper)	16	2,028	550	27.1	10	139	[illegible]	349	---	160
Textile	[illegible]	1,243	309	24.9	[illegible]	102	162	160	2	288
Used machinery and equipment	16	645	179	27.8	23	52	66	62	4	167
All other	112	17,409	3,725	21.4	56	1,076	2,076	2,070	6	2,042
Professional equipment and supplies:										
Dental supply houses	20	1,897	575	30.3	15	247	376	374	2	430
Religious supply houses	13	908	342	37.7	9	120	190	190	---	372
School equipment and supplies	9	1,756	566	32.2	5	108	173	173	---	360
Surgical, medical, and hospital	24	4,801	1,151	24.0	14	285	722	708	14	394
All other	9	3,646	785	21.5	2	255	408	408	---	679
Service equipment and supplies:										
Barber and beauty supply houses	41	2,180	622	28.5	37	234	315	313	2	384
Laundry and dry cleaning	10	2,773	493	17.8	1	118	295	293	---	193
Tailors' supplies	7	235	43	18.3	3	24	24	22	2	[illegible]
Undertakers' supplies	[illegible]	647	152	23.5	5	37	59	59	---	41
Upholsterers' supplies	18	2,999	483	16.1	9	140	253	251	2	457
All other	33	2,418	652	27.0	22	221	368	340	28	372
Transportation equipment and supplies	27	13,802	3,537	26.0	2	354	1,561	1,513	48	1,097
Metals and metal work (except scrap)	67	49,318	9,604	19.5	26	2,638	5,056	5,030	26	9,005
Building metal work	6	254	77	30.3	5	33	51	42	9	30
Iron and steel products (general line)	6	16,032	3,271	20.4	[illegible]	946	1,934	1,925	[illegible]	3,674
Iron and steel products (semi-finished)	[illegible]	2,065	654	31.7	6	152	325	321	4	425
Iron and steel products (flat)	[illegible]	12,462	2,819	22.6	7	865	1,448	1,445	3	3,432
Wire and wire products	3	295	110	37.3	1	22	48	[illegible]	---	111
Iron and steel finished products (N. E. C.)	16	5,066	959	18.9	1	187	470	[illegible]	1	826
All other	9	13,144	1,714	13.0	2	433	780	780	---	707
Paper and its products	185	71,200	9,561	13.4	116	2,804	5,827	5,551	76	6,042
Wrapping or coarse paper and products	93	19,201	3,057	15.9	75	904	1,803	1,775	28	2,478
Printing and writing papers	37	45,495	4,963	10.9	5	1,235	3,080	3,050	10	2,751
Stationery and stationery supplies	44	4,527	972	21.5	27	294	461	447	14	307
Wallpaper	11	1,979	569	28.8	9	171	303	279	24	506
Petroleum and its products	44	16,502	1,508	9.1	17	423	[illegible]	803	17	610
Plumbing and heating equipment and supplies	85	13,755	3,013	21.9	[illegible]	818	1,616	1,612	4	1,700
Plumbing and heating (general line)	21	4,696	956	20.4	9	279	535	535	---	740
Heating (including stoves and ranges)	15	1,665	582	35.0	2	149	285	285	---	289
Plumbing fixtures, equipment, and supplies	39	5,394	843	15.6	28	263	431	429	2	556
All other	10	2,000	632	31.6	5	127	367	365	2	135
Tobacco and products (except leaf)	74	56,827	2,324	4.1	55	811	1,365	1,365	---	1,966
Waste materials	214	51,831	6,923	13.4	196	2,925	3,885	3,739	144	3,504
Iron and steel scrap	[illegible]	31,836	2,997	9.4	41	888	1,585	1,479	106	1,769
Junk and scrap (general line)	56	4,554	880	19.3	58	485	500	481	19	271
Waste paper, rags, and rubber	47	10,412	2,269	21.8	53	1,157	1,594	1,581	13	863
Nonferrous metals	28	2,834	335	11.8	30	137	181	177	4	356
All other	31	2,185	442	20.2	34	258	223	221	2	245
All other products	278	69,604	12,393	17.8	202	4,356	6,823	6,744	79	8,601
Books, periodicals, and newspapers	17	7,792	2,052	26.3	6	702	1,099	1,095	4	462
Flowers and nursery stock	18	4,228	763	18.0	11	211	415	[illegible]	7	142
Forest products (except lumber)	36	2,296	637	27.7	32	304	424	416	8	198
General merchandise	15	28,572	4,654	17.6	11	1,718	2,590	2,550	40	3,8[illegible]
Leather and shoe findings	60	10,138	1,003	9.9	58	254	443	437	6	1,6[illegible]
Leather goods	10	749	105	14.0	5	27	46	45	1	[illegible]
Oils and greases (animal and vegetable)	6	4,961	265	5.3	3	55	121	120	1	49[illegible]
Optical goods	29	3,885	1,355	34.9	14	578	904	[illegible]	---	685
Textiles and materials (other than dry goods)	23	3,281	403	12.3	21	181	215	[illegible]	7	450
Yarns	[illegible]	1,394	124	8.9	7	23	63	63	---	195
Miscellaneous kinds of business	58	4,510	1,032	22.9	34	503	505	500	5	476
MANUFACTURERS' SALES BRANCHES (With stocks)										
KINDS OF BUSINESS										
MANUFACTURERS' SALES BRANCHES (With stocks)	820	808,640	109,569	13.5	17	24,448	52,419	51,972	447	58,580
Amusement and sporting goods	18	36,118	3,622	10.0	---	1,232	2,079	2,048	31	2,632
Cameras and photographic supplies	4	20,838	1,425	6.8	---	514	775	775	--	1,133
Motion picture film exchanges	10	10,561	1,272	12.3	---	464	858	830	28	249
All other	4	4,919	925	18.8	---	253	[illegible]	443	5	1,250

For footnotes, see end of table.

TABLE 1.—SALES, EXPENSES, PERSONNEL, PAY ROLL AND STOCKS

CHICAGO

TYPE OF OPERATION BY KINDS OF BUSINESS—Continued

TYPE OF OPERATION KIND OF BUSINESS	NUMBER OF ESTABLISHMENTS	SALES (add 000)	OPERATING EXPENSES (including pay roll) Amount (add 000)	OPERATING EXPENSES Percent of sales	Active proprietors of unincorporated businesses	Number of employees* (full-time and part-time) Average for year	PAY ROLL* Total (add 000)	PAY ROLL* Full-time (add 000)	PAY ROLL* Part-time (add 000)	Stocks on hand, end of year, at cost (add 000)
CHICAGO—Con.	MANUFACTURERS' SALES BRANCHES (With stocks)—Con.									
KINDS OF BUSINESS										
MANUFACTURERS' SALES BRANCHES (With stocks)—Con.										
Automotive	43	$32,882	$4,924	15.1	---	1,279	$2,951	$2,942	$9	$4,317
Trucks and tractors	13	10,858	1,910	17.6	---	590	1,294	1,293	1	1,557
Automotive parts	15	3,767	519	13.8	---	151	297	297	---	411
Tires and tubes	10	12,295	1,889	15.2	---	372	878	870	8	1,595
All other	5	5,762	626	10.9	---	166	482	482	---	954
Beer, wines, and liquors	18	41,811	6,886	16.5	---	715	1,829	1,825	4	803
Beer and ale	7	10,156	1,541	15.2	---	295	653	650	3	91
Wines and liquors	11	31,655	5,345	16.9	---	420	1,176	1,175	1	712
Chemicals and paints	63	73,749	10,580	14.3	---	1,775	4,553	4,525	28	5,284
Dyestuffs	4	3,484	407	11.7	---	57	207	207	---	237
Industrial chemicals	21	32,601	2,996	9.2	---	411	1,066	1,064	2	1,500
Paints and varnishes	23	21,526	4,963	23.3	---	897	2,045	2,035	10	2,530
All other	15	16,538	2,214	13.6	---	410	1,035	1,019	16	1,017
Clothing and furnishings	36	14,844	2,410	16.2	---	462	1,093	1,093	---	1,563
Men's and boys'	15	7,613	1,128	14.8	---	217	506	506	---	890
Women's and children's	13	3,331	606	18.2	---	101	272	272	---	244
Shoes and other footwear	4	2,400	437	18.2	---	85	176	176	---	326
All other	4	1,500	239	15.9	---	59	139	139	---	103
Dry goods (specialty lines)	24	9,053	1,457	16.1	---	311	614	613	1	1,006
Hosiery and lingerie	4	3,223	758	23.5	---	125	265	265	---	512
Notions	10	3,981	511	12.8	---	144	251	250	1	281
All other	10	1,849	188	10.2	---	42	98	98	---	213
Electrical goods	55	75,993	7,047	9.3	---	1,719	4,287	4,284	3	3,636
Apparatus and equipment	23	54,224	4,874	9.0	---	1,283	3,173	3,173	---	1,858
Wiring supplies and construction materials	19	17,074	1,518	8.9	---	247	734	732	2	1,337
All other	13	4,695	655	14.0	---	189	380	379	1	441
Farm products--consumer goods	13	14,253	1,694	11.9	2	408	766	763	3	863
Furniture and house furnishings	23	16,423	2,277	13.9	---	537	1,049	1,047	2	1,294
Floor coverings	7	10,107	978	9.7	---	314	579	579	---	944
All other	16	6,316	1,299	20.6	---	223	470	468	2	350
Groceries and foods (specialty lines)	79	177,814	17,699	10.0	1	3,415	6,581	6,538	43	7,725
Canned foods	6	7,857	1,357	17.3	---	352	718	718	---	438
Confectionery	5	10,839	908	8.4	---	175	350	339	11	437
Meats and provisions	32	72,555	4,878	6.5	---	1,434	2,431	2,405	26	1,163
All other	36	86,763	10,756	12.4	1	1,454	3,082	3,076	6	5,687
Hardware	15	5,384	885	16.4	---	244	512	512	---	572
Specialty lines	15	5,384	885	16.4	---	244	512	512	---	572
Jewelry	9	6,934	837	12.1	---	198	481	481	---	825
Lumber and construction materials	20	26,490	4,150	15.7	3	848	1,989	1,820	169	1,210
Brick, tile, and terra cotta	5	578	98	17.0	---	27	71	71	---	48
All other	15	25,912	4,052	15.6	3	821	1,918	1,749	169	1,162
Machinery--equipment--supplies	216	102,358	21,281	20.8	3	5,807	12,035	11,929	106	11,523
Commercial equipment and supplies:										
Office machines and equipment	22	6,417	2,449	38.2	---	858	1,554	1,553	1	698
Store fixtures and equipment	4	738	263	35.6	---	79	137	137	---	43
All other	12	5,099	1,350	26.5	---	458	1,017	973	44	174
Industrial machinery, equipment, and supplies:										
Belting, hose, and packing	20	13,212	2,148	16.3	1	465	1,046	1,043	3	1,325
Machine tools	8	4,373	639	14.6	---	151	353	352	1	302
Power plant and power transmission	7	4,250	631	14.8	---	267	437	437	---	284
Printing and lithographing (except paper)	22	9,080	2,358	26.0	---	509	1,388	1,356	32	2,325
All other	66	33,078	4,564	13.8	2	972	2,489	2,484	5	2,767
Professional equipment and supplies:										
Dental supply houses	4	1,548	515	23.4	---	119	186	186	---	191
Surgical, medical, and hospital	12	3,974	1,111	28.0	---	322	574	574	---	578
All other	7	2,582	673	26.1	---	221	381	381	---	353
Service equipment and supplies:										
Laundry and dry cleaning	5	4,310	1,133	26.3	---	236	607	590	17	572
Upholsterers' supplies	4	1,833	409	22.3	---	114	225	225	---	471
All other	13	3,497	1,110	31.7	---	385	651	651	---	430
All other	10	8,587	2,128	24.8	---	415	990	987	3	1,210
Metals and metal work (except scrap)	41	75,811	6,924	9.1	---	1,907	3,960	3,949	11	7,355
Iron and steel products (general line)	6	15,501	2,175	14.2	---	759	1,253	1,250	3	3,446
Wire and wire products	11	33,471	1,850	5.5	---	458	1,185	1,185	---	849
Iron and steel finished products (N. E. C.)	6	2,215	371	16.7	---	96	220	219	1	456
All other	18	24,824	2,528	10.2	---	614	1,322	1,315	7	2,604
Paper and its products	33	21,899	2,738	12.5	---	615	1,195	1,186	9	1,051
Wrapping or coarse paper and products	16	10,914	1,686	15.4	---	281	573	564	9	609
Printing and writing papers	4	7,449	417	5.6	---	121	256	256	---	146
All other	13	3,536	635	18.0	---	213	366	366	---	296

For footnotes, see end of table.

TABLE 1.—SALES, EXPENSES, PERSONNEL, PAY ROLL AND STOCKS

TYPES OF OPERATION BY KINDS OF BUSINESS—CHICAGO

CHICAGO

TYPE OF OPERATION / KIND OF BUSINESS	NUMBER OF ESTABLISHMENTS	SALES (add 000)	OPERATING EXPENSES (Operating payroll) Amount (add 000)	OPERATING EXPENSES (Operating payroll) Percent of sales	Average number of proprietors, partners, and unpaid family workers	Number employed (full-time equivalent) Average for year	PAY ROLL Total (add 000)	PAY ROLL Salaries (add 000)	PAY ROLL Wages (add 000)	Stock, end of year (add 000)
CHICAGO—Con.	MANUFACTURERS' SALES BRANCHES (With stocks)—Con.									
KINDS OF BUSINESS										
MANUFACTURERS' SALES BRANCHES (With stocks)—Con.										
Plumbing and heating equipment and supplies	33	$18,734	$3,311	17.7	2	888	$1,741	$1,730	$11	$1,831
Plumbing and heating (general line)	8	9,284	1,490	16.0	---	472	876	866	10	841
Heating (including stoves and ranges)	12	5,280	1,082	20.5	1	258	517	516	1	464
Plumbing fixtures, equipment, and supplies	7	3,785	612	16.2	1	128	264	264	---	547
All other	6	385	127	33.0	---	51	84	84	---	35
All other products	81	58,290	10,847	18.6	6	2,288	4,904	4,887	17	5,090
Books, periodicals, and newspapers	14	9,502	3,396	35.7	5	860	1,651	1,643	8	1,367
Oils and greases (animal and vegetable)	4	1,381	146	10.6	---	28	109	109	---	70
Optical goods	10	2,292	636	27.7	---	242	396	396	---	409
Textiles and materials (other than dry goods)	4	2,979	479	16.1	---	55	175	174	1	574
Yarns	5	1,771	125	7.1	---	49	62	61	---	242
Miscellaneous kinds of business [5]	44	40,365	6,065	15.0	3	1,056	2,512	2,504	8	2,428
	MANUFACTURERS' SALES OFFICES (Without stocks)									
KINDS OF BUSINESS										
MANUFACTURERS' SALES OFFICES (Without stocks)	478	584,334	35,347	6.0	10	5,320	15,898	15,834	65	---
Amusement and sporting goods	7	3,371	283	8.4	-	71	163	163	---	---
Automotive	9	11,815	1,738	14.7	---	177	508	508	---	---
Automotive parts	4	6,736	1,209	17.9	---	118	292	292	---	---
All other	5	5,079	529	10.4	---	59	216	216	---	---
Beer, wines, and liquors	3	4,683	555	11.9	---	56	173	173	---	---
Wines and liquors	3	4,683	555	11.9	---	56	173	173	---	---
Chemicals and paints	28	20,751	4,297	20.7	2	801	1,427	1,410	17	-
Industrial chemicals	7	15,510	2,974	19.2	2	432	979	979	-	---
Paints and varnishes	9	1,582	515	32.6	---	75	190	190	-	-
All other	10	3,659	808	22.1	---	294	258	241	17	- -
Clothing and furnishings	25	5,688	401	7.0	2	100	257	255	2	
Men's and boys'	10	2,942	189	6.4	- -	67	129	129		-
Women's and children's	10	1,573	128	8.1	---	25	90	88		
Shoes and other footwear	5	1,173	84	7.2	2	8	38	38	-	
Drugs and drug sundries (specialty lines)	8	2,726	420	15.4	---	42	115	115		-
Dry goods (specialty lines)	17	20,864	426	2.0	---	90	285	285		
Piece goods:										
Cotton	4	10,516	161	1.5	---	23	84	84	---	
All other	6	5,544	134	2.4	---	34	84	84	---	
All other	7	4,804	131	2.7	---	33	107	107	-	-
Electrical goods	19	20,418	724	3.5	---	132	449	449	-	--
Apparatus and equipment	8	5,890	302	5.1	---	65	195	195	-	--
All other	11	14,528	422	2.9	--	67	254	254		-
Farm products--consumer goods	4	4,636	690	14.9	---	73	124	116	8	
Dairy products	4	4,636	690	14.9	---	73	124	116	8	
Furniture and house furnishings	27	14,059	1,415	10.1	3	200	549	543		
Floor coverings	8	10,055	797	7.9	1	71	216	216		
Furniture (household)	5	525	99	18.9	---	17	36	36		---
All other	14	3,501	519	14.8	2	112	296	292		---
Groceries and foods (specialty lines)	24	27,983	4,419	15.8	---	511	1,273	1,273		---
Canned foods	8	9,192	1,278	13.9	---	140	330	330		
All other	16	18,791	3,141	16.7	---	371	943	943		- -
Hardware	10	2,937	237	8.1	---	43	129	129	-	- -
Specialty lines	10	2,937	237	8.1	---	43	129	129	---	---
Jewelry	7	2,282	126	5.5	1	22	37	37	---	-
Lumber and construction materials	33	40,675	5,194	12.8	---	624	1,[illegible]	[illegible]	5	---
Lumber	4	1,151	106	9.2	---	19	32	29	3	- -
Brick, tile, and terra cotta	8	5,724	305	5.3	---	58	181	[illegible]	--	--
Cement, lime, and plaster	5	12,011	1,180	9.8	---	170	570	570		
All other	15	21,789	3,603	16.5	---	377	1,167	1,165	2	-
Machinery--equipment--supplies	115	65,355	4,858	7.4	1	897	2,961	[illegible]	4	
Commercial equipment and supplies:										
Office machines and equipment	6	1,089	198	18.3	---	78	[illegible]	166		
All other	6	2,071	324	15.6	---	57	[illegible]	[illegible]	-	
Industrial machinery, equipment, and supplies:										
Belting, hose, and packing	7	870	112	12.9	-	21	[illegible]	[illegible]		
Machine tools	6	1,108	145	13.1	---	[illegible]	84	84	---	---
Power plant and power transmission	8	6,606	386	5.8	---	[illegible]	[illegible]	[illegible]		---
Printing and lithographing (except paper)	9	2,956	714	24.2	1	[illegible]	[illegible]	[illegible]	3	
All other	47	33,141	2,009	6.1	- -	373	1,251	1,250	1	---
Transportation equipment and supplies	14	16,152	810	5.0	---	126	501	501	- -	---
All other	10	1,382	168	12.2	--	[illegible]	106	106	---	---

For footnotes, see end of table.

TABLE 1.—SALES, EXPENSES, PERSONNEL, PAY ROLL AND STOCKS

TYPES OF OPERATION BY KINDS OF BUSINESS—Continued

CHICAGO

TYPE OF OPERATION KIND OF BUSINESS	NUMBER OF ESTABLISHMENTS	SALES (add 000)	OPERATING EXPENSES (including pay roll) Amount (add 000)	OPERATING EXPENSES Percent of sales	Active proprietors of unincorporated businesses	Number of employees* (full-time and part-time average for year)	PAY ROLL* Total (add 000)	PAY ROLL* Full-time (add 000)	PAY ROLL* Part-time (add 000)	Stocks on hand, end of year, at cost (add 000)
CHICAGO—Con.										
KINDS OF BUSINESS										
MANUFACTURERS' SALES OFFICES (Without stocks)—Con.										
Metals and metal work (except scrap)	49	$265,302	$5,500	2.1	---	854	$3,099	$3,098	$3	---
Building metal work	6	4,091	325	7.9	---	51	235	233	2	---
Iron and steel products (general line)	7	156,896	1,683	1.1	---	282	1,072	1,072	---	---
Iron and steel products (semi-finished)	5	7,629	722	9.5	---	63	265	265	---	---
Wire and wire products	5	1,099	107	9.7	---	19	67	67	---	---
Iron and steel finished products (N. E. C.)	16	54,851	1,562	2.9	---	247	845	844	1	---
All other	10	40,936	1,101	2.7	---	192	617	617	---	---
Paper and its products	40	56,980	1,443	3.9	1	287	1,017	1,012	5	---
Wrapping or coarse paper and products	22	29,555	985	3.3	---	186	683	678	5	---
Printing and writing papers	7	5,851	206	3.5	---	38	143	143	---	---
All other	11	1,596	252	15.8	1	63	191	191	---	---
Plumbing and heating equipment and supplies	18	7,693	1,013	13.2	---	144	432	432	---	---
Heating (including stoves and ranges)	4	1,173	172	14.7	---	28	77	77	---	---
Plumbing fixtures, equipment, and supplies	7	1,165	205	17.4	---	45	87	87	---	---
All other	7	5,355	638	11.9	---	71	268	268	---	---
All other products	38	26,116	1,608	6.2	---	396	894	879	15	---
Books, periodicals, and newspapers	12	3,096	705	22.8	---	225	447	434	13	---
Miscellaneous kinds of business [6]	26	23,020	903	3.9	---	171	447	445	2	---
PETROLEUM BULK STATIONS AND TERMINALS										
Petroleum and its products	74	74,391	9,340	12.6	16	1,495	3,029	3,008	21	$2,755
AGENTS AND BROKERS										
KINDS OF BUSINESS										
AGENTS AND BROKERS	1,640	1,007,130	27,880	2.7	1,465	5,501	12,475	12,261	214	3,431
Amusement and sporting goods	18	1,457	140	9.7	15	32	54	52	2	1
Toys, novelties, and fire works	13	1,125	94	8.4	11	22	56	56	2	---
All other	5	312	46	14.7	4	10	18	16	---	1
Automotive	24	7,693	373	4.8	15	100	228	213	15	29
Automotive accessories and equipment	13	4,158	158	3.8	10	28	89	82	7	20
Automotive parts	8	1,250	109	8.9	4	38	73	65	8	4
All other	3	2,325	106	4.6	1	34	66	66	---	5
Beer, wines, and liquors	5	2,166	68	3.1	5	12	24	23	1	---
Wines and liquors	5	2,166	68	3.1	5	12	24	23	1	---
Chemicals and paints	23	6,406	366	5.7	21	73	195	192	3	60
Industrial chemicals	4	613	119	19.4	3	17	54	54	---	9
Paints and varnishes	8	4,452	141	3.2	6	40	91	89	2	1
All other	11	1,363	106	7.8	12	16	50	49	1	50
Clothing and furnishings	143	23,980	936	3.9	144	218	317	310	7	94
Clothing and furnishings (general line)	13	2,987	58	1.9	11	10	23	23	---	---
Men's and boys'	23	2,716	180	6.6	20	53	80	76	4	---
Women's and children's	59	9,732	430	4.4	59	101	147	147	---	57
Furs, dressed, and fur clothing	11	2,502	101	4.0	14	24	37	35	2	29
Millinery and millinery supplies	23	2,862	86	3.0	26	25	23	22	1	3
Shoes and other footwear	14	3,161	81	2.6	14	5	7	7	---	5
Coal and coke	21	19,648	1,587	8.1	3	220	651	646	5	41
Drugs and drug sundries (specialty lines)	17	6,115	767	12.5	8	229	443	442	1	185
Proprietary medicines	3	1,545	62	4.0	2	22	57	56	1	---
Toiletries	8	2,843	632	22.2	3	195	359	359	---	184
Drug specialties and sundries	6	1,727	73	4.2	3	12	47	47	---	4
Dry goods (general line)	4	3,752	62	1.7	2	18	35	34	1	---
Dry goods (specialty lines)	165	64,253	1,333	2.1	145	262	593	589	4	58
Hosiery and lingerie	13	2,706	83	3.1	12	18	32	29	3	6
Notions	25	5,487	251	4.6	25	82	108	107	1	33
Piece goods:										
General line	4	490	9	1.8	4	2	3	3	---	---
Cotton	31	38,098	675	1.8	18	87	321	321	---	6
Silk, linen, rayon, and velvet	11	3,126	37	1.2	11	17	17	17	---	10
Woolen and worsted	9	2,757	52	1.9	8	8	34	34	---	---
Other	62	9,668	194	2.0	58	37	57	57	---	1
Other dry goods specialties	10	1,901	34	1.8	9	11	21	21	---	---
Electrical goods	85	20,374	855	4.1	79	206	388	379	9	42
Electrical merchandise (general line)	4	5,596	115	3.3	4	25	59	57	2	6
Apparatus and equipment	10	1,171	102	8.7	7	23	61	61	---	15
Wiring supplies and construction materials	15	4,994	243	4.9	14	60	114	112	2	---
Radios and equipment	18	5,779	129	2.2	17	31	65	60	5	12
All other	40	4,834	242	5.0	37	67	91	89	2	9

For footnotes, see end of table.

TABLE 1.—SALES, EXPENSES, PERSONNEL, PAY ROLL AND STOCKS

TYPES OF OPERATION BY KINDS OF BUSINESS—Continued

CHICAGO

TYPE OF OPERATION / KIND OF BUSINESS	NUMBER OF ESTABLISHMENTS	SALES	OPERATING EXPENSES			Number of [illegible] (full-time equivalent)	PAY ROLL			
			Amount	Percent of sales	Amount per establishment		Total	Total	Partners' (add 000)	Total end of year, at [illegible]
CHICAGO—Con.	AGENTS AND BROKERS—Con.									
KINDS OF BUSINESS										
AGENTS AND BROKERS—Con.										
Farm products--raw materials	129	$513,795	$3,264	1.0	180	884	$1,368	$1,354	$14	$914
Cotton	3	1,416	110	7.8	1	10	16	16	---	89
Grains	21	42,372	623	1.5	22	130	226	225	1	786
Hides, skins, and raw furs	7	5,090	172	3.4	7	44	97	94	3	---
Livestock	90	281,426	2,276	.9	143	477	996	995	1	23
Wool and mohair	3	991	13	1.3	2	2	4	4	---	31
All other	5	2,000	70	3.5	5	21	27	18	9	16
Farm products--consumer goods	112	115,574	3,415	3.0	111	623	1,538	1,497	41	315
Dairy products	5	4,088	239	5.8	2	17	38	38	---	44
Dairy and poultry products	16	21,204	246	1.2	9	38	131	125	6	7
Poultry and poultry products	10	11,436	270	2.4	4	54	158	158	---	12
Fruits and vegetables (fresh)	68	60,352	2,271	3.8	85	468	1,060	1,026	34	237
Fresh fruits only	10	18,266	383	2.1	9	45	150	149	1	9
All other	3	228	7	3.1	3	1	1	1	---	6
Farm supplies	9	11,045	147	1.3	3	36	97	97	---	5
Feed	5	6,798	85	1.3	2	23	53	53	---	5
All other	4	4,247	62	1.5	1	13	44	44	---	---
Furniture and house furnishings	92	16,695	899	5.4	89	208	467	453	14	12
China, glassware, and crockery	22	5,776	345	6.0	20	80	189	185	4	1
Floor coverings	8	1,364	50	3.7	8	10	22	22	---	---
Furniture (general line)	7	2,323	171	7.4	4	35	116	113	3	1
Furniture (household)	5	174	13	7.5	4	5	4	3	1	2
Furniture (office)	3	228	15	6.6	2	4	5	5	---	5
House furnishings (except as specified)	47	6,830	305	4.5	51	74	131	125	6	3
Groceries and foods (specialty lines)	161	195,494	3,886	2.0	140	568	1,389	1,370	19	849
Canned foods	35	19,266	625	3.2	30	125	316	314	2	158
Coffee, tea, and spices	8	5,256	155	2.9	8	14	37	37	---	74
Confectionery	5	1,602	276	17.2	4	15	54	54	---	---
Fish and sea foods	6	374	22	5.9	4	7	9	9	---	3
Flour	11	5,156	94	1.8	11	17	26	25	1	8
Fruits and vegetables (frosted)	3	1,817	28	1.5	5	7	11	11	---	---
Meats and provisions	18	56,687	600	1.1	20	88	218	218	---	556
All other	75	103,336	2,086	2.0	58	295	718	702	16	70
Hardware	37	9,217	347	3.8	34	88	164	164	---	82
General line	3	1,547	74	4.8	---	18	45	45	---	36
Specialty lines	34	7,670	273	3.6	34	70	119	119	---	26
Jewelry	49	4,619	145	3.1	50	16	22	21	1	32
Jewelry (general line)	5	1,506	26	1.7	6	2	2	2	---	---
Diamonds and other precious stones	6	156	9	5.8	6	---	---	---	---	21
All other	38	2,957	110	3.7	38	14	20	19	1	11
Lumber and construction materials	70	16,312	603	3.7	53	134	289	283	6	11
Lumber	40	12,992	385	3.0	33	71	159	156	3	---
Millwork	7	1,829	48	2.6	6	10	15	15	---	2
All other	23	1,491	170	11.4	14	53	95	92	3	9
Machinery--equipment--supplies	195	31,328	3,519	11.2	149	779	1,948	1,906	42	371
Commercial equipment and supplies:										
Office machines and equipment	4	1,718	862	50.2	2	251	607	607	---	140
Store fixtures and equipment	7	446	93	20.9	5	20	40	40	---	15
All other	10	544	32	5.9	10	12	11	10	1	1
Industrial machinery, equipment, and supplies:										
Belting, hose, and packing	3	392	13	3.3	3	3	5	4	1	4
Road building	3	752	124	16.9	2	16	50	50	---	58
Machine tools	12	5,054	455	9.0	5	69	271	270	1	13
Mine and mill supplies	3	514	55	10.7	---	10	34	34	---	---
Power plant and power transmission	7	346	36	10.4	5	7	12	12	---	1
Printing and lithographing (except paper)	6	815	33	4.0	7	11	17	17	---	---
All other	87	12,311	1,113	9.0	71	266	612	580	32	84
Professional equipment and supplies:										
Surgical, medical, and hospital	3	190	15	7.9	3	2	2	2	---	6
All other	5	533	38	7.1	5	8	11	11	---	2
Transportation equipment and supplies	34	5,248	451	8.6	25	61	155	148	7	27
All other	9	2,485	199	8.0	6	43	121	121	---	20
Metals and metal work (except scrap)	48	35,058	851	2.4	38	157	426	417	9	7
Building metal work	7	1,108	32	2.9	7	9	11	4	7	---
Iron and steel products (general line)	4	580	35	6.0	3	13	23	22	1	---
Iron and steel products (semi-finished)	12	20,261	425	2.1	13	69	188	188	---	---
Wire and wire products	6	2,486	131	5.3	3	20	88	88	---	---
Iron and steel finished products (N. E. C.)	7	1,525	68	4.5	4	14	34	34	---	6
All other	12	9,096	160	1.8	8	32	82	81	1	1
Paper and its products	60	10,531	620	5.9	39	151	334	332	2	112
Wrapping or coarse paper and products	38	8,509	441	5.2	25	111	236	236	---	110
Printing and writing papers	4	1,141	92	8.1	1	18	82	82	---	2
Stationery and stationery supplies	18	881	87	9.9	13	24	36	34	2	---
Petroleum and its products	10	11,474	566	4.9	1	57	220	214	6	---

For footnotes, see end of table.

TABLE 1.—SALES, EXPENSES, PERSONNEL, PAY ROLL AND STOCKS

TYPES OF OPERATION BY KINDS OF BUSINESS—Continued

CHICAGO

TYPE OF OPERATION KIND OF BUSINESS	NUMBER OF ESTABLISHMENTS	SALES (add 000)	OPERATING EXPENSES (including pay roll) Amount (add 000)	OPERATING EXPENSES Percent of sales	Active proprietors of unincorporated businesses	Number of employees* (full-time and part-time) Average for year	PAY ROLL* Total (add 000)	PAY ROLL* Full-time (add 000)	PAY ROLL* Part-time (add 000)	Stocks on hand, end of year, at cost (add 000)
CHICAGO—Con.	AGENTS AND BROKERS—Con.									
KINDS OF BUSINESS										
AGENTS AND BROKERS—Con.										
Plumbing and heating equipment and supplies	24	$2,965	$319	10.8	21	[illegible]	$177	$172	$5	$58
Heating (including stoves and ranges)	12	1,498	202	13.5	10	62	110	110	---	[illegible]
Plumbing fixtures, equipment, and supplies	5	479	31	6.5	5	9	11	11	---	11
All other	7	988	[illegible]	8.7	6	19	56	51	5	5
Waste materials	15	11,794	554	4.7	12	61	226	223	3	132
Iron and steel scrap	7	9,307	470	5.0	4	38	177	174	3	132
All other	[illegible]	2,487	84	3.4	[illegible]	23	49	[illegible]	---	---
All other products	125	67,463	2,078	3.1	106	479	902	[illegible]	8	38
Books, periodicals, and newspapers	6	3,036	794	2.[illegible]2	5	209	298	297	1	1
Flowers and nursery stock	6	[illegible]	160	16.1	1	55	87	87	---	1
Forest products (except lumber)	[illegible]	1,950	63	3.2	6	10	34	34	---	---
General merchandise	6	1,269	94	7.4	5	24	50	50	---	---
Leather and shoe findings	10	4,675	123	2.6	8	26	59	59	---	19
Leather goods	14	1,589	52	3.7	13	7	4	4	--	---
Oils and grease (animal and vegetable)	12	36,539	292	.8	10	59	135	133	[illegible]	2
Textiles and materials (other than dry goods)	18	5,419	179	3.3	17	44	83	83	---	14
Miscellaneous kinds of business [7]	44	12,191	321	2.6	41	65	152	149	3	1

* Employees and pay roll include paid executives of corporations but not the number and compensation of proprietors of unincorporated businesses.

** Sales include taxes. Expenses as shown for commission stations represent commissions only.

1 Data for 1935 exclude personnel and pay roll of 1 commission bulk station.

2 Includes 1 distributing terminal.

3 Includes 6 auction companies; and 21 other agents.

4 Includes 2 packers and shippers.

5 Includes 27 drugs and drug sundries (specialty lines); 2 petroleum and its products; 3 tobacco and products (except leaf); 2 forest products (except lumber); 3 leather and shoe findings; 2 leather goods; and 5 miscellaneous kinds of business.

6 Includes 2 petroleum and its products; 2 tobacco and products (except leaf); 2 forest products (except lumber); 1 leather and shoe findings; 1 leather goods; 3 oils and grease (animal and vegetable); 3 textiles and materials (other than dry goods); 3 yarns; and 9 miscellaneous kinds of business.

7 Includes 1 tobacco and products (except leaf); 2 optical goods; 2 yarns; and 39 miscellaneous kinds of business.

TABLE 1.—SALES, EXPENSES, PERSONNEL, PAY ROLL AND STOCKS

TYPES OF OPERATION BY KINDS OF BUSINESS

CINCINNATI

TYPE OF OPERATION / KIND OF BUSINESS	NUMBER OF ESTABLISHMENTS	SALES (add 000)	OPERATING EXPENSES (including pay roll) Amount (add 000)	OPERATING EXPENSES Percent of sales	Active proprietors of unincorporated businesses	Number of employees* (full-time and part-time, Average for year	PAY ROLL* Total (add 000)	PAY ROLL* Full-time (add 000)	PAY ROLL* Part-time (add 000)	Stocks on hand, end of year, at cost (add 000)
CINCINNATI, TOTALS, 1939	1,555	$647,187	$56,965	8.8	995	14,472	$27,170	$26,810	$360	$33,292
1935 [1]	1,383	477,139	44,147	9.3	[1]860	[1]13,090	[1]22,505	[1]22,174	[1]331	24,596
1929	1,316	691,387	64,562	9.3	---	16,574	33,049	---	---	42,365
TYPES OF OPERATION										
SERVICE AND LIMITED-FUNCTION WHOLESALERS	944	225,783	28,343	12.6	717	8,580	14,812	14,615	197	19,768
Wholesale merchants	876	191,320	25,002	13.1	689	7,757	13,007	12,820	187	16,573
Voluntary group wholesalers	4	5,467	515	9.4	1	159	322	322	—	925
Importers	[illegible]	4,432	363	8.2	---	59	165	158	7	1,018
Industrial distributors	10	4,075	717	17.6	—	219	374	374	—	488
Drop shippers or desk jobbers	54	15,168	1,220	8.0	9	205	634	631	3	67
Wagon distributors	11	493	81	16.4	14	22	42	42	---	1
All other [2]	5	4,828	445	9.2	[illegible]	159	268	268	---	698
MANUFACTURERS' SALES BRANCHES (With stocks)	181	153,719	18,278	11.9	[illegible]	3,746	7,757	7,691	66	12,096
MANUFACTURERS' SALES OFFICES (Without stocks)	[illegible]	85,894	4,481	5.2	---	716	1,832	1,828	4	—
PETROLEUM BULK STATIONS AND TERMINALS **	28	17,103	1,664	9.7	6	411	755	741	14	861
Independent bulk stations	13	5,851	481	8.2	[illegible]	127	260	258	2	165
Salary stations [3]	10	9,710	1,055	10.9	2	270	474	463	11	621
Distributing terminals	3	1,562	128	8.2	—	14	21	20	1	75
AGENTS AND BROKERS	281	154,713	4,008	2.6	268	959	1,900	1,824	76	527
Brokers (merchandise)	63	28,557	521	1.8	63	142	212	211	1	[illegible]
Commission merchants	40	25,705	740	2.9	54	203	323	320	3	[illegible]
Manufacturers' agents (with stocks)	21	2,699	271	10.0	17	90	192	185	7	138
Manufacturers' agents (without stocks)	132	20,088	566	2.8	126	126	216	212	[illegible]	---
Selling agents	22	71,482	1,719	2.4	6	289	811	807	4	41
All other [4]	3	6,182	191	3.1	2	109	146	89	57	55
ASSEMBLERS (Mainly farm products)	7	9,975	191	1.9	---	60	114	111	3	[illegible]
Cooperative marketing associations	3	[illegible]	44	5.0	---	22	24	23	1	40
Cooperative sales agencies	4	9,095	147	1.6	---	38	90	88	2	—
	SERVICE AND LIMITED-FUNCTION WHOLESALERS									
KINDS OF BUSINESS										
SERVICE AND LIMITED-FUNCTION WHOLESALERS	944	225,783	28,343	12.6	717	8,580	14,812	14,615	197	19,768
Amusement and sporting goods	11	1,066	271	25.4	4	99	148	145	3	144
Motion picture film exchanges	4	381	127	33.3	2	45	69	69	—	40
All other	7	685	144	21.0	2	54	79	76	3	104
Automotive	63	27,953	2,192	7.8	32	755	1,222	1,219	3	1,281
Automobiles (new and used)	9	21,607	719	3.3	1	204	360	360	—	352
Trucks and tractors	4	305	91	29.8	3	43	[illegible]	66	—	28
Automotive accessories and equipment	14	2,954	[illegible]	16.5	[illegible]	198	295	294	1	412
Automotive parts	26	2,648	792	29.9	14	261	443	442	1	440
Tires and tubes	10	[illegible]	102	23.2	6	51	58	57	1	51
Beer, wines, and liquors	18	5,147	544	10.6	10	113	203	173	30	1,329
Beer and ale	8	1,371	208	15.2	6	[illegible]	92	63	29	32
Wines and liquors	10	3,776	336	8.9	4	55	111	110	1	1,297
Chemicals and paints	13	1,867	266	16.0	8	70	151	150	1	164
Paints and varnishes	7	528	137	25.9	4	44	68	68	---	114
All other	6	1,139	129	11.3	4	26	83	82	1	50
Clothing and furnishings	49	6,593	1,036	15.7	49	311	515	513	2	622
Clothing and furnishings (general line)	9	614	50	8.1	13	12	21	21	---	64
Men's and boys'	20	1,627	278	17.1	24	54	138	136	2	184
Women's and children's	9	2,029	294	14.5	4	87	161	161	---	189
Millinery and millinery supplies	5	948	204	21.5	6	70	107	107	---	41
Shoes and other footwear	6	1,375	210	15.3	2	58	88	88	---	144
Coal and coke	35	18,828	1,598	8.5	5	347	754	738	16	218
Drugs (general line)	4	4,467	511	11.4	---	199	311	308	3	550
Drugs and drug sundries (specialty lines)	14	1,721	706	41.0	12	117	154	154	—	232
Proprietary medicines	6	267	66	24.7	4	25	29	29	---	42
Toiletries	5	1,365	627	45.9	4	85	120	120	---	176
Drug specialties and sundries	3	89	13	14.6	4	7	5	5	---	14
Dry goods (general line)	3	2,247	354	15.8	—	117	172	172	—	546
Dry goods (specialty lines)	28	3,225	558	17.3	24	185	277	277	—	626
Hosiery and lingerie	3	635	122	19.2	1	35	70	70	—	75
Notions	13	589	[illegible]	14.9	11	35	46	46	—	95
Piece goods	5	385	74	19.2	5	15	22	22	—	72
Other dry goods specialties	5	1,616	274	17.0	7	100	139	139	—	384
Electrical goods	34	7,829	1,504	19.2	11	459	840	838	2	829
Apparatus and equipment	4	250	66	26.4	2	10	39	39	—	8
Wiring supplies and construction materials	10	1,951	307	15.9	4	110	185	183	2	212
Radios and equipment	9	2,265	431	19.0	2	127	196	196	—	270
Refrigerators and equipment (household)	4	1,265	282	22.5	—	73	146	146	—	132
All other	7	2,118	418	19.7	3	123	274	274	—	207

For footnotes, see end of table.

TABLE 1.—SALES, EXPENSES, PERSONNEL, PAY ROLL AND STOCKS

TYPES OF OPERATION BY KINDS OF BUSINESS—Continued

CINCINNATI

TYPE OF OPERATION KIND OF BUSINESS	NUMBER OF ESTABLISHMENTS	SALES (add 000)	OPERATING EXPENSES (including pay roll) Amount (add 000)	OPERATING EXPENSES Percent of sales	Active proprietors of unincorporated businesses	Number of employees* (full-time and part-time) Average for year	PAY ROLL* Total (add 000)	PAY ROLL* Full-time (add 000)	PAY ROLL* Part-time (add 000)	Stocks on hand, end of year, at cost (add 000)
CINCINNATI—Con.										
KINDS OF BUSINESS										
SERVICE AND LIMITED-FUNCTION WHOLESALERS—Con.										
SERVICE AND LIMITED-FUNCTION WHOLESALERS—Con.										
Farm products--raw materials	[illegible]	$9,300	$507	5.5	7	194	$332	$331	$1	$447
Hides, skins, and raw furs	4	335	77	23.0	5	24	37	36	1	12
All other	5	8,965	430	4.8	2	170	295	295	—	435
Farm products--consumer goods	106	20,165	1,568	7.8	146	515	794	787	7	157
Dairy products	10	2,378	330	13.9	4	[illegible]	174	170	4	4
Poultry and poultry products	18	2,868	213	8.0	23	55	72	70	2	18
Fruits and vegetables (fresh)	67	12,072	763	6.3	106	270	376	376	—	105
Fresh fruits only	6	1,786	56	3.1	4	20	31	30	1	5
All other	5	1,261	206	16.3	9	74	141	141	—	27
Farm supplies	5	1,740	200	11.5	3	104	147	147	—	[illegible]
Furniture and house furnishings	17	1,520	252	16.6	13	96	139	139	—	253
China, glassware, and crockery	[illegible]	324	76	23.5	2	30	53	53	—	88
Furniture (household)	6	274	51	18.6	6	22	31	31	—	25
All other	7	922	125	13.6	5	44	55	55	—	140
Groceries (general line)	9	9,627	828	8.6	6	280	516	516	—	1,506
Voluntary group wholesalers	4	5,467	515	9.4	1	159	322	322	—	925
All other	5	4,160	313	7.5	5	121	194	194	—	581
Groceries and foods (specialty lines)	121	25,361	3,169	12.5	112	951	1,594	1,570	24	1,586
Canned foods	[illegible]	3,299	338	10.2	5	118	208	208	—	437
Coffee, tea, and spices	11	3,292	579	17.6	4	169	388	386	2	304
Confectionery	23	1,241	168	13.5	22	54	61	59	2	55
Fish and sea foods	[illegible]	1,049	255	24.3	7	103	132	130	2	77
Fruits and vegetables (frosted)	3	2,648	232	8.8	—	49	85	82	3	20
Meats and provisions	19	3,933	239	6.1	[illegible]	90	146	136	10	51
All other	51	9,899	1,358	13.7	46	368	574	569	5	642
Hardware	5	1,987	397	20.0	2	142	249	249	—	[illegible]
Jewelry	18	3,924	815	20.8	13	177	404	404	—	570
Jewelry (general line)	9	3,575	746	20.9	4	160	379	379	—	507
All other	9	349	69	19.8	9	17	25	25	—	63
Lumber and construction materials	58	14,596	2,204	15.1	26	529	1,116	1,094	22	1,497
Lumber	29	8,949	1,100	12.3	12	227	506	487	19	643
Millwork	8	2,647	534	20.2	4	155	332	332	—	[illegible]
Brick, tile, and terra cotta	3	849	68	8.0	3	11	35	35	—	1
Cement, lime, and plaster	3	564	130	23.0	—	13	26	26	—	24
All other	15	1,587	372	23.4	7	123	217	214	3	231
Machinery--equipment--supplies	124	11,458	2,461	21.5	74	821	1,387	1,359	28	1,485
Commercial equipment and supplies:										
Restaurant and hotel supply houses	[illegible]	688	159	23.1	8	60	81	72	9	111
Store fixtures and equipment	6	146	42	28.8	5	21	[illegible]	23	1	20
All other	9	401	106	26.4	5	52	53	53	—	35
Industrial machinery, equipment, and supplies:										
Belting, hose, and packing	5	137	33	24.1	3	11	21	21	—	21
Road building	3	204	39	19.1	3	15	25	20	5	12
Machine tools	3	636	61	9.6	—	13	[illegible]	44	—	22
Mine and mill supplies	5	1,564	326	20.8	—	103	160	160	—	205
Power plant and power transmission	3	279	17	6.1	2	9	[illegible]	8	1	21
Printing and lithographing (except paper)	6	272	90	33.1	5	38	66	66	—	53
Used machinery and equipment	7	359	58	16.2	7	28	30	29	1	61
All other	25	3,093	438	14.2	14	125	218	210	8	[illegible]
Professional equipment and supplies:										
Surgical, medical, and hospital	7	953	363	38.1	1	122	243	[illegible]	—	262
All other	3	202	57	28.2	2	22	32	32	—	47
Service equipment and supplies:										
Barber and beauty supply houses	8	399	157	39.3	5	[illegible]	83	83	—	62
Laundry and dry cleaning	5	653	158	24.2	2	44	97	96	1	35
Upholsterers' supplies	4	577	130	22.5	—	27	[illegible]	64	—	76
All other	11	609	171	28.1	8	73	111	109	2	122
All other	6	286	56	19.6	4	12	26	26	—	21
Metals and metal work (except scrap)	20	7,292	1,101	15.1	6	298	606	604	2	1,286
Iron and steel products (flat)	5	972	321	33.0	3	81	137	137	—	440
Iron and steel finished products (N. E. C.)	[illegible]	1,456	[illegible]	20.3	2	77	204	204	—	376
All other	7	4,864	[illegible]	10.0	1	140	265	263	2	470
Paper and its products	40	13,204	2,017	15.3	20	614	1,105	1,100	3	1,582
Wrapping or coarse paper and products	22	4,229	709	16.8	15	270	418	416	2	609
Printing and writing papers	5	7,889	1,014	12.9	—	[illegible]	543	543	—	855
Stationery and stationery supplies	[illegible]	583	85	15.6	5	51	52	52	—	32
Wallpaper	9	553	211	38.2	—	59	90	89	1	86
Petroleum and its products	3	2,091	126	6.0	2	23	51	51	—	28
Plumbing and heating equipment and supplies	22	3,068	744	24.3	14	207	406	404	2	325
Plumbing and heating (general line)	3	739	[illegible]	28.3	—	58	105	105	—	104
Heating (including stoves and ranges)	6	381	98	25.7	5	25	55	53	2	27
Plumbing fixtures, equipment, and supplies	10	1,771	[illegible]	22.1	8	108	218	218	—	193
All other	3	177	45	25.4	1	16	28	28	—	1
Tobacco and products (except leaf)	13	11,144	[illegible]	6.3	[illegible]	190	397	391	6	1,102

For footnotes, see end of table.

TABLE 1.—SALES, EXPENSES, PERSONNEL, PAY ROLL AND STOCKS

TYPES OF OPERATION BY KINDS OF BUSINESS—Continued

CINCINNATI

TYPE OF OPERATION KIND OF BUSINESS	NUMBER OF ESTABLISHMENTS	SALES (add 000)	OPERATING EXPENSES (including pay roll) Amount (add 000)	OPERATING EXPENSES Percent of sales	Active proprietors of unincorporated business	Number of employees (full-time and part-time) average for year	PAY ROLL Total (add 000)	PAY ROLL Full-time (add 000)	PAY ROLL Part-time (add 000)	Stock on hand, end of year, at cost (add 000)
CINCINNATI—Con.										
					SERVICE AND LIMITED-FUNCTION WHOLESALERS—Con.					
KINDS OF BUSINESS										
SERVICE AND LIMITED-FUNCTION WHOLESALERS—Con.										
Waste materials	57	$4,602	$858	18.6	74	384	$321	$292	$39	$266
Iron and steel scrap	11	1,386	240	17.3	14	110	103	75	28	64
Junk and scrap (general line)	28	1,300	247	19.0	32	150	136	129	7	55
Waste paper, rags, and rubber	11	304	85	28.0	12	66	42	41	1	43
Non-ferrous metals	3	99	25	25.3	4	15	11	[illegible]	3	6
All other	4	1,513	261	17.3	12	43	39	39	—	98
All other products	47	3,961	852	21.5	35	313	513	510	3	381
Books, periodicals, and newspapers	[illegible]	1,227	206	16.8	3	100	138	138	—	44
Flowers and nursery stock	5	505	88	17.4	5	25	45	45	—	19
Forest products (except lumber)	6	312	63	20.2	3	23	38	37	1	15
Leather and shoe findings	8	813	157	19.3	7	33	94	94	—	157
Optical goods	10	540	217	40.2	8	90	137	135	2	94
Miscellaneous kinds of business	14	564	121	21.5	9	40	[illegible]	61	—	57
					MANUFACTURERS' SALES BRANCHES (With stocks)					
KINDS OF BUSINESS										
MANUFACTURERS' SALES BRANCHES (With stocks)	181	153,719	18,278	11.9	4	3,746	7,757	7,691	66	12,096
Amusement and sporting goods	13	7,505	1,175	15.7	—	404	664	623	41	349
Motion picture film exchanges	9	5,202	769	14.8	—	300	467	426	41	163
All other	[illegible]	2,303	406	17.6	—	104	197	197	—	186
Automotive	21	29,143	2,320	8.0	1	552	1,184	1,181	3	1,729
Trucks and tractors	5	4,540	419	9.2	—	123	237	237	—	457
Automotive parts	4	618	89	14.4	—	29	49	49	—	94
Tires and tubes	7	7,334	1,143	15.6	—	259	553	550	3	806
All other	5	16,651	669	4.0	1	141	345	345	—	372
Chemicals and paints	14	7,869	1,135	14.4	—	202	454	454	—	302
Industrial chemicals	5	3,335	237	7.1	—	25	71	71	—	30
Paints and varnishes	5	1,562	452	28.9	—	87	156	156	—	94
All other	[illegible]	2,972	446	15.0	—	90	227	227	—	178
Dry goods (specialty lines)	4	[illegible]	48	9.9	—	8	25	25	—	18
Notions	4	484	48	9.9	—	8	25	25	—	18
Electrical goods	8	15,478	769	5.0	—	194	460	460	—	502
Furniture and house furnishings	6	3,274	448	13.7	—	103	253	253	—	655
Groceries and foods (specialty lines)	[illegible]	41,660	5,648	13.6	3	599	1,307	1,301	6	1,288
Lumber and construction materials	6	7,433	623	8.4	—	215	415	412	3	340
Machinery—equipment—supplies	45	12,403	1,989	16.0	—	558	1,178	1,176	2	1,486
Commercial equipment and supplies	10	1,529	476	35.8	—	173	345	343	2	122
Industrial machinery, equipment, and supplies:										
Printing and lithographing (except paper)	4	585	137	23.4	—	29	74	74	—	93
All other	20	8,156	932	11.4	—	230	509	509	—	928
Professional equipment and supplies	5	418	114	27.3	—	34	67	67	—	21
All other	6	1,915	330	17.2	—	92	183	183	—	297
Metals and metal work (except scrap)	10	6,235	463	7.4	—	144	263	261	2	484
Paper and its products	5	8,670	982	11.3	—	146	397	397	—	580
Plumbing and heating equipment and supplies	8	7,452	1,263	16.9	—	331	645	639	[illegible]	2,757
Heating (including stoves and ranges)	4	439	97	22.1	—	26	52	52	—	41
All other	4	7,013	1,166	16.6	—	305	593	587	[illegible]	2,716
All other [5]	21	6,113	1,415	23.1	—	290	512	503	3	1,642
					MANUFACTURERS' SALES OFFICES (Without stocks)					
KINDS OF BUSINESS										
MANUFACTURERS' SALES OFFICES (Without stocks)	94	85,894	4,481	5.2	—	716	1,852	1,828	4	—
Electrical goods	9	5,379	181	3.4	—	41	105	[illegible]	—	—
Apparatus and equipment	5	1,528	109	7.1	—	25	72	72	—	—
All other	4	3,853	72	1.9	—	16	33	33	—	—
Groceries and foods (specialty lines)	5	3,582	1,183	33.0	—	108	157	157	—	—
Lumber and construction materials	4	3,198	353	11.0	—	59	182	[illegible]	1	—
Machinery—equipment—supplies	20	8,288	509	6.1	—	90	[illegible]	[illegible]	—	—
Industrial machinery, equipment, and supplies:										
Power plant and power transmission	4	1,159	117	10.1	—	[illegible]	59	59	—	—
All other	11	8,802	553	5.2	—	61	[illegible]	205	—	—
All other	5	327	39	11.9	—	9	29	29	—	—

For footnotes, see end of table.

TABLE 1.—SALES, EXPENSES, PERSONNEL, PAY ROLL AND STOCKS

CINCINNATI

TYPES OF OPERATION BY KINDS OF BUSINESS—Continued

TYPE OF OPERATION KIND OF BUSINESS	NUMBER OF ESTABLISHMENTS	SALES (add 000)	OPERATING EXPENSES (including pay roll) Amount (add 000)	OPERATING EXPENSES Percent of sales	Active proprietors of unincorporated businesses	Number of employees* (full-time and part-time) Average for year	PAY ROLL* Total (add 000)	PAY ROLL* Full-time (add 000)	PAY ROLL* Part-time (add 000)	Stocks on hand, end of year, at cost (add 000)
CINCINNATI—Con.	MANUFACTURERS' SALES OFFICES (Without stocks)—Con.									
KINDS OF BUSINESS										
MANUFACTURERS' SALES OFFICES (Without stocks)—Con.										
Metals and metal work (except scrap)	21	$45,938	$1,377	3.0	---	237	$706	$704	$2	---
Iron and steel products (general line)	7	24,526	419	1.7	---	72	229	229	---	---
Iron and steel finished products (N. E. C.)	5	8,504	207	2.4	---	35	112	111	1	---
All other	[illegible]	12,908	751	5.8	---	130	365	364	1	---
Paper and its products	[illegible]	1,372	60	4.4	---	13	37	37	---	---
All other [6]	31	18,137	818	4.5	---	168	375	374	1	---
	PETROLEUM BULK STATIONS AND TERMINALS									
Petroleum and its products	26	17,103	1,664	9.7	6	411	755	741	14	$861
	AGENTS AND BROKERS									
KINDS OF BUSINESS										
AGENTS AND BROKERS	281	154,713	4,008	2.6	268	959	1,900	1,824	76	527
Beer, wines, and liquors	7	4,406	187	4.2	2	68	76	76	---	118
Wines and liquors	7	4,406	187	4.2	2	68	76	76	---	118
Chemicals and paints	6	1,061	16	1.5	5	6	8	5	3	3
Clothing and furnishings	8	501	34	6.8	7	9	11	11	---	---
Millinery and millinery supplies	3	76	3	3.9	3	---	---	---	---	---
All other	5	425	31	7.3	4	9	11	11	---	---
Coal and coke	15	69,383	1,542	2.2	---	244	715	714	1	---
Dry goods (specialty lines)	15	2,641	42	1.6	13	11	25	25	---	---
Piece goods:										
Cotton	4	1,069	26	2.4	3	8	20	20	---	---
All other	7	1,391	12	0.9	6	2	4	4	---	---
All other	4	181	4	2.2	4	1	1	1	---	---
Electrical goods	10	2,095	144	6.9	8	35	67	65	2	[illegible]
Farm products--raw materials	27	19,490	347	1.8	39	105	153	135	18	55
Livestock	21	17,113	280	1.6	31	85	125	124	1	---
All other	6	2,377	67	2.8	8	20	28	11	17	55
Farm products--consumer goods	23	13,126	553	4.2	29	196	290	247	43	34
Poultry and poultry products	5	591	33	5.6	6	10	20	19	1	---
Fruits and vegetables (fresh)	12	6,245	343	5.5	15	93	151	149	2	31
Fresh fruits only	6	6,290	177	2.8	8	93	119	79	40	3
Farm supplies	7	1,976	21	1.1	8	5	6	6	---	15
Furniture and house furnishings	5	785	20	2.5	6	5	7	7	---	6
Groceries and foods (specialty lines)	32	17,890	212	1.2	36	57	108	108	---	34
Canned foods	9	2,619	35	1.3	14	10	18	18	---	---
All other	23	15,271	177	1.2	22	47	90	90	---	34
Hardware	4	1,272	17	1.3	6	3	2	2	---	---
Specialty lines	4	1,272	17	1.3	6	3	2	2	---	---
Jewelry	3	52	8	15.4	1	4	3	2	1	---
All other	3	52	8	15.4	1	4	3	2	1	---
Lumber and construction materials	16	1,740	139	8.0	14	25	56	55	1	4
Lumber	7	1,039	59	5.7	5	8	16	16	---	---
Brick, tile, and terra cotta	3	336	43	12.8	2	8	21	21	---	[illegible]
All other	[illegible]	365	37	10.1	7	9	19	18	1	---
Machinery--equipment--supplies	49	6,922	361	5.2	41	99	213	213	---	134
Commercial equipment and supplies:										
Office machines and equipment	5	317	125	39.4	[illegible]	44	111	111	---	35
Restaurant and hotel supply houses	3	136	12	8.8	1	[illegible]	[illegible]	8	---	2
All other	[illegible]	784	28	3.6	1	6	14	14	---	3
Industrial machinery, equipment, and supplies:										
Power plant and power transmission	7	702	42	6.0	5	8	22	22	---	5
All other	21	3,109	111	3.6	20	22	41	41	---	[illegible]
Professional equipment and supplies	4	1,562	26	1.7	4	9	13	13	---	2
Service equipment and supplies	3	148	[illegible]	5.4	4	2	(7)	---	---	---
All other	3	164	9	5.5	[illegible]	2	4	4	---	1
Metals and metal work (except scrap)	13	1,782	78	4.4	11	17	36	36	---	36
Iron and steel products (semi-finished)	5	1,041	54	5.2	3	11	27	27	---	27
All other	8	741	24	3.2	8	6	9	9	---	9
Paper and its products	6	1,004	24	2.4	5	8	16	15	1	---
Wrapping or coarse paper and products	6	1,004	24	2.4	5	[illegible]	16	15	1	---

For footnotes, see end of table.

TABLE 1.—SALES, EXPENSES, PERSONNEL, PAY ROLL AND STOCKS

TYPES OF OPERATION BY KINDS OF BUSINESS—Continued

CINCINNATI

TYPE OF OPERATION KIND OF BUSINESS	NUMBER OF ESTABLISHMENTS	SALES (add 000)	OPERATING EXPENSES (including pay roll) Amount (add 000)	OPERATING EXPENSES Percent of sales	Active proprietors of unincorporated businesses	Number of employees* (full-time and part-time) Average for year	PAY ROLL* Total (add 000)	PAY ROLL Full-time (add 000)	PAY ROLL Part-time (add 000)	Stocks on hand, end of year, at cost (add 000)
CINCINNATI—Con.	**AGENTS AND BROKERS—Con.**									
KINDS OF BUSINESS										
AGENTS AND BROKERS—Con.										
Plumbing and heating equipment and supplies	11	$530	$51	9.8	11	14	$32	$28	$4	$4
Heating (including stoves and ranges)	5	166	7	4.2	6	2	2	2	---	---
All other	6	364	44	12.1	5	12	30	26	4	4
All other products	24	8,057	212	2.6	26	48	76	74	2	41
Leather and shoe findings	10	5,277	105	2.0	12	24	41	40	1	26
Miscellaneous kinds of business [8]	14	2,780	107	3.8	14	24	35	34	1	15

* Employees and pay roll include paid executives of corporations but not the number and compensation of proprietors of unincorporated businesses.

** Sales include taxes. Expenses as shown for commission stations represent commissions only.

1 Data for 1935 exclude personnel and pay roll of 1 commission bulk station.

2 Includes 2 export merchants; 1 cash-and-carry wholesaler; and 2 retailer-cooperative warehouses.

3 Includes 2 commission stations.

4 Includes 2 auction companies; and 1 other agent.

5 Includes 1 beer, wines, and liquors; 1 clothing and furnishings; 1 drugs and drug sundries (specialty lines); 2 farm products—consumer goods; 1 hardware; and 15 all other products.

6 Includes 1 amusement and sporting goods; 2 automotive; 3 chemicals and paints; 2 clothing and furnishings; 1 coal and coke; 1 drugs and drug sundries (specialty lines); 2 dry goods (specialty lines); 1 farm products—consumer goods; 4 furniture and house furnishings; 1 hardware; 1 jewelry; 2 petroleum and its products; 3 plumbing and heating equipment and supplies; 1 tobacco and products (except leaf); and 6 all other products.

7 Less than $1,000.

8 Includes 2 automotive; 1 drugs and drug sundries (specialty lines); 2 petroleum and its products; 2 waste materials; 1 flowers and nursery stock; 1 leather goods; 2 oils and greases (animal and vegetable); and 3 miscellaneous kinds of business.

TABLE 1.--SALES, EXPENSES, PERSONNEL, PAY ROLL AND STOCKS

TYPES OF OPERATION, BY KINDS OF BUSINESS

CLEVELAND

TYPE OF OPERATION / KIND OF BUSINESS	NUMBER OF ESTABLISHMENTS	SALES (add 000)	OPERATING EXPENSES (add 000)	OPERATING EXPENSES Percent of sales	Active proprietors of unincorporated businesses	Number of employees* (full-time and part-time) Average for year	PAY ROLL* Total (add 000)	PAY ROLL* Full-time (add 000)	PAY ROLL* Part-time (add 000)	Stocks on hand, end of year, at cost (add 000)
CLEVELAND, TOTALS, 1939	2,226	$946,553	$89,[illegible]	9.4	1,077	23,539	$47,127	$46,357	$770	$44,601
1935	2,123	681,242	73,[illegible]	10.8	1,030	21,502	39,341	38,738	603	38,073
1929	1,954	1,057,972	101,960	[illegible]	807	23,403	51,225	---	---	53,376
TYPES OF OPERATION										
SERVICE AND LIMITED-FUNCTION WHOLESALERS	1,334	364,021	47,820	13.1	701	14,817	26,463	26,048	415	29,789
Wholesale merchants	1,244	302,604	40,545	13.4	675	12,371	21,870	21,471	399	20,829
Voluntary group wholesalers	6	10,369	1,432	13.8	3	670	1,093	1,091	2	2,545
Importers	10	2,926	182	6.2	5	48	115	114	1	188
Industrial distributors	10	24,[illegible]19	4,315	18.0	1	1,482	2,652	2,651	1	5,862
Cash-and-carry wholesalers	11	676	64	9.5	3	20	30	30	---	79
Drug sundries or jobbers	36	18,848	1,028	5.5	4	187	540	529	11	15
Wagon distributors	12	[illegible]	55	8.4	10	20	35	35	---	7
All other [1]	5	3,929	199	5.1	---	19	128	127	1	264
MANUFACTURERS' SALES BRANCHES (With stocks)	227	189,661	22,492	11.9	2	5,001	11,032	10,843	189	11,839
MANUFACTURERS' SALES OFFICES (Without stocks)	169	164,449	8,195	5.0	--	1,423	3,981	3,971	10	---
PETROLEUM BULK STATIONS AND TERMINALS	40	33,790	2,921	8.6	3	618	1,385	1,368	17	1,436
Independent bulk stations	20	4,510	615	13.6	2	154	268	261	7	77
Salary stations [2]	15	21,858	1,858	8.5	1	435	886	876	10	972
Distributing terminals	5	7,422	448	6.0	--	29	231	231	---	387
AGENTS AND BROKERS	439	164,214	7,552	4.1	360	1,557	4,013	3,875	138	1,511
Brokers (merchandise)	48	31,402	597	1.9	32	147	334	326	8	93
Commission merchants	34	21,223	936	4.4	27	242	521	491	30	52
Export agents	6	2,463	137	5.6	5	31	78	78	---	---
Manufacturers' agents (with stocks)	41	4,521	697	15.4	34	156	360	350	10	195
Manufacturers' agents (without stocks)	255	34,050	1,406	4.1	238	319	564	531	33	---
Selling agents	49	84,626	3,611	4.3	21	587	2,029	1,999	30	1,169
All other [3]	6	5,929	166	2.8	3	75	127	100	27	2
ASSEMBLERS (Mainly farm products)	17	10,518	422	4.0	11	123	253	252	1	26
Assemblers of farm products	3	225	80	35.6	3	16	38	38	---	1
Commission buyers	8	1,181	140	11.9	8	52	92	91	1	6
Cooperative sales agencies	3	2,478	76	3.1	---	21	44	44	---	15
All other [4]	3	6,634	124	1.9	---	34	79	79	---	4
KINDS OF BUSINESS										
SERVICE AND LIMITED-FUNCTION WHOLESALERS	1,334	364,021	47,820	13.1	701	14,817	26,463	26,048	415	29,789
Amusement and sporting goods	19	1,779	451	25.4	[illegible]	116	248	248	---	176
Motion picture film exchanges	3	614	211	34.2	---	55	127	127	---	5
Toys, novelties, and fireworks	10	636	158	24.8	6	41	84	84	---	103
All other	6	549	83	15.7	2	20	37	37	---	68
Automotive	117	50,757	4,648	9.2	59	1,491	2,664	2,651	13	2,416
Automobiles (new and used)	14	35,901	1,654	4.6	4	474	935	935	---	836
Trucks and tractors	9	4,[illegible]12	248	6.2	3	40	160	158	2	276
Automotive accessories and equipment	34	4,012	712	17.7	16	310	428	422	6	540
Automotive parts	48	5,909	1,853	31.4	26	598	1,056	1,053	3	646
Tires and tubes	12	919	181	19.7	10	69	85	83	2	68
Beer, wines, and liquors	19	5,870	967	16.5	6	298	545	533	12	258
Beer and ale	17	4,800	789	16.4	3	238	463	453	10	140
Wines and liquors	12	1,070	178	16.6	3	60	82	80	2	116
Chemicals and paints	41	7,068	1,260	17.8	17	360	519	488	31	756
Industrial chemicals	9	5,144	617	12.0	4	130	149	129	20	505
Paints and varnishes	16	885	284	32.1	6	113	152	142	10	58
Paints with glass and/or wallpaper	6	636	200	31.4	3	64	103	102	1	171
All other	7	403	159	39.5	4	53	115	115	---	22
Clothing and furnishings	73	10,401	1,810	17.4	60	355	843	822	21	824
Clothing and furnishings (general line)	10	1,272	189	14.9	7	42	94	94	---	203
Men's and boys'	26	1,634	195	11.9	18	61	83	82	1	193
Women's and children's	17	5,188	1,174	22.6	15	184	517	500	17	146
Furs, dressed, and fur clothing	5	147	31	21.1	6	9	19	19	---	18
Millinery and millinery supplies	6	327	44	13.5	7	14	25	25	---	8
Shoes and other footwear	9	1,823	177	9.7	7	45	105	102	3	256
Coal and coke	41	41,020	1,856	4.5	[illegible]	287	976	967	9	1,346
Drugs (general line)	2	4,663	600	12.9	8	222	346	337	9	562
Drugs and drug sundries (specialty lines)	18									
Dry goods (general line)	2	4,712	794	16.9	16	259	495	494	1	372
Dry goods (specialty lines)	27									
Electrical goods	57	15,935	2,825	17.7	17	815	1,672	1,646	26	1,583
Electrical merchandise (general line)	5	6,958	1,043	15.0	---	310	683	681	2	560
Apparatus and equipment	7	799	285	35.7	---	86	189	189	---	247
Wiring supplies and construction materials	12	2,594	489	18.9	3	134	273	273	---	266
Radios and equipment	10	1,425	309	21.7	1	83	168	168	---	124
Refrigerators and equipment (household)	3	1,617	215	13.3	1	47	103	103	---	130
All other	20	2,542	484	19.0	12	155	256	232	24	256
Farm products--raw materials	7	1,676	138	8.2	7	37	53	51	2	78
Tobacco (leaf)	3	69	12	17.4	3	5	4	3	1	5
All other	4	1,607	126	7.8	4	32	49	48	1	73

For footnotes, see end of table.

TABLE 1.—SALES, EXPENSES, PERSONNEL, PAY ROLL AND STOCKS

[TYPES OF OPERATION BY KINDS OF BUSINESS]

CLEVELAND

TYPE OF OPERATION KIND OF BUSINESS	NUMBER OF ESTABLISHMENTS	SALES	OPERATING EXPENSES							
			Amount (add 000)	[illegible]	[illegible]	[illegible]	[illegible]	[illegible]	[illegible]	[illegible]
	SERVICE AND LIMITED-FUNCTION WHOLESALERS—Con.									
CLEVELAND—Con.										
KINDS OF BUSINESS										
SERVICE AND LIMITED-FUNCTION WHOLESALERS—Con.										
Farm products--consumer goods	123	[illegible]	$23,570	11.4	1[illegible]	981	$1,832	$1,[illegible]	$46	$241
Dairy products	36	6,402	1,849	28.9	2	508	909	907	2	74
Dairy and poultry products	7	1,714	164	9.6	1	48	78	76	2	38
Poultry and poultry products	24	[illegible]	[illegible]	7.4	27	[illegible]	135	134	4	27
Fruits and vegetables (fresh)	47	14,738	1,016	6.9	45	298	538	[illegible]	37	129
Fresh fruits only	9	[illegible]	11[illegible]	3.3	4	39	59	58	1	12
Farm supplies	3	1,079	286	27.3	1	[illegible]	173	173	---	122
Furniture and house furnishings	35	6,209	834	13.4	24	[illegible]	381	345	18	922
China, glassware, and crockery	5	1,210	73	6.0	4	12	21	21	---	[illegible]
Floor coverings	9	[illegible]	436	18.4	3	104	180	180	---	582
Furniture (household)	7	[illegible]	83	16.5	5	27	39	29	7	47
Musical instruments and sheet music	3	530	141	26.[illegible]	1	34	74	72	2	128
All other	11	46	101	22.0	9	37	50	43	7	72
Groceries (general line)	27	17,834	2,172	12.2	10	930	1,569	1,567	2	1,997
Voluntary group wholesalers	5	[illegible]	1,28[illegible]	13.8	3	[illegible]	1,028	1,028	--	2,411
All other	22	8,499	883	10.4	7	305	541	539	2	586
Groceries and foods (specialty lines)	136	24,537	3,637	14.8	77	1,09[illegible]	1,675	1,657	18	1,349
Coffee, tea, and spices	5	69	27	39.1	3	7	13	12	1	12
Coffee roasting and spice grinding	7	1,873	415	22.2	---	15[illegible]	277	270	7	213
Confectionery	17	2,485	278	11.2	13	116	118	118	---	65
Fish and sea foods	8	[illegible]	230	24.9	7	71	140	140	--	27
Flour	5	[illegible]	137	15.1	1	46	83	83	---	48
Meats and provisions	51	[illegible]	955	11.9	28	275	562	558	4	14[illegible]
All other	43	10,243	1,595	15.6	25	397	682	676	6	559
Hardware	18	18,836	3,132	16.6	11	1,145	1,954	1,954	---	[illegible]
General line	5	18,391	3,001	16.3	6	1,092	1,871	1,871	---	4,949
Specialty lines	11	445	131	29.4	5	53	83	83	---	67
Jewelry	16	1,966	355	18.1	5	78	183	178	5	345
Diamonds and other precious stones	4	314	42	13.4	2	8	24	24	---	71
All other	12	1,652	313	18.9	4	70	159	154	5	274
Lumber and construction materials	56	10,441	2,223	21.3	10	910	1,364	1,307	57	1,474
Lumber	12	[illegible]	447	13.9	2	117	264	262	2	272
Lumber and millwork	3	708	185	26.1	---	68	121	121	---	178
Millwork	9	1,819	520	28.6	1	161	338	300	38	276
Brick, tile, and terra cotta	6	541	96	17.7	2	24	46	46	--	35
Glass	4	760	219	28.8	---	94	181	181	---	191
All other	22	3,403	756	22.2	5	446	414	397	17	522
Machinery--equipment--supplies	169	20,638	5,271	25.5	81	1,676	2,976	2,945	31	3,115
Commercial equipment and supplies:										
Office machines and equipment	5	168	51	30.4	3	22	27	27	---	20
Restaurant and hotel supply houses	8	737	193	26.2	3	78	117	117	---	97
Garage and filling station equipment	3	166	41	24.7	2	13	24	24	---	11
Store machines	3	167	37	22.2	2	13	11	11	---	7
Store fixtures and equipment	15	[illegible]	346	38.1	7	119	211	205	6	111
All other	8	622	77	12.4	7	36	40	38	2	32
Industrial machinery, equipment, and supplies:										
Industrial (general line	3	[illegible]	650	22.[illegible]	---	224	406	406	---	3[illegible]
Belting, hose, and packing	5	568	121	21.3	---	42	76	76	---	31
Machine tools	4	1,688	212	12.8	5	83	166	166	---	231
Power plant and power transmission	4	116	34	29.3	---	16	26	26	---	4
Printing and lithographing (except paper	6	[illegible]	230	38.1	2	96	142	138	4	70
Textile	3	98	23	23.5	2	8	12	12	---	20
Used machinery and equipment	5	72	18	25.0	4	5	7	6	1	14
All other	39	4,249	1,111	26.1	18	283	611	602	9	566
Professional equipment and supplies:										
Dental supply houses	6	467	137	29.3	2	56	79	77	2	45
Religious supply houses	3	241	61	25.3	1	25	29	29	---	65
Surgical, medical, and hospital	6	2,384	613	25.7	---	194	357	357	---	352
All other	[illegible]	691	198	28.7	3	57	93	89	4	168
Service equipment and supplies:										
Barber and beauty supply houses	11	435	141	32.4	8	51	63	62	1	64
Laundry and dry cleaning	3	720	183	25.4	---	37	99	99	---	55
Undertakers' supplies	3	209	58	27.8	2	21	31	31	---	13
Upholsterers' supplies	5	815	367	45.0	2	72	153	153	---	136
All other	10	984	296	30.1	4	113	169	168	1	215
All other	6	496	73	14.7	4	14	27	26	1	32
Metals and metal work (except scrap	44	16,944	2,946	17.4	13	675	1,498	1,449	49	2,069
Building metal work	3	61	9	14.8	1	8	4	2	1	6
Iron and steel products (general line)	5	6,476	1,287	19.9	---	212	674	673	1	1,028
Iron and steel products (flat)	12	4,628	669	14.5	1	128	316	275	43	345
Wire and wire products	3	219	124	56.9	1	30	75	75	---	58
Iron and steel finished products (N. E. C.)	16	2,110	529	25.1	[illegible]	136	298	296	2	395
All other	5	3,350	328	9.8	2	64	129	127	2	237
Paper and its products	38	11,412	2,170	19.0	15	569	1,269	1,257	12	1,776
Wrapping or coarse paper and products	14	4,997	802	16.0	9	224	519	518	1	677
Printing and writing papers	6	4,633	798	17.2	---	177	469	469	---	738
Stationery and stationery supplies	6	90	15	16.7	5	3	8	5	3	6
Wallpaper	12	1,692	555	32.8	1	161	273	265	8	385

For footnotes, see end of table.

TABLE 1.—SALES, EXPENSES, PERSONNEL, PAY ROLL AND STOCKS

TYPES OF OPERATION BY KINDS OF BUSINESS—Continued

CLEVELAND

TYPE OF OPERATION / KIND OF BUSINESS	NUMBER OF ESTABLISHMENTS	SALES (add 000)	OPERATING EXPENSES (including pay roll) Amount (add 000)	OPERATING EXPENSES Percent of sales	Active proprietors of unincorporated businesses	Number of employees* (full-time and part time) Average for year	PAY ROLL* Total (add 000)	PAY ROLL Full-time (add 000)	PAY ROLL Part-time (add 000)	Stocks on hand, end of year, at cost (add 000)
CLEVELAND—Con.										
KINDS OF BUSINESS										
SERVICE AND LIMITED-FUNCTION WHOLESALERS—Con.										
Petroleum and its products	24	$8,865	$748	8.4	6	166	$295	$289	$6	$97
Plumbing and heating equipment and supplies	33	4,901	904	18.4	7	256	472	469	3	494
Plumbing and heating (general line)	3	1,283	159	12.4	1	46	82	82	---	82
Heating (including stoves and ranges)	7	811	167	20.6	---	46	72	71	1	46
Plumbing fixtures, equipment, and supplies	19	2,096	425	20.3	5	118	206	205	1	305
All other	4	711	153	21.5	1	46	112	111	1	61
Tobacco and products (except leaf)	19	14,517	551	3.8	13	198	288	284	4	366
Waste materials	109	25,588	2,550	10.0	82	1,035	1,327	1,313	14	841
Iron and steel scrap	43	18,771	1,514	8.1	28	474	781	773	8	443
Junk and scrap (general line)	10	396	69	17.4	14	49	37	37	---	10
Waste paper, rags, and rubber	33	2,617	681	26.0	25	419	390	385	5	239
Non-ferrous metals	7	3,524	231	6.6	4	60	94	94	---	121
All other	16	280	55	19.6	13	33	25	24	1	28
All other products	53	6,889	1,307	19.0	42	572	806	778	28	484
Books, periodicals, and newspapers	5	2,064	378	18.1	2	231	253	249	4	92
Flowers and nursery stock	4	818	169	20.7	---	42	100	100	---	37
Forest products (except lumber)	7	176	45	25.3	13	20	17	14	3	9
Leather and shoe findings	11	665	118	17.7	13	42	60	60	---	157
Optical goods	7	857	329	38.4	1	145	235	235	---	88
Yarns	4	1,372	132	9.6	2	28	73	62	11	44
Miscellaneous kinds of business	15	915	136	14.9	11	64	68	58	10	57
MANUFACTURERS' SALES BRANCHES (With stocks)										
KINDS OF BUSINESS										
MANUFACTURERS' SALES BRANCHES (With stocks)	227	189,661	22,492	11.9	2	5,001	11,032	10,843	189	11,839
Amusement and sporting goods	12	6,853	972	14.2	---	353	619	591	28	305
Automotive	16	24,595	1,858	7.6	---	478	1,060	950	110	1,319
Trucks and tractors	6	4,302	601	14.0	---	196	413	303	110	487
Tires and tubes	5	2,934	607	20.7	---	147	310	310	---	395
All other	5	17,359	650	3.7	---	135	337	337	---	437
Beer, wines, and liquors	5	3,664	403	11.0	---	49	119	119	---	332
Chemicals and paints	14	19,116	1,909	10.0	---	310	759	757	2	744
Industrial chemicals	5	12,606	792	6.3	---	82	259	259	---	106
All other	9	6,510	1,117	17.2	---	228	500	498	2	638
Electrical goods	15	28,064	2,130	7.6	---	498	1,232	1,232	---	1,026
Apparatus and equipment	10	24,687	1,833	7.4	---	444	1,082	1,082	---	659
All other	5	3,377	297	8.8	---	54	150	150	---	367
Furniture and house furnishings	10	3,644	420	11.5	---	140	256	256	---	340
Groceries and foods (specialty lines)	18	19,959	3,526	17.7	---	446	931	916	15	578
Lumber and construction materials	8	8,676	1,329	15.3	---	306	775	768	7	383
Machinery--equipment--supplies	72	23,147	5,000	21.6	---	1,314	2,851	2,844	7	2,583
Commercial equipment and supplies:										
Office machines and equipment	9	1,225	568	46.4	---	205	382	382	---	169
All other	7	1,546	392	25.4	---	159	286	282	4	75
Industrial machinery, equipment, and supplies:										
Belting, hose, and packing	5	1,126	263	23.4	---	45	127	126	1	57
Machine tools	4	990	151	15.3	---	32	97	97	---	66
Power plant and power transmission	5	1,397	211	15.1	---	78	150	150	---	167
Printing and lithographing (except paper)	7	1,023	284	27.8	---	58	163	162	1	131
All other	14	10,077	1,740	17.3	---	366	860	860	---	1,092
Service equipment and supplies:										
Upholsterers' supplies	3	482	43	8.9	---	14	28	28	---	31
All other	9	2,049	841	41.0	---	199	442	442	---	241
All other	8	3,232	507	15.7	---	156	316	315	1	554
Metals and metal work (except scrap)	22	30,807	1,660	5.4	---	418	895	890	5	1,811
Iron and steel products (general line)	4	5,310	380	7.2	---	107	210	207	3	463
Wire and wire products	5	14,266	437	3.1	---	86	222	222	---	317
All other	13	11,231	843	7.5	---	225	463	461	2	1,031
Paper and its products	6	2,071	326	15.7	---	95	187	187	---	34
Plumbing and heating equipment and supplies	6	4,107	576	14.0	---	162	282	270	12	325
All other [5]	23	14,958	2,383	15.9	2	432	1,066	1,063	3	2,059

For footnotes, see end of table.

TABLE 1.—SALES, EXPENSES, PERSONNEL, PAY ROLL AND STOCKS

TYPES OF OPERATION BY KINDS OF BUSINESS—Continued

CLEVELAND

TYPE OF OPERATION / KIND OF BUSINESS	NUMBER OF ESTABLISHMENTS	SALES (add 000)	OPERATING EXPENSES (including pay roll) Amount (add 000)	OPERATING EXPENSES Percent of sales	Active proprietors of unincorporated businesses	Number of employees* (full-time and part-time) Average for year	PAY ROLL* Total Amount	PAY ROLL* Full-time (add 000)	PAY ROLL* Part-time (add 000)	Stock on hand, end of year, at cost (add 000)
CLEVELAND—Con.										
MANUFACTURERS' SALES OFFICES (Without stocks)										
KINDS OF BUSINESS										
MANUFACTURERS' SALES OFFICES (Without stocks)	169	$164,449	$8,195	5.0	---	1,423	$3,991	$3,971	$10	---
Automotive	4	9,390	980	10.4	---	172	462	460	2	---
Chemicals and paints	5	5,266	411	7.8	---	34	103	103	---	---
Dry goods (specialty lines)	4	2,585	120	4.6	---	23	67	67	---	---
Electrical goods	12	5,603	393	7.0	---	66	188	188	---	---
Wiring supplies and construction materials	6	3,405	183	5.4	---	24	70	70	---	---
All other	6	2,198	210	9.6	---	42	118	118	---	---
Groceries and foods (specialty lines)	[illegible]	5,390	1,223	22.7	---	116	244	243	1	---
Lumber and construction materials	11	9,496	1,099	11.6	---	200	548	548	---	---
Machinery--equipment--supplies	51	14,144	1,063	7.5	---	235	639	637	2	---
Commercial equipment and supplies:										
Office machines and equipment	5	428	77	18.0	---	47	65	65	---	---
All other	[illegible]	296	62	20.9	---	16	36	36	---	---
Industrial machinery, equipment, and supplies:										
Power plant and power transmission	7	2,939	189	6.4	---	32	105	105	---	---
Printing and lithographing (except paper)	4	578	138	23.9	---	29	90	88	2	---
All other	24	7,412	482	6.5	---	90	279	279	---	---
All other	7	2,491	115	4.6	---	21	64	64	---	---
Metals and metal work (except scrap)	32	91,588	1,593	1.7	---	299	996	994	2	---
Building metal work	5	1,556	131	8.4	---	22	93	91	2	---
Iron and steel products (general line)	7	53,033	577	1.1	---	107	366	366	---	---
Iron and steel finished products (N. E. C.)	7	17,248	366	2.1	---	60	217	217	---	---
All other	13	19,751	519	2.6	---	110	320	320	---	---
Paper and its products	10	5,063	275	5.4	---	60	158	158	---	---
Wrapping or coarse paper and products	6	4,621	179	3.9	---	43	115	115	---	---
All other	4	442	96	21.7	---	17	43	43	---	---
Plumbing and heating equipment and supplies	9	2,460	427	17.4	---	95	276	275	1	---
All other products	22	13,464	611	4.5	---	123	300	298	2	---
Books, periodicals, and newspapers	4	388	94	24.2	---	15	52	52	---	---
Miscellaneous kinds of business [6]	18	13,076	517	4.0	---	108	248	246	2	---
PETROLEUM BULK STATIONS AND TERMINALS										
Petroleum and its products	40	33,790	2,921	8.6	3	618	1,385	1,368	17	$1,436
AGENTS AND BROKERS										
KINDS OF BUSINESS										
AGENTS AND BROKERS	439	184,214	7,552	4.1	360	1,557	4,013	3,875	138	1,511
Automotive	6	820	40	4.9	5	14	13	13	---	1
Beer, wines, and liquors	5	2,555	64	2.5	3	10	30	30	---	---
Chemicals and paints	17	7,264	280	3.9	14	55	172	148	24	4
Paints and varnishes	5	704	45	6.4	4	15	22	22	---	---
All other	12	6,560	235	3.6	10	40	150	126	24	4
Clothing and furnishings	17	2,890	93	3.2	17	24	34	34	---	---
Millinery and millinery supplies	5	683	25	3.7	6	6	8	8	---	---
Shoes and other footwear	7	1,178	31	2.6	7	6	9	9	---	---
All other	5	1,029	37	3.6	4	12	17	17	---	---
Coal and coke	19	50,795	2,705	5.3	4	416	1,537	1,528	9	973
Drugs and drug sundries (specialty lines)	5	170	19	11.2	6	4	4	4	---	1
Dry goods (specialty lines)	13	6,504	148	2.3	10	47	58	58	---	10
Piece goods:										
Cotton	3	1,608	15	0.9	1	2	10	10	---	---
All other	6	2,086	19	0.9	7	3	2	2	---	---
All other	4	2,808	114	4.1	2	42	46	46	---	10
Electrical goods	36	4,808	230	4.8	28	54	113	111	2	2
Apparatus and equipment	12	1,805	109	6.0	6	23	63	62	1	2
Wiring supplies and construction materials	[illegible]	996	50	5.0	7	14	23	22	1	---
Radios and equipment	4	377	27	7.2	4	9	15	15	---	---
All other	11	1,630	44	2.7	11	8	12	12	---	---
Farm products--raw materials	7	12,936	254	2.0	8	58	156	156	---	10
Farm products--consumer goods	30	18,088	765	4.2	23	231	462	406	56	42
Fruits and vegetables (fresh)	20	11,469	556	4.8	15	144	325	297	28	40
Fresh fruits only	5	5,386	189	3.5	4	63	129	101	28	1
All other	5	1,233	20	1.6	4	4	8	8	---	1

For footnotes, see end of table.

TABLE 1.—SALES, EXPENSES, PERSONNEL, PAY ROLL AND STOCKS

TYPES OF OPERATION BY KINDS OF BUSINESS—Continued

CLEVELAND

TYPE OF OPERATION KIND OF BUSINESS	NUMBER OF ESTABLISHMENTS	SALES (add 000)	OPERATING EXPENSES (including pay roll) Amount (add 000)	OPERATING EXPENSES Percent of sales	Active proprietors of unincorporated businesses	Number of employees* (full-time and part time) Average for year	PAY ROLL* Total (add 000)	PAY ROLL* Full-time (add 000)	PAY ROLL* Part-time (add 000)	Stocks on hand, end of year, at cost (add 000)
CLEVELAND—Con.	AGENTS AND BROKERS—Con.									
KINDS OF BUSINESS										
AGENTS AND BROKERS—Con.										
Furniture and house furnishings	11	$965	$80	8.3	8	26	$38	$38	---	$10
China, glassware, and crockery	3	250	3	1.2	3	---	---	---	---	2
Furniture (office)	3	72	9	12.5	1	4	4	4	---	---
All other	5	643	68	10.6	4	22	34	34	---	8
Groceries and foods (specialty lines)	36	28,053	498	1.8	24	135	294	288	$6	271
Canned foods	9	4,086	72	1.8	7	16	36	32	4	---
All other	27	23,967	426	1.8	17	119	258	256	2	271
Hardware	11	830	38	4.6	11	11	11	9	2	4
Lumber and construction materials	23	3,120	170	5.4	18	34	79	72	7	16
Lumber	5	647	21	3.2	5	4	7	6	1	---
Brick, tile, and terra cotta	3	423	33	7.8	1	5	9	9	---	---
All other	15	2,050	116	5.7	12	25	63	57	6	16
Machinery--equipment--supplies	114	11,502	1,005	8.7	103	220	448	433	15	160
Commercial equipment and supplies:										
Office machines and equipment	8	372	206	55.4	6	53	145	144	1	55
All other	7	621	67	10.8	8	7	11	11	---	1
Industrial machinery, equipment, and supplies:										
Belting, hose, and packing	4	804	75	9.3	4	13	20	15	5	43
Construction (except road building)	3	378	26	6.9	2	3	10	10	---	---
Machine tools	11	2,133	151	7.1	7	32	77	77	---	3
Power plant and power transmission	3	178	12	6.7	2	3	7	7	---	---
All other	68	6,111	412	6.7	65	93	151	142	9	58
Transportation equipment and supplies:										
Railroad	3	736	34	4.6	3	6	16	16	---	---
Other	3	97	12	12.4	2	3	5	5	---	---
All other	4	72	10	13.9	4	7	6	6	---	---
Metals and metal work (except scrap)	30	15,719	480	3.1	30	82	229	218	11	2
Building metal work	6	712	33	4.6	8	7	12	11	1	---
Iron and steel products (semi-finished)	5	8,238	257	3.1	4	42	128	128	---	---
Iron and steel finished products (N. E. C.)	6	2,021	104	5.1	5	16	44	37	7	---
All other	13	4,748	86	1.8	13	17	45	42	3	2
Paper and its products	6	1,761	49	2.8	5	4	26	26	---	---
Petroleum and its products	3	572	48	8.4	---	16	27	25	2	2
Plumbing and heating equipment and supplies	18	1,955	169	8.6	17	35	83	81	2	1
Plumbing fixtures, equipment, and supplies	6	869	33	3.8	6	13	16	14	2	---
All other	12	1,086	136	12.5	11	22	67	67	---	1
Waste materials	3	421	29	6.9	1	7	13	12	1	---
All other products	29	12,486	388	3.1	25	74	186	185	1	2
Books, periodicals, and newspapers	4	139	30	21.6	2	7	18	18	---	---
Miscellaneous kinds of business [7]	25	12,347	358	2.9	23	67	168	167	1	2

* Employees and pay roll include paid executives of corporations but not the number and compensation of proprietors of unincorporated businesses.

** Sales include taxes.

[1] Includes 1 converter (textile); 1 export merchant; and 3 retailer-cooperative warehouses.

[2] Includes 1 commission station.

[3] Includes 1 auction company; and 2 import agents.

[4] Includes 2 cooperative marketing associations; and 1 packer and shipper.

[5] Includes 1 clothing and furnishings; 3 drugs and drug sundries (specialty lines); 1 dry goods (specialty lines); 2 farm products--consumer goods; 2 farm supplies; 2 hardware; 2 petroleum and its products; 1 tobacco and products (except leaf); and 9 all other products.

[6] Includes 1 amusement and sporting goods; 1 beer, wines, and liquors; 1 coal and coke; 1 drugs and drug sundries (specialty lines); 2 farm products--consumer goods; 2 furniture and house furnishings; 3 hardware; 1 tobacco and products (except leaf); 1 oils and greases (animal and vegetable); 1 textiles and materials (other than dry goods); and 4 miscellaneous kinds of business.

[7] Includes 1 farm supplies; 1 flowers and nursery stock; 1 general merchandise; 1 leather goods; 2 oils and greases (animal and vegetable); and 19 miscellaneous kinds of business.

TABLE 1.—SALES, EXPENSES, PERSONNEL, PAY ROLL AND STOCKS

TYPES OF OPERATION BY KINDS OF BUSINESS

DALLAS

TYPE OF OPERATION / KIND OF BUSINESS	NUMBER OF ESTABLISHMENTS	SALES (add 000)	OPERATING EXPENSES (including pay roll) Amount (add 000)	OPERATING EXPENSES Percent of sales	Active proprietors of unincorporated businesses	Number of employees* (full-time and part time) Average for year	PAY ROLL* Total (add 000)	PAY ROLL Full-time (add 000)	PAY ROLL Part-time (add 000)	Stock on hand, end of year, at cost (add 000)
DALLAS, TOTALS, 1939	1,043	$475,454	$52,073	11.0	577	13,018	$21,741	$21,431	$310	$51,617
1935 [1]	903	409,888	38,298	9.3	[1]470	[1]9,802	[1]16,184	[1]15,002	[1]182	40,637
1929	803	709,731	53,948	7.6	367	12,078	24,054	---	---	53,520
TYPES OF OPERATION										
SERVICE AND LIMITED-FUNCTION WHOLESALERS	515	214,946	28,097	13.1	337	7,347	11,294	11,158	136	39,864
Wholesale merchants	463	121,432	18,000	14.8	304	6,259	9,201	9,072	129	13,556
Voluntary group wholesalers	3	10,888	1,577	14.5	---	570	820	820	---	1,807
Export merchants	24	76,443	7,816	10.2	21	268	885	881	4	23,821
Industrial distributors	3	2,109	428	20.3	---	150	245	243	2	471
Cash-and-carry wholesalers	5	792	31	3.9	1	8	15	15	---	37
Drop shippers or desk jobbers	5	2,129	144	6.8	3	46	68	68	---	---
Wagon distributors	8	201	18	9.0	8	9	7	7	---	1
All other [2]	4	952	83	8.7	---	37	53	52	1	171
MANUFACTURERS' SALES BRANCHES (With stocks)	206	105,537	17,366	16.5	1	4,256	7,761	7,681	80	10,492
MANUFACTURERS' SALES OFFICES (Without stocks)	71	50,649	3,328	6.6	---	540	1,286	1,263	23	---
PETROLEUM BULK STATIONS **	25	7,408	813	11.0	21	224	339	336	3	272
Independent bulk stations	17	2,373	146	6.2	17	68	73	73	---	24
Commission stations	[redacted]	590	53	9.0	4	10	11	8	3	35
Salary stations	[redacted]	4,445	614	13.8	---	146	255	255	---	213
AGENTS AND BROKERS	222	91,801	2,355	2.6	218	591	965	915	50	887
Brokers (merchandise)	45	47,543	503	1.1	45	113	203	200	3	6
Export agents	7	6,529	165	2.5	7	7	19	19	---	663
Manufacturers' agents (with stocks)	30	5,226	493	9.4	22	148	269	261	8	316
Manufacturers' agents (without stocks)	125	24,107	891	3.7	132	258	350	312	38	---
Selling agents	9	5,277	206	3.9	7	40	82	81	1	1
All other [3]	6	3,119	97	3.1	5	25	42	42	---	1
ASSEMBLERS (Mainly farm products)	4	5,113	114	2.2	---	60	[redacted]	78	18	2
SERVICE AND LIMITED-FUNCTION WHOLESALERS										
KINDS OF BUSINESS										
SERVICE AND LIMITED-FUNCTION WHOLESALERS	515	214,946	28,097	13.1	337	7,347	11,294	11,158	136	39,864
Amusement and sporting goods	16	1,651	409	24.8	13	122	213	201	12	181
Motion picture film exchanges	6	652	224	34.4	4	65	128	127	1	11
Toys, novelties, and fireworks	3	134	48	35.8	2	18	23	14	9	29
All other	7	865	137	15.8	7	39	62	60	2	141
Automotive	47	28,555	2,490	9.4	22	819	1,374	1,367	7	1,659
Automobiles (new and used)	10	19,173	906	4.7	3	261	559	559	---	371
Automotive accessories and equipment	15	2,934	479	16.3	11	170	247	241	6	435
Automotive parts	19	3,697	865	23.4	[redacted]	327	512	511	1	781
All other	3	751	240	32.0	2	61	56	56	---	72
Beer, wines, and liquors	10	4,532	527	11.6	6	152	202	200	2	688
Beer and ale	5	1,535	258	16.8	3	71	85	85	---	52
Wines and liquors	5	2,997	269	9.0	3	81	117	115	2	636
Chemicals and paints	10	866	178	20.6	4	48	79	78	1	109
Explosives	3	250	41	16.4	1	9	14	14	---	24
Industrial chemicals	3	307	52	16.9	---	16	26	26	---	[redacted]
All other	[redacted]	309	85	27.5	3	23	39	38	1	31
Clothing and furnishings	26	5,020	845	16.8	18	293	442	423	19	636
Men's and boys'	4	516	124	24.0	1	72	73	73	---	160
Women's and children's	9	2,089	357	17.1	11	117	166	158	8	121
Millinery and millinery supplies	[redacted]	417	89	21.3	5	32	39	39	---	40
All other	5	1,998	275	13.8	1	72	164	153	11	315
Coal and coke	[redacted]	1,319	81	6.1	3	15	35	34	1	1
Drugs (general line)	2	5,348	706	13.2	9	266	385	385	---	881
Drugs and drug sundries (specialty lines)	15									
Dry goods (general line)	3	5,033	907	18.0	---	303	405	404	1	963
Dry goods (specialty lines)	11	663	77	11.6	6	26	43	41	2	124
Notions	5	338	41	12.1	3	17	19	18	1	74
All other	6	325	36	11.1	3	9	24	23	1	50
Electrical goods	30	9,374	1,549	16.5	15	419	805	798	7	917
Electrical merchandise (general line)	3	3,723	608	16.3	---	165	374	374	---	252
Apparatus and equipment	3	211	43	20.4	2	12	15	15	---	28
Wiring supplies and construction materials	6	2,603	331	12.7	1	91	162	161	1	239
Radios and equipment	[redacted]	1,178	221	18.8	7	61	82	76	6	171
All other	10	1,659	346	20.9	5	90	172	172	---	227
Farm products—raw materials	28	80,935	8,312	10.3	22	315	958	946	12	24,900
Cotton	25	78,659	8,182	10.4	21	274	897	893	4	24,801
All other	3	2,276	130	5.7	1	41	61	53	8	99
Farm products—consumer goods	51	11,206	2,071	18.5	46	998	1,187	1,173	14	247
Dairy products	6	2,702	981	36.3	2	561	677	673	4	62
Fruits and vegetables (fresh)	35	6,971	[redacted]	13.8	33	391	459	451	8	156
All other	10	1,533	127	8.3	11	[redacted]	51	49	2	29

For footnotes, see end of table.

TABLE 1.—SALES, EXPENSES, PERSONNEL, PAY ROLL AND STOCKS

TYPES OF OPERATION BY KINDS OF BUSINESS—Continued

DALLAS

TYPE OF OPERATION KIND OF BUSINESS	NUMBER OF ESTABLISHMENTS	SALES (add 000)	OPERATING EXPENSES (including pay roll) Amount (add 000)	OPERATING EXPENSES Percent of sales	Active proprietors of unincorporated businesses	Number of employees* (full-time and part-time) Average for year	PAY ROLL* Total (add 000)	PAY ROLL* Full-time (add 000)	PAY ROLL* Part-time (add 000)	Stocks on hand, end of year, at cost (add 000)
DALLAS—Con.	**SERVICE AND LIMITED-FUNCTION WHOLESALERS—Con.**									
KINDS OF BUSINESS										
SERVICE AND LIMITED-FUNCTION WHOLESALERS—Con.										
Farm supplies	3	$427	$90	21.1	2	[illegible]	$51	$51	---	$59
Furniture and house furnishings	11	2,805	[illegible]	15.8	4	140	231	230	$1	[illegible]
Groceries (general line)	9	5,423	490	9.0	6	178	279	278	3	737
Not sponsoring cooperative or voluntary groups	3	2,690	283	10.5	6	92	143	140	3	384
All other	6	2,733	207	7.6	---	[illegible]	136	136	---	353
Groceries and foods (specialty lines)	42	5,758	1,198	20.8	36	474	428	420	8	[illegible]
Coffee, tea, and spices	5	417	112	26.9	3	28	57	57	---	13
Coffee roasting and spice grinding	3	1,228	127	10.3	1	56	55	54	1	190
Confectionery	5	101	20	19.8	[illegible]	15	12	12	---	8
Meats and provisions	9	505	77	15.2	10	32	36	34	2	11
All other	20	3,507	862	24.6	18	343	268	263	5	407
Hardware	6	5,196	782	14.7	6	335	545	537	8	1,064
General line (without industrial department)	3	4,231	554	13.1	---	261	439	431	8	853
All other	3	965	208	21.6	6	74	106	106	---	211
Jewelry	6	1,319	287	21.8	9	[illegible]	149	148	1	408
Jewelry (general line)	3	1,044	230	22.0	5	[illegible]	137	136	1	359
All other	3	275	57	20.7	[illegible]	12	12	12	---	[illegible]
Lumber and construction materials	13	1,898	298	15.7	8	118	179	175	4	255
Brick, tile, and terra cotta	4	412	39	9.5	5	14	15	15	---	40
All other	9	1,486	259	17.4	3	104	164	160	[illegible]	215
Machinery—equipment—supplies	78	10,404	2,582	24.6	38	769	1,355	1,332	23	1,790
Commercial equipment and supplies:										
Office machines and equipment	3	72	20	27.8	3	10	12	12	---	28
Garage and filling station equipment	3	90	[illegible]	26.7	2	13	14	13	1	8
Store fixtures and equipment	3	171	50	29.2	1	17	29	28	1	25
All other	4	182	33	18.1	[illegible]	24	24	23	1	20
Industrial machinery, equipment, and supplies:										
Construction (except road building)	3	1,392	291	20.9	---	74	153	153	---	188
Road building	5	820	185	22.6	3	57	111	109	2	119
Oil well supply houses	9	762	259	34.0	1	[illegible]	113	113	---	102
All other	13	2,248	[illegible]	19.9	7	141	233	228	5	416
Professional equipment and supplies:										
Dental supply houses	3	388	117	30.2	1	37	61	61	---	96
School equipment and supplies	3	590	169	28.6	2	59	100	100	---	129
Surgical, medical, and hospital	3	183	56	30.6	1	21	36	36	---	35
All other	4	1,149	272	23.7	1	78	159	148	11	161
Service equipment and supplies:										
Barber and beauty supply houses	6	478	175	36.6	[illegible]	30	83	83	---	[illegible]
Laundry and dry cleaning	3	300	92	30.7	2	21	35	35	---	40
All other	10	1,166	265	22.7	[illegible]	89	138	136	2	197
All other	3	413	106	25.7	---	34	54	54	---	133
Metals and metal work (except scrap)	5	575	92	16.0	4	29	39	37	2	70
Paper and its products	11	1,786	429	24.0	3	157	250	247	3	381
Wrapping or coarse paper and products	3	1,139	263	23.1	---	106	166	163	3	234
Stationery and stationery supplies	5	[illegible]	16	23.2	3	7	5	5	---	12
All other	3	578	150	26.0	---	[illegible]	79	79	---	135
Petroleum and its products	12	1,396	199	14.3	7	100	110	110	---	33
Plumbing and heating equipment and supplies	11	2,543	488	19.2	6	170	260	260	---	366
Plumbing fixtures, equipment, and supplies	8	1,679	273	16.3	6	70	99	99	---	228
All other	3	864	215	24.9	---	100	161	161	---	138
Tobacco and products (except leaf)	9	10,297	509	4.9	11	155	210	210	---	266
Waste materials	18	1,660	233	14.0	21	145	110	105	5	169
Junk and scrap (general line)	6	56	11	19.6	7	11	7	7	---	17
Non-ferrous metals	4	1,157	92	8.0	5	65	52	50	2	95
All other	8	447	130	29.1	[illegible]	69	51	48	3	57
All other products	28	10,957	1,864	17.0	12	697	970	970	---	1,885
Books, periodicals, and newspapers	4	523	76	14.5	3	41	44	44	---	41
Flowers and nursery stock	6	343	81	23.6	---	27	41	41	---	[illegible]
Leather and shoe findings	7	463	113	24.4	3	42	[illegible]	64	---	99
Optical goods	3	184	70	38.0	1	38	43	43	---	82
Textiles and materials (other than dry goods)	3	136	21	15.4	2	11	14	14	---	20
Miscellaneous kinds of business	5	9,308	1,503	16.1	3	538	764	764	---	1,619
	MANUFACTURERS' SALES BRANCHES (With stocks)									
KINDS OF BUSINESS										
MANUFACTURERS' SALES BRANCHES (With stocks)	208	105,537	17,366	16.5	1	4,256	7,761	7,681	80	10,492
Amusement and sporting goods	13	8,854	1,366	15.4	---	515	855	830	25	511
Motion picture film exchanges	9	6,345	914	14.4	---	380	592	567	25	183
All other	[illegible]	2,509	452	18.0	---	135	263	263	---	328

For footnotes, see end of table.

TABLE 1.—SALES, EXPENSES, PERSONNEL, PAY ROLL AND STOCKS

TYPES OF OPERATION BY KINDS OF BUSINESS—Continued

DALLAS

TYPE OF OPERATION KIND OF BUSINESS	NUMBER OF ESTABLISHMENTS	SALES (add 000)	OPERATING EXPENSES (including pay roll) Amount (add 000)	OPERATING EXPENSES Percent of sales	Active proprietors of unincorporated businesses	Number of employees* (full-time and part-time) Average for year	PAY ROLL* Total (add 000)	PAY ROLL* Full-time (add 000)	PAY ROLL* Part-time (add 000)	Stocks on hand, end of year, at cost (add 000)
DALLAS—Con.										
	MANUFACTURERS' SALES BRANCHES (With stocks)—Con.									
KINDS OF BUSINESS										
MANUFACTURERS' SALES BRANCHES (With stocks)—Con.										
Automotive	24	$13,663	$1,967	14.4	---	460	$927	$921	$6	$2,195
Trucks and tractors	4	2,700	358	13.3	---	108	185	185	---	579
Tires and tubes	11	9,809	1,407	14.3	---	292	635	629	6	1,418
All other	[redacted]	1,174	202	17.2	---	60	107	107	---	198
Chemicals and paints	12	4,787	1,269	26.6	---	265	508	504	2	598
Paints and varnishes	7	2,507	681	27.2	---	107	194	193	1	330
All other	5	2,260	588	26.0	---	158	312	311	1	268
Drugs and drug sundries (specialty lines)	8	4,200	744	17.7	---	148	322	322	---	249
Proprietary medicines	4	2,579	198	7.7	---	36	68	68	---	118
Drug specialties and sundries	4	1,621	546	33.7	---	112	254	254	---	131
Electrical goods	6	8,325	842	10.1	---	238	515	514	1	588
Furniture and house furnishings	5	2,826	247	8.7	---	64	128	128	---	194
Groceries and foods (specialty lines)	19	26,568	4,008	15.1	---	667	1,125	1,121	4	380
Meats and provisions	5	6,754	665	9.8	---	345	426	422	4	186
All other	14	19,814	3,343	16.9	---	322	699	699	---	214
Lumber and construction materials	6	579	128	22.1	---	61	93	91	2	75
Machinery—equipment—supplies	65	20,954	4,078	19.5	---	1,160	2,102	2,066	36	4,506
Commercial equipment and supplies	13	1,926	744	38.6	---	228	431	427	4	197
Farm and dairy:										
Farm machinery and equipment	[redacted]	7,890	1,449	18.4	---	399	653	635	18	2,617
All other	4	3,124	506	16.2	---	151	285	274	11	550
Industrial machinery, equipment, and supplies:										
Power plant and power transmission	5	2,098	273	13.0	---	96	157	157	---	182
Printing and lithographing (except paper)	5	515	137	26.6	---	33	68	68	---	73
All other	18	4,252	575	13.5	---	148	308	305	3	[redacted]
Professional equipment and supplies	5	354	141	39.8	---	24	81	81	---	[redacted]
Service equipment and supplies	7	795	253	31.8	---	81	139	139	---	[redacted]
Metals and metal work (except scrap)	6	2,971	401	13.5	---	116	155	155	---	314
Paper and its products	9	1,575	274	17.4	---	92	148	148	---	180
Wrapping or coarse paper and products	4	1,377	218	15.8	---	71	112	112	---	165
All other	5	198	56	28.3	---	21	36	36	---	15
Plumbing and heating equipment and supplies	10	3,683	569	15.4	---	135	244	242	2	368
Heating (including stoves and ranges)	6	1,271	195	15.3	---	18	87	87	---	92
All other	[redacted]	2,412	374	15.5	---	117	157	155	2	276
All other products	23	6,552	1,473	22.5	1	335	641	639	2	536
Books, periodicals, and newspapers	5	1,420	371	26.1	1	78	162	160	2	184
Miscellaneous kinds of business [4]	18	5,132	1,102	21.5	---	257	479	479	---	352
	MANUFACTURERS' SALES OFFICES (Without stocks)									
KINDS OF BUSINESS										
MANUFACTURERS' SALES OFFICES (Without stocks)	71	50,649	3,328	6.6	---	540	1,286	1,263	23	---
Chemicals and paints	4	443	[redacted]	22.3	---	22	42	42	---	--
Dry goods (specialty lines)	5	1,593	67	4.2	---	14	40	40	---	---
Groceries and foods (specialty lines)	8	5,094	1,130	22.2	---	113	258	254	[redacted]	---
Machinery—equipment—supplies	19	3,001	360	12.0	---	86	184	181	3	--
Industrial machinery, equipment, and supplies	14	2,219	287	12.9	---	69	154	151	3	---
All other	5	782	73	9.3	---	17	30	30	---	---
Metals and metal work (except scrap)	12	25,548	429	1.7	---	89	226	211	15	---
Plumbing and heating equipment and supplies	5	1,418	75	5.3	---	16	37	37	---	---
All other [5]	20	13,552	1,168	8.6	---	200	499	498	1	--
	PETROLEUM BULK STATIONS									
Petroleum and its products	25	7,408	813	11.0	21	224	339	336	3	272
	AGENTS AND BROKERS									
KINDS OF BUSINESS										
AGENTS AND BROKERS	222	91,801	2,355	2.6	218	591	965	915	50	987
Amusement and sporting goods	4	559	19	3.4	5	6	3	3	---	---
Automotive	14	3,073	180	5.9	12	53	96	92	4	150
Automotive accessories and equipment	10	2,689	156	5.8	9	42	78	74	4	149
Automotive parts	4	384	24	6.3	3	11	18	18	---	1

For footnotes, see end of table.

TABLE 1.—SALES, EXPENSES, PERSONNEL, PAY ROLL AND STOCKS

TYPES OF OPERATION BY KINDS OF BUSINESS—Continued

DALLAS

TYPE OF OPERATION KIND OF BUSINESS	NUMBER OF ESTABLISHMENTS	SALES (add 000)	OPERATING EXPENSES (including pay roll) Amount (add 000)	OPERATING EXPENSES Percent of sales	Active proprietors of unincorporated businesses	Number of employees* (full time and part-time) Average for year	PAY ROLL* Year (add 000)	PAY ROLL Full time (add 000)	PAY ROLL Part-time (add 000)	Stocks on hand, end of year, at cost (add 000)
DALLAS—Con.	AGENTS AND BROKERS—Con.									
KINDS OF BUSINESS										
AGENTS AND BROKERS—Con.										
Clothing and furnishings	13	$2,888	$120	4.2	18	39	$43	$40	$3	$9
Men's and boys'	4	1,045	47	4.8	3	17	21	21	---	8
Women's and children's	6	1,360	62	4.6	12	17	19	16	3	---
All other	3	483	11	2.3	3	5	3	3	---	1
Drugs and drug sundries (specialty lines)	5	869	57	6.6	2	17	24	21	3	1
Dry goods (specialty lines)	25	8,432	122	1.4	21	27	50	43	7	---
Piece goods:										
Cotton	11	4,675	65	1.4	8	12	29	28	1	---
All other	9	2,917	32	1.1	9	9	11	5	6	---
All other	5	840	25	3.0	4	6	10	10	---	---
Electrical goods	14	2,727	119	4.4	15	31	50	46	4	---
Wiring supplies and construction materials	6	1,632	71	4.4	5	18	35	32	3	---
Radios and equipment	4	334	12	3.6	4	4	2	1	1	---
All other	4	761	36	4.7	6	9	13	13	---	---
Farm products—raw materials	16	12,959	180	1.4	17	23	33	33	---	21
Cotton	16	12,959	180	1.4	17	23	33	33	---	21
Farm products—consumer goods	4	1,142	35	3.1	3	13	15	12	3	---
Fruits and vegetables (fresh)	4	1,142	35	3.1	3	13	15	12	3	---
Furniture and house furnishings	9	1,034	67	6.5	11	22	20	18	2	[illegible]
China, glassware, and crockery	3	502	26	5.2	4	6	4	4	---	---
Furniture (general line)	3	86	15	17.4	4	6	[illegible]	6	---	---
All other	3	446	26	5.8	3	10	10	8	2	6
Groceries and foods (specialty lines)	25	21,135	305	1.4	26	75	143	143	---	3
Canned foods	5	4,217	64	1.5	[illegible]	16	27	27	---	---
All other	20	16,918	241	1.4	17	59	116	116	---	3
Hardware	5	1,024	36	3.5	6	5	9	9	---	---
Lumber and construction materials	15	2,686	117	4.4	15	41	58	46	12	3
Lumber	8	1,947	41	2.1	7	9	12	10	2	1
All other	7	739	76	10.3	8	32	46	36	10	2
Machinery—equipment—supplies	26	3,096	277	8.9	22	78	168	166	2	93
Commercial equipment and supplies	8	550	107	19.5	6	37	79	77	2	33
Industrial machinery, equipment, and supplies	14	2,217	160	7.2	12	37	85	85	---	60
All other	4	329	10	3.0	4	4	4	4	---	---
Metals and metal work (except scrap)	6	1,058	45	4.3	6	17	20	20	---	5
Paper and its products	3	755	21	2.8	5	4	4	4	---	---
Petroleum and its products	4	4,952	43	0.9	1	7	20	20	---	---
Plumbing and heating equipment and supplies	14	2,004	148	7.4	15	41	52	46	6	40
Heating (including stoves and ranges)	10	1,663	89	5.4	14	18	25	19	6	---
All other	4	341	59	17.3	1	23	27	27	---	40
All other products	20	21,428	464	2.2	18	92	157	153	4	656
Oils and greases (animal and vegetable)	4	12,749	75	0.6	6	6	12	12	---	---
Miscellaneous kinds of business [6]	16	8,679	389	4.5	12	86	145	141	4	656

* Employees and pay roll include paid executives of corporations but not the number and compensation of proprietors of unincorporated businesses.

** Sales include taxes. Expenses as shown for commission stations represent commissions only.

[1] Data for 1935 exclude personnel and pay roll of 1 commission bulk station.

[2] Includes 2 converters (textiles,; and 2 importers.

[3] Includes 5 commission merchants; and 1 import agent.

[4] Includes 3 beer, wines, and liquors; 4 clothing and furnishings; 3 dry goods (specialty lines); 2 farm products--consumer goods; 1 farm supplies; 1 hardware; 1 petroleum and its products; 1 forest products (except lumber); 1 optical goods; and 1 yarns.

[5] Includes 1 amusement and sporting goods; 1 beer, wines, and liquors; 1 clothing and furnishings; 3 electrical goods; 1 farm supplies; 3 furniture and house furnishings; 1 hardware; 3 lumber and construction materials; 3 paper and its products; 1 tobacco and products (except leaf); and 2 all other products.

[6] Includes 2 chemicals and paints; 1 coal and coke; 2 farm supplies; 1 jewelry; 1 waste materials; 2 books, periodicals, and newspapers; 2 forest products (except lumber); 1 leather and shoe findings; 1 textiles and materials (other than dry goods); and 3 miscellaneous kinds of business.

TABLE 1.—SALES, EXPENSES, PERSONNEL, PAY ROLL AND STOCKS

TYPES OF OPERATION BY KINDS OF BUSINESS

DENVER

TYPE OF OPERATION / KIND OF BUSINESS	NUMBER OF ESTABLISHMENTS	SALES (add 000)	OPERATING EXPENSES (including [illegible]) Amount (add 000)	Percent of sales	[illegible]	[illegible]	PAY ROLL* [illegible]	[illegible] (add 000)	[illegible]	[illegible] (add 000)
DENVER, TOTALS, 1939	[illegible]	[illegible]	[illegible]	[illegible]	[illegible]	[illegible]	[illegible]	[illegible]	[illegible]	[illegible]
1935	[illegible]	[illegible]	[illegible]	[illegible]	[illegible]	[illegible]	[illegible]	[illegible]	[illegible]	[illegible]
1929	[illegible]	[illegible]	[illegible]	[illegible]	[illegible]	[illegible]	[illegible]	[illegible]	[illegible]	[illegible]
TYPES OF OPERATION										
[illegible]	[illegible]	[illegible]	[illegible]	15.0						
[illegible]	[illegible]	[illegible]	17,176	15.8	[illegible]	[illegible]	8,732	8,077	[illegible]	[illegible]
[illegible]	7	[illegible]	[illegible]	17.7					[illegible]	[illegible]
[illegible]	[illegible]	[illegible]	[illegible]	[illegible]						
[illegible]	[illegible]	133	[illegible]	[illegible]						[illegible]
[illegible]	[illegible]	[illegible]	[illegible]	[illegible]						
[illegible]	[illegible]	[illegible]	9,079	15.1	1	2,115	4,047	[illegible]	[illegible]	[illegible]
[illegible]	[illegible]	[illegible]	[illegible]	4.6	[illegible]		[illegible]		[illegible]	[illegible]
[illegible]	[illegible]	[illegible]	1,767	19.7	[illegible]	[illegible]	24	[illegible]	[illegible]	[illegible]
[illegible]	[illegible]	[illegible]	714	16.0	[illegible]	[illegible]				
[illegible]	[illegible]	[illegible]	[illegible]	[illegible]					[illegible]	
[illegible]	[illegible]	[illegible]	[illegible]	[illegible]						
[illegible]	[illegible]	[illegible]	[illegible]	[illegible]	[illegible]	[illegible]	[illegible]	[illegible]	[illegible]	[illegible]
[illegible]	[illegible]	[illegible]	[illegible]	1.	[illegible]		[illegible]		[illegible]	
[illegible]	[illegible]	[illegible]	[illegible]	[illegible]	[illegible]	[illegible]	[illegible]		[illegible]	[illegible]
[illegible]	[illegible]	[illegible]	[illegible]	[illegible]		97	[illegible]		[illegible]	
[illegible]	[illegible]	[illegible]	[illegible]	[illegible]						
[illegible]	[illegible]	[illegible]	[illegible]	[illegible]	[illegible]	[illegible]	[illegible]	[illegible]	[illegible]	[illegible]
[illegible]	[illegible]	[illegible]	[illegible]	[illegible]	[illegible]		[illegible]	[illegible]	[illegible]	28
[illegible]	[illegible]	[illegible]	170	[illegible]	[illegible]	[illegible]	[illegible]	[illegible]	[illegible]	[illegible]
[illegible]	[illegible]	[illegible]	[illegible]	[illegible]						
SERVICE AND LIMITED-FUNCTION WHOLESALERS										
KINDS OF BUSINESS										
[illegible]	[illegible]	[illegible]	18,718	[illegible]	[illegible]	[illegible]	[illegible]	[illegible]	[illegible]	[illegible]
[illegible]	[illegible]	[illegible]	[illegible]	16.9	11	[illegible]	[illegible]	[illegible]	[illegible]	[illegible]
[illegible]	4	[illegible]	44	[illegible]	[illegible]	[illegible]	[illegible]	[illegible]	[illegible]	[illegible]
[illegible]	[illegible]	[illegible]	[illegible]	17.7	[illegible]	[illegible]			[illegible]	[illegible]
[illegible]	[illegible]	[illegible]	[illegible]	[illegible]	[illegible]	[illegible]	19	[illegible]	[illegible]	[illegible]
[illegible]	[illegible]	[illegible]	57	[illegible]	[illegible]	20	[illegible]		[illegible]	45
[illegible]	[illegible]	[illegible]	[illegible]	17.6	[illegible]	1,121	1,649	1,845	[illegible]	[illegible]
[illegible]	[illegible]	368	[illegible]	7.4	4	[illegible]	[illegible]	[illegible]	[illegible]	[illegible]
[illegible]	[illegible]	1,076	[illegible]	10.7	[illegible]	67	[illegible]	[illegible]	[illegible]	[illegible]
[illegible]	[illegible]	7,207	[illegible]	24.1	[illegible]	[illegible]	[illegible]	1,106	[illegible]	[illegible]
[illegible]	[illegible]	[illegible]	[illegible]	25.2	[illegible]	324	[illegible]		[illegible]	468
[illegible]	4	834	[illegible]	10.6	[illegible]	[illegible]	[illegible]		[illegible]	49
[illegible]	[illegible]	[illegible]	[illegible]	16.7	[illegible]	[illegible]	[illegible]	[illegible]	[illegible]	[illegible]
[illegible]	11	[illegible]	[illegible]	16.9	[illegible]	[illegible]	[illegible]	[illegible]	[illegible]	[illegible]
[illegible]	[illegible]	[illegible]	730	[illegible]	[illegible]	[illegible]	37	[illegible]	1	[illegible]
[illegible]	[illegible]	[illegible]	[illegible]	[illegible]	[illegible]	[illegible]	[illegible]	[illegible]	[illegible]	61
[illegible]	[illegible]	[illegible]	[illegible]	[illegible]	[illegible]	[illegible]	[illegible]	[illegible]	[illegible]	[illegible]
[illegible]	9	[illegible]	[illegible]	[illegible]	[illegible]	85	[illegible]	[illegible]	[illegible]	[illegible]
[illegible]	[illegible]	[illegible]	[illegible]	[illegible]	[illegible]	66	[illegible]	108	[illegible]	[illegible]
[illegible]	[illegible]	[illegible]	[illegible]	[illegible]	[illegible]	[illegible]	24	[illegible]	[illegible]	7
[illegible]	4	[illegible]	4	[illegible]	[illegible]	[illegible]	[illegible]		[illegible]	[illegible]
[illegible]	[illegible]	[illegible]	[illegible]	9.4		[illegible]	[illegible]	[illegible]		[illegible]
[illegible]	[illegible]	[illegible]	[illegible]	15.1	4	242	849	[illegible]	4	[illegible]
[illegible]	[illegible]	[illegible]	[illegible]	19.7	[illegible]	114	[illegible]	[illegible]	[illegible]	[illegible]
[illegible]	[illegible]	[illegible]	963	16.4	[illegible]	[illegible]	[illegible]	491	[illegible]	[illegible]
[illegible]	7	[illegible]	[illegible]	[illegible]		48	[illegible]		[illegible]	65
[illegible]	5	[illegible]	145	[illegible]	4	[illegible]	56	57	[illegible]	[illegible]
[illegible]	[illegible]	4,306	[illegible]	[illegible]	[illegible]	[illegible]	371	[illegible]	[illegible]	[illegible]
[illegible]	[illegible]	[illegible]	606	[illegible]	[illegible]	[illegible]	[illegible]	[illegible]	[illegible]	437
[illegible]	[illegible]	[illegible]	[illegible]	[illegible]	[illegible]	[illegible]	[illegible]	[illegible]	[illegible]	[illegible]
[illegible]	[illegible]	[illegible]	[illegible]	[illegible]	5	[illegible]	117	[illegible]	[illegible]	[illegible]
[illegible]	[illegible]	[illegible]	70	[illegible]	[illegible]	[illegible]	[illegible]	[illegible]	[illegible]	[illegible]
[illegible]	[illegible]	[illegible]	[illegible]	[illegible]	[illegible]	[illegible]	[illegible]	[illegible]	[illegible]	[illegible]
[illegible]	3	46	[illegible]	36.8	[illegible]	70	[illegible]	[illegible]	[illegible]	4
[illegible]	[illegible]	1,049	129	12.3	[illegible]	[illegible]	[illegible]	[illegible]	[illegible]	[illegible]
[illegible]	46	5,976	[illegible]	10.5	[illegible]	247	[illegible]	[illegible]	[illegible]	73
All other	10	[illegible]	266	[illegible]	[illegible]	97	125	[illegible]	[illegible]	[illegible]

For footnotes, see end of table.

TABLE 1.—SALES, EXPENSES, PERSONNEL, PAY ROLL AND STOCKS

TYPES OF OPERATION BY KINDS OF BUSINESS—Continued

DENVER

TYPE OF OPERATION KIND OF BUSINESS	NUMBER OF ESTABLISHMENTS	SALES (add 000)	OPERATING EXPENSES (including pay roll) Amount (add 000)	OPERATING EXPENSES Percent of sales	Active proprietors of unincorporated businesses	Number of employees* (full-time and part-time) Average for year	PAY ROLL* Total (add 000)	PAY ROLL* Full-time (add 000)	PAY ROLL* Part-time (add 000)	Stocks on hand, end of year, at cost (add 000)
DENVER—Con.	SERVICE AND LIMITED-FUNCTION WHOLESALERS—Con.									
KINDS OF BUSINESS										
SERVICE AND LIMITED-FUNCTION WHOLESALERS—Con.										
Farm supplies	3	$1,420	$232	16.3	6	85	$116	$116	---	$190
Feed	1	[illegible]	56	14.3	4	7	24	12	---	5
All other	5	1,149	196	17.1	2	78	104	104	---	185
Furniture and house furnishings	10	[illegible]	461	19.0	6	164	251	249	1	533
China, glassware, and crockery	5	687	224	34.1	4	102	126	127	1	162
All other	5	[illegible]	227	13.0	2	62	125	122	---	371
Groceries (general line)	16	[illegible]	1,125	10.3	3	497	625	614	11	1,383
Groceries and foods (specialty lines)	60	[illegible]	1,820	14.9	44	456	685	684	4	487
Coffee, tea, and spices	5	1,499	331	22.1	6	65	102	101	1	103
Coffee roasting and spice grinding	1	738	195	26.4	---	98	119	119	---	83
Confectionery	3	75	8	10.7	2	6	2	2	---	2
Fish and sea foods	5	455	53	11.6	4	20	22	22	---	17
Meats and provisions	14	2,862	432	15.0	14	124	121	121	---	50
All other	32	7,051	878	12.5	18	136	262	259	3	232
Hardware	4	951	222	23.3	2	75	122	122	---	320
Jewelry	6	487	80	16.4	4	23	33	33	---	172
Lumber and construction materials	22	7,949	993	12.5	13	533	570	570	19	629
Builders' supplies (general line)	5	[illegible]	572	13.9	2	179	333	333	[illegible]	407
Lumber	[illegible]	2,139	178	8.3	7	63	104	104	---	65
All other	[illegible]	1,956	276	14.1	4	90	147	131	16	197
Machinery—equipment—supplies	62	[illegible]	[illegible]	21.3	54	856	1,393	1,380	13	[illegible]
Commercial equipment and supplies:										
Office machines and equipment	4	159	59	37.1	3	21	30	30	---	22
Garage and filling station equipment	3	178	58	32.6	[illegible]	12	22	22	---	17
Store fixtures and equipment	[illegible]	151	35	23.2	5	16	10	10	---	9
All other	[illegible]	306	91	29.5	4	34	46	46	---	342
Farm equipment	4	21	107	[illegible]	2	52	5	[illegible]	---	29
Industrial machinery, equipment, and supplies:										
Industrial machinery	3	2,164	271	12.5	5	62	100	100	---	312
Pipe and valves	10	[illegible]	406	[illegible]	5	211	287	287	---	187
All other	[illegible]	3,672	675	[illegible]	[illegible]	221	322	317	8	[illegible]
Professional equipment and supplies:										
Dental supplies	[illegible]	[illegible]	165	[illegible]	---	[illegible]	76	76	---	169
Optical equipment and supplies	3	261	[illegible]	[illegible]	[illegible]	25	[illegible]	24	1	96
Surgical, medical, and hospital	4	[illegible]	314	26.3	[illegible]	42	62	62	---	95
All other	4	244	57	[illegible]	2	22	[illegible]	84	1	56
Service equipment and supplies:										
Power machinery, supply houses	7	694	282	40.6	6	1,3[illegible]	154	152	2	128
Laundry and dry cleaning	4	[illegible]	[illegible]	[illegible]	---	11	[illegible]	41	1	59
All other	7	[illegible]	70	31.0	[illegible]	[illegible]	40	40	---	47
Metals and metal work (except scrap)	7	[illegible]	261	16.6	[illegible]	[illegible]	107	104	3	240
Iron and steel finished products (H.R.C.)	4	[illegible]	[illegible]	14.8	[illegible]	25	[illegible]	32	[illegible]	60
All other	[illegible]	[illegible]	[illegible]	[illegible]	---	[illegible]	[illegible]	71	---	[illegible]
Paper and paper products	[illegible]	[illegible]	192	[illegible]	[illegible]	217	[illegible]	[illegible]	---	248
Wrapping and waxed paper products	5	[illegible]	[illegible]	16.4	[illegible]	[illegible]	102	[illegible]	---	[illegible]
All other	[illegible]	2,167	[illegible]	[illegible]	---	117	[illegible]	[illegible]	---	423
Petroleum and its products	11	342	[illegible]	25.1	[illegible]	[illegible]	[illegible]	[illegible]	---	20
Plumbing and heating equipment and supplies	16	[illegible]	[illegible]	22.1	13	76	[illegible]	[illegible]	[illegible]	[illegible]
Plumbing and heating equipment, general line	[illegible]	[illegible]	57	18.2	[illegible]	[illegible]	[illegible]	[illegible]	1	25
Boilers, including stoves and ranges	6	[illegible]	[illegible]	[illegible]	[illegible]	[illegible]	[illegible]	[illegible]	---	37
Plumbing fixtures, equipment, and supplies	[illegible]	[illegible]	74	[illegible]	[illegible]	19	[illegible]	[illegible]	[illegible]	[illegible]
All other	[illegible]	[illegible]	[illegible]	27.8	[illegible]	[illegible]	[illegible]	[illegible]	---	[illegible]
Tobacco and products (except leaf)	[illegible]	8,551	[illegible]	6.1	4	[illegible]	[illegible]	[illegible]	[illegible]	[illegible]
Motor vehicles	[illegible]	[illegible]	[illegible]	[illegible]	[illegible]	[illegible]	[illegible]	[illegible]	[illegible]	[illegible]
Motor vehicles, general line	[illegible]	173	[illegible]	[illegible]	[illegible]	[illegible]	[illegible]	14	[illegible]	1
Motor vehicles, parts, and repair	[illegible]	[illegible]	[illegible]	[illegible]	[illegible]	[illegible]	[illegible]	[illegible]	[illegible]	[illegible]
Tires and tubes	[illegible]	[illegible]	[illegible]	8.7	5	[illegible]	[illegible]	[illegible]	---	34
All other	[illegible]	[illegible]	88	[illegible]	10	[illegible]	42	40	[illegible]	[illegible]
All other	31	[illegible]	[illegible]	[illegible]	[illegible]	138	[illegible]	[illegible]	[illegible]	435
Furniture and house furnishings	7	[illegible]	207	[illegible]	4	71	[illegible]	[illegible]	1	[illegible]
Refrigerators and accessories	7	[illegible]	45	[illegible]	[illegible]	[illegible]	[illegible]	18	[illegible]	[illegible]
Leather and leather products	[illegible]	547	[illegible]	[illegible]	[illegible]	[illegible]	[illegible]	73	[illegible]	[illegible]
Musical instruments	[illegible]	[illegible]	[illegible]	[illegible]	1	[illegible]	[illegible]	[illegible]	---	[illegible]
Paints, varnishes, and lacquers	[illegible]	[illegible]	[illegible]	[illegible]	2	[illegible]	[illegible]	[illegible]	---	[illegible]
All other	7	780	[illegible]	29.0	4	[illegible]	[illegible]	[illegible]	[illegible]	[illegible]

[illegible]

TABLE 1.—SALES, EXPENSES, PERSONNEL, PAY ROLL AND STOCKS

TYPES OF OPERATION BY KINDS OF BUSINESS—Continued

DENVER

TYPE OF OPERATION KIND OF BUSINESS	NUMBER OF ESTABLISHMENTS	SALES (add 000)	OPERATING EXPENSES (including pay roll) Amount (add 000)	OPERATING EXPENSES Percent of sales	Active proprietors, partners, officers of corporations, partnerships	Number of employees' full-time and part-time jobs, first week of year	PAY ROLL Total (add 000)	PAY ROLL Full-time (add 000)	PAY ROLL Part-time (add 000)	Stocks, end of year (add 000)
	MANUFACTURERS' SALES BRANCHES (With stocks)									
DENVER—Con.										
KINDS OF BUSINESS										
[illegible]	[illegible]	$89,059	[illegible]	13.1	1	[illegible]	[illegible]	$4,016	[illegible]	[illegible]
[illegible]	12	[illegible]	631	[illegible]	[illegible]	[illegible]	[illegible]	[illegible]	17	[illegible]
[illegible]	[illegible]	[illegible]	[illegible]	8.6	[illegible]	[illegible]	[illegible]	[illegible]	[illegible]	[illegible]
[illegible]	[illegible]	[illegible]	[illegible]	19.2	[illegible]	175	[illegible]	[illegible]	[illegible]	[illegible]
[illegible]		[illegible]	[illegible]	[illegible]	[illegible]	[illegible]	[illegible]	[illegible]	[illegible]	[illegible]
[illegible]		[illegible]	452	[illegible]	[illegible]	[illegible]	[illegible]	[illegible]	[illegible]	74
[illegible]	10	[illegible]	831	16.5	[illegible]	[illegible]	[illegible]	[illegible]	[illegible]	[illegible]
[illegible]	[illegible]	546	201	[illegible]	[illegible]	[illegible]	[illegible]	[illegible]	[illegible]	[illegible]
[illegible]	[illegible]	[illegible]	[illegible]	[illegible]	[illegible]	146	[illegible]	[illegible]	[illegible]	314
[illegible]	[illegible]	1,003	[illegible]	19.2	[illegible]	46	[illegible]	[illegible]	[illegible]	[illegible]
[illegible]	[illegible]	[illegible]	719	[illegible]	[illegible]	152	324	[illegible]	[illegible]	[illegible]
[illegible]	[illegible]	1,686	134	7.9	[illegible]	[illegible]	[illegible]	[illegible]	[illegible]	72
[illegible]	[illegible]	[illegible]	[illegible]	[illegible]	[illegible]	[illegible]	[illegible]	[illegible]	7	[illegible]
[illegible]	[illegible]	[illegible]	1,384	21.4	[illegible]	[illegible]	765	[illegible]	[illegible]	[illegible]
[illegible]	7	[illegible]	[illegible]	[illegible]	[illegible]	[illegible]	[illegible]	[illegible]	[illegible]	106
[illegible]	[illegible]	[illegible]	234	[illegible]	[illegible]	[illegible]	[illegible]	[illegible]	[illegible]	168
[illegible]	4	[illegible]	439	[illegible]	[illegible]	[illegible]	[illegible]	[illegible]	[illegible]	[illegible]
[illegible]	[illegible]	[illegible]	[illegible]	[illegible]	[illegible]	133	[illegible]	[illegible]	[illegible]	[illegible]
[illegible]		[illegible]	141	[illegible]	[illegible]	[illegible]	[illegible]	[illegible]	[illegible]	[illegible]
[illegible]	[illegible]	[illegible]	[illegible]	[illegible]	[illegible]	[illegible]	[illegible]	[illegible]	[illegible]	[illegible]
[illegible]	[illegible]	[illegible]	94	[illegible]	[illegible]	[illegible]	[illegible]	59	[illegible]	[illegible]
[illegible]	[illegible]	[illegible]	[illegible]	[illegible]	[illegible]	[illegible]	[illegible]	[illegible]	[illegible]	[illegible]
[illegible]	[illegible]	[illegible]	[illegible]	[illegible]	[illegible]	174	[illegible]	[illegible]	[illegible]	324
	MANUFACTURERS' SALES OFFICES (Without stocks)									
KINDS OF BUSINESS										
[illegible]	[illegible]	[illegible]	[illegible]	[illegible]	[illegible]	[illegible]	[illegible]	[illegible]	[illegible]	[illegible]
[illegible]	[illegible]	[illegible]	[illegible]	[illegible]	[illegible]	[illegible]	[illegible]	[illegible]	[illegible]	[illegible]
[illegible]	[illegible]	2,745	[illegible]	[illegible]	[illegible]	[illegible]	[illegible]	74	[illegible]	[illegible]
[illegible]	[illegible]	[illegible]	[illegible]	[illegible]	[illegible]	[illegible]	[illegible]	[illegible]	[illegible]	[illegible]
[illegible]	5	[illegible]	[illegible]	2.7	[illegible]	[illegible]	[illegible]	[illegible]	[illegible]	[illegible]
[illegible]	[illegible]	127	[illegible]	[illegible]	[illegible]	[illegible]	[illegible]	[illegible]	[illegible]	[illegible]
Metals and [illegible]	7	[illegible]	4.6	2.3	[illegible]	[illegible]	[illegible]	[illegible]	[illegible]	[illegible]
[illegible]	10	[illegible]	[illegible]	[illegible]	[illegible]	[illegible]	[illegible]	[illegible]	[illegible]	[illegible]
	PETROLEUM BULK STATIONS AND TERMINALS									
[illegible]	42	[illegible]	[illegible]	[illegible]	[illegible]	[illegible]	[illegible]	[illegible]	[illegible]	[illegible]
	AGENTS AND BROKERS									
KINDS OF BUSINESS										
[illegible]	[illegible]	[illegible]	[illegible]	2.5	[illegible]	[illegible]	[illegible]	1,649	[illegible]	[illegible]
[illegible]	[illegible]	[illegible]	[illegible]	[illegible]	[illegible]	[illegible]	[illegible]	[illegible]	[illegible]	[illegible]
[illegible]	[illegible]	[illegible]	[illegible]	[illegible]	[illegible]	[illegible]	[illegible]	[illegible]	[illegible]	[illegible]
[illegible]	[illegible]	[illegible]	[illegible]	3.6	[illegible]	[illegible]	[illegible]	[illegible]	[illegible]	[illegible]
[illegible]	[illegible]	[illegible]	[illegible]	[illegible]	[illegible]	[illegible]	[illegible]	[illegible]	[illegible]	[illegible]
[illegible]	[illegible]	[illegible]	[illegible]	3.9	[illegible]	[illegible]	[illegible]	[illegible]	[illegible]	[illegible]
[illegible]	[illegible]	[illegible]	[illegible]	2.0	[illegible]	[illegible]	[illegible]	[illegible]	[illegible]	[illegible]
[illegible]	[illegible]	327	17	[illegible]	[illegible]	[illegible]	6	[illegible]	[illegible]	[illegible]
[illegible]	[illegible]	[illegible]	[illegible]	7.9	[illegible]	[illegible]	[illegible]	[illegible]	[illegible]	[illegible]
[illegible]	[illegible]	[illegible]	[illegible]	[illegible]	[illegible]	[illegible]	[illegible]	[illegible]	[illegible]	[illegible]
[illegible]	[illegible]	[illegible]	[illegible]	1.0	[illegible]	[illegible]	[illegible]	[illegible]	[illegible]	[illegible]
[illegible]	[illegible]	571	[illegible]	[illegible]	[illegible]	[illegible]	[illegible]	[illegible]	[illegible]	[illegible]
[illegible]	[illegible]	[illegible]	[illegible]	[illegible]	[illegible]	[illegible]	[illegible]	[illegible]	[illegible]	[illegible]
[illegible]	[illegible]	[illegible]	[illegible]	[illegible]	[illegible]	[illegible]	[illegible]	[illegible]	[illegible]	[illegible]
[illegible]	[illegible]	[illegible]	[illegible]	[illegible]	[illegible]	[illegible]	[illegible]	67	[illegible]	[illegible]
[illegible]	[illegible]	[illegible]	[illegible]	[illegible]	[illegible]	[illegible]	[illegible]	[illegible]	[illegible]	[illegible]
[illegible]	[illegible]	[illegible]	[illegible]	[illegible]	[illegible]	[illegible]	[illegible]	[illegible]	[illegible]	[illegible]

[illegible]

TABLE 1.—SALES, EXPENSES, PERSONNEL, PAY ROLL AND STOCKS

DENVER

[illegible]	NUMBER OF ESTABLISHMENTS	SALES (add 000)	OPERATING EXPENSES		[illegible] proprietorships	[illegible] porated	PAY ROLL		[illegible]
			[illegible]	[illegible]			Full-time (add 000)	Part-time	
DENVER—Con.									
AGENTS AND BROKERS—Con.									
[illegible]	[illegible]	17,417	[illegible]	2.2	[illegible]	[illegible]	170	[illegible]	[illegible]
[illegible]	[illegible]	[illegible]	[illegible]	[illegible]	[illegible]	[illegible]	[illegible]	[illegible]	[illegible]
[illegible]	[illegible]	[illegible]	27	[illegible]	[illegible]	[illegible]	[illegible]	[illegible]	[illegible]
[illegible]	[illegible]	[illegible]	[illegible]	2.0	[illegible]	[illegible]	105	—	[illegible]
[illegible]	7	[illegible]	[illegible]	[illegible]	[illegible]	[illegible]	[illegible]	[illegible]	[illegible]
[illegible]	[illegible]	[illegible]	[illegible]	[illegible]	[illegible]	[illegible]	[illegible]	[illegible]	1
[illegible]	[illegible]	[illegible]	[illegible]	6.0	[illegible]	[illegible]	[illegible]	[illegible]	[illegible]
[illegible]	[illegible]	[illegible]	[illegible]	[illegible]	[illegible]	[illegible]	342	[illegible]	[illegible]
[illegible]	[illegible]	[illegible]	[illegible]	50.4	[illegible]	17	[illegible]	[illegible]	[illegible]
[illegible]	[illegible]	[illegible]	[illegible]	9.8	[illegible]	[illegible]	[illegible]	[illegible]	[illegible]
[illegible]	[illegible]	[illegible]	[illegible]	4.5	[illegible]	1	[illegible]	[illegible]	[illegible]
[illegible]	[illegible]	47	[illegible]	[illegible]	[illegible]	[illegible]	[illegible]	[illegible]	[illegible]
[illegible]	[illegible]	[illegible]	[illegible]	14.3	[illegible]	[illegible]	[illegible]	[illegible]	[illegible]
[illegible]	[illegible]	[illegible]	[illegible]	[illegible]	[illegible]	[illegible]	[illegible]	[illegible]	[illegible]
[illegible]	[illegible]	[illegible]	[illegible]	[illegible]	[illegible]	[illegible]	[illegible]	[illegible]	[illegible]
[illegible]	[illegible]	114	[illegible]	[illegible]	[illegible]	[illegible]	—	[illegible]	[illegible]
[illegible]	[illegible]	[illegible]	[illegible]	8.7	[illegible]	[illegible]	[illegible]	[illegible]	[illegible]
ASSEMBLERS (Mainly farm products)									
KINDS OF BUSINESS									
[illegible]	[illegible]	11,264	[illegible]	[illegible]	[illegible]	[illegible]	[illegible]	[illegible]	[illegible]
[illegible]	[illegible]	6,967	[illegible]	[illegible]	[illegible]	97	134	[illegible]	[illegible]	90
[illegible]	[illegible]	[illegible]	[illegible]	7.2	[illegible]	[illegible]	[illegible]	43	[illegible]	54
[illegible]	[illegible]	[illegible]	[illegible]	2.7	[illegible]	[illegible]	[illegible]	70	[illegible]	[illegible]
[illegible]	[illegible]	4,297	292	[illegible]	17	[illegible]	[illegible]	[illegible]	[illegible]	[illegible]
[illegible]	[illegible]	[illegible]	29	[illegible]	[illegible]	[illegible]	[illegible]	[illegible]	[illegible]	4
[illegible]	[illegible]	[illegible]	[illegible]	7.2	10	[illegible]	[illegible]	[illegible]	[illegible]	[illegible]
[illegible]	[illegible]	700	[illegible]	[illegible]	[illegible]	[illegible]	[illegible]	[illegible]	—	7

[illegible]

[illegible]

1 [illegible]

2 [illegible]

3 [illegible]

[illegible]

[illegible]

[illegible]

[illegible]

TABLE 1.—SALES, EXPENSES, PERSONNEL, PAY ROLL AND STOCKS

DETROIT

TYPE OF OPERATION; KIND OF BUSINESS	NUMBER OF ESTABLISHMENTS	SALES	OPERATING EXPENSES		[illegible]	[illegible]	PAY ROLL			
DETROIT, TOTALS, 1939	[illegible]	$1,304,451	$102,770	7.9	1,811	27,350	[illegible]	[illegible]	$553	[illegible]
1935	[illegible]	[illegible]	76,744	8.1	[illegible]	22,727	[illegible]	[illegible]	[illegible]	39,591
1929	[illegible]	1,425,354	112,660	7.9	1,076	[illegible]	[illegible]	[illegible]	[illegible]	64,757
TYPES OF OPERATION										
[illegible]	1,647	457,447	[illegible]	[illegible]	1,255	17,093	30,169	[illegible]	[illegible]	[illegible]
[illegible]	[illegible]	399,494	50,054	[illegible]	[illegible]	15,357	[illegible]	[illegible]	[illegible]	[illegible]
[illegible]	[illegible]	[illegible]	745	8.9	[illegible]	287	[illegible]	[illegible]	1	[illegible]
[illegible]	12	4,150	[illegible]	7.1	8	[illegible]	144	[illegible]	[illegible]	142
[illegible]	14	16,620	2,958	17.8	[illegible]	[illegible]	1,982	[illegible]	[illegible]	[illegible]
[illegible]	[illegible]	10,804	[illegible]	4.0	[illegible]	144	[illegible]	[illegible]	[illegible]	[illegible]
[illegible]	[illegible]	[illegible]	[illegible]	5.9	10	151	[illegible]	456	[illegible]	[illegible]
[illegible]	[illegible]	1,724	[illegible]	19.4	17	[illegible]	185	[illegible]	[illegible]	24
All other [illegible]	[illegible]	[illegible]	[illegible]	6.3	[illegible]	[illegible]	[illegible]	19	[illegible]	[illegible]
[illegible]	[illegible]	[illegible]	25,770	10.8	[illegible]	6,112	[illegible]	13,158	[illegible]	[illegible]
[illegible]	[illegible]	[illegible]	[illegible]	2.9	1	1,403	4,327	4,322	[illegible]	[illegible]
[illegible]	36	[illegible]	4,921	11.7	[illegible]	[illegible]	2,029	1,999	[illegible]	[illegible]
[illegible]	17	[illegible]	1,866	14.1	11	[illegible]	843	833	10	412
[illegible]	19	[illegible]	3,055	10.6	1	[illegible]	1,186	1,166	[illegible]	[illegible]
[illegible]	[illegible]	259,495	7,467	2.9	[illegible]	1,618	[illegible]	[illegible]	[illegible]	[illegible]
[illegible]	[illegible]	9,229	[illegible]	3.6	[illegible]	54	114	107	7	11
[illegible]	60	[illegible]	876	1.9	61	217	[illegible]	[illegible]	[illegible]	[illegible]
[illegible]	[illegible]	26,424	772	2.9	14	[illegible]	[illegible]	[illegible]	[illegible]	97
Export agents	6	[illegible]	[illegible]	[illegible]	[illegible]	15	[illegible]	[illegible]	[illegible]	[illegible]
Import agents	6	897	78	8.7	5	17	45	45	[illegible]	[illegible]
Manufacturers' agents with stocks	70	9,304	1,109	11.9	59	264	641	634	[illegible]	[illegible]
Manufacturers' agents without stocks	[illegible]	140,967	3,375	2.4	[illegible]	[illegible]	[illegible]	1,646	47	[illegible]
Selling agents	[illegible]	[illegible]	961	3.4	19	170	[illegible]	[illegible]	[illegible]	84
ASSEMBLERS (Manufacturers' branch offices)	[illegible]	8,797	287	3.3	7	89	[illegible]	[illegible]	[illegible]	34
SERVICE AND LIMITED-FUNCTION WHOLESALERS										
KINDS OF BUSINESS										
SERVICE AND LIMITED-FUNCTION WHOLESALERS	1,647	457,447	[illegible]	[illegible]	[illegible]	[illegible]	30,169	29,838	331	[illegible]
Amusement and sporting goods	[illegible]	1,453	233	16.0	[illegible]	72	[illegible]	109	[illegible]	[illegible]
Sporting goods	[illegible]	433	68	15.7	1	17	[illegible]	[illegible]	--	[illegible]
Toys, novelties, and fireworks	10	264	40	21.7	9	14	[illegible]	[illegible]	--	29
All other	9	836	125	15.0	10	41	[illegible]	[illegible]	5	[illegible]
Automotive	137	104,801	8,564	8.2	[illegible]	[illegible]	[illegible]	[illegible]	12	3,609
Automobiles (new and used)	10	89,451	4,961	5.5	[illegible]	997	1,938	[illegible]	[illegible]	[illegible]
Trucks and tractors	5	563	105	18.7	2	27	[illegible]	4	---	4
Automotive accessories and equipment	61	8,718	1,913	21.9	46	655	1,175	1,174	1	[illegible]
Automotive parts	41	4,643	1,297	[illegible]	27	[illegible]	701	698	[illegible]	[illegible]
Tires and tubes	16	1,426	288	20.2	14	96	161	153	8	[illegible]
Beer, wines, and liquors	27	[illegible]	1,258	6.0	[illegible]	412	674	[illegible]	[illegible]	[illegible]
Beer and ale	17	4,443	736	16.6	18	[illegible]	426	412	14	[illegible]
Wines and liquors	10	16,492	522	3.2	5	177	[illegible]	248	[illegible]	761
Chemicals and paints	34	3,430	919	26.8	12	[illegible]	503	498	5	592
Industrial chemicals	4	[illegible]	150	30.9	2	35	93	93	[illegible]	158
Paints and varnishes	11	707	204	28.9	4	74	116	113	3	158
Paints with glass and/or wallpaper	13	1,291	379	29.4	5	118	180	178	2	214
All other	6	946	186	19.7	1	45	114	114	[illegible]	[illegible]
Clothing and furnishings	[illegible]	5,762	779	13.5	[illegible]	[illegible]	[illegible]	[illegible]	4	950
Clothing and furnishings (general line)	8	1,329	164	12.3	9	51	83	[illegible]	1	243
Men's and boys'	19	1,281	194	15.1	19	61	87	85	2	[illegible]
Women's and children's	8	1,299	127	9.8	6	[illegible]	47	46	1	75
Furs, dressed, and fur clothing	10	995	153	15.4	10	[illegible]	77	77	[illegible]	212
Millinery and millinery supplies	7	370	67	18.1	4	24	40	4	[illegible]	[illegible]
Shoes and other footwear	7	[illegible]	74	15.2	4	19	38	[illegible]	---	[illegible]
Coal and coke	27	12,627	762	6.0	7	[illegible]	[illegible]	[illegible]	---	196
Drugs (general line)	5	[illegible]	[illegible]	[illegible]	[illegible]	[illegible]	[illegible]	[illegible]	[illegible]	[illegible]
Drugs and drug sundries (specialty lines)	33	8,896	1,337	15.0	[illegible]	449	728	[illegible]	1	[illegible]
Dry goods (general line)	2	[illegible]	[illegible]	[illegible]	[illegible]	[illegible]	[illegible]	[illegible]	[illegible]	[illegible]
Dry goods (specialty lines)	28	8,435	1,108	13.1	21	[illegible]	710	[illegible]	4	1,469
Electrical goods	58	20,091	3,706	18.4	28	1,075	2,111	2,109	2	[illegible]
Electrical merchandise (general line)	8	8,557	1,360	[illegible]	[illegible]	407	[illegible]	[illegible]	[illegible]	[illegible]
Apparatus and equipment	[illegible]	[illegible]	180	34.2	6	65	[illegible]	69	---	[illegible]
Wiring supplies and construction materials	14	2,934	529	18.0	8	146	[illegible]	[illegible]	1	441
Radios and equipment	9	1,318	[illegible]	16.8	[illegible]	[illegible]	[illegible]	113	---	[illegible]
All other	19	6,756	1,415	20.9	9	[illegible]	[illegible]	724	1	[illegible]
Farm products--raw materials	7	3,113	311	[illegible]	[illegible]	77	133	[illegible]	---	146
Hides, skins, and raw furs	4	1,562	150	9.6	[illegible]	41	67	67	---	[illegible]
All other	3	1,551	161	10.4	---	36	66	66	---	[illegible]

For footnotes, see end of table.

TABLE 1.—SALES, EXPENSES, PERSONNEL, PAY ROLL AND STOCKS

[Type of Operation by Kind of Business—Continued]

DETROIT

TYPE OF OPERATION, KIND OF BUSINESS	NUMBER OF ESTABLISHMENTS	SALES	OPERATING EXPENSES (including pay roll)		Value of proprietors' time	Net profit (proprietors' full time and part-time, before income tax)	PAY ROLL			Stocks on hand, end of year, at cost
			Amount	Ratio to sales			Total	Full-time	Part-time	
		(add 000)					(add 000)	(add 000)	(add 000)	(add 000)
SERVICE AND LIMITED-FUNCTION WHOLESALERS—Con.										
DETROIT—Con.										
KINDS OF BUSINESS										
[illegible]	182	$15,112	$2,801	12.8	248	2,153	$3,849	$3,751	$94	$838
Dairy products	4	14,280	3,981	27.9	15	1,241	2,444	2,415	29	391
Poultry and poultry products	36	8,234	804	9.8	49	244	394	371	23	82
Fruits and vegetables (fresh)	72	20,4[illegible]	1,382	[illegible]	89	458	626	571	55	195
Fresh fruits only	3	5,[illegible]	246	4.6	11	72	110	103	7	18
All other	29	5,016	394	7.9	32	140	194	186	8	181
Farm supplies	11	781	117	15.0	9	43	61	61	--	59
Feed	5	716	90	12.6	2	34	43	43	---	38
Seed	3	65	27	41.5	--	9	18	18	---	21
Furniture and home furnishings	43	6,422	885	13.8	45	371	400	387	9	1,173
Rugs, [illegible]	2	273	39	14.3	1	20	25	25		31
Floor covering	6	2,[illegible]	330	10.9	7	91	196	192	1	468
Furniture	3	673	115	17.1	3	47	48	38	1	142
All other	32	2,443	351	14.5	14	128	196	186	7	372
Grocery (retail) line	[illegible]	26,489	1,767	6.7	7	225	380	374	1	2,479
Not sponsoring cooperative or voluntary groups	[illegible]	17,[illegible]	1,[illegible]	6.1	28	372	[illegible]	1,[illegible]	1	1,311
Voluntary group [illegible]	[illegible]	7,[illegible]	677	8.5	5	[illegible]	[illegible]	[illegible]	1	1,[illegible]
All other	[illegible]	1,[illegible]	57	3.5	--	21	29	29	--	75
Grocery and food specialty lines	[illegible]	32,684	4,631	14.2	198	1,467	2,198	2,147	51	1,733
Canned foods	6	1,110	197	17.7	4	69	115	109	---	195
Coffee, tea, [illegible]	17	4,[illegible]	586	23.4	11	144	281	281	---	168
Coffee roasting [illegible]	4	135	47	34.9	1	21	40	39	---	25
Confectionery	3	1,803	159	8.7	32	61	94	94	1	23
Fish and sea foods	11	1,970	292	14.8	19	111	128	124	4	114
Meats and provisions	3	16,024	1,864	11.6	74	671	1,023	986	37	[illegible]
All other	[illegible]	9,129	1,487	16.3	77	[illegible]	[illegible]	[illegible]	[illegible]	[illegible]
Hardware	[illegible]	10,384	1,782	17.2	[illegible]	641	1,189	1,185	4	1,[illegible]
Heavy [illegible]	[illegible]	7,[illegible]	1,525	15.8	[illegible]	569	1,058	1,058	---	1,601
Specialty lines	[illegible]	2,[illegible]	257	19.6	[illegible]	[illegible]	[illegible]	127	4	[illegible]
Jewelry	[illegible]	2,[illegible]	439	18.2	[illegible]	142	259	258	1	844
Jewelry [illegible]	[illegible]	1,[illegible]	[illegible]	15.9	4	60	115	115	---	316
Diamonds and other precious stones	6	[illegible]	54	10.4	2	19	31	31	-	172
All other	19	407	177	21.9	15	48	113	112	1	156
Lumber and building materials	[illegible]	14,596	2,061	14.1	[illegible]	51	1,[illegible]	1,[illegible]	19	1,301
Lumber	11	6,794	[illegible]	8.7	3	100	290	[illegible]	[illegible]	591
Millwork	10	1,358	[illegible]	15.7	[illegible]	37	189	144	[illegible]	185
Brick, tile, and terra cotta	4	727	177	24.3	3	12	33	32	1	29
Glass	[illegible]	2,350	604	[illegible]	3	208	359	354	[illegible]	306
All other	19	3,367	479	14.2	[illegible]	126	[illegible]	[illegible]	[illegible]	[illegible]
Machinery, equipment, supplies	[illegible]	47,[illegible]	[illegible]	21.2	146	1,719	3,470	3,[illegible]	18	3,729
Commercial equipment and supplies:										
Office machines and equipment	2	[illegible]	[illegible]	38.3	[illegible]	12	21	[illegible]	-	14
Restaurant and [illegible] equipment	11	2,201	549	24.9	18	164	[illegible]	[illegible]	-	137
Barber and [illegible] equipment	6	[illegible]	142	33.5	[illegible]	19	94	[illegible]	4	41
Store fixtures and equipment	11	313	[illegible]	[illegible]	[illegible]	34	44	44	--	[illegible]
All other	19	870	167	19.2	9	49	114	114	--	144
Farm machinery	2	[illegible]	[illegible]	29.3	2	12	31	30	1	47
Industrial machinery, equipment, and supplies:										
Bottle, [illegible] and packing	7	[illegible]	288	[illegible]	[illegible]	[illegible]	157	[illegible]	1	108
Construction, except real building	2	398	95	23.7	3	20	41	41	-	35
Machine tools	1	4,291	305	7.1	3	62	167	167	-	91
Wire and cable supplies	4	1,320	239	18.1	5	95	173	172	--	184
Industrial and [illegible] equipment	5	324	131	40.4	5	32	106	103	3	21
Used machinery and equipment	11	[illegible]	264	27.0	6	49	104	104	--	[illegible]
All other	[illegible]	10,553	1,412	21.3	34	682	1,364	1,360	4	1,[illegible]
Professional equipment and supplies:										
Dental supply houses	2	[illegible]	178	26.2	1	42	118	118	--	12[illegible]
Surgical, medical, and hospital	5	[illegible]	[illegible]	[illegible]	5	6[illegible]	154	154	-	146
All other	5	344	72	[illegible]	8	18	45	44	1	72
Service equipment and supplies:										
Barber and beauty supply houses	12	1,003	278	27.7	14	126	174	1[illegible]	1	[illegible]
Laundry and dry cleaning	3	564	158	27.5	[illegible]	44	94	[illegible]	-	4[illegible]
[illegible]	3	[illegible]	84	27.9	[illegible]	[illegible]	46	46	1	47
All other	[illegible]	[illegible]	184	[illegible]	12	93	144	144	---	145
Transportation equipment and supplies	7	295	93	31.5	[illegible]	17	48	54	1	[illegible]
Metals and metal products except [illegible]	[illegible]	14,[illegible]	[illegible]	20.3	[illegible]	791	1,[illegible]	[illegible]	[illegible]	2,493
Iron and steel products (structural)	[illegible]	[illegible]	1,104	19.4	[illegible]	299	618	[illegible]	[illegible]	[illegible]
Iron and steel products (semi-finished)	7	341	119	34.9	[illegible]	[illegible]	67	[illegible]	2	[illegible]
Iron and steel products (flat)	9	4,[illegible]	802	20.8	[illegible]	243	506	4[illegible]	1[illegible]	[illegible]
Iron and steel products ([illegible])	9	2,745	673	24.5	[illegible]	162	376	[illegible]	[illegible]	595
All other	7	1,564	183	11.7	[illegible]	[illegible]	103	[illegible]	-	[illegible]
Paper and its products	46	13,703	2,127	15.5	[illegible]	[illegible]	1,180	1,175	[illegible]	1,794
Wrapping paper and products	[illegible]	10,181	1,345	13.2	24	391	748	743	[illegible]	1,196
Printing and writing paper	9	[illegible]	627	18.0	[illegible]	145	296	296	-	4[illegible]
Stationery and [illegible] supplies	[illegible]	[illegible]	[illegible]	[illegible]	[illegible]	24	42	38	-	45
Wallpaper	[illegible]	[illegible]	197	59.3	[illegible]	[illegible]	104	104	-	77
Petroleum and its products	[illegible]	1,476	[illegible]	20.7	[illegible]	92	143	143	-	160

For footnotes, see end of table.

TABLE 1.—SALES, EXPENSES, PERSONNEL, PAY ROLL AND STOCKS

[Type of Operation, by Kind of Business, and]

DETROIT

TYPE OF OPERATION, KIND OF BUSINESS	NUMBER OF ESTABLISHMENTS	SALES (add 000)	OPERATING EXPENSES				PAY ROLL			
									(add 000)	
SERVICE AND LIMITED-FUNCTION WHOLESALERS—Con.										
DETROIT—Con.										
KINDS OF BUSINESS										
SERVICE AND LIMITED-FUNCTION WHOLESALERS—Con.										
Plumbing and heating equipment and supplies	39	[illegible]	[illegible]	23.5	[illegible]	420	[illegible]	[illegible]	[illegible]	[illegible]
Plumbing and heating (general line)	3	252	43	17.1	1	14	24	24	-	43
Heating (including stoves and ranges)	9	1,397	430	30.8	7	179	229	[illegible]	2	182
Plumbing fixtures, equipment, and supplies	19	3,695	730	19.8	6	213	453	454	1	[illegible]
All other	8	1,355	369	27.6	2	[illegible]	[illegible]	1[illegible]4	1	1[illegible]
Tobacco and products (except leaf)	24	29,426	930	3.2	37	341	500	489	1	877
Waste materials	115	18,663	2,[illegible]	13.4	127	1,045	1,205	1,[illegible]	13	732
Iron and steel scrap	32	8,363	1,156	13.8	28	370	[illegible]	504	1	521
Junk and scrap (general line)	3[illegible]	791	159	20.1	42	[illegible]92	65	66	1	12
Waste paper, rags, and rubber	27	2,863	645	22.4	[illegible]	400	326	314	5	115
Nonferrous metals	19	6,587	531	8.1	19	171	306	299	11	24[illegible]
All other	7	39	14	35.9	8	14	7	6	1	2
All other products	81	8,3[illegible]	1,976	23.5	[illegible]	[illegible]	1,[illegible]	1,180	18	[illegible]
Books, periodicals, and newspapers	10	2,946	417	14.2	9	[illegible]	276	272	4	153
Flowers and nursery stock	10	1,269	252	19.9	10	[illegible]	182	123	3	90
Forest products (except lumber)	11	414	113	27.3	11	47	54	53	1	29
Leather and shoe findings	10	761	140	18.4	6	44	74	73	1	180
Leather goods	3	202	35	15.8	4	12	14	14	-	3[illegible]
Optical goods	15	1,369	288	48.8	9	[illegible]	476	476	-	[illegible]
Textile and materials (other than dry goods	7	632	126	19.9	8	[illegible]	64	[illegible]	4	74
Miscellaneous kinds of business	15	786	225	28.6	7	74	114	[illegible]	5	88
MANUFACTURERS' SALES BRANCHES (With stocks)										
KINDS OF BUSINESS										
MANUFACTURERS' SALES BRANCHES (With stocks)	278	238,042	25,770	10.8	2	2,114	13,220	13,158	102	12,183
Amusement and sporting goods	13	8,363	1,130	13.6	---	385	713	673	40	382
Automotive	28	21,366	2,928	13.7	---	834	1,742	1,739	3	2,323
Trucks and tractors	8	4,929	705	14.3	---	[illegible]	456	456	-	593
Tires and tubes	8	9,111	1,244	13.7	---	301	688	[illegible]	3	787
All other	10	7,326	979	13.4	---	311	598	598	---	943
Beer, wines, and liquors	6	7,849	952	12.[illegible]	---	150	406	406	- -	79
Chemicals and paints	16	21,581	1,596	7.4	- -	[illegible]	736	736	- -	476
Paints and varnishes	7	10,193	700	6.9	---	107	[illegible]	[illegible]	---	140
All other	9	11,388	896	7.9	---	173	436	436	---	296
Electrical goods	19	29,365	2,431	8.3	---	651	1,515	1,515	--	1,042
Apparatus and equipment	10	21,968	1,603	7.3	---	450	1,[illegible]	1,060	-	824
All other	9	7,347	828	11.3	---	[illegible]	455	455	---	[illegible]
Farm products--consumer goods	4	2,804	570	7.3	-	[illegible]	123	118	5	178
Dairy products	4	7,804	570	7.3	---	89	123	118	5	178
Furniture and house furnishings	9	2,694	339	12.6	---	78	169	169	---	122
Groceries and foods (specialty lines)	28	47,847	6,232	13.0	1	1,112	2,[illegible]	2,208	15	1,277
Canned foods	4	4,484	651	14.5	- -	153	[illegible]	[illegible]	---	223
Meats and provisions	6	16,512	1,038	6.3	1	335	[illegible]	599	13	382
All other	18	26,851	4,543	16.9	- -	620	1,[illegible]	1,277	5	712
Hardware	6	1,084	148	13.7	---	[illegible]	[illegible]	87	1	96
Specialty lines	6	1,084	148	13.7	- -	[illegible]	[illegible]	87	1	96
Lumber and construction materials	6	21,269	744	3.5	- -	[illegible]	428	425	3	419
Machinery--equipment--supplies	39	32,428	4,932	15.2	1	1,256	3,017	2,994	23	2,492
Commercial equipment and supplies:										
Office machines and equipment	12	2,168	1,023	48.5	---	[illegible]	[illegible]	[illegible]	1	209
Store fixtures and equipment	4	409	178	[illegible]	-	49	[illegible]	[illegible]	---	46
All other	9	1,855	428	[illegible]	---	133	[illegible]	314	11	[illegible]
Industrial machinery, equipment, and supplies:										
Belting, hose, and packing	4	6,361	372	5.8	---	42	184	184	---	183
Machine tools	8	3,882	439	12.3	---	85	234	234	- -	197
Power plant and power transmission	5	2,298	170	7.4	---	37	114	114	- -	58
Printing and lithographing (except paper)	6	[illegible]	175	26.2	- -	46	98	[illegible]	-	57
All other	23	12,337	1,466	11.9	1	[illegible]	[illegible]	924	[illegible]	1,263
Professional equipment and supplies:										
Surgical, medical, and hospital	4	367	116	31.6	---	[illegible]	59	59	- -	[illegible]
All other	4	493	127	25.8	[illegible]	41	77	[illegible]	1	90
All other	14	[illegible],149	438	[illegible]	- -	[illegible]	[illegible]	[illegible]	[illegible]	354
Paper and its products	6	1,123	236	21.0	- -	77	157	157	-	[illegible]
Plumbing and heating equipment and supplies	13	8,363	1,155	13.8	[illegible]	[illegible]	[illegible]	[illegible]	[illegible]	1,[illegible]
Plumbing and heating (general line	4	4,[illegible]	478	10.8	-	147	242	[illegible]	[illegible]	[illegible]
Plumbing fixtures, equipment, and supplies	5	2,717	484	17.8	[illegible]	[illegible]	[illegible]	[illegible]	-	[illegible]
All other	4	1,209	193	16.0	[illegible]	58	94	[illegible]	2	74
All other [5]	35	27,[illegible]	2,374	8.8	---	594	1,351	1,348	3	2,207

For footnotes, see end of table.

TABLE 1.—SALES, EXPENSES, PERSONNEL, PAY ROLL AND STOCKS

DETROIT

[See p. 1 for Table 1 by Kinds of Business, continued]

Type of operation. Kind of business	Number of establishments	Sales	Operating expenses		Average number of proprietors and partners active during year	Average number of employees* (full-time and part-time equivalent) during year	Pay roll			Stocks, end of year, at cost
			Amount	Per cent of sales			Total	Full-time	Part-time	
MANUFACTURERS' SALES OFFICES (Without stocks)										
DETROIT—Con.										
KINDS OF BUSINESS										
MANUFACTURERS' SALES OFFICES (Without stocks)	206	$298,520	$8,541	2.9	1	1,403	$4,327	$4,322	$5	---
Automotive	18	14,769	392	2.7	---	93	250	250	---	---
Automotive accessories and equipment	9	6,266	141	2.3	---	30	90	90	--	---
Automotive parts	7	8,503	251	3.0	---	63	160	160	---	---
Electrical goods	13	11,830	668	5.6	---	80	320	320	--	---
Apparatus and equipment	9	2,256	142	6.3	---	24	77	77	---	---
Wiring supplies and construction materials	4	2,115	63	3.0	---	11	32	32	---	---
All other	4	7,459	463	6.2	--	45	211	211	-	---
Groceries and foods (specialty lines)	12	5,901	980	16.6	---	161	335	334	1	---
Hardware	7	4,909	159	3.2	---	18	73	73	---	---
Specialty lines	7	4,909	159	3.2	---	18	73	73	---	---
Machinery--equipment--supplies	63	25,096	1,514	6.0	1	317	942	941	1	---
Commercial equipment and supplies:										
Office machines and equipment	4	542	87	16.1	---	31	75	75	---	---
All other	4	239	50	20.9	---	9	19	19	--	---
Industrial machinery, equipment, and supplies:										
Machine tools	6	2,019	140	6.9	---	27	86	86	---	---
Power plant and power transmission	[illegible]	2,418	88	3.6	---	15	47	47	--	---
All other	37	18,176	960	5.3	1	191	620	619	1	---
Service equipment and supplies	4	1,447	154	10.6	---	36	74	74	--	---
All other	4	255	35	13.7	---	8	21	21	--	---
Paper and its products	15	3,096	294	9.5	---	63	166	166	--	---
Wrapping or coarse paper and products	10	2,872	252	8.8	--	47	132	132	-	---
All other	5	224	42	18.8	---	16	34	34	---	---
Plumbing and heating equipment and supplies	6	2,083	125	6.0	---	26	63	63	---	---
All other products	78	230,836	4,409	1.9	---	645	2,178	2,175	3	---
Books, periodicals, and newspapers	4	375	91	24.3	---	32	60	58	2	---
Miscellaneous kinds of business [6]	74	230,461	4,318	1.9	---	613	2,118	2,117	1	---
PETROLEUM BULK STATIONS										
Petroleum and its products	36	42,150	4,921	11.7	12	1,035	2,029	1,999	30	$2,716
AGENTS AND BROKERS										
KINDS OF BUSINESS										
AGENTS AND BROKERS	588	259,495	7,467	2.9	534	1,618	4,015	3,931	84	652
Automotive	66	66,687	1,060	1.6	56	145	566	563	3	22
Automotive accessories and equipment	35	39,110	618	1.6	33	75	300	298	2	15
All other	30	27,577	442	1.6	23	70	266	265	1	7
Beer, wines, and liquors	4	1,232	48	3.9	4	16	20	18	2	11
Wines and liquors	4	1,232	48	3.9	4	16	20	18	2	11
Chemicals and paints	14	2,892	158	5.5	11	38	84	79	5	30
Industrial chemicals	3	749	25	3.3	3	4	9	8	1	5
Paints and varnishes	4	372	44	11.8	2	11	21	20	1	5
All other	7	1,771	89	5.0	6	23	54	51	3	20
Clothing and furnishings	19	1,781	89	5.0	20	23	37	36	1	33
Women's and children's	10	1,231	59	4.8	11	16	24	23	1	4
Millinery and millinery supplies	3	74	4	5.4	3	---	---	---	---	---
All other	6	476	26	5.5	6	7	13	13	--	29
Coal and coke	9	10,470	339	3.2	4	59	196	195	1	9
Drugs and drug sundries (specialty lines)	7	[illegible]	40	3.1	5	6	14	13	1	1
Dry goods (specialty lines)	17	[illegible]	166	1.9	14	27	98	92	6	---
Electrical goods	47	[illegible]	[illegible]	3.9	40	82	162	155	7	[illegible]
Electrical merchandise (general line)	5	1,343	60	4.5	2	12	29	29	---	---
Apparatus and equipment	[illegible]	1,017	68	6.7	[illegible]	16	36	36	--	---
Wiring supplies and construction materials	11	3,130	113	3.6	10	27	49	48	1	2
Radios and equipment	5	2,241	32	1.4	4	5	6	1	5	---
All other	18	1,320	84	6.4	15	22	42	41	1	6
Farm products--raw materials	5	16,677	196	1.2	4	88	172	167	5	10
Farm products--consumer goods	16	15,688	711	4.5	9	195	455	448	7	69
Fruits and vegetables (fresh)	11	[illegible]	[illegible]	5.2	7	145	327	325	2	69
Fresh fruits only	5	6,344	221	3.5	[illegible]	50	128	123	5	---
Furniture and house furnishings	15	1,465	153	10.4	[illegible]	49	77	76	1	10
China, glassware, and crockery	3	630	67	10.6	2	19	38	38	--	---
Furniture (general line)	3	275	40	14.5	2	16	17	16	1	9
Furniture (household)	3	349	18	[illegible]	2	[illegible]	6	6	---	1
All other	6	211	28	13.[illegible]	7	12	16	16	---	---

For footnotes, see end of table

TABLE 1. SALES, EXPENSES, PERSONNEL, PAY ROLL AND STOCKS

[illegible]

DETROIT

TYPE OF OPERATION KIND OF BUSINESS	NUMBER OF ESTABLISHMENTS	SALES (dollars 000)	OPERATING EXPENSES [illegible]	[illegible]	[illegible]	[illegible]	PAY ROLL [illegible]	Full-time	[illegible]	[illegible]
	AGENTS AND BROKERS—Con.									
DETROIT—Con.										
KINDS OF BUSINESS										
AGENTS AND BROKERS—Con										
Groceries and foods (specialty lines)	43	$39,323	$708	1.8	44	155	$360	$352	$8	$116
Canned foods	16	6,331	173	2.7	19	38	96	93	3	14
All other	27	32,993	535	1.6	25	117	264	259	5	102
Hardware	15	6,414	242	3.8	13	33	69	67	2	2
Jewelry	4	408	15	3.7	4	3	8	4	- -	7
Lumber and construction materials	22	3,571	218	6.1	20	50	92	87	5	62
Lumber	4	1,165	14	1.2	5	5	6	6	- -	---
Millwork	3	174	22	12.6	2	12	15	12	3	---
All other	15	2,234	182	8.1	13	33	71	69	2	62
Machinery--equipment--supplies	146	27,977	1,637	5.9	140	358	929	914	15	192
Commercial equipment and supplies:										
Office machines and equipment	11	758	260	34.3	11	74	169	168	1	36
Restaurant and hotel supply houses	3	579	29	5.0	3	9	16	16	- -	-
All other	6	261	33	12.6	5	10	20	20	- -	1
Farm and dairy	3	350	34	9.7	2	4	22	21	1	---
Industrial machinery, equipment, and supplies:										
Belting, hose, and packing	5	1,231	11	.9	5	3	2	2	---	---
Machine tools	22	9,328	480	5.1	16	78	311	309	2	6
Power plant and power transmission	12	1,059	95	9.0	15	28	58	56	---	---
Printing and lithographing (except paper	3	262	11	4.2	2	4	6	6	---	---
All other	70	12,335	608	4.9	71	136	294	285	9	136
Service equipment and supplies	7	1,408	32	2.3	7	8	13	12	1	---
All other	4	406	44	10.8	3	2	20	19	1	13
Metals and metal work (except scrap)	71	34,474	751	2.2	65	121	393	386	7	40
Building metal work	8	867	41	4.7	8	14	13	11	2	6
Iron and steel products (general line	13	6,472	75	1.2	14	12	16	15	1	9
Iron and steel products (semi-finished	16	15,872	285	1.8	12	38	152	148	4	24
Iron and steel products (flat	5	2,081	90	4.3	4	12	60	60	---	3
Wire and wire products	5	2,173	58	2.7	3	11	52	52	---	---
Iron and steel finished products (N. E. C.)	8	3,643	117	3.2	8	15	66	66	---	---
All other	16	3,362	85	2.5	16	19	34	34	---	2
Paper and its products	13	1,719	103	6.0	11	36	62	61	1	5
Wrapping or coarse paper and products	9	1,444	78	5.4	8	17	44	43	1	3
Stationery and stationery supplies	4	275	25	9.1	3	19	18	18	---	2
Plumbing and heating equipment and supplies	19	2,283	219	9.6	19	70	108	107	1	11
Plumbing and heating (general line)	3	465	20	4.3	4	7	12	12	-	---
Heating (including stoves and ranges)	11	1,043	146	14.0	11	49	60	60	---	11
All other	5	775	53	6.8	4	14	36	35	1	---
All other [7]	36	7,590	257	3.4	37	64	117	111	6	14

* Employees and pay roll include paid executives of corporations but not the number and compensation of proprietors of unincorporated businesses.

** Sales include taxes.

1 Data for 1935 exclude personnel and pay roll of 1 commission bulk station.

2 Includes 1 converter (textile); and 2 retailer-cooperative warehouses

3 Includes 1 commission station.

4 Includes 1 other agent.

5 Includes 1 clothing and furnishings; 2 drugs and drug sundries (specialty lines); 2 dry goods (specialty lines); 20 metals and metal work (except scrap); 1 petroleum and its products; 2 tobacco and products (except leaf); and 7 all other products.

6 Includes 1 amusement and sporting goods; 2 beer, wines, and liquors; 8 chemicals and paints; 2 clothing and furnishings; 1 coal and coke; 1 drugs and drug sundries (specialty lines); 2 dry goods (specialty lines); 2 farm products--consumer goods; 3 furniture and house furnishings; 14 lumber and construction materials; 36 metals and metal work (except scrap); 1 tobacco and products (except leaf); 3 textiles and materials (other than dry goods); and 4 miscellaneous kinds of business.

7 Includes 1 amusement and sporting goods; 1 farm supplies; 2 petroleum and its products; 1 tobacco and products (except leaf); 1 waste materials; and 30 all other products.

TABLE 1.—SALES, EXPENSES, PERSONNEL, PAY ROLL AND STOCKS

TYPES OF OPERATION BY KINDS OF BUSINESS

HOUSTON

TYPE OF OPERATION / KIND OF BUSINESS	NUMBER OF ESTABLISHMENTS	SALES (add 000)	OPERATING EXPENSES (including pay roll) Amount (add 000)	OPERATING EXPENSES (including pay roll) Percent of sales	Active proprietors of unincorporated businesses	Number of employees* (full-time and part-time) Average for year	PAY ROLL* Total (add 000)	PAY ROLL* Full time (add 000)	PAY ROLL* Part-time (add 000)	Stocks on hand, end of year, at cost (add 000)
HOUSTON, TOTALS, 1939	845	$457,911	$44,617	9.7	419	10,904	$18,980	$18,523	$457	$43,875
1935	576	331,180	33,868	10.2	250	7,259	11,823	11,626	197	36,938
1929 [1]	506	519,913	41,158	7.9	---	7,354	13,587	---	---	72,866
TYPES OF OPERATION										
SERVICE AND LIMITED-FUNCTION WHOLESALERS	503	253,494	30,096	11.9	271	7,320	12,253	11,935	318	33,633
Wholesale merchants	444	124,418	17,472	14.0	252	5,754	8,797	8,546	251	14,832
Export merchants	14	91,496	8,216	9.0	9	442	1,447	1,441	6	12,790
Industrial distributors	23	25,840	3,265	12.6	---	854	1,601	1,567	34	4,594
Cash-and-carry wholesalers	6	238	29	12.2	6	14	17	17	---	19
Drop shippers or desk jobbers	6	4,407	234	5.3	---	42	126	125	1	---
Wagon distributors	6	218	23	10.6	4	14	10	10	---	1
All other [2]	4	6,877	857	12.5	---	220	255	229	26	1,397
MANUFACTURERS' SALES BRANCHES (With stocks)	142	90,762	9,813	10.8	4	2,439	4,580	4,483	97	8,976
MANUFACTURERS' SALES OFFICES (Without stocks)	38	28,783	1,571	5.5	---	287	748	746	2	---
PETROLEUM BULK STATIONS AND TERMINALS [4]	20	10,214	1,454	14.2	9	376	625	620	5	441
Salary stations	11	8,206	1,243	15.1	---	324	546	542	4	394
All other [3]	9	2,008	211	10.5	[illegible]	52	79	78	1	47
AGENTS AND BROKERS	132	71,297	1,546	2.2	126	429	702	676	26	329
Brokers (merchandise)	49	43,612	494	1.1	55	109	196	196	---	104
Commission merchants	9	5,178	98	1.9	[illegible]	38	60	53	7	---
Export agents	[illegible]	7,738	73	0.9	3	12	26	26	---	---
Manufacturers' agents (without stocks)	36	5,788	281	4.9	36	90	139	133	6	---
Selling agents	7	6,199	266	4.3	4	58	94	94	---	38
All other [4]	27	2,782	334	12.0	22	122	187	174	13	187
ASSEMBLERS (Mainly farm products)	10	3,361	137	4.1	9	53	72	63	9	197
KINDS OF BUSINESS	SERVICE AND LIMITED-FUNCTION WHOLESALERS									
SERVICE AND LIMITED-FUNCTION WHOLESALERS	503	253,494	30,096	11.9	271	7,320	12,253	11,935	318	33,633
Amusement and sporting goods	7	385	81	21.0	3	24	37	37	---	97
Toys, novelties, and fireworks	3	54	13	24.1	2	2	4	4	---	18
All other	4	331	68	20.5	1	22	33	33	---	79
Automotive	45	12,269	1,604	13.1	18	516	892	885	7	1,556
Automobiles (new and used)	4	5,487	224	4.1	1	36	73	72	1	338
Trucks and tractors	4	1,159	144	12.4	---	54	102	101	1	162
Automotive accessories and equipment	20	2,924	514	17.6	8	178	279	277	2	683
Automotive parts	14	2,466	699	28.3	3	238	427	424	3	350
Tires and tubes	3	233	23	9.9	3	9	11	11	---	23
Beer, wines, and liquors	10	8,533	846	9.9	2	214	392	388	4	729
Beer and ale	4	2,854	397	13.9	1	94	153	151	2	47
Wines and liquors	6	5,679	449	7.9	1	120	239	237	2	682
Chemicals and paints	6	2,671	550	20.6	2	197	312	312	---	536
Industrial chemicals	3	1,356	211	15.6	2	68	118	118	---	155
All other	3	1,315	339	25.8	---	129	194	194	---	381
Clothing and furnishings	6	194	46	23.7	6	24	21	20	1	51
Drugs (general line)	2	4,409	578	13.1	4	176	288	287	1	737
Drugs and drug sundries (specialty lines)	6									
Dry goods (general line)	3	2,626	418	15.9	---	107	257	257	---	451
Dry goods (specialty lines)	6	578	80	13.8	6	49	33	25	8	141
Notions	3	170	23	13.5	2	7	10	10	---	75
All other	3	408	57	14.0	4	42	23	15	8	66
Electrical goods	25	7,491	1,226	16.4	13	354	688	686	2	777
Electrical merchandise (general line)	3	2,925	315	10.8	---	92	182	182	---	246
Wiring supplies and construction materials	6	808	118	14.6	4	33	73	73	---	69
Radios and equipment	7	1,243	284	22.8	---	79	131	131	---	196
Refrigerators and equipment (household)	3	932	153	16.4	4	40	87	87	---	73
All other	6	1,583	356	22.5	5	110	215	213	2	193
Farm products--raw materials	19	94,406	8,520	9.0	10	511	1,528	1,515	13	12,905
Cotton	15	93,407	8,425	9.0	10	452	1,473	1,460	13	12,826
All other	4	999	95	9.5	---	59	55	55	---	79
Farm products--consumer goods	38	7,180	1,255	17.5	25	568	628	620	8	192
Dairy products	8	1,583	468	29.9	7	164	250	247	3	13
Poultry and poultry products	7	1,427	336	23.5	6	163	159	157	2	36
Fruits and vegetables (fresh)	17	3,509	341	9.7	10	154	173	170	3	71
All other	6	681	110	16.2	2	67	46	46	---	32
Farm supplies	5	2,002	216	10.8	2	97	118	118	---	113
Furniture and house furnishings	6	1,710	191	11.2	2	75	114	114	---	309
Groceries (general line)	10	20,869	1,598	7.7	1	520	755	729	26	2,519
Groceries and foods (specialty lines)	59	16,136	2,648	16.4	56	776	977	955	22	2,101
Coffee, tea, and spices	4	257	57	22.2	1	31	29	29	---	40
Coffee roasting and spice grinding	4	8,577	1,560	18.2	---	307	441	437	4	1,316
Confectionery	7	1,310	160	12.2	6	79	95	93	2	238

For footnotes, see end of table.

TABLE 1.—SALES, EXPENSES, PERSONNEL, PAY ROLL AND STOCKS

[Type of Operation and Kind of Business]

HOUSTON

TYPE OF OPERATION / KIND OF BUSINESS	NUMBER OF ESTABLISHMENTS	SALES (add 000)	OPERATING EXPENSES (add 000)							
HOUSTON—Con.										
KINDS OF BUSINESS										
SERVICE AND LIMITED-FUNCTION WHOLESALERS—Con.										
Groceries and foods (specialty lines)—Con.										
Fish and sea foods	7	[illegible]	2134	21.2	8	[illegible]	[illegible]	[illegible]	---	[illegible]
Meats and provisions	21	2,[illegible]	[illegible]	12.6	[illegible]	193	[illegible]	198	[illegible]	46
All other	16	2,677	400	14.9	[illegible]	[illegible]	147	145	[illegible]	427
Hardware	[illegible]	8,862	[illegible]	15.4	1	540	775	[illegible]	13	2,140
Jewelry	4	344	[illegible]	4.7	[illegible]	8	8	8	---	[illegible]
Lumber and construction materials	29	11,381	1,344	11.8	11	401	985	[illegible]	17	760
Builders' supplies (general line)	[illegible]	1,019	132	13.0	[illegible]	67	[illegible]	[illegible]	[illegible]	117
Lumber	[illegible]	5,842	339	5.8	7	75	167	167	---	[illegible]
Millwork	[illegible]	1,411	230	16.3	---	[illegible]	127	127	---	[illegible]
Brick, tile, and terra cotta	5	486	60	12.3	---	17	27	27	---	[illegible]
Glass	[illegible]	548	195	35.6	---	[illegible]	104	104	---	[illegible]
All other	7	2,[illegible]	386	18.7	1	145	174	[illegible]	14	138
Machinery--equipment--supplies	114	33,[illegible]	4,834	14.4	42	1,194	2,412	[illegible]	160	4,710
Commercial equipment and supplies:										
Garage and filling station equipment	4	[illegible]	73	34.9	2	[illegible]	47	46	1	20
Store fixtures and equipment	3	231	69	28.1	[illegible]	[illegible]	47	43	---	[illegible]
All other	7	525	147	28.0	7	43	82	81	1	76
Industrial machinery, equipment, and supplies:										
Machine tools	4	1,255	228	18.2	1	67	134	134	---	214
Oil well supply houses	48	26,897	3,144	11.9	10	666	1,491	[illegible]	[illegible]	3,459
All other	18	1,743	373	21.4	9	99	161	157	4	[illegible]
Professional equipment and supplies:										
Dental supply houses	4	504	146	29.0	2	51	76	76	---	179
All other	5	[illegible]	92	27.2	1	40	57	57	---	98
Service equipment and supplies:										
Barber and beauty supply houses	4	280	86	30.7	4	31	46	46	-	82
Laundry and dry cleaning	7	569	113	19.9	1	23	53	53	---	84
All other	8	825	282	34.2	2	113	183	181	2	156
All other	6	716	91	12.7	3	28	43	43	---	62
Metals and metal work (except scrap	4	1,105	[illegible]	19.9	1	38	169	169	---	718
Paper and its products	[illegible]	1,446	443	[illegible]	3	131	212	212	---	359
Wrapping or coarse paper and products	4	935	305	[illegible]	[illegible]	93	153	153	---	216
All other	4	561	138	24.6	1	38	59	59	---	143
Petroleum and its products	16	1,548	406	26.2	3	[illegible]	168	163	5	82
Plumbing and heating equipment and supplies	11	2,266	302	13.4	14	112	137	136	2	445
Tobacco and products (except leaf	[illegible]	5,611	229	4.1	1[illegible]	[illegible]	183	182	1	183
Waste materials	31	4,078	687	16.8	20	264	351	323	26	534
Iron and steel scrap	20	2,397	443	18.[illegible]	11	187	257	251	6	424
Junk and scrap (general line	3	19	3	15.8	3	1	1	1	---	3
Waste paper, rags, and rubber	3	504	122	24.2	-	66	53	53	---	58
All other	5	1,158	119	10.3	6	44	40	18	22	349
All other products	11	1,758	390	22.2	11	167	233	233	---	173
Books, periodicals, and newspapers	3	382	59	15.4	1	32	33	33	---	14
Flowers and nursery stock	6	364	89	24.5	7	31	40	40	---	34
Leather and shoe findings	3	192	35	18.2	2	12	26	26	---	34
Optical goods	3	240	116	48.3	-	36	78	78	---	14
Miscellaneous kinds of business	6	579	91	15.7	1	53	56	56	---	79
MANUFACTURERS' SALES BRANCHES (With stocks)										
MANUFACTURERS' SALES BRANCHES (With stocks)	142	[illegible],762	9,813	10.8	4	2,439	4,[illegible]	4,483	47	8,976
Automotive	12	21,[illegible]	1,135	5.2	---	266	567	566	1	1,052
Tires and tubes	5	2,540	470	18.5	---	104	245	244	1	612
All other	7	19,129	665	3.5	---	162	322	322	---	440
Chemicals and paints	4	1,295	251	19.4	---	64	91	91	---	117
Groceries and foods (specialty lines	15	16,002	1,883	11.8	---	547	892	887	5	796
Meats and provisions	5	6,724	597	8.9	---	264	356	354	2	[illegible]
Other food and grocery specialties	6	4,937	952	19.3	---	146	366	364	1	406
All other	4	4,341	332	7.7	---	87	171	169	2	[illegible]
Lumber and construction materials	5	2,908	476	16.4	---	159	296	294	2	[illegible]
Machinery--equipment--supplies	58	15,461	3,229	20.9	4	743	1,520	1,477	43	2,001
Commercial equipment and supplies:										
Office machines and equipment	6	844	389	46.1	---	121	244	244	---	[illegible]
All other	5	1,166	240	20.6	[illegible]	[illegible]	166	164	2	44
Industrial machinery, equipment, and supplies:										
Belting, hose, and packing	[illegible]	[illegible]	124	17.7	---	17	48	48	---	57
Oil well supply houses	17	[illegible]	1,279	19.3	1	170	402	371	[illegible]	1,[illegible]
All other	[illegible]	[illegible]	695	[illegible]	---	[illegible]	346	346	---	[illegible]
Service equipment and supplies	6	660	158	[illegible]	---	42	75	74	1	[illegible]
All other	[illegible]	[illegible]	368	15.8	---	128	248	234	9	[illegible]

For footnotes, see end of table.

TABLE 1.—SALES, EXPENSES, PERSONNEL, PAY ROLL AND STOCKS

[Year 1935. Operations by Kinds of Business and Type of Operation]

HOUSTON

TYPE OF OPERATION / KIND OF BUSINESS	NUMBER OF ESTABLISHMENTS	SALES	OPERATING EXPENSES: Amount	OPERATING EXPENSES: Ratio to sales	Average number of proprietors and unpaid family workers	Average number of full-time and part-time paid employees	PAY ROLL: Total	PAY ROLL: Full-time	PAY ROLL: Part-time	Stock on hand, end of year, at cost
HOUSTON—Con.										
MANUFACTURERS' SALES BRANCHES (With stocks)—Con.										
KINDS OF BUSINESS										
MANUFACTURERS' SALES BRANCHES (With stocks)—Con.	16	$16,403	$836	5.2	---	134	$311	$290	$21	$3,242
Metals and metal work (except scrap)	5	6,943	236	3.8	---	22	64	64	---	2,103
Wire and wire products	11	9,060	596	6.3	--	162	247	226	21	1,139
All other										
Plumbing and heating equipment and supplies	12	4,714	682	14.4	---	129	217	198	19	664
Plumbing fixtures, equipment, and supplies	4	1,358	170	12.5	--	44	58	57	1	314
All other	8	3,356	459	13.7		85	159	141	18	350
All other [6]	20	12,710	1,374	10.8	-	[illegible]	716	710	6	804
MANUFACTURERS' SALES OFFICES (Without stocks)										
KINDS OF BUSINESS										
MANUFACTURERS' SALES OFFICES (Without stocks)	38	28,783	1,571	5.5	---	287	748	746	2	---
Machinery--equipment--supplies	13	4,782	306	6.4	---	57	154	153	1	---
Metals and metal work (except scrap)	8	17,467	476	2.7	---	84	264	264	---	---
Plumbing and heating equipment and supplies	5	500	79	15.8	---	19	39	38	1	---
All other [6]	12	6,034	710	11.8	---	127	291	291	---	---
PETROLEUM BULK STATIONS AND TERMINALS										
Petroleum and its products	20	10,214	1,454	14.2	9	376	625	620	5	441
AGENTS AND BROKERS										
KINDS OF BUSINESS										
AGENTS AND BROKERS	132	71,297	1,546	2.2	126	429	702	676	26	329
Electrical goods	5	505	46	9.1	4	14	23	23	---	[illegible]
Farm products--raw materials	22	22,690	194	0.9	20	59	85	78	7	---
Cotton	13	16,032	84	0.5	16	17	21	21	---	---
Livestock	9	6,648	110	1.7	4	42	64	57	7	---
Farm products--consumer goods	5	1,543	25	1.6	5	7	9	9	---	---
Groceries and foods (specialty lines)	21	17,444	384	2.2	22	93	163	162	1	145
Canned foods	5	3,604	94	2.6	4	24	42	42	---	88
All other	16	13,840	294	2.1	18	69	121	120	1	57
Lumber and construction materials	12	2,709	105	3.9	14	40	63	60	3	13
Lumber	7	2,510	78	3.1	9	25	47	47	---	---
All other	5	199	27	13.6	5	15	16	13	3	13
Machinery--equipment--supplies	43	6,563	464	7.1	41	144	228	218	10	126
Commercial equipment and supplies:										
Store fixtures and equipment	3	292	49	16.8	3	27	29	27	2	7
All other	6	287	34	11.8	7	15	16	18	---	22
Industrial machinery, equipment, and supplies:										
Machine tools	3	555	28	5.0	2	8	18	17	1	11
Oil well supply houses	5	1,284	91	7.1	5	19	39	39	---	42
All other	22	3,734	205	5.5	19	55	98	96	2	23
All other	4	411	57	13.9	5	20	26	21	5	21
Metals and metal work (except scrap)	5	984	55	5.6	3	26	35	25	5	---
Petroleum and its products	6	14,755	147	1.0	3	18	47	47	---	---
Plumbing and heating equipment and supplies	4	945	38	3.7	6	9	12	12	---	1
All other [7]	9	3,169	91	2.9	8	19	42	42	---	35

* Employees and pay roll include paid executives of corporations but not the number and compensation of proprietors of unincorporated businesses.

** Sales include taxes.

[1] Includes 2 chain store warehouses not classified as wholesale establishments in 1935 and 1933.

[2] Includes 2 voluntary group wholesalers; and 2 importers.

[3] Includes 2 independent bulk stations; 1 commission station; and 1 distributing terminal.

[4] Includes 1 import agent; and 3 manufacturers' agents (with stocks).

[5] Includes 2 beer, wines, and liquors; 1 drugs and drug sundries (specialty lines); 1 electrical goods; 1 farm products--consumer goods; 2 farm supplies; 2 furniture and house furnishings; 1 hardware; 2 paper and its products; 1 forest products (except lumber); and 1 optical goods.

[6] Includes 1 beer, wines, and liquors; 1 electrical goods; 1 farm products--consumer goods; 2 farm supplies; 2 groceries and foods (specialty lines); 1 lumber and construction materials; 3 paper and its products; and 1 tobacco and products (except leaf).

[7] Includes 1 chemicals and paints; 1 farm supplies; 2 furniture and house furnishings; 1 tobacco and products (except leaf); 1 waste materials; 1 oils and greases (animal and vegetable); and 2 miscellaneous kinds of business.

TABLE 1.—SALES, EXPENSES, PERSONNEL, PAY ROLL AND STOCKS

[Type of Operation by Kind of Business]

INDIANAPOLIS

TYPE OF OPERATION / KIND OF BUSINESS	NUMBER OF ESTABLISHMENTS	SALES	OPERATING EXPENSES		Average proprietors' net income before Federal income taxes	Number employees, full-time and part-time, average for year	PAY ROLL			Stocks, end of year
		Total	Amount	Percent of sales			Total	Full-time	Part-time	
		Dollars	Dollars		Dollars		Dollars	Dollars	Dollars	Dollars
INDIANAPOLIS, TOTALS, 1939	846	$374,483	$34,925	8.8	475	10,656	$17,288	$17,041	$247	$18,470
1935	736	306,302	25,323	8.3	399	8,285	13,030	12,850	180	15,493
1929 [1]	730	436,596	36,811	8.4	---	9,769	18,432	---	---	23,385
TYPES OF OPERATION										
SERVICE AND LIMITED-FUNCTION WHOLESALERS	487	149,398	20,434	13.7	311	7,843	11,134	11,014	120	11,742
Wholesale merchants	400	121,182	17,684	13.5	302	6,024	9,629	9,516	113	11,583
Voluntary group wholesalers	5	5,332	466	8.7	---	114	209	209	---	286
Industrial distributors	8	9,444	2,027	21.5	---	613	1,147	1,147	---	1,597
Drop shippers or desk jobbers	6	2,187	216	9.9	1	35	121	119	---	---
Wagon distributors	5	118	15	12.7	5	10	9	6	3	---
All other [2]	3	1,134	27	2.4	---	7	17	17	---	---
MANUFACTURERS' SALES BRANCHES (With stocks)	109	58,595	7,231	12.3	---	1,957	3,743	3,676	67	4,030
MANUFACTURERS' SALES OFFICES (Without stocks)	49	31,835	1,502	4.7	1	275	643	638	5	---
PETROLEUM BULK STATIONS [3]	25	13,609	1,843	13.5	4	447	751	745	6	---
Independent bulk stations	10	3,852	424	11.0	4	110	226	215	6	15
Salvor stations	15	9,757	1,418	14.5	--	335	531	530	1	470
AGENTS AND BROKERS	164	103,143	1,632	1.6	164	459	834	816	24	81
Brokers (merchandise)	49	49,561	656	1.3	46	91	174	170	4	---
Commission merchants	34	60,560	494	.8	59	174	274	269	5	---
Manufacturers' agents (with stocks)	11	661	119	18.0	7	47	89	88	1	---
Manufacturers' agents (without stocks)	61	9,766	434	4.4	55	112	194	189	14	---
Selling agents	5	2,410	161	6.7	3	35	82	82	---	---
All other [3]	4	185	34	18.4	--	15	15	15	---	8
ASSEMBLERS (Mainly farm products)	12	17,903	295	1.6	5	30	159	154	5	11
KINDS OF BUSINESS	SERVICE AND LIMITED-FUNCTION WHOLESALERS									
SERVICE AND LIMITED-FUNCTION WHOLESALERS	487	149,398	20,434	13.7	311	7,843	11,134	11,014	120	11,742
Amusement and sporting goods	12	718	159	22.1	5	58	89	87	2	72
Motion picture film exchanges	5	187	48	25.7	---	18	44	43	1	1
Toys, novelties, and fireworks	4	288	72	25.0	5	27	47	46	1	56
All other	3	243	39	16.0	---	11	18	18	---	10
Automotive	47	20,941	2,397	11.4	15	904	1,449	1,445	4	1,024
Automobiles (new and used)	8	14,483	801	5.5	3	284	446	446	---	543
Trucks and tractors	7	1,167	196	16.8	4	69	137	136	1	19
Automotive accessories and equipment	15	2,405	641	26.7	7	201	457	455	2	343
Automotive parts	14	2,825	736	26.1	1	258	394	393	1	540
Tires and tubes	3	61	23	37.7	1	8	15	15	---	14
Beer, wines, and liquors	16	10,277	1,450	14.1	8	374	552	552	1	657
Beer and ale	8	3,318	701	21.1	1	189	284	283	1	50
Wines and liquors	8	6,959	749	10.8	7	185	309	309	---	638
Chemicals and paints	10	694	151	21.8	5	52	87	87	---	106
Paints and varnishes	5	173	49	28.3	3	18	29	29	---	32
All other	5	521	102	19.6	2	34	58	58	---	76
Clothing and furnishings	8	626	119	19.0	7	51	53	53	---	17
Millinery and millinery supplies	3	316	78	24.7	2	42	43	43	---	12
All other	5	310	41	13.2	5	9	10	10	---	71
Coal and coke	11	2,745	279	10.2	5	65	151	146	5	27
Drugs (general line)	3	7,574	1,233	16.3	4	320	[illegible]	652	3	1,012
Drugs and drug sundries (specialty lines)	12									
Dry goods (general line)	1	2,452	324	14.4	5	146	193	193	---	424
Dry goods (specialty lines)	6									
Electrical goods	23	8,464	1,287	15.0	11	[illegible]	[illegible]	[illegible]	1	458
Electrical merchandise (general line)	4	5,031	478	9.5	---	140	61	61	---	321
Wiring supplies and construction materials	3	168	40	24.0	2	15	[illegible]	[illegible]	---	64
Radios and equipment	7	1,004	140	13.9	4	43	[illegible]	[illegible]	---	109
All other	9	2,261	439	19.4	2	112	329	329	1	243
Farm products--raw materials	3	6,000	173	2.9	---	37	96	96	---	594
Farm products--consumer goods	43	15,336	2,326	15.2	42	[illegible]	[illegible]	[illegible]	5	1,[illegible]
Dairy products	11	4,428	1,450	34.7	2	536	920	915	5	32
Fruits and vegetables (fresh)	2	8,370	760	9.1	2	[illegible]	324	324	---	[illegible]
Fresh fruits only	4	1,393	57	4.1	2	20	16	[illegible]	---	---
All other	16	1,147	59	5.1	3	31	27	[illegible]	---	---
Farm supplies	9	11,267	849	7.5	7	11	[illegible]	377	---	431
Feed	5	4,923	72	1.5	5	14	59	59	---	49
All other	4	6,344	777	12.2	1	184	341	341	---	382
Furniture and house furnishings	12	3,136	401	12.8	4	104	176	175	1	379
China, glassware, and crockery	3	284	56	25.0	1	14	40	4	---	88
Floor coverings	5	2,564	272	10.6	2	48	101	101	---	219
All other	4	318	73	23.0	1	42	35	34	1	72

For footnotes, see end of table.

TABLE 1.—SALES, EXPENSES, PERSONNEL, PAY ROLL AND STOCKS

INDIANAPOLIS

Independent Operations by Kinds of Business—Continued

TYPE OF OPERATION KIND OF BUSINESS	NUMBER OF ESTABLISHMENTS	SALES (add 000)	OPERATING EXPENSES (including pay roll) Amount (add 000)	OPERATING EXPENSES Percent of sales	Active proprietors, partners, unincorporated businessmen	Number of employees, full time and part time Average for year	PAY ROLL* Total (add 000)	PAY ROLL Full time (add 000)	PAY ROLL Part time (add 000)	Stocks on hand, end of year, at cost (add 000)
INDIANAPOLIS—Con.	SERVICE AND LIMITED-FUNCTION WHOLESALERS—Con.									
KINDS OF BUSINESS										
SERVICE AND LIMITED-FUNCTION WHOLESALERS—Con.										
Groceries (general line)	9	$9,307	$9,[illegible]	3.7	---	315	$534	$534	---	$987
Not sponsoring cooperative or voluntary groups	5	4,215	480	11.4	---	187	339	339	---	478
Voluntary group wholesalers	4	5,092	423	8.3	---	128	195	195	---	509
Groceries and foods (specialty lines)	44	5,871	719	12.2	30	262	362	351	$11	327
Coffee, tea, and spices	3	142	49	34.5	1	16	24	24	---	10
Confectionery	7	248	24	9.7	4	10	10	10	---	24
Meats and provisions	10	1,247	182	14.6	11	85	91	87	4	20
All other	22	4,234	464	11.0	16	151	237	230	7	273
Hardware	7	6,502	1,526	23.5	---	465	845	844	1	1,202
Jewelry	3	518	80	15.4	2	22	58	57	1	43
Lumber and construction materials	20	2,575	449	17.4	9	142	221	203	18	367
Lumber	6	646	107	16.6	3	32	46	43	3	123
Lumber and millwork	2	417	101	24.2	1	34	56	56	---	54
All other	11	1,512	241	15.9	5	76	119	104	15	190
Machinery—equipment—supplies	64	9,007	1,893	21.0	40	624	1,072	1,063	9	1,395
Commercial equipment and supplies:										
Garage and filling station equipment	5	487	134	27.5	2	44	71	71	---	69
All other	6	692	118	17.1	4	79	76	74	2	170
Farm and dairy	6	1,322	268	20.3	5	73	128	126	2	135
Industrial machinery, equipment, and supplies:										
Road building	2	1,091	185	17.0	2	35	100	100	---	76
Mine and mill supplies	3	2,592	568	21.9	---	180	331	331	---	599
All other	15	1,382	208	15.1	11	70	116	111	5	88
Professional equipment and supplies:										
Dental supply houses	3	261	74	28.4	2	25	43	43	---	52
All other	5	379	114	30.1	3	40	86	86	---	75
Service equipment and supplies:										
Barber and beauty supply houses	6	267	78	29.2	5	29	40	40	---	43
Laundry and dry cleaning	4	298	87	29.2	1	26	55	55	---	12
All other	8	236	59	25.0	5	23	26	26	---	76
Metals and metal work (except scrap)	6	1,956	304	15.5	3	104	188	188	---	462
Paper and its products	19	4,840	965	19.9	6	305	610	609	1	551
Wrapping or coarse paper and products	11	2,371	483	20.4	4	163	324	323	1	296
Wallpaper	5	333	109	32.7	1	30	45	45	---	44
All other	3	2,136	373	17.5	1	112	241	241	---	211
Petroleum and its products	7	1,466	227	15.5	5	51	96	90	6	157
Plumbing and heating equipment and supplies	18	2,716	554	20.4	11	191	289	284	5	366
Heating (including stoves and ranges)	5	284	62	21.8	3	19	35	31	4	24
Plumbing fixtures, equipment, and supplies	7	672	192	28.6	5	74	92	92	---	134
All other	6	1,760	300	17.0	3	98	162	161	1	208
Tobacco and products (except leaf)	8	6,801	482	7.1	9	134	232	232	---	375
Waste materials	34	4,737	727	15.3	40	461	393	366	27	362
Iron and steel scrap	9	1,865	213	11.3	11	111	103	98	5	140
Junk and scrap (general line)	18	2,269	366	16.0	22	276	204	183	21	155
Waste paper, rags, and rubber	4	478	132	27.6	2	67	77	77	---	50
All other	3	85	16	18.8	5	7	9	8	1	17
All other products	26	3,118	645	20.7	27	246	386	375	5	351
Books, periodicals, and newspapers	5	808	168	20.8	3	70	112	111	1	34
Flowers and nursery stock	4	224	39	17.4	3	18	21	20	1	11
Forest products (except lumber)	3	66	22	33.3	3	11	11	11	---	3
Leather and shoe findings	3	591	103	17.4	6	34	45	45	---	187
Optical goods	5	526	184	35.0	6	78	127	127	---	50
Miscellaneous kinds of business	8	903	129	14.3	6	35	64	61	3	66
	MANUFACTURERS' SALES BRANCHES (With stocks)									
KINDS OF BUSINESS										
MANUFACTURERS' SALES BRANCHES (With stocks)	109	58,595	7,231	12.3	---	1,957	3,743	3,676	67	4,030
Amusement and sporting goods	8	3,612	561	15.5	---	212	349	315	34	120
Motion picture film exchanges	8	3,612	561	15.5	---	212	349	315	34	120
Automotive	13	19,565	1,536	7.9	---	348	754	751	3	931
Chemicals and paints	4	1,312	145	11.1	---	32	68	68	---	213
Groceries and foods (specialty lines)	15	7,582	1,300	17.1	---	286	502	497	5	201
Lumber and construction materials	8	3,324	720	21.7	---	221	381	366	15	553

For footnotes, see end of table.

TABLE 1.—SALES, EXPENSES, PERSONNEL, PAY ROLL AND STOCKS

[illegible]

INDIANAPOLIS

TYPE OF OPERATION / KIND OF BUSINESS	NUMBER OF ESTABLISHMENTS	SALES (add 000)	OPERATING EXPENSES (including pay roll): Amount (add 000)	OPERATING EXPENSES: Percent of sales	[illegible]	[illegible]	[illegible]	[illegible]	[illegible]	[illegible]
INDIANAPOLIS—Con.										
	MANUFACTURERS' SALES BRANCHES (With stocks)—Con.									
KINDS OF BUSINESS										
MANUFACTURERS' SALES BRANCHES (With stocks)—Con.										
Machinery—equipment—supplies	3[illegible]	$[illegible],980	$1,[illegible]	18.1	---	531	$1,[illegible]	[illegible]	[illegible]	[illegible]
Commercial equipment and supplies	1[illegible]	1,464	551	37.6	---	188	[illegible]			176
Farm and dairy	[illegible]	6,595	90[illegible]	13.7	---	[illegible]	462	[illegible]	[illegible]	961
Professional equipment and supplies:										
Surgical, medical, and hospital	5	346	78	22.5	[illegible]	[illegible]	[illegible]			[illegible]
All other	4	443	1[illegible]1	[illegible]	--	[illegible]	57	[illegible]		[illegible]
All other	8	1,132	173	1[illegible]	--	44	[illegible]	94		[illegible]
Plumbing and heating equipment and supplies	4	1,603	254	15.8	---	7[illegible]	1[illegible]	[illegible]		119
All other [4]	[illegible]	11,617	905	7.8	---	[illegible]	[illegible]	[illegible]	[illegible]	483
	MANUFACTURERS' SALES OFFICES (Without stocks)									
KINDS OF BUSINESS										
MANUFACTURERS' SALES OFFICES (Without stocks)	49	31,835	1,5[illegible]	4.7	[illegible]	[illegible]	[illegible]	638	[illegible]	-
Electrical goods	5	3,2[illegible]1	1[illegible]	5.[illegible]	---	[illegible]	[illegible]	[illegible]	---	
Groceries and foods (specialty lines)	7	2,537	[illegible]	11.[illegible]	---	[illegible]	93	[illegible]	-	
Machinery—equipment—supplies	7	[illegible]67	[illegible]4	[illegible].7	---	[illegible]	[illegible]	[illegible]	---	
Metals and metal work (except scrap)	9	14,3[illegible]4	24[illegible]	1.7	---	[illegible]	[illegible]	[illegible]	[illegible]	--
Iron and steel products (general line)	5	9,642	163	1.7	--	[illegible]	[illegible]	[illegible]	[illegible]	--
All other	4	4,7[illegible]	79	1.7	-	1[illegible]	[illegible]	45	-	-
All other [5]	[illegible]1	[illegible]	[illegible]	6.8	[illegible]	121	[illegible]	274	[illegible]	--
	PETROLEUM BULK STATIONS									
Petroleum and its products	[illegible]	13,609	[illegible]	[illegible]	[illegible]	[illegible]	[illegible]			603
	AGENTS AND BROKERS									
KINDS OF BUSINESS										
[illegible]	1[illegible]4	1[illegible]3,[illegible]	[illegible]	1.6	1[illegible]	[illegible]	4[illegible]	1[illegible]		
Coal and coke	4	1,41[illegible]	11[illegible]	8.[illegible]	[illegible]	[illegible]		5[illegible]	--	
Electrical goods	1[illegible]	1,[illegible]	[illegible]	4.7	9	[illegible]	[illegible]	17		
Wiring supplies and construction materials	4	461	18	3.9	[illegible]	[illegible]	9	9	--	
All other	8	59[illegible]	[illegible]	5.4	[illegible]	1[illegible]	8	[illegible]		[illegible]
Farm products—raw materials	4[illegible]	73,628	5[illegible]1	.7	[illegible]	1[illegible]	[illegible]	[illegible]	[illegible]	5
Grains	11	6,662	5[illegible]	[illegible]	[illegible]	[illegible]	[illegible]	[illegible]	--	
Livestock	31	[illegible],366	4[illegible]4	.7	[illegible]	1[illegible]	[illegible]	[illegible]	[illegible]	
Farm products—consumer goods	[illegible]	1,171	[illegible]	5.[illegible]	9	17	20	[illegible]	-	[illegible]
Fruits and vegetables (fresh)	[illegible]	1,171	[illegible]	5.[illegible]		1[illegible]		[illegible]	--	
[illegible]	[illegible]	372	[illegible]	16.1		[illegible]				1
Groceries and foods (specialty lines)	1[illegible]	13,537	[illegible]	1.6		[illegible]	[illegible]	9[illegible]	-	--
[illegible]	[illegible]	5[illegible]	1[illegible]	[illegible]						--
Lumber and construction materials	9	[illegible]	[illegible]	3.8	[illegible]	21				--
[illegible]	6	[illegible],1[illegible]	[illegible]	3.0	7	10	[illegible]			---
All other	[illegible]	196	[illegible]	12.8	[illegible]	11	[illegible]			
Machinery—equipment—supplies	[illegible]	3,169	[illegible]81	7.9	[illegible]	[illegible]		[illegible]		[illegible]
[illegible]										
[illegible]	3	131	[illegible]	[illegible]	1		1	1		-
All other	4	190	[illegible]	[illegible]	[illegible]					
Industrial machinery, equipment, and supplies:										
Machine tools	[illegible]	1,026	61	[illegible]		13				
All other	16	1,738	11[illegible]	6.6	[illegible]					
All other	[illegible]	[illegible]	[illegible]	[illegible]						
Metals and metal work (except scrap)	[illegible]	1,58[illegible]	46	[illegible]		[illegible]		7		
[illegible]	[illegible]	[illegible]	[illegible]	[illegible]	[illegible]			--	--	
[illegible]	[illegible]	337	48	[illegible]		16				
All other [7]	11	3,877	[illegible]	[illegible]	7	[illegible]		91		[illegible]
	ASSEMBLERS (Mainly farm products)									
KINDS OF BUSINESS										
[illegible]	1[illegible]	[illegible]	[illegible]	[illegible]	[illegible]				[illegible]	

[illegible]

** Sales include taxes.

[1] [illegible]

[2] [illegible]

[3] [illegible]

[4] [illegible]

[5] Includes [illegible] and [illegible] ware; [illegible] lumber and construction materials; [illegible] products.

[6] Less than $1,000.

[7] Includes [illegible] automotive; 1 beer, wines, and liquors; [illegible] chemicals and paints; 1 clothing and furnishings; [illegible] other products.

TABLE 1.—SALES, EXPENSES, PERSONNEL, PAY ROLL AND STOCKS

KANSAS CITY, MISSOURI

[illegible]	Number of establishments	Sales	Operating expenses		[illegible]	Number of proprietors and partners [illegible]	Pay roll			Stocks [illegible] (add 000)
			Amount	Percent of sales			Total	Full-time	Part-time	
KANSAS CITY, TOTALS, 1948	1,474	$762,069	$67,301	8.8	947	[illegible]	$31,141	$30,587	$554	$44,254
1947	[illegible]	649,885	53,239	8.2	982	15,983	26,488	[illegible]	4[illegible]	49,766
1939	1,651	[illegible]	[illegible]	6.8	---	24,097	[illegible]	[illegible]	---	[illegible]
TYPES OF OPERATION										
[illegible]	[illegible]	[illegible]	28,336	11.1	522	10,187	16,144	15,737	407	31,431
[illegible]	[illegible]	[illegible]	29,472	10.8	501	9,208	14,419	14,015	404	28,441
[illegible]	[illegible]	7,199	1,363	19.0	---	912	810	810	---	1,596
[illegible]	[illegible]	[illegible]	23	5.3	[illegible]	9	10	10		18
[illegible]	[illegible]	[illegible]	549	8.5	8	101	[illegible]	[illegible]	[illegible]	---
[illegible]	7	[illegible]	[illegible]	19.7	7	16	11	10	[illegible]	[illegible]
[illegible]	[illegible]	3,063	177	[illegible]	---	68	102	102	[illegible]	318
All other	5	[illegible]	[illegible]	12.7	[illegible]	287	487	487	[illegible]	[illegible]
[illegible]	[illegible]	[illegible]	[illegible]	18.8	[illegible]	4,744	9,066	8,989	77	10,141
[illegible]	[illegible]	[illegible]	6,787	12.8	---	1,038	[illegible]	[illegible]	[illegible]	---
[illegible]	[illegible]	11,770	1,496	12.7	6	246	510	[illegible]	3	446
[illegible]	[illegible]	6,657	973	14.7	---	102	312	311	1	344
[illegible]	[illegible]	5,133	[illegible]	10.2	[illegible]	126	196	194	2	102
[illegible]	[illegible]	[illegible]	5,956	2.1	410	1,471	[illegible]	[illegible]	55	1,669
[illegible]	[illegible]	[illegible]	[illegible]	1.9	[illegible]	217	472	465	7	211
[illegible]	153	216,741	3,360	1.6	183	799	1,441	1,403	38	1,251
[illegible]	[illegible]	1,814	317	17.5	23	120	174	172	2	104
Wholesale merchant agents (without stocks)	109	10,725	842	7.1	11	144	179	171	8	---
[illegible]	[illegible]	10,110	[illegible]	7.5	6	141	465	465	---	103
[illegible]	[illegible]	269	[illegible]	12.3	3	10	16	16	---	---
Wholesale manuf. farm products	[illegible]	7,745	432	5.6	7	101	179	170	[illegible]	567
Assemblers of farm products	5	[illegible]	[illegible]	5.8	[illegible]	[illegible]	2	1	1	1
Cooperative marketing associations	5	5,785	342	5.9	---	73	126	118	8	566
All other	[illegible]	1,857	84	4.5	[illegible]	26	51	51	---	---
SERVICE AND LIMITED-FUNCTION WHOLESALERS										
KINDS OF BUSINESS										
SERVICE AND LIMITED-FUNCTION WHOLESALERS	762	282,441	32,336	11.1	522	10,187	16,144	15,737	407	31,431
Amusement and sporting goods	15	1,326	352	26.5	14	114	192	184	8	231
Motion picture film exchanges	3	229	79	34.5	3	25	44	42	2	7
Toys, novelties, and fireworks	8	268	81	30.2	8	23	23	23	---	72
All other	5	829	192	23.2	3	66	125	119	6	152
Automotive	82	77,544	2,797	3.6	62	894	1,398	1,392	6	2,270
Automobiles (new and used)	11	69,[illegible]	1,302	1.9	3	329	625	624	1	866
Trucks and tractors	3	239	41	17.2	2	27	22	22	---	17
Automotive accessories and equipment	24	3,642	523	14.4	17	213	283	282	1	451
Automotive parts	38	3,243	802	24.7	25	280	418	417	1	746
Tires and tubes	14	612	129	21.1	15	45	50	47	3	188
Beer, wines, and liquors	22	11,[illegible]	1,368	12.4	8	417	727	719	8	1,662
Beer and ale	9	3,642	660	18.1	3	182	389	383	6	131
Wines and liquors	11	7,376	708	9.6	5	235	338	336	2	1,531
Chemicals and paints	13	2,146	326	15.2	5	119	191	189	2	228
Industrial chemicals	4	1,443	187	13.0	1	64	109	107	2	118
Paints and varnishes	3	467	63	13.5	2	18	35	35	---	48
All other	6	236	76	32.2	2	37	47	47	---	62
Clothing and furnishings	25	5,740	1,040	18.1	26	375	492	486	6	1,248
Clothing and furnishings (general line)	3	3,003	594	19.8	1	233	287	287	---	914
Men's and boys'	5	784	121	15.4	8	39	42	36	6	235
Women's and children's	6	1,422	206	14.5	4	61	104	104	---	55
Millinery and millinery supplies	7	397	85	21.4	9	25	40	40	---	8
All other	4	134	34	25.4	4	17	19	19	---	36
Coal and coke	11	2,467	250	10.1	1	52	126	125	1	---
Drugs (general line)	5	6,089	890	14.6	---	321	440	438	2	964
Drugs and drug sundries (specialty lines)	9	719	199	27.7	4	80	104	102	2	86
Proprietary medicines	4	570	163	28.6	1	61	82	82	---	61
All other	5	149	36	24.2	3	19	22	20	2	25
Dry goods (general line)	1	[illegible]	318	14.2	5	120	182	182	---	453
Dry goods (specialty lines)	8									
Electrical goods	28	10,915	1,842	16.9	18	518	952	947	5	1,201
Electrical merchandise (general line)	5	3,751	536	14.3	---	158	321	321	---	329
Apparatus and equipment	4	1,338	189	14.1	2	52	108	107	1	107
Wiring supplies and construction materials	5	687	128	18.6	2	44	69	[illegible]	---	143
Radios and equipment	7	1,592	396	24.8	4	109	168	164	4	224
All other	7	3,547	592	16.7	4	155	286	286	---	398
Farm products—raw materials	18	40,[illegible]	2,584	5.8	7	442	895	801	94	8,756
Grains	12	43,214	2,403	5.6	1	371	786	703	83	8,566
All other	[illegible]	2,852	181	6.3	6	71	109	98	11	190

For footnotes, see end of table.

TABLE 1.—SALES, EXPENSES, PERSONNEL, PAY ROLL AND STOCKS

KANSAS CITY, MISSOURI

TYPE OF OPERATION KINDS OF BUSINESS	NUMBER OF ESTABLISHMENTS	ALL (add 000)	OPERATING EXPENSES (add 000)		[illegible]	[illegible]	[illegible]	[illegible]	[illegible]	[illegible]
KANSAS CITY—Con.										
KINDS OF BUSINESS										
[illegible]										
Farm products—raw material	[illegible]	$21,769	$[illegible]	[illegible]	94	[illegible]	$[illegible]	$1,107	[illegible]	[illegible]
Dairy products		1,059	[illegible]	24.1	[illegible]	[illegible]	[illegible]	129	[illegible]	19
Dairy and poultry products		476	[illegible]	31.0	[illegible]	[illegible]	[illegible]	97	1	4
Poultry and poultry products	24	[illegible]	[illegible]	7.5	24	[illegible]	[illegible]	[illegible]	[illegible]	[illegible]
Fruits and vegetables (fresh)	[illegible]	14,[illegible]	1,474	10.1	[illegible]	514	[illegible]	763	[illegible]	[illegible]
Fresh fruits only	[illegible]	2,063	70	[illegible]	5	[illegible]	[illegible]	[illegible]	1	[illegible]
Farm supplies	10	[illegible]	[illegible]	8.2	[illegible]	[illegible]	[illegible]	[illegible]	[illegible]	[illegible]
Seeds		5,176	660	[illegible]	1	335	[illegible]	[illegible]	34	1,240
All other		[illegible]	171	3.5	[illegible]	[illegible]	49	49		75
Furniture and furnishings	[illegible]	5,860	[illegible]	[illegible]	[illegible]	[illegible]	92	[illegible]		[illegible]
China, glassware, and crockery	[illegible]	[illegible]	[illegible]	[illegible]	---	44	[illegible]	80	---	[illegible]
Floor coverings	[illegible]	2,933	406	13.8	1	[illegible]	[illegible]	[illegible]	5	[illegible]
Furniture (household)	[illegible]	[illegible]	[illegible]	[illegible]	---	[illegible]	[illegible]	[illegible]		[illegible]
All other	7	[illegible]	113	29.2	[illegible]	55	[illegible]	[illegible]	1	[illegible]
Groceries (general line)	13	11,817	1,438	[illegible]	[illegible]	569	[illegible]	[illegible]	[illegible]	[illegible]
Not cooperative; cooperative purchasing groups	9	[illegible]	674	12.1	8	[illegible]	[illegible]	368	3	918
All other	4	6,249	764	12.2	[illegible]	[illegible]	[illegible]	[illegible]	[illegible]	1,197
Groceries and food (specialty lines)	71	[illegible]	[illegible]	[illegible]	[illegible]	[illegible]	1,531	1,497	[illegible]	[illegible]
Coffee, tea, and spices	10	1,691	446	26.4	[illegible]	76	[illegible]	142	---	118
Coffee roasting and spice grinding	[illegible]	[illegible]	[illegible]	24.2	1	377	775	775	---	[illegible]
Fish and sea foods	3	[illegible]	[illegible]	26.5	1	[illegible]	[illegible]	117	[illegible]	[illegible]
Meats and provisions	16	1,614	[illegible]	16.6	14	110	137	134	[illegible]	[illegible]
All other	[illegible]	[illegible]	955	22.3	[illegible]	[illegible]	[illegible]	[illegible]	[illegible]	[illegible]
Hardware	10	7,1[illegible]	1,4[illegible]	[illegible]	[illegible]	[illegible]	[illegible]	[illegible]	[illegible]	1,663
General line	5	6,905	1,437	[illegible]	[illegible]	567	837	[illegible]	[illegible]	1,[illegible]
Specialty lines	5	[illegible]	41	16.8	[illegible]	21	[illegible]	[illegible]	1	91
Jewelry	[illegible]	1,4[illegible]	[illegible]	19.	[illegible]	92	157	157	---	[illegible]
Jewelry (general line)	[illegible]	[illegible]	1[illegible]	21.4	---	59	81	[illegible]	[illegible]	[illegible]
All other	6	[illegible]	144	17.2	[illegible]	33	76	76	---	144
Lumber and construction materials	30	9,1[illegible]	[illegible]	[illegible]	[illegible]	275	[illegible]	[illegible]	[illegible]	[illegible]
Lumber	16	7,230	[illegible]	8.4	14	[illegible]	344	[illegible]	[illegible]	[illegible]
All other	14	1,908	346	18.1	[illegible]	144	19[illegible]	175	[illegible]	165
Machinery—equipment—supplies	117	[illegible]	[illegible]	[illegible]	76	944	1,573	1,537	[illegible]	[illegible]
Commercial equipment and supplies:										
Office machines and equipment	5	153	52	34.0	[illegible]	26	33	13	[illegible]	[illegible]
Restaurant and hotel supply houses	9	[illegible]	216	24.2	[illegible]	77	111	114	1	[illegible]
Garage and filling station equipment	4	291	[illegible]	18.9	4	27	[illegible]	27	1	[illegible]
Store fixtures and equipment	5	195	[illegible]	[illegible]	[illegible]	18	[illegible]	[illegible]	---	35
All other	5	405	50	19.8	[illegible]	[illegible]	47	47	---	[illegible]
Farm and dairy	5	[illegible]	131	19.0	4	32	57	57	---	[illegible]
Industrial machinery, equipment, and supplies:										
Belting, hose, and packing	6	438	102	23.3	4	36	51	51	---	72
Construction (except road building)	6	1,194	[illegible]	18.7	3	[illegible]	144	143	1	[illegible]
Printing and lithographing (except paper)	3	[illegible]	14	16.3	3	[illegible]	[illegible]	[illegible]	---	[illegible]
All other	26	1,318	998	[illegible]	13	[illegible]	498	496	[illegible]	[illegible]
Professional equipment and supplies:										
Dental supply houses	4	586	[illegible]	37.7	1	89	90	90	---	150
Surgical, medical, and hospital	8	772	218	28.2	[illegible]	91	127	127	---	[illegible]
All other	4	519	120	23.1	[illegible]	43	69	[illegible]	[illegible]	[illegible]
Service equipment and supplies:										
Barber and beauty supply houses	5	840	399	47.5	[illegible]	89	129	167	[illegible]	179
Laundry and dry cleaning	[illegible]	534	[illegible]	23.0	2	[illegible]	[illegible]	[illegible]	---	[illegible]
Undertakers' supplies	3	96	32	[illegible]	[illegible]	5	5	3	[illegible]	[illegible]
All other	14	602	146	24.3	14	[illegible]	55	55	---	101
Metals and metal work (except scrap)	7	3,053	650	21.3	2	[illegible]	364	364	[illegible]	[illegible]
Iron and steel finished products (N. E. C.)	4	1,547	266	17.2	[illegible]	46	146	146	---	[illegible]
All other	3	1,506	384	25.5	---	177	[illegible]	[illegible]	18	174
Paper and its products	27	4,953	[illegible]	17.6	[illegible]	294	449	449	---	[illegible]
Wrapping or coarse paper and products	13	1,974	314	15.9	13	[illegible]	171	171	---	[illegible]
Printing and writing papers	5	[illegible]	424	10.4	---	[illegible]	[illegible]	[illegible]	---	[illegible]
Stationery and stationery supplies	[illegible]	140	41	[illegible]	7	[illegible]	16	16	---	[illegible]
Wallpaper	3	240	97	[illegible]	---	29	39	39	---	48
Petroleum and its products	7	1,813	247	13.6	[illegible]	51	134	129	5	34
Plumbing and heating equipment and supplies	16	3,570	[illegible]	17.8	[illegible]	[illegible]	381	375	6	[illegible]
Plumbing and heating (general line)	9	2,986	448	15.0	1	170	[illegible]	247	[illegible]	[illegible]
Heating (including stoves and ranges)	4	[illegible]	[illegible]	32.9	[illegible]	40	[illegible]	77	[illegible]	82
All other	7	[illegible]	91	[illegible]	[illegible]	[illegible]	[illegible]	[illegible]	---	71
Tobacco and products (except leaf)	1[illegible]	9,323	[illegible]	7.0	9	[illegible]	309	308	1	568
Waste materials	32	1,635	[illegible]	19.[illegible]	41	[illegible]	177	167	10	[illegible]
Iron and steel scrap	7	377	51	17.[illegible]	5	37	41	32	[illegible]	[illegible]
Junk and scrap (general line)	16	260	[illegible]	15.[illegible]	24	38	52	[illegible]	[illegible]	82
Waste paper, rags, and rubber	7	751	[illegible]	24.[illegible]	7	110	99	97	2	[illegible]
All other	3	247	38	15.4	[illegible]	[illegible]	15	14	1	48

For footnotes, see end of table.

TABLE 1.—SALES, EXPENSES, PERSONNEL, PAY ROLL AND STOCKS

KANSAS CITY, MISSOURI

TYPE OF OPERATION, KIND OF BUSINESS	NUMBER OF ESTABLISHMENTS	SALES (add 000)	OPERATING EXPENSES (add 000)	OPERATING EXPENSES Percent	Average proprietors, partners, unincorporated businessmen	Number of employees* (full-time and part-time) Average for year	PAY ROLL* Total (add 000)	PAY ROLL* Full-time (add 000)	PAY ROLL* Part-time (add 000)	Stock on hand, end of year, at cost (add 000)
KANSAS CITY—Con.										
KINDS OF BUSINESS										
SERVICE AND LIMITED-FUNCTION WHOLESALERS—Con.										
All other products	4	$3,695	$1,287	34.3	23	526	$754	$750	$4	$514
Books, periodicals, and newspapers	4	979	258	26.4	2	138	203	203	---	65
Flowers and nursery stock	4	356	66	18.8	4	16	24	23	1	11
Forest products (except lumber)	5	434	115	26.5	5	46	78	75	3	3
Leather and shoe findings	7	368	90	24.5	1	33	50	50	---	105
Optical goods	12	1,190	614	51.3	5	249	345	345	---	395
Miscellaneous kinds of business	10	369	134	36.2	8	44	54	54	---	25
MANUFACTURERS' SALES BRANCHES (With stocks)										
KINDS OF BUSINESS										
MANUFACTURERS' SALES BRANCHES (With stocks)	54	108,120	20,296	18.8	2	4,744	9,066	8,989	77	10,141
Amusement and sporting goods	15	5,837	1,264	21.7	---	444	748	718	30	493
Motion picture film exchanges	10	3,720	815	22.2	---	306	512	482	30	131
All other	5	2,117	441	20.8	---	138	236	236	---	362
Automotive	37	19,568	3,994	19.7	1	526	1,103	1,096	7	2,100
Trucks and tractors	4	2,687	354	13.2	---	96	200	200	---	445
Automotive parts	4	1,385	282	20.4	---	71	133	133	---	220
Tires and tubes	17	10,263	1,638	16.0	---	331	719	712	7	1,360
All other	4	1,018	129	12.7	1	28	51	51	---	75
Chemicals and paints	11	5,516	1,477	26.9	---	312	549	549	---	871
Paints and varnishes	8	3,923	1,154	29.9	---	236	412	412	---	486
All other	3	1,643	323	19.7	---	76	137	137	---	185
Drugs and drug sundries (specialty lines)	8	6,183	1,898	30.7	---	357	875	875	---	414
Electrical goods	13	10,863	893	8.2	---	223	486	486	---	747
Apparatus and equipment	7	8,838	624	7.1	---	171	364	364	---	403
All other	6	2,025	269	13.3	---	57	122	122	---	344
Furniture and house furnishings	4	1,947	240	12.3	---	63	113	113	---	222
Groceries and foods (specialty lines)	16	21,335	3,188	14.9	---	418	878	875	3	410
Lumber and construction materials	4	1,948	386	19.8	---	136	247	240	7	442
Machinery—equipment—supplies	63	24,645	5,785	23.5	1	1,484	2,772	2,746	26	3,131
Commercial equipment and supplies	12	1,571	627	39.9	---	208	406	405	1	173
Farm and dairy:										
Farm machinery and equipment	7	12,790	3,017	23.6	---	717	1,239	1,220	19	1,717
All other	4	2,760	469	17.0	---	148	262	258	4	415
Industrial machinery, equipment, and supplies:										
Printing and lithographing (except paper)	5	499	146	29.3	1	38	83	83	---	81
All other	15	4,315	728	16.9	---	221	395	394	1	485
Professional equipment and supplies:										
Surgical, medical, and hospital	6	1,179	389	32.9	---	64	187	187	---	151
All other	4	290	47	16.2	---	12	21	21	---	17
Service equipment and supplies	1	1,242	362	29.1	---	92	179	178	1	142
Metals and metal work (except scrap)	4	2,787	227	8.2	---	49	155	155	---	286
Paper and its products	10	1,654	319	19.3	---	117	193	193	---	255
Stationery and stationery supplies	5	344	106	30.8	---	41	66	66	---	19
All other	5	1,310	217	16.3	---	76	127	127	---	236
Plumbing and heating equipment and supplies	11	5,962	855	14.3	---	221	404	401	3	452
Plumbing and heating (general line)	4	3,952	471	11.9	---	127	219	217	2	288
All other	7	2,010	384	19.1	---	94	185	184	1	164
All other products	16	4,120	1,358	33.0	---	369	563	562	1	517
Physical goods	4	827	359	43.4	---	144	224	224	---	170
Miscellaneous kinds of business	12	3,293	999	30.3	---	225	339	338	1	347
MANUFACTURERS' SALES OFFICES (Without stocks)										
KINDS OF BUSINESS										
MANUFACTURERS' SALES OFFICES (Without stocks)	74	52,887	6,787	12.8	---	1,36[illegible]	2,495	2,492	3	---
Electrical goods	5	2,217	142	3.7	---	31	84	84	---	---
Groceries and foods (specialty lines)	[illegible]	7,939	1,[illegible]	19.2	---	1[illegible]	[illegible]	[illegible]	---	---
Lumber and construction materials	[illegible]	10,534	1,623	15.4	---	[illegible]	[illegible]	[illegible]	---	---
Machinery—equipment—supplies	[illegible]	[illegible]	[illegible]	10.8	---	71	12[illegible]	197	---	---
Industrial machinery, equipment, and supplies:										
Power plant and power transmission	[illegible]	1,633	151	9.2	---	[illegible]	[illegible]	[illegible]	---	---
All other	[illegible]	1,142	12[illegible]	10.9	---	29	[illegible]	78	---	---
All other	[illegible]	[illegible]	79	13.1	---	[illegible]	[illegible]	38	---	---
Metals and metal work (except scrap)	[illegible]	[illegible]	[illegible]	3.4	---	[illegible]	155	[illegible]	---	---

For explanation, see end of table.

TABLE 1.—SALES, EXPENSES, PERSONNEL, PAY ROLL AND STOCKS

TYPES OF OPERATION BY KINDS OF BUSINESS—Continued

KANSAS CITY, MISSOURI

TYPE OF OPERATION KIND OF BUSINESS	NUMBER OF ESTABLISHMENTS	SALES (add 000)	OPERATING EXPENSES (including pay roll): Amount (add 000)	OPERATING EXPENSES (including pay roll): Percent of sales	Active proprietors of unincorporated business	Number of employees[1] (full-time and part-time) (Average for Year)	PAY ROLL[1]: Total (add 000)	PAY ROLL[1]: Full-time (add 000)	PAY ROLL[1]: Part-time (add 000)	Stocks on hand, end of year, at cost (add 000)
KANSAS CITY—Con.	**MANUFACTURERS' SALES OFFICES (Without stocks)—Con.**									
KINDS OF BUSINESS										
MANUFACTURERS' SALES OFFICES (Without stocks)—Con.										
All other[2]	19	$17,398	$2,807	16.1	---	463	$1,094	$1,047	$3	--
	PETROLEUM BULK STATIONS AND TERMINALS									
Petroleum and its products	26	11,770	1,495	12.7	6	2[illegible]	51[illegible]	507	3	$44[illegible]
	AGENTS AND BROKERS									
KINDS OF BUSINESS										
AGENTS AND BROKERS	399	289,106	5,956	2.1	410	1,471	2,747	2,692	55	1,669
Automotive	4	577	16	2.8	5	2	7	---	2	---
Chemicals and paints	6	516	21	4.1	7	7	7	7	--	---
Paints and varnishes	3	130	7	5.4	3	2	2	2	--	---
All other	3	386	14	3.6	4	5	5	5	---	---
Clothing and furnishings	10	507	29	5.7	9	6	6	6	---	1
Shoes and other footwear	3	196	6	3.1	3	1	1	1	---	---
All other	7	311	23	7.4	6	7	7	7	---	1
Coal and coke	8	5,245	431	8.2	2	86	244	244	---	19
Drugs and drug sundries (specialty lines)	3	482	80	16.6	1	39	41	41	---	*
Dry goods (specialty lines)	12	1,843	69	3.7	10	18	23	23	---	12
Piece goods	7	1,487	29	2.0	6	7	7	7	---	---
All other	5	356	40	11.[illegible]	4	12	16	16	---	12
Electrical goods	20	3,465	116	3.3	22	23	27	26	1	6
Wiring supplies and construction materials	7	1,481	57	3.8	8	12	18	17	1	1
Radios and equipment	3	964	27	2.8	4	3	1	1	---	4
All other	10	1,018	32	3.1	10	8	8	8	---	1
Farm products—raw materials	166	217,774	3,256	1.5	209	776	1,377	1,344	33	1,233
Grains	25	52,920	1,110	2.1	21	283	584	576	8	698
Horses and mules	3	1,970	85	4.3	3	19	30	27	3	17
Livestock	140	162,884	2,061	1.3	185	454	763	741	22	320
Farm products—consumer goods	14	5,205	202	3.9	7	4[illegible]	80	71	9	2[illegible]
Farm supplies	10	2,680	60	2.2	5	14	3[illegible]	3[illegible]	---	1
Feed	7	2,542	54	2.1	4	12	29	29	---	---
All other	3	138	6	4.3	1	1	1	1	---	---
Furniture and house furnishings	5	617	25	4.1	7	9	11	11	---	---
Groceries and foods (specialty lines)	39	39,499	721	1.8	38	178	356	344	2	21
Canned foods	15	9,786	311	3.2	15	69	175	174	[illegible]	2[illegible]
Coffee, tea, and spices	4	3,881	27	.7	5	8	4	4	--	--
Flour	2	4,646	54	1.2	2	6	15	15	---	1
All other	14	21,186	330	1.6	18	94	202	201	1	[illegible]
Hardware	5	1,079	44	4.1	6	7	8	7	1	3
Specialty lines	5	1,079	44	4.1	6	7	9	8	1	3
Lumber and construction materials	12	3,896	286	7.2	9	91	218	214	---	4
Lumber	5	3,524	242	6.9	5	82	190	190	---	---
All other	7	372	44	14.9	5	9	28	24	--	4
Machinery—equipment—supplies	47	3,542	362	10.2	46	96	169	167	2	137
Commercial equipment and supplies:										
Office machines and equipment	6	327	62	26.3	6	34	60	[illegible]	--	30
Store fixtures and equipment	4	120	23	20.[illegible]	3	3	7	7	---	---
All other	7	582	24	3.[illegible]	4	4	[illegible]	6	[illegible]	---
Industrial machinery, equipment, and supplies:										
Power plant and power transmission	4	257	15	5.[illegible]	3	[illegible]	6	[illegible]	---	3
All other	21	1,6[illegible]	[illegible]	8.0	[illegible]	[illegible]	57	[illegible]	[illegible]	95
Professional equipment and supplies	4	169	[illegible]	16.6	[illegible]	[illegible]	17	17	---	[illegible]
All other	5	461	65	14.0	6	12	16	16	---	4
Paper and its products	4	2[illegible]	17	[illegible]	[illegible]	3	[illegible]	4	---	[illegible]
Wrapping or coarse paper and products	4	2[illegible]	13	[illegible]	[illegible]	[illegible]	6	6	---	10
Plumbing and heating equipment and supplies	2[illegible]	[illegible]	4[illegible]	[illegible]	1[illegible]	[illegible]	[illegible]	[illegible]	---	[illegible]
Heating (including stoves and ranges)	4	1[illegible]	[illegible]	9.2	4	[illegible]	[illegible]	[illegible]	---	4
All other	[illegible]	[illegible]	[illegible]	8.6	[illegible]	[illegible]	16	16	---	[illegible]
All other products	[illegible]	1,141	[illegible]	[illegible]	15	[illegible]	94	79	5	[illegible]
Books, periodicals, and newspapers	4	116	24	20.7	[illegible]	[illegible]	17	[illegible]	3	---
Miscellaneous kinds of business	[illegible]	1,325	14[illegible]	10.6	[illegible]	[illegible]	67	[illegible]	2	[illegible]

For footnotes, see end of table.

TABLE 1.—SALES, EXPENSES, PERSONNEL, PAY ROLL AND STOCKS

TYPES OF OPERATION BY KINDS OF BUSINESS—Continued

KANSAS CITY, MISSOURI

TYPE OF OPERATION KIND OF BUSINESS	NUMBER OF ESTABLISHMENTS	SALES	OPERATING EXPENSES (including pay roll)		Active proprietors of unincorporated businesses	Number of employees* (full-time and part-time) (average for year)	PAY ROLL*			Stocks on hand, end of year, at cost
		(add 000)	Amount (add 000)	Percent of sales			Total (add 000)	Full-time (add 000)	Part-time (add 000)	(add 000)
KANSAS CITY—Con.	**ASSEMBLERS (Mainly farm products)**									
KINDS OF BUSINESS										
ASSEMBLERS (Mainly farm products)	13	$7,745	$432	5.6	7	101	$179	$170	$9	$567
Farm products—raw materials	5	4,761	261	5.5	---	78	131	123	8	166
Farm products—consumer goods	5	2,448	54	2.2	4	17	33	32	1	---
All other [6]	5	536	117	21.8	3	6	15	15	---	401

* Employees and pay roll include pay roll executives of corporations but not the number and compensation of proprietors of unincorporated businesses.

Sales include taxes. Expenses as shown for commission stations represent commissions only.

[1] Includes 2 voluntary group wholesalers; 1 converter (textile); and 2 importers.

[2] Includes 10 independent bulk stations; 1 commission station; and 1 distributing terminal.

[3] Includes 1 auction company; 1 export agent; and 1 other agent.

[4] Includes 1 commission buyer; and 2 cooperative sales agencies.

[5] Includes 2 beer, wine, and liquors; 2 clothing and furnishings; 2 farm products—consumer goods; 2 hardware; 1 forest products (except lumber); 1 yarns; and 1 miscellaneous kinds of business.

[6] Includes 1 amusement and sporting goods; 1 automotive; 2 chemicals and paints; 2 clothing and furnishings; 2 furniture and house furnishings; 1 hardware; 2 paper and its products; 3 plumbing and heating equipment and supplies; 1 tobacco and products (except leaf); and 3 all other products.

[7] Includes 1 amusement and sporting goods; 2 metals and metal work (except scrap); 4 petroleum and its products; 1 forest products (except lumber); and 8 miscellaneous kinds of business.

[8] Includes 4 farm supplies; and 1 all other products.

TABLE 1.—SALES, EXPENSES, PERSONNEL, PAY ROLL AND STOCKS

TYPES OF OPERATION BY KINDS OF BUSINESS

LOS ANGELES

TYPE OF OPERATION / KIND OF BUSINESS	NUMBER OF ESTABLISHMENTS	SALES (add 000)	OPERATING EXPENSES (including pay roll) Amount (add 000)	OPERATING EXPENSES Percent of sales	Active proprietors of unincorporated businesses	Nonproprietary employees: full-time and part-time, Average for year	PAY ROLL Total (add 000)	PAY ROLL Full-time (add 000)	PAY ROLL Part-time (add 000)	Stocks on hand, end of year, at cost (add 000)
LOS ANGELES, TOTALS, 1939	4,808	$1,285,265	$146,250	11.4	3,758	41,411	$73,751	$72,439	$1,312	$102,682
1935 [1]	3,975	939,461	111,081	11.8	[1]2,861	[1]34,926	55,612	54,140	1,482	84,732
1929	3,126	1,333,438	155,130	11.6	1,749	37,314	76,136	-	-	121,346
TYPES OF OPERATION										
SERVICE AND LIMITED-FUNCTION WHOLESALERS	3,015	575,293	81,862	14.2	2,636	25,949	43,469	42,654	815	69,629
Wholesale merchants [2]	2,736	498,876	72,476	14.5	2,445	23,424	38,748	38,025	723	55,770
Converters (textile)	10	2,363	231	9.7	3	63	127	126	1	---
Export merchants	8	5,914	1,277	11.6	5	68	334	333	1	2,736
Importers	98	19,417	2,187	11.3	63	577	989	975	14	2,607
Industrial distributors	23	29,894	4,674	15.6	8	1,413	2,803	2,732	71	7,271
Cash-and-carry wholesalers	63	8,243	368	4.5	39	137	187	187	--	487
Drop shippers or desk jobbers	10	1,476	89	6.0	9	15	39	38	1	14
Wagon distributors	63	1,981	149	7.5	67	21	39	27	3	15
Retailer-cooperative warehouses	4	7,109	411	5.8	---	131	236	235	1	496
MANUFACTURERS' SALES BRANCHES (With stocks)	445	246,511	36,772	14.9	11	2,488	17,[illegible]	16,897	195	26,633
MANUFACTURERS' SALES OFFICES (Without stocks)	116	94,481	5,189	5.5	-	1,[illegible]	[illegible]	2,778	34	—
PETROLEUM BULK STATIONS AND TERMINALS [3]	54	37,567	4,611	12.3	17	906	2,217	2,215	2	1,494
Independent bulk stations	9	2,753	179	6.5	7	34	96	96		12
Commission stations	9	4,177	432	10.7	9	37	54	54		47
Salary stations	32	29,013	3,939	13.3	1	869	1,981	1,981	- -	1,[illegible]
Distributing terminals	4	3,624	261	8.6	-	37	[illegible]	[illegible]	2	---
AGENTS AND BROKERS	1,113	233,708	9,142	4.1	1,[illegible]	2,964	4,061	3,953	1[illegible]	1,951
Auction companies	7	629	76	12.1	9	33	27	16	11	4[illegible]
Brokers (merchandise)	158	76,684	1,824	2.3	146	285	711	701	10	3[illegible]
Commission merchants	40	18,756	1,524	8.1	26	222	456	452	2	317
Export agents	9	11,328	55	0.5	7	18	32	[illegible]	2	---
Import agents	13	1,371	129	[illegible]	10	2[illegible]	47	44	3	48
Manufacturers' agents (with stocks)	137	24,560	2,047	8.3	1[illegible]	[illegible]	1,118	1,[illegible]	20	[illegible]
Manufacturers' agents (without stocks)	695	76,917	2,968	3.9	685	[illegible]	1,[illegible]	2[illegible]	54	---
Selling agents	44	13,136	668	5.1	27	1[illegible]	407	407		190
Other agents	10	6,325	91	1.4	1[illegible]	37	54	52	2	---
ASSEMBLERS (Mainly farm products)	55	107,705	8,674	8.1	43	2,789	4,100	3,942	158	2,975
KINDS OF BUSINESS										
SERVICE AND LIMITED-FUNCTION WHOLESALERS	3,015	575,293	81,862	14.2	2,636	25,949	43,469	42,654	815	[illegible]
Amusement and sporting goods	79	16,502	1,961	11.5	57	515	1,[illegible]	1,064	20	[illegible]
Bicycles and supplies	4	391	85	21.7	[illegible]	27	49	49	0	120
Cameras and photographic supplies	14	1,820	388	21.3	8	141	198	196	[illegible]	297
Motion picture equipment and supplies (except films)	4	930	101	10.9	3	47	58	57	1	73
Motion picture film exchanges	17	10,144	966	[illegible]	5	1[illegible]	425	424	1	[illegible]
Sporting goods	10	1,534	266	17.7	12	115	164	164	1	361
Toys, novelties, and fireworks	27	1,476	336	22.7	19	94	143	142	1	290
All other	5	349	81	23.2	-	28	46	3[illegible]	[illegible]	[illegible]
Automotive	372	62,842	7,178	11.4	2[illegible]	[illegible]	3,169	4,176	[illegible]	[illegible]
Automobiles (new and used)	19	4,[illegible]	2,448	5.5	8	720	1,387	1,386	1	1,299
Trucks and tractors	12	[illegible]	401	18.8	11	140	[illegible]	[illegible]		128
Automotive accessories and equipment	67	[illegible]	1,[illegible]	25.9	25	[illegible]	[illegible]	711	[illegible]	871
Automotive parts	129	9,141	[illegible]	27.6	[illegible]	[illegible]	1,453	1,447	6	[illegible]
Tires and tubes	42	[illegible]	778	25.5	[illegible]	[illegible]	[illegible]	[illegible]		[illegible]
Beer, wines, and liquors	68	31,[illegible]	3,[illegible]	[illegible]	[illegible]	[illegible]	2,164	2,116	[illegible]	[illegible]
Beer and ale	1[illegible]	4,088	597	14.6	13	170	[illegible]	[illegible]	[illegible]	112
Wines and liquors	50	27,765	3,275	11.9	[illegible]	1,064	1,[illegible]	1,806	[illegible]	[illegible]
Chemicals and paints	56	7,098	1,[illegible]	1[illegible]	[illegible]	373	[illegible]	678	[illegible]	[illegible]
Industrial chemicals	9	3,732	421	11.3	3	121	[illegible]	[illegible]	[illegible]	498
Paints and varnishes	30	1,811	397	21.9	14	117	206	[illegible]		189
Paints with glass and/or wallpaper	5	683	180	26.4	1[illegible]	71	93	93		[illegible]
All other	11	872	264	30.3	5	64	136	[illegible]	1	[illegible]
Clothing and furnishings	1[illegible]	16,525	2,340	14.2	1[illegible]	[illegible]	1,060	[illegible]		1,901
Clothing and furnishings (general line)	4	270	36	13.3	4	11	[illegible]	[illegible]		41
Men's and boys'	37	3,316	451	13.6	43	13[illegible]	[illegible]	[illegible]	3	[illegible]
Women's and children's	58	6,914	95[illegible]	13.7	45	[illegible]	448	446	[illegible]	424
Furs, dressed, and fur clothing	21	1,824	[illegible]	14.5	[illegible]	57	112	[illegible]		[illegible]
Millinery and millinery supplies	20	1,603	[illegible]	19.1	[illegible]	[illegible]	126	[illegible]		[illegible]
Shoes and other footwear	14	[illegible],589	334	12.8	[illegible]	[illegible]	137	137		[illegible]
Drugs (general line)	4	1[illegible],91[illegible]	[illegible],[illegible]13	14.0	[illegible]	[illegible]	[illegible]	1,309	1	2,653
Drugs and drug sundries (specialty lines)	[illegible]	7,834	1,109	[illegible]	[illegible]	[illegible]	[illegible]	[illegible]	[illegible]	[illegible]
Proprietary medicines	19	[illegible],587	391	[illegible]	19	99	[illegible]	179	[illegible]	103
Toiletries	32	1,369	[illegible]	[illegible]	1[illegible]	164	207	[illegible]	[illegible]	[illegible]
Drug specialties and sundries	17	978	[illegible]	24.3	11	[illegible]	[illegible]	102		[illegible]
Dry goods (specialty lines)	151	1[illegible],1[illegible]	[illegible],[illegible]	[illegible]	[illegible]	[illegible]	[illegible]	[illegible]	[illegible]	[illegible]
Hosiery and lingerie	14	1,955	192	[illegible]	[illegible]	61	115	115		[illegible]
Notions	42	2,793	4[illegible]	17.2	[illegible]	[illegible]	[illegible]	[illegible]		[illegible]
Piece goods:										
General line	3	1,[illegible]	178	17.6	[illegible]	47	103	103		[illegible]
Cotton	15	2,605	8[illegible]	[illegible]	10	[illegible]	148	148		355
Silk, linen, rayon, and velvet	25	[illegible],953	321	10.9	1[illegible]	[illegible]	[illegible]	185	[illegible]	240
Woolen and worsted	15	[illegible],[illegible]	[illegible]	14.0	[illegible]	[illegible]	177	177	[illegible]	[illegible]
Other	24	2,931	378	12.9	[illegible]	120	[illegible]	174	[illegible]	[illegible]
Other dry goods specialties	13	1,045	162	15.5	1[illegible]	[illegible]	69	69	--	[illegible]

For footnotes, see end of table.

TABLE 1.—SALES, EXPENSES, PERSONNEL, PAY ROLL AND STOCKS

TYPES OF OPERATION BY KINDS OF BUSINESS—Continued

LOS ANGELES

TYPE OF OPERATION KIND OF BUSINESS	NUMBER OF ESTABLISHMENTS	SALES (add 000)	OPERATING EXPENSES (including pay roll) Amount (add 000)	OPERATING EXPENSES Percent of sales	Active proprietors of unincorporated businesses	Number of employees* (full-time and part time) Average for year	PAY ROLL* Total (add 000)	PAY ROLL* Full-time (add 000)	PAY ROLL* Part-time (add 000)	Stocks on hand, end of year, at cost (add 000)
LOS ANGELES—Con.	**SERVICE AND LIMITED-FUNCTION WHOLESALERS—Con.**									
KINDS OF BUSINESS										
SERVICE AND LIMITED-FUNCTION WHOLESALERS—Con.										
Electrical goods	104	$27,106	$4,293	15.8	77	1,304	$2,431	$2,416	$15	$3,563
Electrical merchandise (general line)	11	11,570	1,555	13.4	1	488	953	950	3	1,124
Apparatus and equipment	9	490	174	35.5	6	70	94	92	2	77
Wiring supplies and construction materials	38	5,634	884	15.7	34	290	502	501	1	764
Radios and equipment	21	5,412	984	18.2	15	281	512	509	3	819
Refrigerators and equipment (household)	7	2,734	446	16.3	5	113	236	236	-	598
All other	18	1,265	250	19.8	16	82	134	128	6	181
Farm products--raw materials	23	13,702	1,921	14.0	18	246	538	504	34	4,029
Cotton	8	7,804	1,529	19.6	9	69	298	298	---	3,706
Grains	3	1,650	61	3.7	---	17	35	35	---	32
Hides, skins, and raw furs	7	3,488	231	6.6	4	104	154	121	33	260
All other	5	759	100	13.2	5	56	51	50	1	31
Farm products--consumer goods	387	55,975	7,406	13.2	626	2,568	3,690	3,575	115	774
Dairy products	16	4,890	1,643	33.6	10	467	818	817	1	33
Dairy and poultry products	4	2,845	343	12.1	-	115	176	173	3	17
Poultry and poultry products	41	6,728	648	9.6	52	263	334	326	8	172
Fruits and vegetables (fresh	313	33,935	3,983	11.7	424	1,454	2,073	2,011	62	483
Fresh fruits only	113	7,577	789	10.4	140	249	289	248	41	69
Farm supplies	26	14,155	840	5.9	13	275	486	479	7	735
Feed	8	1,322	207	15.7	5	68	117	116	1	166
Fertilizer	6	1,619	117	7.2	3	31	48	47	1	28
Seeds	9	1,255	340	27.1	4	135	213	210	3	422
All other	3	9,959	176	1.8	1	41	106	106	2	119
Furniture and house furnishings	100	18,124	2,777	15.3	77	740	1,417	1,404	13	3,945
China, glassware, and crockery	11	1,190	256	21.5	4	66	107	107	---	270
Floor coverings	20	10,533	1,227	11.6	13	298	636	633	3	4,534
Furniture (household)	18	1,985	437	22.0	16	126	243	238	5	360
Musical instruments and sheet music	10	1,111	249	22.4	7	74	142	142	---	218
All other	41	3,305	608	18.4	37	176	289	284	5	563
Groceries (general line)	51	31,119	2,524	8.1	16	936	1,567	1,548	19	3,121
Not sponsoring cooperative or voluntary groups	15	13,842	1,400	10.1	16	516	922	904	18	1,862
Cash-and-carry depots	32	7,416	288	3.9	-	114	156	156	---	450
All other	4	9,861	836	8.5	-	306	489	488	1	809
Groceries and foods (specialty lines)	344	48,790	8,649	17.7	351	2,720	4,089	3,997	92	4,475
Canned foods	16	3,431	508	14.8	29	164	258	256	2	493
Coffee, tea, and spices	31	6,403	1,222	19.1	13	352	607	593	14	668
Coffee roasting and spice grinding	10	6,001	1,059	17.6	6	595	539	533	6	857
Confectionery	13	396	60	15.2	15	35	32	30	2	24
Fish and sea foods	36	5,190	1,117	21.5	37	265	470	459	11	379
Flour	3	693	57	8.2	2	15	35	35	---	29
Meats and provisions	70	11,757	1,649	14.0	115	531	898	887	11	224
All other	135	14,919	2,977	20.0	134	962	1,250	1,204	46	1,801
Hardware	43	17,516	3,269	18.7	35	1,142	2,410	1,995	15	5,524
General line (with industrial department)	5	12,615	2,386	18.9	1	820	1,486	1,472	14	4,247
General line (without industrial department)	3	2,512	407	15.6	2	162	267	267		719
Specialty lines	35	2,289	476	20.8	32	160	257	256	1	558
Jewelry	86	8,189	1,340	16.4	73	323	640	638	2	1,793
Jewelry (general line)	9	3,326	661	19.9	5	174	337	336	1	814
Clocks and watches	8	327	46	14.1	6	14	26	25	1	54
Diamonds and other precious stones	22	4,266	291	11.1	23	36	86	86	-	532
All other	41	2,270	382	16.8	39	99	191	191	--	393
Lumber and construction materials	86	22,898	3,431	15.0	49	954	1,715	1,672	43	2,959
Lumber	37	14,547	1,974	13.6	24	517	890	862	28	1,919
Lumber and millwork	6	2,270	252	11.1	3	55	116	114	2	220
Millwork	11	1,662	318	19.1	4	123	175	166	9	217
Brick, tile, and terra cotta	3	173	44	25.4	1	15	27	26	1	24
Glass	11	1,324	337	25.5	7	128	206	205	1	291
All other	18	2,922	506	17.3	10	116	241	239	2	288
Machinery equipment--supplies	320	53,519	10,369	19.4	245	3,167	5,734	5,546	188	8,411
Commercial equipment and supplies:										
Office machines and equipment	14	933	214	22.9	11	89	137	135	2	143
Restaurant and hotel supply houses	14	2,528	656	25.9	12	241	356	352	4	333
Vacuum and filling station equipment	7	403	67	23.9	5	40	35	34	1	30
Store machines	3	370	23	6.2	3	6	7	7	-	4
Store fixtures and equipment	14	631	150	23.8	13	56	82	82	5	182
All other	11	1,786	490	27.4	8	188	356	357	1	189
Farm and dairy	10	1,694	250	14.8	7	74	182	171	1	214
Industrial machinery, equipment, and supplies:										
Belting, hose, and packing	8	896	281	31.4	3	44	15	15	--	243
Construction equipment and building	8	2,519	468	18.6	1	118	291	289	2	390
Steel building	3	31	42	48.2	-	19	25	17	5	---
Machine tools	-	1,649	282	17.1	4	70	174	173	1	275
Wire and nail supplies	12	1,490	404	27.1	6	133	219	197	22	379
Oil well supply houses	20	6,928	466	6.8	14	144	271	259	12	987
Power plant and power transmission	4	403	151	37.5	1	60	80	80		69
Printing and lithographing equipment and paper	8	264	91	34.4	-	56	51	51	-	95
Rope, cordage, and twine	3	267	34	12.8	1	11	16	17	1	47
Steel warehouse and equipment	4	227	47	20.7	4	14	14	12	2	42
All other	60	17,814	3,356	18.8	34	1,[illegible]	1,798	1,711	87	2,701

For footnotes, see [illegible]

TABLE 1.—SALES, EXPENSES, PERSONNEL, PAY ROLL AND STOCKS

TYPES OF OPERATION BY KINDS OF BUSINESS—Continued

LOS ANGELES

TYPE OF OPERATION KIND OF BUSINESS	NUMBER OF ESTABLISHMENTS	SALES (add 000)	OPERATING EXPENSES (including pay roll) Amount (add 000)	OPERATING EXPENSES Percent of sales	Active proprietors of unincorporated businesses	Number of employees, full-time and part-time, Average for year	PAY ROLL Total (add 000)	PAY ROLL Full-time (add 000)	PAY ROLL Part-time (add 000)	Stock on hand, end of year, at cost (add 000)
LOS ANGELES—Con.	SERVICE AND LIMITED-FUNCTION WHOLESALERS—Con.									
KINDS OF BUSINESS										
SERVICE AND LIMITED-FUNCTION WHOLESALERS—Con.										
Machinery equipment supplies—Con.										
Professional equipment and supplies:										
Dental supply houses	15	$1,550	$446	28.9	9	147	$23[illegible]	$2[illegible]	$2	$404
School equipment and supplies	4	150	54	39.7	2	19	2[illegible]	15	12	8
Surgical, medical, and hospital	15	1,896	561	29.6	10	158	211	207	2	5[illegible]
All other	7	690	198	28.7	1	83	140	137	3	152
Service equipment and supplies:										
Barber and beauty supply houses	23	1,668	538	32.2	22	180	290	287	3	204
Laundry and dry cleaning	11	1,516	294	19.4	9	87	169	169	-	214
Undertakers' supplies	3	33	10	30.3	2	4	4	4	-	1[illegible]
Upholsterers' supplies	10	1,235	256	20.7	2	62	128	127	1	21[illegible]
All other	19	916	199	21.7	15	62	114	111	3	152
Transportation equipment and supplies:										
Marine	7	1,108	201	18.1	2	51	1[illegible]	195	3	3[illegible]
Metals and metal work (except scrap)	46	8,082	1,395	17.3	29	497	749	709	40	1,423
Building metal work	6	309	44	14.3	7	14	18	17	1	3[illegible]
Iron and steel products (semi-finished)	3	268	74	27.6	1	21	38	38	---	43
Iron and steel products (flat)	10	1,744	252	14.4	6	78	139	138	1	449
Iron and steel finished products (N. E. C.)	16	2,808	544	19.4	10	173	315	312	6	476
All other	9	2,954	481	16.3	5	211	237	205	32	447
Paper and its products	64	11,488	2,181	19.0	42	719	1,311	1,305	6	1,936
Wrapping or coarse paper and products	28	8,498	1,481	17.4	17	473	917	915	2	1,327
Printing and writing papers	10	1,858	379	20.4	11	128	225	225	---	326
Stationery and stationery supplies	20	663	242	23.4	13	91	117	113	4	163
Wallpaper	6	269	119	44.2	1	27	52	52	-	120
Petroleum and its products	14	4,469	743	16.6	9	183	416	414	2	897
Plumbing and heating equipment and supplies	55	6,920	1,321	19.1	39	755	744	732	12	1,365
Plumbing and heating (general line)	4	1,258	288	22.9	2	43	161	161	---	134
Heating (including stoves and ranges)	13	232	66	28.9	7	37	52	52	---	28
Plumbing fixtures, equipment, and supplies	20	4,252	654	15.4	27	198	331	332	1	782
All other	12	1,078	313	29.1	6	47	170	166	4	141
Tobacco and products (except leaf)	33	24,056	807	3.4	33	240	434	434	-	985
Waste materials	48	11,709	2,367	20.2	43	1,622	1,336	1,309	27	921
Iron and steel scrap	9	2,402	648	27.0	6	209	412	411	1	192
Junk and scrap (general line)	12	4,680	984	21.0	12	422	515	514	1	298
Waste paper, rags, and rubber	19	3,909	647	16.6	17	284	360	335	25	391
All other	8	718	88	12.3	8	37	49	49	---	194
All other products	271	51,639	3,666	10.8	222	1,293	1,978	1,948	30	2,273
Books, periodicals, and newspapers	17	3,[illegible]	[illegible]	[illegible]	6	263	410	401	9	273
Flowers and nursery stock	149	2,363	424	17.9	146	144	159	158	1	29
Forest products (except lumber)	19	668	162	24.3	18	60	87	80	7	43
General merchandise	8	7,666	700	9.1	2	458	458	458	-	1,146
Leather and shoe findings	14	1,671	368	22.0	12	116	187	186	1	340
Leather goods	5	611	83	13.6	4	16	40	40	--	76
Optical goods	14	1,537	471	30.6	7	177	298	298	--	282
Textiles and materials (other than dry goods)	18	997	195	19.8	14	112	198	198	--	196
Yarns	6	613	84	13.4	4	20	42	40	6	82
Miscellaneous kinds of business [3]	29	1,934	386	20.0	17	132	170	166	4	288
KINDS OF BUSINESS	MANUFACTURERS' SALES BRANCHES (With stocks)									
MANUFACTURERS' SALES BRANCHES (With stocks)	441	146,511	36,772	14.9	11	8,458	17,09[illegible]	[illegible]	195	[illegible]
Amusement and sporting goods	19	12,168	1,885	15.5	---	627	1,176	1,149	27	745
Cameras and photographic supplies	4	2,552	647	25.4	---	[illegible]	[illegible]	[illegible]	---	356
Motion picture film exchanges	11	7,831	945	12.1	---	337	[illegible]	[illegible]	[illegible]	286
All other	4	1,785	293	16.4	---	67	146	146	---	1[illegible]
Automotive	22	13,774	2,[illegible]	14.8	1	[illegible]	1,[illegible]	1,775	[illegible]	[illegible]
Trucks and tractors	[illegible]	7,984	1,211	[illegible]	---	[illegible]	767	755	1	[illegible]
Tires and tubes	10	11,664	1,[illegible]	15.6	---	347	827	819	[illegible]	[illegible]
All other	15	[illegible]	42[illegible]	11.9	1	117	[illegible]	201	--	[illegible]
Beer, wines, and liquors	17	16,183	[illegible]	16.4	---	387	541	[illegible]	9	[illegible]
Beer and ale	8	6,831	1,1[illegible]	16.2	---	[illegible]	446	437	9	[illegible]
Wines and liquors	[illegible]	[illegible]	1,544	16.5	---	[illegible]	395	[illegible]	[illegible]	2[illegible]
Chemicals and paints	[illegible]	[illegible]	2,593	29.4	---	499	995	[illegible]	[illegible]	1,576
Industrial chemicals	4	[illegible]	664	23.9	--	49	[illegible]	101	--	[illegible]
Paints and varnishes	18	[illegible]	817	25.2	--	[illegible]	[illegible]	[illegible]	--	[illegible]
All other	6	2,789	1,112	39.9	--	289	559	554	-	809
Clothing and furnishings	[illegible]	3,173	41[illegible]	13.2	[illegible]	[illegible]	189	187	-	502
Men's and boys'	15	[illegible]	278	12.5	1	[illegible]	131	130	-	[illegible]
All other	7	943	140	14.8	[illegible]	34	[illegible]	57	1	[illegible]
Drugs and drug sundries	[illegible]	4,626	1,079	[illegible]	---	[illegible]	465	464	1	742

[3] For footnotes, see end of table.

TABLE 1.—SALES, EXPENSES, PERSONNEL, PAY ROLL AND STOCKS

TYPES OF OPERATION BY KINDS OF BUSINESS—Continued

LOS ANGELES

TYPE OF OPERATION KIND OF BUSINESS	NUMBER OF ESTABLISHMENTS	SALES (add 000)	OPERATING EXPENSES (including pay roll) Amount (add 000)	OPERATING EXPENSES (including pay roll) Percent of sales	Active proprietors of unincorporated businesses	Number of employees* (full-time and part-time) Average for year	PAY ROLL* Total (add 000)	PAY ROLL* Full-time (add 000)	PAY ROLL* Part-time (add 000)	Stocks on hand, end of year, at cost (add 000)
	MANUFACTURERS' SALES BRANCHES (With stocks)—Con.									
LOS ANGELES—Con.										
KINDS OF BUSINESS										
MANUFACTURERS' SALES BRANCHES (With stocks)—Con.										
Dry goods (specialty lines)	15	$2,339	$297	12.7	1	84	$152	$151	$1	$311
Notions	4	517	92	17.8	---	28	47	47	--	78
Piece goods	6	1,443	135	9.4	1	36	72	72	---	125
All other	5	379	70	18.5	---	20	33	32	1	108
Electrical goods	20	22,190	2,005	9.1	---	492	1,150	1,148	2	1,559
Apparatus and equipment	9	16,323	1,477	8.1	--	381	922	920	2	1,031
Wiring supplies and construction materials	6	2,898	328	11.3	---	57	126	126	---	388
All other	5	929	200	21.5	---	54	102	102	---	140
Farm products--consumer goods	5	7,079	1,284	18.1	---	328	510	506	4	308
Dairy products	5	7,079	1,284	18.1	--	328	510	506	4	308
Furniture and house furnishings	11	5,231	838	16.0	---	180	345	334	11	406
Floor coverings	4	3,529	496	14.1	---	72	165	165	---	109
All other	7	1,702	342	20.1	---	108	180	169	11	297
Groceries and foods (specialty lines)	44	46,489	7,202	15.5	1	1,371	2,651	2,633	18	1,595
Canned foods	5	8,651	889	10.0	--	185	403	400	3	383
Confectionery	6	5,714	1,347	23.6	--	98	202	200	2	271
Meats and provisions	5	6,526	927	14.2		302	484	475	9	298
All other	28	25,398	4,039	15.9	1	786	1,562	1,558	4	643
Hardware	5	651	151	23.2	---	65	94	93	1	139
Specialty lines	5	651	151	23.2	---	65	94	93	1	139
Lumber and construction materials	19	16,358	1,629	10.0	---	456	920	915	5	1,155
Lumber	4	3,025	260	8.6	---	67	149	147	2	447
Cement, lime, and plaster	5	6,330	654	10.3	--	222	426	426	---	366
All other	10	7,003	715	10.2	--	167	345	342	3	342
Machinery--equipment- supplies	108	23,671	5,427	22.9	--	1,508	3,143	3,109	34	3,980
Commercial equipment and supplies:										
Office machines and equipment	11	2,103	927	44.1	---	320	599	598	1	288
All other	9	1,799	491	27.3	--	157	348	326	22	143
Farm and dairy	6	2,850	452	15.9	---	117	234	232	2	749
Industrial machinery, equipment, and supplies:										
Belting, hose, and packing	7	1,050	284	27.0	---	42	114	114	--	125
Oil well supply houses	6	4,564	752	16.5	---	173	362	362	---	443
Power plant and power transmission	4	1,586	251	15.8	---	[illegible]	195	193	2	317
Printing and lithographing (except paper)	8	1,188	299	25.2	---	75	174	171	3	168
All other	29	5,508	1,105	20.1	---	270	620	619	1	1,088
Professional equipment and supplies:										
Surgical, medical, and hospital	8	726	241	33.2	---	71	126	125	1	70
All other	6	653	192	29.4	---	61	95	94	1	190
Service equipment and supplies	14	1,644	433	26.3	---	123	256	255	1	399
Metals and metal work (except scrap)	26	25,586	1,273	5.0	---	289	677	677	---	4,650
Iron and steel products (flat)	4	1,312	158	12.0	---	12	28	28	---	1,242
Wire and wire products	8	5,272	325	6.2	---	71	162	162	---	681
Iron and steel finished products (N. E. C.)	4	826	51	6.2	---	7	33	33	---	384
All other	10	18,176	739	4.1	---	199	454	454	---	2,143
Paper and its products	20	14,131	2,102	14.9	---	426	815	815	---	1,654
Wrapping or coarse paper and products	12	12,892	1,853	14.4	---	355	646	646	---	1,500
All other	8	1,239	249	20.1	--	71	169	169	---	154
Plumbing and heating equipment and supplies	16	10,224	1,817	17.8	2	426	612	772	40	1,521
Plumbing and heating (general line)	4	5,477	948	17.3	---	284	508	471	37	765
Heating (including stoves and ranges)	5	2,136	416	19.5	---	51	124	122	2	164
All other	7	2,611	453	17.3	2	91	180	179	1	592
All other products	25	3,879	606	15.6	3	172	362	345	17	432
Optical goods	4	735	189	25.7	--	62	108	108	---	90
Miscellaneous kinds of business [4]	21	3,144	417	13.3	3	110	254	237	17	342
	MANUFACTURERS' SALES OFFICES (Without stocks)									
KINDS OF BUSINESS										
MANUFACTURERS' SALES OFFICES (Without stocks)	126	94,481	5,189	5.5	5	1,225	2,812	2,778	34	---
Clothing and furnishings	7	2,017	130	6.4	1	29	88	88	-	---
Dry goods (specialty lines)	7	2,228	93	4.2	---	23	56	56	--	---
Electrical goods	6	1,598	114	7.1	1	28	67	67	--	---
Groceries and foods (specialty lines)	11	9,411	1,629	17.3	---	341	631	598	33	---
Lumber and construction materials	5	4,942	425	8.6	--	125	271	271	--	---
Machinery--equipment- supplies	18	13,861	536	3.9	1	143	296	296	--	---
Industrial machinery, equipment, and supplies	10	10,704	398	3.7	---	107	211	211	--	---
All other	8	3,157	138	4.4	1	36	85	85	--	--

For footnotes, see end of table.

TABLE 1.—SALES, EXPENSES, PERSONNEL, PAY ROLL AND STOCKS

TYPES OF OPERATION BY KINDS OF BUSINESS—Continued

LOS ANGELES

TYPE OF OPERATION KIND OF BUSINESS	NUMBER OF ESTABLISHMENTS	SALES (add 000)	OPERATING EXPENSES (including pay roll) Amount (add 000)	OPERATING EXPENSES Percent of sales	Active proprietors of unincorporated businesses	Number of employees* (full-time and part time) Average for year	PAY ROLL* Total (add 000)	PAY ROLL Full-time (add 000)	PAY ROLL Part-time (add 000)	Stocks on hand, end of year, at cost (add 000)
LOS ANGELES—Con.										
	MANUFACTURERS' SALES OFFICES (Without stocks)—Con.									
KINDS OF BUSINESS										
MANUFACTURERS' SALES OFFICES (Without stocks)—Con.										
Metals and metal work (except scrap	15	$330,362	$6[illegible]3	1.9	-	124	$398	$398	-	- -
Iron and steel products (general line)	4	7,398	136	[illegible]	---	25	87	87		---
All other	11	[illegible],654	415	1.8	---	99	261	261		---
Paper and its products	10	8,061	327	4.1	--	61	243	243		---
Wrapping or coarse paper and products	6	7,615	[illegible]	3.7	-	71	296	296		
Stationery and stationery supplies	4	446	45	10.1	---	10	37	37	--	-
Plumbing and heating equipment and supplies	6	[illegible]	149	17.6	---	41	98	95	$1	- -
All other [5]	41	[illegible],[illegible]13	1,203	5.7	2	290	696	696	---	---
	PETROLEUM BULK STATIONS AND TERMINALS									
Petroleum and its products	54	37,567	4,611	12.3	17	996	2,217	2,215	2	$1,494
KINDS OF BUSINESS	**AGENTS AND BROKERS**									
AGENTS AND BROKERS	1,113	223,708	9,142	4.1	1,046	2,094	4,061	3,953	108	1,951
Amusement and sporting goods	16	1,172	102	8.7	14	22	34	33	1	12
Toys, novelties, and fireworks	8	822	87	10.8	7	12	18	17	1	---
All other	8	550	35	6.4	7	10	16	16	- -	12
Automotive	24	2,446	154	6.3	20	43	72	71	1	47
Automotive accessories and equipment	14	1,421	91	6.4	11	28	43	42	1	28
All other	10	1,025	63	6.1	9	15	29	29	---	19
Beer, wines, and liquors	8	2,009	86	4.3	6	17	46	46	---	1
Chemicals and paints	26	4,635	224	4.8	18	65	117	117	---	72
Industrial chemicals	5	1,615	79	4.9	2	17	39	39	---	59
Paints and varnishes	7	199	17	8.5	5	6	6	6	---	---
All other	14	2,821	128	4.5	11	42	72	72	--	13
Clothing and furnishings	150	18,957	641	3.4	161	118	171	163	8	43
Clothing and furnishings (general line)	13	1,608	36	2.2	13	7	6	5	1	1
Men's and boys'	33	3,951	119	3.0	33	17	36	36	---	12
Women's and children's	60	9,037	340	3.8	72	69	97	91	6	6
Furs, dressed, and fur clothing	7	484	36	7.4	6	10	15	15	---	2
Millinery and millinery supplies	14	737	37	5.0	14	10	12	12	- -	19
Shoes and other footwear	23	3,140	73	2.3	23	5	5	4	1	3
Drugs and drug sundries	18	3,873	396	10.2	17	101	266	265	1	56
Dry goods (general line)	3	1,158	24	2.1	2	8	16	16	-	--
Dry goods (specialty lines)	204	25,030	610	2.4	206	170	202	197	5	63
Hosiery and lingerie	13	2,259	48	2.1	10	6	14	13	1	---
Notions	22	2,024	88	4.3	20	15	39	39	---	6
Piece goods:										
Cotton	18	3,394	89	2.6	13	18	35	35	- -	11
Woolen and worsted	23	3,345	39	1.2	22	6	11	11	---	---
All other	109	12,814	293	2.3	121	85	85	81	4	47
Other dry goods specialties	19	1,194	53	4.4	20	18	18	18	---	5
Electrical goods	53	3,568	452	8.9	46	128	220	214	6	91
Wiring supplies and construction materials	17	1,992	136	6.4	12	45	90	90	--	63
Radios and equipment	11	1,832	73	4.0	10	19	35	33	2	---
All other	25	2,744	211	7.7	24	64	105	101	4	28
Farm products--raw materials	16	10,214	186	1.8	12	38	62	60	4	199
Cotton	3	4,258	33	.8	3	8	12	12	---	---
Grains	8	3,164	70	2.2	6	18	30	27	3	44
All other	5	2,792	83	3.0	3	12	22	21	1	155
Farm products--consumer goods	51	26,714	1,730	6.5	35	237	698	694	4	83
Dairy and poultry products	6	3,241	33	1.0	5	6	12	12	---	---
Poultry and poultry products	3	1,917	33	1.7	1	6	18	16	---	2
Fruits and vegetables (fresh)	36	20,012	1,585	7.9	24	206	635	632	3	81
All other	6	1,544	79	5.1	5	17	33	32	1	---
Farm supplies	6	2,312	84	3.6	4	17	27	27	---	---
Feed	3	1,696	51	3.0	2	11	17	17	--	- -
All other	3	616	33	5.4	2	6	10	10	---	---
Furniture and house furnishings	73	5,975	310	5.2	67	82	93	83	10	58
China, glassware, and crockery	18	1,443	87	6.0	14	25	35	33	2	2
Floor coverings	6	810	21	2.6	5	4	4	3	1	12
Furniture (general line)	6	336	36	10.7	7	16	12	10	2	4
Furniture (household)	4	414	22	5.3	4	8	9	6	3	6
All other	39	2,972	144	4.8	37	29	35	33	2	32

For footnotes, see end of table.

TABLE 1.—SALES, EXPENSES, PERSONNEL, PAY ROLL AND STOCKS

LOS ANGELES

TYPES OF OPERATION BY KINDS OF BUSINESS—Continued

TYPE OF OPERATION KIND OF BUSINESS	NUMBER OF ESTABLISHMENTS	SALES (add 000)	OPERATING EXPENSES (including pay roll) Amount (add 000)	OPERATING EXPENSES Percent of sales	Active proprietors of unincorporated businesses	Number of employees* (full-time and part-time, Average for year	PAY ROLL* Total (add 000)	PAY ROLL Full-time (add 000)	PAY ROLL Part-time (add 000)	Stocks on hand, end of year, at cost (add 000)
LOS ANGELES—Con.										
KINDS OF BUSINESS										
AGENTS AND BROKERS—Con.										
					AGENTS AND BROKERS—Con.					
Groceries and foods (specialty lines)	98	$52,271	$1,268	2.4	99	342	$678	$669	$9	$353
Canned foods	37	18,321	349	1.9	38	94	181	177	4	---
Coffee, tea, and spices	5	2,212	38	1.7	5	10	17	17	---	16
Confectionery	3	714	21	2.9	2	8	13	13	---	---
Fish and sea foods	8	1,334	61	4.6	6	16	22	21	1	---
Flour	4	1,518	61	4.0	4	17	37	37	---	8
All other	41	28,174	738	2.6	44	197	408	404	4	329
Hardware	35	3,817	253	6.6	37	61	122	118	4	6
General line (without industrial department)	4	492	34	6.9	3	10	22	22	---	---
Specialty lines	31	3,325	219	6.6	34	51	100	96	4	6
Jewelry	32	1,711	128	7.5	31	20	42	42	---	49
Clocks and watches	3	411	13	3.2	3	2	1	1	---	---
Diamonds and other precious stones	7	142	17	12.0	7	4	4	4	---	14
All other	22	1,158	98	8.5	21	14	37	37	---	35
Lumber and construction materials	28	5,266	183	3.5	19	40	96	96	---	119
Lumber	15	4,615	134	2.9	12	29	65	65	---	107
Lumber and millwork	3	359	5	1.4	2	1	1	1	---	---
All other	8	292	44	15.1	5	10	30	30	---	12
Machinery- equipment- supplies	142	16,737	1,360	8.1	135	300	723	691	32	479
Commercial equipment and supplies:										
Office machines and equipment	6	242	31	12.8	6	10	10	9	1	3
Garage and filling station equipment	3	462	99	21.4	2	21	45	45	---	65
Store machines	3	283	30	10.6	3	8	16	16	---	8
All other	15	1,674	111	6.6	16	39	54	42	12	14
Farm and dairy	3	43	5	11.6	2	1	1	1	---	---
Industrial machinery, equipment, and supplies:										
Belting, hose, and packing	3	255	14	5.5	4	4	5	5	---	1
Construction (except road building)	3	350	21	6.0	4	6	10	7	3	4
Mine and mill supplies	3	72	12	16.7	2	2	7	7	---	---
Oil well supply houses	9	3,828	265	6.9	4	53	185	182	3	156
Power plant and power transmission	3	112	25	22.0	2	11	19	19	---	5
Printing and lithographing (except paper)	6	124	29	23.4	10	9	16	16	---	21
Rope, cordage, and twine	3	295	40	13.6	2	7	21	21	---	43
All other	53	6,858	445	6.5	53	135	235	227	8	121
Professional equipment and supplies:										
Surgical, medical, and hospital	4	269	6	2.2	3	2	2	2	---	2
All other	6	150	22	14.7	6	7	7	5	2	8
Service equipment and supplies:										
Barber and beauty supply houses	5	144	10	5.4	5	1	1	1	---	2
Upholsterers' supplies	3	112	6	5.4	2	1	1	1	---	---
All other	5	200	96	47.5	5	19	37	35	2	11
Transportation equipment and supplies:										
Aircraft and aeronautical	3	812	75	9.2	1	18	45	41	1	13
All other	3	406	14	3.4	2	5	6	6	---	---
Metals and metal work (except scrap	13	2,385	73	3.1	13	21	26	24	2	5
Building metal work	3	147	12	8.2	3	7	7	7	---	1
Iron and steel products (general line	5	762	12	1.6	5	5	2	2	---	-
Iron and steel products (flat)	3	67	5	7.5	3	1	1	-	1	---
All other	8	1,409	44	3.1	7	11	16	15	1	4
Paper and its products	23	1,457	83	5.7	18	23	28	26	2	6
Stationery and stationery supplies	13	778	49	6.3	10	11	17	15	2	---
All other	10	679	34	5.0	8	9	11	11	---	6
Petroleum and its products	9	12,576	92	.7	7	13	52	52	---	---
Plumbing and heating equipment and supplies	21	4,694	276	5.9	18	74	121	120	1	139
Heating (including stoves and ranges	4	1,034	15	6.2	4	3	3	3	---	---
Plumbing fixtures, equipment, and supplies	10	3,984	145	3.6	7	41	71	71	---	86
All other	7	466	116	24.9	7	30	47	47	---	53
All other products	60	11,733	427	3.6	56	88	147	129	18	68
Books, periodicals, and newspapers	4	175	15	8.6	3	3	5	5	-	---
Forest products (except lumber	3	321	18	5.6	2	4	6	6	--	---
General merchandise	4	2,864	67	2.3	1	13	30	28	2	13
Leather and shoe findings	5	1,069	21	2.0	3	4	22	16	--	---
Leather goods	3	245	24	9.8	3	5	12	4	8	3
Oils and greases (animal and vegetable	4	1,132	93	8.2	3	12	32	32	-	---
Optical goods	3	125	6	4.8	3	1	-	-	-	---
Textiles and materials (other than dry goods	4	408	18	4.4	3	4	9	9	--	--
Miscellaneous kinds of business 6	32	2,534	139	5.5	32	34	43	38	5	50
					ASSEMBLERS (Mainly farm products)					
KINDS OF BUSINESS										
ASSEMBLERS (Mainly farm products)	55	107,705	8,674	8.1	33	2,789	4,100	3,942	158	2,975
Farm products--raw materials	3	2,786	85	3.0	1	14	19	17	2	26
Farm products--consumer goods	44	91,418	6,090	6.7	38	1,612	2,983	2,826	157	417
Dairy and poultry products	4	106	17	15.7	6	3	3	3	--	2
Fruits and vegetables (fresh)	20	6,742	901	13.4	24	52	419	300	119	46
Fresh fruits only	11	70,058	4,021	5.9	7	1,011	1,958	1,899	59	54
All other	5	14,510	1,011	7.0	1	522	603	603	--	315
Groceries and foods (specialty lines)	[illegible]	17,[illegible]	[illegible]	[illegible]	4	1,104	1,118	1,114	4	1,332

* Employees and pay roll include paid members of corporations but not the number and compensation of proprietors of unincorporated businesses.

** Sales, expenses, payroll, inventories, etc., are shown for commission stations representing commission houses only.

1 Sales, pay roll, expenses, inventories, and pay roll of 1 commission sales station.

2 Includes 1 voluntary group wholesaler.

3 Includes 1 coal and coke; 1 dry goods (general line); and 1 miscellaneous kinds of business.

4 Includes 1 jewelry; 1 refrigerators and the products; 1 forest products (except lumber); 1 leather and shoe findings; 1 leather goods; 1 oils and greases (animal and vegetable); 1 textiles and materials (other than dry goods); 1 paints and varnishes; and 2 miscellaneous kinds of business.

5 Includes 1 amusement and sporting goods; 1 automotive; 1 beer, wines, and liquors; 1 chemicals and paints; 1 drugs and druggists' sundries; 1 furniture and home furnishings; 3 hardware; 3 jewelry; 1 petroleum and its products; 1 tobacco and products; 1 toilet articles; and 20 all other kinds.

6 Includes 2 waste materials; 2 flowers and nursery stock; 2 furs; and 26 miscellaneous kinds of business.

TABLE 1.—SALES, EXPENSES, PERSONNEL, PAY ROLL AND STOCKS

TYPES OF OPERATION BY KINDS OF BUSINESS

MEMPHIS

TYPE OF OPERATION / KIND OF BUSINESS	NUMBER OF ESTABLISHMENTS	SALES (add 000)	OPERATING EXPENSES (including pay roll) Amount (add 000)	OPERATING EXPENSES Percent of sales	Active proprietors and unpaid partners in business	Number of employees, full-time and part-time, Average for year	PAY ROLL Total (add 000)	PAY ROLL Full time (add 000)	PAY ROLL Part time (add 000)	Stocks, beginning of year (add 000)
MEMPHIS, TOTALS, 1939	875	$433,254	$32,478	7.5	461	8,957	$13,875	$13,454	$221	$36,847
1935 [1]	604	380,995	---	---	348	7,465	11,536	--	---	---
1929 [2]	628	652,877	39,122	6.0	---	9,449	17,112	---	---	34,947
TYPES OF OPERATION										
SERVICE AND LIMITED-FUNCTION WHOLESALERS	322	180,240	18,979	10.5	231	5,726	8,393	8,278	115	25,735
Wholesale merchants	298	168,343	17,674	10.5	226	5,283	7,713	7,603	110	24,298
Importers	4	1,446	75	5.2	2	23	34	34		260
Industrial distributors	6	3,856	752	19.5	--	349	396	395	1	772
Drop shippers or desk jobbers	9	3,401	237	7.0	2	56	102	102		-
All other [3]	5	3,194	241	7.5	1	115	156	154	4	406
MANUFACTURERS' SALES BRANCHES (With stocks)	100	57,590	8,050	14.0	2	2,185	3,515	3,469	46	6,515
MANUFACTURERS' SALES OFFICES (Without stocks)	21	15,926	2,007	12.6	---	244	501	488	13	-
PETROLEUM BULK STATIONS [4]	14	7,424	735	10.6	3	201	323	300	3	444
Salary stations	8	5,588	653	11.7	---	162	282	279	3	363
All other [4]	6	1,836	182	9.9	3	39	40	40	---	81
AGENTS AND BROKERS	202	159,365	2,358	1.5	216	518	848	804	44	3,324
Brokers (merchandise)	98	113,018	1,071	0.9	110	216	357	355	2	1,047
Commission merchants	37	36,334	842	2.3	40	186	314	314	0	2,171
Manufacturers' agents (with stocks)	7	965	149	15.4	6	57	85	62	27	106
Manufacturers' agents (without stocks)	54	8,628	215	2.7	56	48	71	62	9	-
All other [5]	5	985	20	2.0	4	6	10	10		-
ASSEMBLERS (Mainly farm products)	16	12,869	299	2.4	9	66	115	115	---	829
Assemblers of farm products	9	5,950	180	3.0	7	18	29	29	---	424
All other [6]	7	6,739	179	2.7	2	48	86	86	---	405
KINDS OF BUSINESS										
SERVICE AND LIMITED-FUNCTION WHOLESALERS	322	180,240	18,979	10.5	231	5,726	8,393	8,278	115	25,735
Amusement and sporting goods	6	469	90	19.2	3	31	42	42		47
Automotive	32	22,740	1,852	8.1	19	609	989	982	7	1,189
Automobiles (new and used)	9	17,175	636	3.7	3	169	302	301	1	430
Automotive accessories and equipment	10	2,439	576	2.4	9	207	324	324	4	387
Automotive parts	9	2,689	482	21.3	6	169	265	264	1	215
All other	4	867	156	18.0	1	44	94	93	1	158
Beer, wines, and liquors	11	3,680	420	11.4	8	126	180	180	2	1,069
Chemicals and paints	5	606	144	23.7	1	52	74	73	1	126
Clothing and furnishings	11	1,206	182	14.4	11	62	69	65	4	111
Women's and children's	2	666	62	10.2	2	24	25	24	1	40
All other	8	540	120	18.1	9	39	44	41	3	71
Coal and coke	7	2,941	205	7.0	2	51	89	89		-
Drugs (general line)	2	5,358	741	13.8	7	297	412	412	5	943
Drugs and drug sundries (specialty lines)	17									
Dry goods (general line)	2	5,307	727	13.6	7	299	427	427		1,029
Dry goods (specialty lines)	5									
Electrical goods	13	5,467	669	12.2	4	96	161	161	-	413
Electrical merchandise (general line)	4	2,658	216	8.1	1	60	104	104	-	222
All other	9	2,808	464	16.5	3	145	247	247	-	280
Farm products--raw materials	24	71,[illegible]	4,741	6.7	32	455	[illegible]	848	1	12,846
Farm products--consumer goods	[illegible]	1,890	1,302	10.6	19	123	818	814	4	136
Poultry and poultry products	[illegible]	[illegible]	294	13.3	5	30	89	[illegible]	1	45
Fruits and vegetables (fresh)	8	4,930	896	18.2	9	230	467	466	1	178
All other	[illegible]	1,951	422	21.4	2	22	[illegible]	[illegible]	[illegible]	[illegible]
Farm supplies	[illegible]	[illegible]	[illegible]	5.8	5	[illegible]	[illegible]	107	5	[illegible]
Seeds	[illegible]	1,002	[illegible]	[illegible]	4	48	[illegible]	48	5	[illegible]
All other	[illegible]	[illegible]	71	3.0	1	78	[illegible]	[illegible]	-	[illegible]
Furniture and house furnishings	-	[illegible]	113	17.0	[illegible]	48	[illegible]	[illegible]		[illegible]
Groceries (general line)	-	10,670	[illegible]	[illegible]		347	499	[illegible]	[illegible]	[illegible]
Groceries and foods (specialty lines)	[illegible]	[illegible]	336	18.0	18	[illegible]	[illegible]	[illegible]	[illegible]	489
Coffee roasting and spice grinding	[illegible]	[illegible]	[illegible]	[illegible]	-	116	[illegible]	[illegible]	[illegible]	169
Confectionery	4	[illegible]	[illegible]	[illegible]	[illegible]	[illegible]	[illegible]	[illegible]	[illegible]	[illegible]
Fish and sea foods	7	146	[illegible]	19.2	4	13	[illegible]	10		[illegible]
Meats and provisions	[illegible]	[illegible]	[illegible]	7.8	[illegible]	[illegible]	[illegible]	[illegible]		[illegible]
All other	14	[illegible]	[illegible]	[illegible]	9	[illegible]	[illegible]	181		[illegible]
Hardware	-	7,600	[illegible]	18.8		54	780	[illegible]	4	[illegible]
Jewelry	4	[illegible]	41	18.6	4	11	[illegible]	[illegible]	---	[illegible]

For footnotes, see end of table.

TABLE 1.—SALES, EXPENSES, PERSONNEL, PAY ROLL AND STOCKS

TYPES OF OPERATION BY KINDS OF BUSINESS—Continued

MEMPHIS

TYPE OF OPERATION KIND OF BUSINESS	NUMBER OF ESTABLISHMENTS	SALES (add 000)	OPERATING EXPENSES (including pay roll) Amount (add 000)	OPERATING EXPENSES Percent of sales	Active proprietors of unincorporated businesses	Number of employees* (full-time and part-time) Average for year	PAY ROLL* Total (add 000)	PAY ROLL* Full-time (add 000)	PAY ROLL* Part-time (add 000)	Stocks on hand, end of year, at cost (add 000)
MEMPHIS—Con.	SERVICE AND LIMITED-FUNCTION WHOLESALERS—Con.									
KINDS OF BUSINESS										
SERVICE AND LIMITED-FUNCTION WHOLESALERS—Con.										
Lumber and construction materials	14	$3,712	744	20.0	[illegible]	297	$352	$349	$3	$493
Lumber	7	758	141	18.6	4	54	43	41	2	67
All other	7	2,954	603	20.4	4	243	309	308	1	426
Machinery—equipment—supplies	46	7,407	1,585	21.4	27	500	858	847	11	1,242
Commercial equipment and supplies:										
Store fixtures and equipment	4	45	10	22.2	3	6	[illegible]	3	1	2
All other	5	315	81	25.7	2	30	35	34	1	60
Industrial machinery, equipment, and supplies:										
Belting, hose, and packing	3	53	14	26.4	3	6	9	[illegible]	---	10
Road building	5	1,522	256	16.8	2	56	191	190	1	172
Mine and mill supplies	3	1,588	318	20.0	---	101	155	154	1	272
All other	7	2,314	447	19.3	[illegible]	157	256	255	1	484
Service equipment and supplies:										
Barber and beauty supply houses	4	282	83	31.7	4	30	38	36	2	46
All other	[illegible]	565	179	31.7	6	46	96	92	4	66
All other	7	743	195	26.2	1	58	94	94	---	130
Metals and metal work (except scrap)	3	177	27	15.3	5	10	15	15	---	45
Paper and its products	12	3,633	763	21.0	10	276	420	418	2	651
Plumbing and heating equipment and supplies	3	307	62	20.2	1	23	49	48	1	51
Tobacco and products (except leaf)	5	3,760	179	4.8	7	65	98	98	---	183
Waste materials	13	1,747	336	19.2	21	178	125	118	7	132
Iron and steel scrap	3	85	23	27.1	3	26	15	11	4	13
Junk and scrap (general line)	3	354	88	24.9	4	64	49	49	---	26
Non-ferrous metals	3	551	27	4.9	7	12	[illegible]	8	1	40
All other	4	757	198	26.2	7	76	52	50	2	53
All other products	19	4,336	763	17.6	11	155	236	227	9	254
Forest products (except lumber)	4	2,086	419	20.1	4	43	42	35	7	54
Textile and materials (other than dry goods)	3	877	75	8.6	1	19	44	44	---	66
Miscellaneous kinds of business	12	1,373	269	19.6	[illegible]	93	150	148	2	134
	MANUFACTURERS' SALES BRANCHES (With stocks)									
KINDS OF BUSINESS										
MANUFACTURERS' SALES BRANCHES (With stocks)	100	57,590	8,050	14.0	2	2,185	3,515	3,469	46	6,515
Amusement and sporting goods	[illegible]	1,981	366	18.5	---	175	246	228	18	81
Automotive	13	7,800	927	11.9	---	211	444	443	1	870
Tires and tubes	[illegible]	4,160	596	14.3	---	108	260	259	1	580
All other	7	3,640	331	9.1	---	103	184	184	---	290
Groceries and foods (specialty lines)	21	24,600	3,300	13.4	---	741	1,153	1,138	15	711
Meats and provisions	5	9,587	929	9.7	---	345	443	430	13	380
All other	16	15,013	2,371	15.8	---	396	710	708	2	331
Machinery—equipment—supplies	28	9,735	1,475	15.2	---	432	745	735	10	1,531
Commercial equipment and supplies	8	658	246	37.4	---	89	163	162	1	95
Farm and dairy	7	8,017	1,012	12.6	---	282	459	451	8	1,294
Industrial machinery, equipment, and supplies	6	546	85	15.6	---	26	48	48	1	92
All other	7	514	132	25.7	---	35	74	74	---	50
Metals and metal work (except scrap)	5	5,205	491	9.4	---	223	218	218	---	2,529
All other [7]	24	8,269	1,491	18.0	2	403	709	707	2	793
	MANUFACTURERS' SALES OFFICES (Without stocks)									
KINDS OF BUSINESS										
MANUFACTURERS' SALES OFFICES (Without stocks)	21	15,926	2,007	12.6	---	244	501	488	13	---
Groceries and foods (specialty lines)	5	6,471	1,334	20.6	---	84	176	176	---	---
Machinery—equipment—supplies	5	717	151	21.1	---	39	68	59	9	---
All other [8]	11	8,738	522	6.0	---	121	257	253	4	---
	PETROLEUM BULK STATIONS									
Petroleum and its products	14	7,424	785	10.6	3	201	303	300	3	444
	AGENTS AND BROKERS									
KINDS OF BUSINESS										
AGENTS AND BROKERS	202	159,385	2,358	1.5	216	515	848	804	44	3,324
Clothing and furnishings	12	993	30	3.0	12	4	2	1	1	---
Shoes and other footwear	8	767	22	2.9	6	3	2	1	1	---
All other	[illegible]	226	[illegible]	3.5	[illegible]	1	(9)	---	---	---

For footnotes, see end of table.

TABLE 1.--SALES, EXPENSES, PERSONNEL, PAY ROLL AND STOCKS

TYPES OF OPERATION BY KINDS OF BUSINESS--Continued

MEMPHIS

TYPE OF OPERATION KIND OF BUSINESS	NUMBER OF ESTABLISHMENTS	SALES (add 000)	OPERATING EXPENSES (including pay roll) Amount (add 000)	OPERATING EXPENSES Percent of sales	Active proprietors and unpaid members of partnerships	Number employees* full time and part time (average for year)	PAY ROLL Total (add 000)	PAY ROLL Full-time (add 000)	PAY ROLL Part-time (add 000)	Stocks on hand end of year, at cost (add 000)
MEMPHIS--Con.										
KINDS OF BUSINESS										
AGENTS AND BROKERS--Con.										
Dry goods (general line)	1	$595	8	1.3	5	2	$1	$1	---	---
Dry goods (specialty lines)	3									
Farm products--raw materials	99	114,631	1,574	1.4	115	333	553	545	$8	$3,184
Cotton	82	96,578	1,206	1.2	94	238	421	415	6	3,073
Grains	6	4,528	32	.7	4	7	15	15	---	---
Livestock	8	7,398	191	2.6	12	56	76	74	2	40
All other	3	6,127	145	2.4	5	32	41	41	---	51
Farm products--consumer goods	5	907	34	3.7	4	14	16	16	-	2
Farm supplies	3	4,673	66	1.4	3	8	20	20	-	--
Furniture and house furnishings	[illegible]	554	39	7.0	3	11	23	22	1	- -
Groceries and foods (specialty lines)	22	10,720	173	1.6	24	37	52	51	1	52
Hardware	3	1,310	34	2.6	3	5	17	16	1	--
Lumber and construction materials	13	2,172	43	2.0	14	11	12	10	2	---
Lumber	13	2,172	43	2.0	14	11	12	10	2	---
Machinery--equipment--supplies	14	1,655	152	9.2	15	48	74	67	7	95
Industrial machinery, equipment, and supplies:										
Power plant and power transmission	3	209	6	2.9	[illegible]	2	2	1	1	---
All other	5	927	34	3.7	5	11	10	[illegible]	6	71
All other	6	519	112	21.6	6	35	62	62	---	24
Metals and metal work (except scrap)	4	599	11	1.8	[illegible]	6	5	4	1	---
All other products	19	20,576	194	.9	14	36	73	51	22	11
Oils and greases (animal and vegetable)	5	19,849	156	.8	2	29	62	40	22	7
Miscellaneous kinds of business [10]	14	727	38	5.2	12	7	11	11	---	[illegible]
ASSEMBLERS (Mainly farm products)										
KINDS OF BUSINESS										
ASSEMBLERS (Mainly farm products)	16	12,689	299	2.4	9	66	115	115	---	829
Farm products--raw materials	13	11,568	257	2.2	9	54	93	93	---	829
Farm products--consumer goods	3	1,121	42	3.7	---	12	22	22	---	- -

* Employees and pay roll include paid executives of corporations but not the number and compensation of proprietors of unincorporated businesses.

** Sales include taxes.

1 Data for 1935 exclude personnel and pay roll of 2 commission bulk stations. Also, some adjustments have been made in the 1935 figures for comparison purposes.

2 Includes 2 chain-store warehouses not classified as wholesale establishments in 1935 and 1939.

3 Includes 1 voluntary group wholesaler; 2 export merchants; 1 wagon distributor; and 1 retailer-cooperative warehouse.

4 Includes 4 independent bulk stations; and 2 commission stations.

5 Includes 2 export agents; 2 selling agents; and 1 other agent.

6 Includes 2 commission buyers; 2 cooperative marketing associations; 2 cooperative sales agencies; and 1 country grain elevator (independent).

7 Includes 4 chemicals and paints; 3 drugs and drug sundries (specialty lines); 1 electrical goods; 1 farm products--consumer goods; 2 farm supplies; 2 furniture and house furnishings; 1 lumber and construction materials; 4 paper and its products; 3 plumbing and heating equipment and supplies; and 3 all other products.

8 Includes 1 amusement and sporting goods; 1 electrical goods; 2 lumber and construction materials; 2 metals and metal work (except scrap); 2 paper and its products; 2 plumbing and heating equipment and supplies; and 1 tobacco and products (except leaf).

9 Less than $1,000.

10 Includes 1 amusement and sporting goods; 1 chemicals and paints; 3 electrical goods; 2 paper and its products; 1 plumbing and heating equipment and supplies; 1 waste materials; 2 forest products (except lumber); 1 textiles and materials (other than dry goods); and 2 miscellaneous kinds of business.

TABLE 1.—SALES, EXPENSES, PERSONNEL, PAY ROLL AND STOCKS

TYPES OF OPERATION BY KINDS OF BUSINESS

MILWAUKEE

TYPE OF OPERATION / KIND OF BUSINESS	NUMBER OF ESTABLISHMENTS	SALES (add 000)	OPERATING EXPENSES (including pay roll) Amount (add 000)	OPERATING EXPENSES Percent of sales	Active proprietors of unincorporated businesses	Number of employees* (full-time and part-time) Average for year	PAY ROLL* Total (add 000)	PAY ROLL* Full-time (add 000)	PAY ROLL* Part-time (add 000)	Stocks on hand, end of year, at cost (add 000)
MILWAUKEE, TOTALS, 1939	1,455	$412,366	$41,993	10.2	707	12,607	$22,824	$22,534	$290	$30,178
1935	1,251	344,732	37,469	10.9	548	12,646	20,569	20,226	343	25,582
1929	1,054	503,461	52,742	10.5	406	13,682	28,436	—	—	42,469
TYPES OF OPERATION										
SERVICE AND LIMITED-FUNCTION WHOLESALERS	916	174,338	27,252	15.6	446	8,691	15,208	15,028	180	23,641
Wholesale merchants	881	156,589	24,604	15.7	431	7,771	13,532	13,356	176	20,572
Industrial distributors	9	8,509	1,754	20.6	—	648	1,146	1,142	4	2,346
Drop shippers and desk jobbers	5	897	62	6.9	1	14	35	35	—	24
Wagon distributors	15	1,721	223	13.0	15	53	139	139	—	104
All other [1]	[illegible]	6,622	609	9.2	1	205	356	356	—	595
MANUFACTURERS' SALES BRANCHES (With stocks)	131	64,566	8,054	12.5	3	2,402	4,521	4,471	50	4,147
MANUFACTURERS' SALES OFFICES (Without stocks)	53	51,888	1,487	2.9	—	293	717	710	7	—
PETROLEUM BULK STATIONS AND TERMINALS **	27	17,164	2,085	12.1	6	431	767	757	10	1,657
Independent bulk stations	13	3,268	491	15.0	5	126	224	222	2	183
Salary stations [2]	14	13,896	1,594	11.5	1	305	543	535	8	1,474
AGENTS AND BROKERS	318	93,540	2,884	3.1	248	714	1,466	1,423	43	[illegible]
Brokers (merchandise)	67	40,399	[illegible]	2.0	50	191	443	438	5	138
Commission merchants	27	27,169	616	2.3	10	176	326	316	10	58
Manufacturers' agents (with stocks)	45	4,826	613	12.7	34	152	343	327	16	190
Manufacturers' agents (without stocks)	169	16,725	[illegible]	4.1	148	167	270	258	12	—
Selling agents [3]	10	4,421	178	4.0	6	28	84	84	—	307
ASSEMBLERS (Mainly farm products) [4]	10	10,870	231	2.1	4	76	145	145	—	80
KINDS OF BUSINESS										
SERVICE AND LIMITED-FUNCTION WHOLESALERS	916	174,338	27,252	15.6	446	8,691	15,208	15,028	180	23,641
Amusement and sporting goods	18	1,738	411	23.6	9	142	210	209	1	303
Motion picture film exchanges	6	158	54	34.2	1	25	33	32	1	2
Toys, novelties, and fireworks	7	899	229	25.5	3	76	103	103	—	202
All other	5	681	128	18.8	5	41	74	74	—	99
Automotive	58	11,251	1,592	14.1	28	538	944	936	8	974
Automobiles (new and used)	4	7,159	436	6.1	—	140	293	293	—	246
Trucks and tractors	6	518	122	23.6	1	38	76	72	4	43
Automotive accessories and equipment	23	1,639	448	27.3	9	154	231	227	[illegible]	326
Automotive parts	19	1,478	464	31.4	10	169	280	280	—	245
Tires and tubes	6	457	122	26.7	8	37	64	64	—	114
Beer, wines, and liquors	44	10,873	1,340	12.3	16	415	723	705	18	1,308
Beer and ale	18	3,941	463	11.7	[illegible]	134	178	175	3	354
Wines and liquors	26	6,932	877	12.7	7	281	545	530	15	954
Chemicals and paints	29	1,645	443	26.9	12	120	204	200	4	272
Industrial chemicals	5	317	51	16.1	2	10	23	20	3	17
Paints and varnishes	16	741	178	24.0	7	64	99	[illegible]	—	157
Paints with glass and/or wallpaper	4	535	192	35.9	1	38	67	67	—	95
All other	4	52	22	42.3	2	8	15	14	1	3
Clothing and furnishings	31	2,670	571	21.4	14	185	335	315	20	503
Clothing and furnishings (general line)	8	1,573	324	20.6	4	108	189	177	12	348
Men's and boys'	9	422	94	22.3	3	36	57	[illegible]	1	65
Women's and children's	6	212	56	26.4	4	18	32	27	5	36
Shoes and other footwear	3	253	38	15.0	1	6	23	23	—	38
All other	5	210	59	28.1	2	17	34	32	2	16
Coal and coke	16	15,243	2,668	17.5	2	699	1,434	1,434	—	5,311
Drugs (general line)	5	4,906	722	14.7	—	259	412	406	6	670
Drugs and drug sundries (specialty lines)	7	305	96	31.5	3	31	62	62	—	40
Proprietary medicines	3	145	46	30.9	1	17	26	26	—	32
All other	4	158	50	32.1	2	14	36	36	—	8
Dry goods (specialty lines)	16	1,352	236	17.5	4	104	147	146	1	281
Hosiery and lingerie	5	332	31	9.3	1	17	22	22	—	56
Notions	5	173	34	19.7	3	19	20	19	1	39
Piece goods	6	847	171	20.2	—	68	105	105	—	186
Electrical goods	47	12,344	1,997	16.1	12	553	1,164	1,160	4	1,151
Electrical merchandise (general line)	5	5,570	745	13.4	—	196	448	448	—	506
Wiring supplies and construction materials	12	[illegible]	167	19.6	6	57	88	86	2	146
Radios and equipment	17	2,339	457	19.5	1	124	275	274	1	226
All other	2	3,625	628	17.3	[illegible]	176	353	352	1	253
Farm products--raw materials	16	6,171	533	8.6	13	119	251	246	5	789
Grains	3	3,202	342	8.8	1	66	161	161	—	609
Hides, skins, and raw furs	7	2,135	161	7.5	9	42	73	68	5	146
All other	6	134	30	22.4	3	11	17	17	—	34

For footnotes, see end of table.

TABLE 1.—SALES, EXPENSES, PERSONNEL, PAY ROLL AND STOCKS

TYPES OF OPERATION BY KINDS OF BUSINESS—Continued

MILWAUKEE

TYPE OF OPERATION KIND OF BUSINESS	NUMBER OF ESTABLISHMENTS	SALES (add 000)	OPERATING EXPENSES (including pay roll) Amount (add 000)	OPERATING EXPENSES (including pay roll) Percent of sales	Active proprietors and unpaid partners in business	Number of employees* full-time and part-time Average for year	PAY ROLL* Total (add 000)	PAY ROLL* Full-time (add 000)	PAY ROLL* Part-time (add 000)	Stocks on hand end of year, at cost (add 000)
MILWAUKEE—Con.	SERVICE AND LIMITED-FUNCTION WHOLESALERS—Con.									
KINDS OF BUSINESS										
SERVICE AND LIMITED-FUNCTION WHOLESALERS—Con.										
Farm products—consumer goods	79	$17,354	$1,612	9.3	51	482	$799	$783	$16	$326
Dairy products	7	1,932	374	19.4	2	91	217	212	5	117
Dairy and poultry products	9	1,425	110	7.7	4	41	65	63	2	33
Poultry and poultry products	19	2,817	271	9.6	16	110	134	130	4	69
Fruits and vegetables (fresh)	36	8,756	732	8.4	28	197	320	315	5	98
Fresh fruits only	8	2,424	125	5.2	1	43	63	63	—	9
Farm supplies	[illegible]	3,500	451	12.9	1	131	259	256	3	705
Furniture and house furnishings	15	2,014	358	17.8	6	113	188	186	2	546
Groceries (general line)	11	13,468	1,685	12.5	2	597	1,016	1,012	4	1,690
Groceries and foods (specialty lines)	115	7,124	1,318	18.5	77	508	644	625	19	579
Canned foods	5	461	87	18.9	1	36	58	58	—	74
Coffee, tea, and spices	9	412	99	24.0	4	34	42	39	3	33
Confectionery	23	992	158	15.9	18	45	58	56	2	70
Fish and sea foods	8	498	123	24.7	7	50	69	66	3	32
Flour	4	139	20	14.4	2	10	10	10	—	9
Meat and provisions	23	2,269	350	15.4	17	107	168	168	—	54
All other	43	2,353	481	20.4	28	226	239	228	11	307
Hardware	16	6,709	1,358	20.2	1	485	843	841	2	1,722
General line (with industrial department)	3	5,302	1,086	20.5	—	410	685	683	2	1,605
General line (without industrial department)	3	[illegible]	109	17.4	—	24	50	50	—	20
Specialty lines	10	779	163	20.9	1	51	108	108	—	97
Jewelry	8	904	203	22.5	4	49	116	116	—	159
Lumber and construction materials	25	2,678	552	20.6	7	179	301	298	3	294
Lumber	6	872	142	16.3	1	52	82	81	1	108
All other	19	1,806	410	22.7	6	127	219	217	2	186
Machinery—equipment—supplies	138	19,114	4,236	22.2	61	1,275	2,439	2,404	35	3,159
Commercial equipment and supplies:										
Office machines and equipment	7	740	250	33.8	5	70	143	143	—	57
Restaurant and hotel supply houses	5	820	136	16.6	3	41	73	71	2	121
Store fixtures and equipment	4	569	123	21.6	1	32	53	53	—	48
All other	10	976	234	24.0	6	69	131	129	2	92
Farm and dairy	4	341	67	19.6	2	20	33	33	—	42
Industrial machinery, equipment, and supplies:										
Belting, hose, and packing	11	494	150	30.4	3	41	91	91	—	41
Construction (except road building)	5	638	158	24.8	1	41	91	76	15	119
Road building	6	1,789	358	20.0	—	93	184	183	1	[illegible]
Machine tools	4	657	58	8.8	1	15	35	35	—	29
Power plant and power transmission	3	48	12	25.0	4	3	4	4	—	7
Used machinery and equipment	3	90	25	27.8	3	8	18	18	—	51
All other	35	6,848	1,334	19.5	13	421	858	851	7	1,266
Professional equipment and supplies:										
Dental supply houses	6	685	215	31.4	2	82	136	136	—	139
Surgical, medical, and hospital	7	1,624	438	27.0	2	117	225	224	1	275
All other	3	265	78	29.4	3	26	34	28	[illegible]	[illegible]
Service equipment and supplies:										
Barber and beauty supply houses	12	632	212	33.5	7	70	122	122	—	[illegible]
All other	17	1,898	389	20.5	5	122	229	228	1	338
Metals and metal work (except scrap	11	2,631	441	16.8	3	114	233	232	1	[illegible]
Building metal work	3	140	25	17.9	1	9	13	13	—	24
All other	8	2,491	416	16.7	2	105	220	219	1	276
Paper and its products	35	5,211	1,025	19.7	9	377	671	669	2	486
Wrapping or coarse paper and products	21	2,015	391	19.4	6	162	267	266	1	[illegible]
Printing and writing papers	8	2,575	396	15.4	—	113	237	237	—	197
Stationery and stationery supplies	6	621	238	38.3	3	102	167	166	1	39
Petroleum and its products	16	1,157	243	21.0	6	66	159	157	2	97
Plumbing and heating equipment and supplies	25	3,766	815	21.6	11	273	478	477	1	[illegible]
Heating (including stoves and ranges	3	325	105	32.3	1	44	81	65	[illegible]	82
Plumbing fixtures, equipment, and supplies	14	2,355	481	20.4	9	147	244	244	—	468
All other	8	1,086	229	21.1	4	82	127	126	1	138
Tobacco and products (except leaf	14	10,781	522	4.9	7	155	276	269	7	375
Waste materials	67	6,182	1,105	18.0	21	461	547	524	23	[illegible]
Iron and steel scrap	17	2,640	492	18.6	17	124	208	207	1	[illegible]
Junk and scrap (general line	11	1,728	310	17.9	11	134	184	180	4	[illegible]
Waste paper, rags, and rubber	5	1,205	234	19.4	5	114	117	117	—	[illegible]
Non-ferrous metals	8	454	49	10.9	8	17	30	[illegible]	[illegible]	[illegible]
All other	6	124	20	16.1	6	12	8	8	—	3

For footnotes, see end of table.

TABLE 1.—SALES, EXPENSES, PERSONNEL, PAY ROLL AND STOCKS

TYPES OF OPERATION BY KINDS OF BUSINESS—Continued

MILWAUKEE

TYPE OF OPERATION KIND OF BUSINESS	NUMBER OF ESTABLISHMENTS	SALES (add 000)	OPERATING EXPENSES (including pay roll) Amount (add 000)	OPERATING EXPENSES Percent of sales	Active proprietors of unincorporated businesses	Number of employees* (full-time and part-time) Average for year	PAY ROLL* Total (add 000)	PAY ROLL Full-time (add 000)	PAY ROLL Part-time (add 000)	Stocks on hand, end of year, at cost (add 000)
MILWAUKEE—Con.										
KINDS OF BUSINESS										
SERVICE AND LIMITED-FUNCTION WHOLESALERS—Con.										
All other products	42	$3,238	$719	22.2	23	271	$395	$390	$5	$351
Books, periodicals, and newspapers	4	643	151	23.5	—	62	84	83	1	31
Flowers and nursery stock	6	798	145	18.2	4	49	91	91	—	28
Forest products (except lumber)	4	86	25	29.1	5	10	14	14	—	■
Leather and shoe findings	9	930	163	17.5	3	46	84	81	3	205
Leather goods	3	70	14	20.0	3	11	7	7	—	30
Optical goods	6	417	157	37.6	3	71	91	91	—	24
Textiles and materials (other than dry goods)	3	35	12	34.3	2	5	■	6	—	3
Miscellaneous kinds of business	7	259	52	20.1	3	17	18	17	1	21
KINDS OF BUSINESS	MANUFACTURERS' SALES BRANCHES (With stocks)									
MANUFACTURERS' SALES BRANCHES (With stocks)	131	64,566	8,054	12.5	3	2,402	4,521	4,471	50	4,147
Amusement and sporting goods	10	3,886	626	16.1	—	236	389	364	25	150
Automotive	17	18,861	1,622	8.6	—	420	923	918	5	1,024
Trucks and tractors	5	1,486	266	17.9	—	90	181	177	4	201
Tires and tubes	5	2,981	594	19.9	—	137	312	311	1	425
All other	7	14,394	762	5.3	—	193	430	430	—	398
Chemicals and paints	5	1,071	108	10.1	—	33	63	61	2	65
Electrical goods	6	5,211	479	9.2	—	139	307	305	2	211
Furniture and house furnishings	4	1,800	142	7.9	—	32	64	64	—	48
Groceries and foods (specialty lines)	23	14,920	1,904	12.8	3	528	943	941	2	318
Meats and provisions	7	8,408	595	7.1	—	212	363	363	—	116
All other	16	6,412	1,309	20.4	3	316	580	578	2	202
Lumber and construction materials	8	3,860	805	20.9	—	254	481	479	2	543
Machinery—equipment—supplies	31	5,654	1,104	19.5	—	368	694	688	6	■
Commercial equipment and supplies:										
Office machines and equipment	7	699	298	42.6	—	121	209	209	—	114
All other	4	1,169	228	19.5	—	78	162	157	5	52
Industrial machinery, equipment, and supplies	10	1,625	222	13.7	—	55	113	112	1	129
Professional equipment and supplies	6	371	92	24.8	—	30	60	60	—	50
All other	4	1,790	264	14.7	—	64	150	150	—	353
Paper and its products	5	229	78	34.1	—	34	54	54	—	27
All other [5]	22	9,174	1,186	12.9	—	358	603	597	6	1,063
KINDS OF BUSINESS	MANUFACTURERS' SALES OFFICES (Without stocks)									
MANUFACTURERS' SALES OFFICES (Without stocks)	53	51,888	1,487	2.9	—	293	717	710	7	—
Electrical goods	6	5,293	264	5.0	—	38	114	114	—	—
Machinery—equipment—supplies	16	10,615	233	2.2	—	64	154	153	1	—
Metals and metal work (except scrap)	10	26,627	356	1.3	—	81	212	207	5	—
Paper and its products	5	190	34	17.9	—	10	23	23	—	—
All other [6]	16	9,163	600	6.5	—	100	214	213	1	—
	PETROLEUM BULK STATIONS AND TERMINALS									
Petroleum and its products	27	17,164	2,085	12.1	6	431	767	757	10	1,637
KINDS OF BUSINESS	AGENTS AND BROKERS									
AGENTS AND BROKERS	318	93,540	2,884	3.1	248	714	1,466	1,423	43	693
Amusement and sporting goods	3	122	13	10.7	2	5	8	8	—	1
Automotive	3	607	5	0.8	■	—	—	—	—	—
Beer, wines, and liquors	3	400	6	1.5	2	3	1	1	—	1
Wines and liquors	3	400	6	1.5	2	3	1	1	—	1
Clothing and furnishings	5	270	8	3.0	4	3	1	—	1	—
Dry goods (specialty lines)	3	91	6	6.6	3	1	1	1	—	—
Electrical goods	13	949	92	9.7	11	40	65	65	—	2
Apparatus and equipment	3	162	11	6.8	3	■	4	4	—	—
All other	10	787	81	10.3	8	36	61	61	—	2

For footnotes, see end of table.

TABLE 1.—SALES, EXPENSES, PERSONNEL, PAY ROLL AND STOCKS

TYPES OF OPERATION BY KINDS OF BUSINESS—Continued

MILWAUKEE

TYPE OF OPERATION KIND OF BUSINESS	NUMBER OF ESTABLISHMENTS	SALES (add 000)	OPERATING EXPENSES including pay roll: Amount (add 000)	OPERATING EXPENSES including pay roll: Percent of sales	Average number of employees of unincorporated businesses	Number of employees* (full-time and part-time) average for year	PAY ROLL: Total (add 000)	PAY ROLL: Full-time (add 000)	PAY ROLL: Part-time (add 000)	Stocks on hand, end of year, at cost (add 000)
MILWAUKEE—Con.	AGENTS AND BROKERS—Con.									
KINDS OF BUSINESS										
AGENTS AND BROKERS—Con.										
Farm products—raw materials	18	$26,791	$418	1.6	7	111	$240	$238	$2	$2
Livestock	6	14,883	249	1.7	—	74	157	156	1	2
All other	12	11,908	169	1.4	7	37	83	82	1	—
Farm products—consumer goods	17	6,716	266	3.9	12	77	102	94	8	56
Fruits and vegetables (fresh)	13	5,638	210	3.7	9	65	88	80	8	39
All other	4	1,078	50	4.6	3	12	14	14	—	17
Furniture and house furnishings	5	713	[illegible]	9.5	2	12	38	38	—	68
Groceries and foods (specialty lines)	50	30,662	624	2.0	39	156	377	372	5	122
Canned foods	11	5,578	170	3.0	5	36	80	79	1	—
Flour	4	160	7	4.4	1	1	1	1	—	—
All other	35	24,924	447	1.8	30	119	296	292	4	122
Hardware	3	71	7	9.9	2	4	3	3	—	—
Specialty lines	3	71	7	9.9	2	4	3	3	—	—
Lumber and construction materials	15	1,334	64	4.8	12	19	31	30	1	10
Lumber	5	723	16	2.2	4	5	7	7	—	4
All other	10	611	48	7.9	8	14	24	23	1	6
Machinery—equipment—supplies	84	5,782	624	10.8	71	157	299	289	10	77
Commercial equipment and supplies:										
Office machines and equipment	4	337	164	48.7	2	37	86	85	1	24
Store fixtures and equipment	3	135	36	26.7	3	5	7	7	—	2
All other	3	101	10	9.9	2	5	5	4	1	1
Industrial machinery, equipment, and supplies:										
Machine tools	3	254	19	7.5	2	4	[illegible]	8	1	2
Power plant and power transmission	8	501	35	7.0	8	12	16	15	1	3
All other	54	4,226	326	7.7	45	83	167	152	5	4
Professional equipment and supplies	4	72	15	20.8	4	5	2	2	—	4
Service equipment and supplies	5	156	19	12.2	5	6	7	6	1	—
Metals and metal work (except scrap)	22	5,885	199	3.4	17	32	95	84	11	18
Building metal work	8	489	23	4.7	6	6	9	9	—	—
Iron and steel products (general line)	5	3,992	114	2.9	3	15	51	51	—	17
Iron and steel finished products (N. E. C.)	4	221	48	21.7	3	9	32	22	10	1
All other	5	1,183	14	1.2	5	2	3	2	1	—
Paper and its products	5	645	20	3.1	5	5	7	7	—	10
Wrapping or coarse paper and products	[illegible]	645	20	3.1	5	5	7	7	—	10
Plumbing and heating equipment and supplies	23	1,310	124	9.5	17	27	67	66	1	7
Heating (including stoves and ranges)	14	931	100	10.7	11	21	56	55	1	7
All other	9	379	24	6.3	6	6	11	11	—	—
All other products	46	11,192	346	3.1	38	62	131	127	4	319
Leather and shoe findings	19	8,412	150	1.8	17	26	62	58	4	6
Miscellaneous kinds of business [7]	27	2,780	196	7.1	21	36	69	69	—	313

* Employees and pay roll include paid executives of corporations but not the number and compensation of proprietors of unincorporated businesses.

** Sales include taxes.

[1] Includes 2 voluntary group wholesalers; 2 importers; 1 cash-and-carry wholesaler; and 1 retailer-cooperative warehouse.

[2] Includes 1 commission station; and 1 distributing terminal.

[3] Includes 1 export agent.

[4] Includes 1 assembler of farm products; 3 commission buyers; 4 cooperative marketing associations; 2 cooperative sales agencies; and 2 country grain elevators (independent).

[5] Includes 1 beer, wines, and liquors; 1 clothing and furnishings; 1 drugs and drug sundries (specialty lines); 1 dry goods (specialty lines); 1 hardware; 5 metals and metal work (except scrap); 1 petroleum and its products; 6 plumbing and heating equipment and supplies; and 5 all other products.

[6] Includes 1 amusement and sporting goods; 1 automotive; 2 beer, wines, and liquors; 2 farm products—consumer goods; 3 groceries and foods (specialty lines); 3 plumbing and heating equipment and supplies; 1 tobacco and products (except leaf); and 3 all other products.

[7] Includes 2 chemicals and paints; 2 coal and coke; 3 farm supplies; 1 jewelry; 1 petroleum and its products; 1 tobacco and products (except leaf); 2 waste materials; 2 books, periodicals, and newspapers; 1 leather goods; 2 textiles and materials (other than dry goods); and 10 miscellaneous kinds of business.

TABLE 1.—SALES, EXPENSES, PERSONNEL, PAY ROLL AND STOCKS

TYPES OF OPERATION BY KINDS OF BUSINESS

MINNEAPOLIS AND ST. PAUL (combined)

TYPE OF OPERATION / KIND OF BUSINESS	NUMBER OF ESTABLISHMENTS	SALES (add 000)	OPERATING EXPENSES (including pay roll) Amount (add 000)	OPERATING EXPENSES Percent of sales	Active proprietors of unincorporated businesses	Number of employees* (full-time and part-time) Average for year	PAY ROLL* Total (add 000)	PAY ROLL* Full-time (add 000)	PAY ROLL* Part-time (add 000)	Stocks on hand, end of year, at cost (add 000)
MINNEAPOLIS and ST. PAUL, TOTALS, 1939	1,995	$941,390	$91,607	9.7	1,162	24,154	$43,571	$42,990	$581	$95,677
1935 [1]	1,655	788,585	73,958	9.4	[1]870	[1]21,195	[1]35,330	[1]34,753	[1]577	89,958
1929 [2]	1,503	1,019,540	92,561	9.1	---	25,248	44,338	---	---	113,410
TYPES OF OPERATION										
SERVICE AND LIMITED-FUNCTION WHOLESALERS	1,179	502,701	57,719	11.5	765	16,448	28,573	28,209	364	79,678
Wholesale merchants	1,039	401,032	45,469	11.3	670	12,724	22,024	21,704	320	68,479
Voluntary group wholesalers	10	27,132	3,737	13.8	3	1,514	2,131	2,108	23	4,430
Importers	4	2,146	49	2.3	2	8	18	18	---	72
Industrial distributors	18	20,166	4,032	20.0	4	1,477	2,528	2,518	10	4,337
Cash-and-carry wholesalers	15	4,118	174	4.2	9	60	84	82	2	322
Drop shippers or desk jobbers	21	26,966	2,577	9.6	12	276	780	777	3	4
Wagon distributors	63	1,879	102	5.4	65	19	29	29	---	18
All other [3]	9	19,262	1,579	8.2	---	570	979	973	6	2,016
MANUFACTURERS' SALES BRANCHES (With stocks)	237	130,286	19,270	14.8	---	4,867	9,110	8,984	126	10,695
MANUFACTURERS' SALES OFFICES (Without stocks)	76	59,917	4,803	8.0	---	705	1,805	1,803	2	---
PETROLEUM BULK STATIONS AND TERMINALS **	50	29,508	3,500	11.9	11	810	1,517	1,502	15	2,111
Independent	20	5,680	657	11.6	8	153	334	331	3	378
Salary stations	25	18,829	2,393	12.7	---	510	941	937	4	1,280
All other [4]	5	4,999	450	9.0	3	147	242	234	8	453
AGENTS AND BROKERS	433	194,048	4,708	2.4	374	1,040	2,158	2,095	63	1,849
Brokers (merchandise)	111	63,927	1,155	1.8	64	232	520	510	10	692
Commission merchants	34	91,962	1,684	1.8	9	366	907	903	4	322
Manufacturers' agents (with stocks)	50	5,040	528	10.5	47	159	288	285	3	179
Manufacturers' agents (without stocks)	219	23,575	875	3.7	223	186	279	235	44	---
Selling agents	15	8,443	436	5.2	9	84	149	149	---	656
All other [5]	4	1,101	30	2.7	2	13	15	13	2	---
ASSEMBLERS (Mainly farm products)	20	24,930	1,607	6.4	12	284	408	397	11	1,344
KINDS OF BUSINESS	SERVICE AND LIMITED-FUNCTION WHOLESALERS									
SERVICE AND LIMITED-FUNCTION WHOLESALERS	1,179	502,701	57,719	11.5	765	16,448	28,573	28,209	364	79,678
Amusement and sporting goods	17	1,006	283	28.1	5	81	136	132	4	87
Motion picture equipment and supplies (except films)	4	335	70	20.9	---	19	34	31	3	41
Motion picture film exchanges	6	327	143	43.7	1	41	72	72	---	2
Toys, novelties, and fireworks	3	88	18	20.5	3	5	10	10	---	1
All other	4	256	52	20.3	1	16	20	19	1	43
Automotive	82	48,242	4,367	9.1	58	1,414	2,329	2,301	28	3,147
Automobiles (new and used)	10	34,398	1,320	3.8	2	392	735	735	---	970
Trucks and tractors	3	2,477	360	14.5	---	113	171	155	16	227
Automotive accessories and equipment	35	8,881	2,003	22.6	30	863	1,062	1,052	10	1,414
Automotive parts	31	2,418	663	27.4	24	236	348	346	2	531
Tires and tubes	3	68	21	30.9	2	10	13	13	---	5
Beer, wines, and liquors	26	17,291	1,744	10.1	16	434	794	785	9	1,936
Beer and ale	14	2,177	210	9.6	18	81	111	109	2	77
Wines and liquors	12	15,114	1,534	10.1	---	353	683	676	7	1,859
Chemicals and paints	35	2,369	668	28.2	20	189	378	375	3	296
Industrial chemicals	4	659	166	25.2	2	44	110	110	---	56
Paints and varnishes	9	579	149	25.7	4	47	78	78	---	81
Paints with glass and/or wallpaper	12	703	196	27.9	4	55	98	97	1	134
All other	10	428	157	36.7	6	43	92	90	2	25
Clothing and furnishings	53	7,472	956	12.8	56	283	434	425	9	801
Men's and boys'	14	2,298	299	13.0	15	71	121	114	7	340
Women's and children's	13	2,258	219	9.7	16	71	112	111	1	83
Furs, dressed, and fur clothing	8	860	130	15.1	6	35	65	65	---	56
Shoes and other footwear	7	1,209	139	11.5	5	43	58	58	---	249
All other	11	847	169	20.0	14	63	78	77	1	73
Coal and coke	18	22,281	3,348	15.0	5	730	1,197	1,191	6	8,240
Drugs and drug sundries (specialty lines)	30	1,514	299	19.7	11	145	166	159	7	196
Proprietary medicines	9	665	138	20.8	3	68	82	79	3	61
Toiletries	11	339	107	31.6	5	53	59	55	4	45
Drug specialties and sundries	10	510	54	10.6	3	24	25	25	---	90
Dry goods (general line)	2	8,706	1,812	20.8	7	638	1,059	1,054	5	2,078
Dry goods (specialty lines)	11									
Electrical goods	52	19,788	2,780	14.0	36	831	1,522	1,520	2	1,821
Electrical merchandise (general line)	9	9,215	1,127	12.2	---	311	668	668	---	673
Apparatus and equipment	7	880	155	18.0	11	54	87	87	---	103
Wiring supplies and construction materials	4	3,249	353	10.9	5	98	200	200	---	265
Radios and equipment	14	4,106	773	18.8	13	272	380	378	2	493
All other	13	2,358	372	15.8	7	96	187	187	---	287
Farm products—raw materials	48	133,947	6,689	5.0	19	883	1,670	1,646	24	34,477
Grains	31	130,971	6,447	4.9	3	809	1,572	1,554	18	34,305
Hides, skins, and raw furs	11	971	121	12.5	11	34	48	47	1	126
Wool and mohair	3	1,807	92	5.1	3	35	42	37	5	37
All other	3	198	29	14.6	2	5	8	8	---	4

For footnotes, see end of table.

TABLE 1.—SALES, EXPENSES, PERSONNEL, PAY ROLL AND STOCKS

MINNEAPOLIS AND ST. PAUL (combined)

TYPE OF OPERATION KIND OF BUSINESS	NUMBER OF ESTABLISHMENTS	SALES (add 000)	OPERATING EXPENSE Amount	OPERATING EXPENSE [illegible]	[illegible] Average for [illegible]	PAY ROLL [illegible]	PAY ROLL Full-time (add 000)	PAY ROLL [illegible]	[illegible] (add 000)
MINNEAPOLIS and ST. PAUL—Con.	SERVICE AND LIMITED-FUNCTION WHOLESALERS—Con.								
KINDS OF BUSINESS									
SERVICE AND LIMITED-FUNCTION WHOLESALERS—Con.									
Farm products--consumer goods	103	$24,111	$2,596	10.3	83	914	$1,442	$1,3[illegible]	$69	$548
Dairy products	8	1,453	481	31.7	6	147	273	273	---	45
Dairy and poultry products	5	1,896	172	9.1	1	64	87	87	---	47
Poultry and poultry products	16	1,582	194	12.3	17	75	91	86	5	87
Fruits and vegetables (fresh)	67	17,879	1,727	9.7	54	617	968	911	57	364
Fresh fruits only	7	2,301	42	1.8	5	11	23	23	---	9
Furniture and house furnishings	21	3,280	593	18.1	7	178	336	334	2	846
Floor coverings	4	2,049	326	15.9	---	21	142	142	---	372
Furniture (household)	6	531	96	18.1	1	28	56	55	1	95
All other	11	700	171	24.4	6	59	88	87	1	179
Groceries (general line)	30	38,093	3,763	9.9	9	1,263	2,149	2,119	30	5,398
Not sponsoring cooperative or voluntary groups	13	9,989	791	7.9	6	264	455	445	8	1,400
Voluntary group wholesalers	8	19,259	2,469	12.8	3	826	1,423	1,406	17	3,182
All other	9	8,845	503	5.7	---	173	273	268	5	816
Groceries and foods (specialty lines	110	16,840	2,929	17.7	85	735	1,133	1,089	44	1,219
Canned foods	3	440	108	24.5	---	41	57	53	4	44
Coffee, tea, and spices	6	2,151	381	17.9	5	35	76	75	1	121
Coffee roasting and spice grinding	7	3,189	879	27.6	1	216	324	318	6	427
Confectionery	16	535	46	8.6	14	18	19	17	2	14
Fish and sea foods	15	1,404	295	21.0	9	126	167	146	21	173
Meats and provisions	21	2,685	259	9.6	24	83	134	131	3	45
All other	42	6,156	961	15.6	32	217	357	349	8	411
Hardware	17	20,248	3,767	18.6	3	1,452	2,384	2,370	14	4,340
General line (with industrial department)	5	18,991	3,457	18.2	---	1,336	2,206	2,198	8	4,061
General line (without industrial department)	4	366	84	23.0	---	35	52	51	1	98
Specialty lines	8	891	226	25.4	3	81	126	121	5	181
Jewelry	19	1,771	329	18.6	16	69	147	143	4	521
Jewelry (general line)	4	959	195	20.3	2	57	103	102	1	312
All other	15	812	134	16.5	14	32	44	41	3	219
Lumber and construction materials	42	30,435	3,442	11.3	20	596	1,400	1,390	10	1,080
Lumber	15	20,762	2,074	10.0	7	224	627	624	3	238
Millwork	4	960	263	27.4	---	89	176	176	---	113
All other	23	8,713	1,112	12.8	13	283	597	590	7	729
Machinery--equipment--supplies	155	23,413	4,858	20.7	94	1,522	2,766	2,730	33	3,054
Commercial equipment and supplies:										
Office machines and equipment	4	122	41	33.6	3	21	36	36	---	12
Restaurant and hotel supply houses	7	1,122	259	23.1	4	77	146	143	2	163
Store fixtures and equipment	5	237	73	30.8	3	23	31	28	3	47
All other	19	1,910	334	17.5	16	99	180	177	3	158
Farm and dairy:										
Dairy equipment	6	1,338	271	20.3	2	72	160	159	1	121
All other	10	1,891	239	12.6	4	98	144	141	3	366
Industrial machinery, equipment, and supplies:										
Belting, hose, and packing	3	1,047	198	18.9	---	75	126	125	1	190
Construction (except road building	3	355	66	18.6	2	18	40	40	---	56
Road building	6	2,544	519	20.4	2	117	275	274	1	221
Mine and mill supplies	7	522	99	19.0	7	31	49	48	1	92
Power plant and power transmission	3	437	98	22.4	---	33	63	62	1	49
Printing and lithographing (except paper	4	216	71	32.9	3	34	47	46	1	13
Used machinery and equipment	3	201	76	37.8	1	25	51	51	---	159
All other	25	4,328	718	16.6	17	211	474	466	8	462
Professional equipment and supplies:										
Dental supply houses	5	715	199	27.8	1	73	103	103	---	170
Surgical, medical, and hospital	10	1,692	469	27.7	7	141	289	288	1	396
All other	3	1,905	486	25.4	1	182	234	234	---	228
Service equipment and supplies:										
Barber and beauty supply houses	12	635	214	33.7	9	65	98	97	1	111
Laundry and dry cleaning	6	435	94	21.5	2	29	55	77	1	44
All other	14	780	209	26.8	10	74	102	97	1	188
Transportation equipment and supplies:										
Marine	3	958	123	12.8	---	44	67	67	---	28
Paper and its products	45	10,947	2,177	19.9	15	666	1,348	1,346	2	1,782
Wrapping or coarse paper and products	26	7,175	1,435	20.0	8	438	885	880	5	1,153
Printing and writing papers	7	3,262	558	17.2	---	170	338	336	1	564
All other	12	516	184	35.7	7	57	96	94	2	66
Petroleum and its products	15	10,750	1,[illegible]	9.3	6	[illegible]	507	505	2	712
Plumbing and heating equipment and supplies	32	7,636	1,477	19.3	21	475	[illegible]	[illegible]	7	[illegible]
Plumbing and heating (general line	22	6,530	1,105	17.5	2	347	692	692	---	1,043
Heating (including stoves and ranges	7	427	150	35.9	6	68	94	92	2	184
Plumbing fixtures, equipment, and supplies	6	423	90	21.3	5	34	57	56	1	81
All other	7	476	132	27.7	8	42	75	74	1	41
Tobacco and products (except leaf	52	11,644	346	3.[illegible]	47	[illegible]	[illegible]	[illegible]	2	364

For footnotes, see end of table.

TABLE 1.—SALES, EXPENSES, PERSONNEL, PAY ROLL AND STOCKS

MINNEAPOLIS AND ST. PAUL (combined) — Types of Operation by Kinds of Business—Continued

Type of Operation / Kind of Business	Number of establishments	Sales	Operating expenses		Average number of proprietors, partners, active officers	Number of employees (full time and part time) during week of Nov. 15	Pay roll			Stocks on hand, end of year, at cost
			Amount	Percent of sales			Total	Full time	Part time	
		(dollars)	(dollars)				(dollars)	(dollars)	(dollars)	(dollars)
MINNEAPOLIS and ST. PAUL—Con.										
SERVICE AND LIMITED-FUNCTION WHOLESALERS—Con.										
KINDS OF BUSINESS										
SERVICE AND LIMITED-FUNCTION WHOLESALERS—Con.										
Waste materials	72	$2,511	$392	16.8	78	299	$316	$291	$25	$505
Iron and steel scrap	12	820	182	22.2	11	75	83	78	5	93
Junk and scrap (general line)	36	898	109	12.1	40	76	64	52	12	157
Waste paper, rags, and rubber	11	846	155	18.3	11	83	96	94	2	100
Non-ferrous metals	3	536	77	14.3	4	31	36	36	—	97
All other	10	409	69	16.9	12	34	35	29	6	58
All other products	52	36,704	6,896	18.8	46	2,221	3,895	3,871	24	5,167
Books, periodicals, and newspapers	6	917	198	21.6	4	82	119	119	—	33
Flowers and nursery stock	8	962	229	23.0	4	36	66	66	—	32
Forest products (except lumber)	14	1,165	252	21.3	12	30	45	42	3	136
General merchandise	4	7,642	1,323	16.9	5	501	711	705	6	1,467
Leather and shoe findings	7	447	115	25.7	2	32	58	57	1	151
Leather goods	4	965	143	14.8	2	64	106	106	—	132
Optical goods	10	1,267	481	38.0	2	183	294	294	—	142
Textiles and materials other than dry goods	7	520	134	25.8	8	41	66	66	—	60
Miscellaneous kinds of business [6]	34	23,006	4,124	17.9	7	1,253	2,430	2,416	14	3,034
MANUFACTURERS' SALES BRANCHES (With stocks)										
KINDS OF BUSINESS										
MANUFACTURERS' SALES BRANCHES (With stocks)	237	130,286	19,270	14.8	—	4,867	9,110	8,984	126	10,695
Amusement and sporting goods	12	6,245	1,157	18.5	—	406	695	662	33	274
Automotive	19	8,034	1,698	21.1	—	420	860	853	7	1,436
Trucks and tractors	5	2,211	396	17.9	—	134	264	264	—	417
Tires and tubes	6	4,601	1,006	21.9	—	238	513	509	4	830
All other	8	1,222	296	24.2	—	48	83	80	3	189
Clothing and furnishings	8	2,251	294	13.1	—	82	145	145	—	312
Shoes and other footwear	4	1,166	225	19.3	—	56	95	95	—	159
All other	4	1,085	69	6.4	—	26	50	50	—	153
Drugs and drug sundries (specialty lines)	5	1,564	365	23.3	—	76	155	154	1	140
Proprietary medicines	5	1,564	365	23.3	—	76	155	154	1	140
Furniture and house furnishings	11	3,436	455	13.2	—	112	226	224	2	220
Groceries and foods (specialty lines)	37	48,448	6,072	12.5	—	1,089	2,032	1,997	35	871
Canned foods	4	2,962	405	13.7	—	106	197	195	2	129
Meats and provisions	16	16,954	1,088	6.4	—	366	661	645	16	324
All other	17	28,532	4,579	16.0	—	617	1,174	1,157	17	418
Lumber and construction materials	5	1,992	388	19.5	—	155	301	298	3	256
Machinery—equipment—supplies	71	25,953	4,471	17.2	—	1,396	2,583	2,555	28	4,406
Commercial equipment and supplies:										
Office machines and equipment	14	1,910	831	43.5	—	265	525	525	—	343
All other	7	1,086	271	25.0	—	109	194	191	3	35
Farm and dairy:										
Farm machinery and equipment	9	14,020	1,862	13.3	—	548	990	969	21	3,063
All other	5	2,830	447	15.8	—	126	239	239	—	346
Industrial machinery, equipment, and supplies:										
Power plant and power transmission	4	1,653	220	13.3	—	96	147	147	—	121
Printing and lithographing (except paper)	4	395	103	26.1	—	30	60	60	—	43
All other	10	1,645	275	16.7	—	83	158	154	4	183
Professional equipment and supplies:										
Surgical, medical, and hospital	7	1,163	166	14.3	—	44	97	97	—	67
All other	4	481	125	26.0	—	45	66	68	—	111
Service equipment and supplies	7	770	170	22.1	—	50	105	105	—	94
Metals and metal work (except scrap)	7	2,374	402	16.9	—	114	193	193	—	601
Paper and its products	9	586	129	21.9	—	57	90	90	—	75
All other [7]	53	29,403	3,840	13.1	—	980	1,830	1,813	17	2,104
MANUFACTURERS' SALES OFFICES (Without stocks)										
KINDS OF BUSINESS										
MANUFACTURERS' SALES OFFICES (Without stocks)	76	59,917	4,803	8.0	—	705	1,805	1,803	2	—
Furniture and house furnishings	4	2,308	416	18.0	—	46	148	148	—	—
Groceries and foods (specialty lines)	5	5,280	1,303	24.7	—	98	233	233	—	—
Machinery—equipment—supplies	21	6,793	308	4.5	—	78	182	181	1	—
Industrial machinery, equipment, and supplies	14	5,744	240	4.2	—	55	144	144	—	—
All other	7	1,049	68	6.5	—	23	38	37	1	—
Metals and metal work (except scrap)	9	17,037	357	2.1	—	81	193	193	—	—
Iron and steel finished products (N. E. C.)	4	2,175	104	4.8	—	33	49	49	—	—
All other	5	14,862	253	1.7	—	48	144	144	—	—
Paper and its products	6	955	129	13.5	—	12	51	51	—	—
All other [8]	31	27,544	2,290	8.3	—	390	998	997	1	—

For footnotes, see end of table.

TABLE 1. SALES, EXPENSES, PERSONNEL, PAY ROLL AND STOCKS

[illegible]

MINNEAPOLIS AND ST. PAUL (combined)

[illegible] OF OPERATION AND KIND OF BUSINESS	NUMBER OF ESTABLISHMENTS	ALL [illegible] (add 000)	OPERATING EXPENSES	[illegible]	[illegible]	[illegible]	[illegible]	[illegible]	[illegible]	[illegible]
MINNEAPOLIS and ST. PAUL—Con.										
Petroleum and its products	50	[illegible]	[illegible]	[illegible]	14	810	[illegible]	[illegible]	[illegible]	[illegible]
KINDS OF BUSINESS										
[illegible]	434	124,642	4,708	2.4	374	[illegible]	[illegible]	[illegible]	[illegible]	[illegible]
Amusement and sporting goods	4	482	11	[illegible]	9	1	[illegible]	[illegible]	[illegible]	[illegible]
Automotive	12	[illegible]	73	5.0	17	17	[illegible]	[illegible]	1	[illegible]
Automotive [illegible] and equipment	9	1,243	62	5.0	10	[illegible]	[illegible]	[illegible]	[illegible]	17
All other	3	212	11	5.2	[illegible]	[illegible]			---	[illegible]
Beer, wines, and liquor	4	904	10	1.1	[illegible]	---	---	---	---	---
Wines and liquors	4	904	10	1.1	[illegible]	---	-	---	---	---
Chemicals and paints	10	481	39	8.1	[illegible]	[illegible]	15	14	[illegible]	[illegible]
Paints and varnishes	5	243	21	8.8	4	4	[illegible]	[illegible]	1	[illegible]
All other	5	238	18	7.[illegible]	5	[illegible]	[illegible]	[illegible]	-	2
Clothing and furnishings	14	1,434	66	3.8	18	11	[illegible]	12		---
Men's and boys'	6	452	22	4.9	5	[illegible]	2	2	---	---
Women's and children's	5	276	11	4.0	5	-	[illegible]	[illegible]	---	---
All other	3	1,107	33	2.9	[illegible]	7	[illegible]	9		-
Coal and coke	6	3,964	339	8.5	---	94	107	107	---	86
Dry goods (specialty)	20	5,719	134	2.3	17	29	68	[illegible]	---	2
Notions	3	1,252	52	4.2	2	18	[illegible]	21	---	---
Piece goods:										
Cotton	3	454	5	1.1	2	1	3	3	---	---
Woolen and worsted	6	3,077	63	2.0	5	10	44	44	---	[illegible]
Other	5	612	10	1.6	5	---	---	---	---	---
All other	3	324	4	[illegible]	3	---	---	---	---	-
Electrical goods	26	4,228	190	4.5	21	30	54	48	[illegible]	8
Apparatus and equipment	6	1,047	49	4.7	6	4	7	[illegible]	---	[illegible]
Wiring supplies and construction materials	7	1,791	87	4.9	6	19	22	22	---	---
Radios and equipment	3	79	4	5.1	2	2	1	1	---	2
All other	10	1,311	52	4.0	9	14	24	16	6	6
Farm products--raw materials	32	90,194	1,678	1.9	5	379	944	939	5	967
Farm products--consumer goods	20	9,347	293	3.1	14	51	118	118	3	2
Fruits and vegetables (fresh)	13	7,203	209	2.9	11	30	[illegible]	[illegible]	---	1
Fresh fruits only	4	1,959	70	3.6	1	17	35	33	2	---
All other	3	185	14	7.6	2	4	6	7	-	1
Farm supplies	12	9,572	173	1.8	11	15	31	29	3	7
Furniture and house furnishings	23	2,096	67	3.2	24	15	23	22	---	2
Groceries and foods (specialty lines)	64	44,795	603	1.3	55	139	302	297	5	2[illegible]
Canned foods	13	2,466	41	1.7	14	10	11	11	- -	1[illegible]
Coffee, tea, and spices	4	1,[illegible]	17	.9	4	4	7	7	---	---
Confectionery	5	1,324	37	2.8	5	6	12	11	1	---
Flour	6	1,[illegible]	25	1.8	6	4	5	5	---	2
All other	36	37,865	483	1.3	26	113	262	264	4	[illegible]
Hardware	8	1,129	24	2.1	8	5	5	5	---	---
Lumber and construction materials	26	2,533	124	4.9	22	26	32	32	1	[illegible]
Lumber	10	1,[illegible]	69	4.3	9	11	15	14	1	[illegible]
All other	16	944	55	5.8	13	15	16	18	---	1
Machinery—equipment—supplies	78	5,607	493	8.8	78	159	232	222	10	11
Commercial equipment and supplies:										
Office machines and equipment	10	411	130	31.6	8	47	12	12	1	4
Store machines	3	91	5	5.5	4	1	(9)	---	---	---
Store fixtures and equipment	3	100	17	17.0	2	6	9	9	---	3
All other	3	562	63	11.2	3	19	23	22	1	2[illegible]
Industrial machinery, equipment, and supplies:										
Machine tools	3	417	9	2.2	3	4	4	4	---	2
Power plant and power transmission	3	476	20	4.2	3	3	3	3	---	---
All other	34	1,730	135	7.8	36	44	47	42	[illegible]	[illegible]
Service equipment and supplies	8	198	14	7.1	8	3	3	2	1	---
Transportation equipment and supplies:										
Railroad	7	1,299	57	4.4	8	11	22	22	---	---
All other	4	321	43	13.4	3	17	19	17	2	1
Metals and metal work (except scrap)	17	3,[illegible]	86	[illegible]	16	[illegible]	35	[illegible]	2	3
Building metal work	4	329	16	4.9	5	6	3	3	---	2
Iron and steel finished products (N. E. C.)	5	1,387	28	2.0	5	5	13	11	2	1
All other	8	1,492	36	2.4	8	7	14	14	---	---
Paper and its products	9	971	24	2.5	9	8	8	8	---	2
Petroleum and its products	5	1,554	71	4.6	2	13	36	36	---	---

For footnotes, see end of table.

TABLE 1.—SALES, EXPENSES, PERSONNEL, PAY ROLL AND STOCKS

MINNEAPOLIS AND ST. PAUL (combined)

KIND OF BUSINESS	NUMBER OF ESTABLISHMENTS	SALES (add 000)	OPERATING EXPENSES Amount (add 000)	OPERATING EXPENSES Percent of sales	Active proprietors of unincorporated businesses	Number of employees (full-time and part-time) Average for year	PAY ROLL Full-time (add 000)	PAY ROLL Part-time (add 000)	Stocks on hand, end of year, at cost (add 000)
MINNEAPOLIS and ST. PAUL—Con.	AGENTS AND BROKERS—Con.								
KINDS OF BUSINESS									
AGENTS AND BROKERS—Con.									
Plumbing and heating equipment and supplies	52	$1,282	$196	7.0	19	31	$88	$87	$1	$12
Heating appliances, stoves and furnaces	17	1,144	99	8.0	10	19	60	60	---	11
Plumbing fixtures, equipment, and supplies	4	255	6	2.4	4	1	1	1	---	1
All other	7	793	55	6.9	5	11	27	26	1	---
All other products	17	1,780	55	3.2	17	31	30	5	25	13
Textiles and materials for textiles, in general	3	46	5	1.2	4	---	---	---	--	—
Miscellaneous kinds of business	14	1,466	52	3.5	13	31	30	5	25	13

* Employees and pay roll include full-time proprietors of corporations but not the number and compensation of proprietors of unincorporated businesses.

** Sales include taxes. Expenses as shown for commission stations represent commissions only.

1 Data for 1935 exclude performance and pay roll of 1 commission bulk station.

2 Includes 2 chain-store warehouses in St. Paul not classified as wholesale establishments in 1935 and 1939.

3 Includes 1 converter (textiles); and 1 producer-cooperative warehouses.

4 Including 2 commission stations; 1 cooperative bulk station; and 2 distributing terminals.

5 Includes 1 auction companies; 1 import agent; and 1 other agent.

6 Includes 5 drugs (general lines); 14 farm supplies; 1 metals and metal work (except scrap); and 7 miscellaneous kinds of business.

7 Includes 1 beer, wines, and liquors; 12 chemicals and paints; 2 dry goods (specialty lines); 10 electrical goods; 3 farm products--consumer goods; 1 hardware; 1 petroleum and its products; 14 plumbing and heating equipment and supplies; 1 tobacco and products (except leaf); and 4 all other products.

8 Includes 1 amusement and sporting goods; 3 beer, wines, and liquors; 2 chemicals and paints; 1 clothing and furnishings; 1 drugs and drug sundries (specialty lines); 2 dry goods (specialty lines); 3 electrical goods; 1 hardware; 11 lumber and construction materials; 2 plumbing and heating equipment and supplies; 2 tobacco and products (except leaf); and 2 all other products.

* Less than $1,000.

10 Includes 1 drugs and drug sundries (specialty lines); 1 jewelry; 2 waste materials; 1 leather and shoe findings; 1 leather goods; and 9 miscellaneous kinds of business.

TABLE 1.—SALES, EXPENSES, PERSONNEL, PAY ROLL AND STOCKS

NEWARK

TYPE OF OPERATION KIND OF BUSINESS	NUMBER OF ESTABLISHMENTS	SALES	OPERATING EXPENSES		[illegible]	[illegible]	[illegible]	[illegible]	[illegible]	[illegible]
			Amount	Percent				(add 000)		
NEWARK, TOTALS, 1939	1,006	$397,832	$45,92[illegible]	11.5	501	13,000	$34,[illegible]	$24,099	[illegible]	[illegible]
1935	799	269,815	30,765	11.4	556	19,110	15,818	[illegible]	180	17,005
1929	838	348,968	39,391	11.3	—	9,277	20,197			[illegible]
TYPES OF OPERATION										
SERVICE AND LIMITED-FUNCTION WHOLESALERS	801	237,152	28,743	12.1	432	8,663	15,581	15,421	166	17,011
Wholesale merchants [2]	765	213,246	27,268	12.8	411	8,253	14,734	14,574	160	16,378
Importers	6	3,586	179	5.0	2	37	92	92	—	43
Industrial distributors	10	2,428	511	21.0	10	147	281	281	—	382
Cash-and-carry wholesalers	7	489	31	6.3	5	13	26	16	—	23
Drop shippers or desk jobbers	4	15,251	512	3.3	—	12	329	329	—	—
Wagon distributors	6	222	67	30.2	4	28	34	33	1	9
Retailer cooperative warehouses	3	1,825	175	9.6	—	21	98	98	—	197
MANUFACTURERS' SALES BRANCHES (With stocks)	93	85,367	12,323	12.8	—	2,402	5,910	5,889	21	7,318
MANUFACTURERS' SALES OFFICES (Without stocks)	23	17,402	582	3.3	—	159	414	414		
PETROLEUM BULK STATIONS [3]	16	23,613	2,472	10.5	3	760	1,526	1,492	36	1,206
Salary stations	10	21,428	2,259	10.5	—	700	1,414	1,378	36	1,111
All other [3]	6	2,185	213	9.7	3	60	114	114		95
AGENTS AND BROKERS	60	20,008	1,136	5.7	53	375	624	617	7	64
Brokers (merchandise)	6	2,597	60	2.3	6	18	29	27	2	—
Commission merchants	20	6,185	444	7.2	28	116	243	242	3	33
Manufacturers' agents (with stocks)	7	591	134	22.7	6	52	107	107	—	34
Manufacturers' agents (without stocks)	15	839	62	7.4	15	21	28	28	—	—
Selling agents	8	9,627	394	4.1	3	131	191	190	1	—
All other [4]	4	169	44	26.0	4	18	23	23	1	17
ASSEMBLERS (Mainly farm products)	13	3,870	570	15.5	13	141	271	266	5	36
KINDS OF BUSINESS										
SERVICE AND LIMITED-FUNCTION WHOLESALERS	801	237,152	28,743	12.1	432	8,663	15,581	15,421	166	17,011
Amusement and sporting goods	7	750	174	23.2	7	41	72	66	6	21
Automotive	46	32,045	2,369	7.4	18	769	1,185	1,180	5	1,018
Beer, wines, and liquors	28	21,976	2,156	9.8	10	229	1,175	1,172	3	2,059
Beer and ale	11	1,753	281	16.0	5	80	128	127	1	30
Wines and liquors	17	20,223	1,877	9.3	5	149	1,047	1,045	2	2,029
Chemicals and paints	21	4,550	786	17.3	9	216	445	440	5	431
Industrial chemicals	4	2,802	459	16.4	2	112	255	255	—	283
Paints and varnishes	11	871	176	20.2	4	51	90	85	5	144
All other	6	877	151	17.2	3	53	100	100	—	54
Clothing and furnishings	3	460	88	19.1	1	32	35	34	1	83
Coal and coke	8	1,220	122	10.0	2	40	63	61	2	71
Drugs (general line)	3	8,420	1,798	21.4	1	460	818	816	2	1,145
Drugs and drug sundries (specialty lines)	14									
Dry goods (general line)	1	1,100	148	13.5	9	36	71	71		148
Dry goods (specialty lines)	11									
Electrical goods	35	13,957	2,330	16.7	10	603	1,320	1,317	3	1,264
Electrical merchandise (general line)	4	4,374	485	11.1	—	152	310	308	2	287
Wiring supplies and construction materials	12	1,155	209	18.1	3	21	103	103	—	267
Radios and equipment	7	4,102	705	17.2	5	151	392	392	—	387
All other	12	4,326	931	21.5	2	239	515	514	1	324
Farm products—consumer goods	117	33,819	2,960	8.8	95	882	1,679	1,656	23	817
Dairy products	11	4,340	550	12.7	2	168	352	32	2	86
Dairy and poultry products	12	7,999	733	9.2	8	239	509	508	1	352
Poultry and poultry products	9	3,838	167	4.4	7	66	85	71	14	17
Fruits and vegetables (fresh)	69	13,540	1,224	9.0	61	313	611	610	6	128
Fresh fruits only	18	4,080	288	7.0	17	76	147	147	—	32
Furniture and house furnishings	12	1,948	289	14.8	10	78	170	15	2	323
Floor coverings	5	1,237	162	13.1	3	31	5	5	—	196
All other	7	709	127	17.9	—	47	65	64	2	127
Groceries (general line)	7	7,384	690	9.3	1	174	416	416		837
Groceries and foods (specialty lines)	127	19,201	2,345	12.2	59	730	1,179	1,120	15	903
Canned foods	6	600	81	13.5	3	21	30	30	—	94
Coffee, tea, and spices	6	244	50	20.5	4	24	28	28	—	8
Confectionery	13	2,546	395	15.5	10	145	192	192	2	126
Fish and sea foods	8	738	132	17.9	2	45	71	69	2	1
Meats and provisions	29	8,906	836	9.4	13	189	354	352	2	126
All other	47	6,540	856	13.1	27	306	455	445	10	499
Hardware	11	3,292	574	17.3	1	140	276	276	—	664
General line (without industrial department)	5	2,446	383	15.7	1	106	192	192	—	522
All other	6	846	191	22.9	7	33	84	84	—	142
Jewelry	10	264	271	23.9	3	53	97	97	—	246

For footnotes, see end of table.

TABLE 1.—SALES, EXPENSES, PERSONNEL, PAY ROLL AND STOCKS

TYPES OF OPERATION BY KINDS OF BUSINESS—Continued

NEWARK

TYPE OF OPERATION / KIND OF BUSINESS	NUMBER OF ESTABLISHMENTS	SALES (add 000)	OPERATING EXPENSES (including pay roll) Amount (add 000)	OPERATING EXPENSES Percent of sales	Active proprietors of unincorporated businesses	Number of employees* (full-time and part-time) Average for year	PAY ROLL* Total (add 000)	PAY ROLL* Full-time (add 000)	PAY ROLL* Part-time (add 000)	Stocks on hand, end of year, at cost (add 000)
NEWARK—Con.										
TYPE OF BUSINESS										
SERVICE AND LIMITED-FUNCTION WHOLESALERS—Con.										
Lumber and construction materials	28	324,625	$2,247	9.1	11	670	1,3[illegible]	1,292	$25	$1,664
Lumber	9	18,150	1,007	5.5	1	[illegible]	[illegible]	281	12	4[illegible]
Millwork	[illegible]	[illegible]	[illegible]	24.5	1	75	141	141	---	1[illegible]
Brick, tile, and terra cotta	4	[illegible]	113	19.7	---	1[illegible]	58	53	---	54
Glass	5	4[illegible]	141	[illegible]	---	57	108	108	---	84
All other	15	4,625	[illegible]	[illegible]	9	[illegible]	[illegible]	[illegible]	13	9[illegible]
Machinery—equipment—supplies	[illegible]	10,041	[illegible]	[illegible]	48	[illegible]	1,481	1,467	14	1,396
Industrial machinery, equipment, and supplies:										
Heating, plumbing, and cooking	4	[illegible]	114	[illegible]	--	[illegible]	[illegible]	[illegible]	---	45
Construction (except road) [illegible]	3	1[illegible]	[illegible]	[illegible]	---	21	57	49	8	44
Line and wall supplies	4	669	151	[illegible]	[illegible]	49	97	97	---	113
Power plant and power transmission	3	[illegible]	[illegible]	21.2	2	17	[illegible]	29	--	26
Used machinery and equipment	7	654	172	[illegible]	3	[illegible]	76	75	1	65
All other	29	2,514	[illegible]	21.2	21	165	309	307	2	122
Professional equipment and supplies:										
Surgical, medical, and hospital	4	370	104	28.1	1	37	68	67	1	63
All other	5	1,[illegible]	[illegible]	29.4	---	142	272	272	--	[illegible]
Service equipment and supplies:										
Barber and beauty supply houses	[illegible]	[illegible]	219	[illegible]	1	71	129	129	---	105
Upholsterers' supplies	[illegible]	[illegible]	48	23.0	4	18	41	41	---	[illegible]
All other	11	[illegible]	128	15.4	[illegible]	[illegible]	83	83	---	80
All other	19	1,714	387	[illegible]	8	148	244	242	2	146
Metals and metal work (except scrap)	23	7,860	1,506	19.9	9	408	880	877	3	1,060
Iron and steel products (flat)	8	2,939	[illegible]	21.1	---	151	[illegible]	159	---	490
Iron and steel finished products	8	[illegible]	287	26.1	7	81	102	102	---	95
All other	[illegible]	[illegible]	657	17.2	2	10[illegible]	559	556	3	475
Paper and its products	42	4,468	1,[illegible]	23.7	[illegible]	[illegible]	545	543	2	713
Wrapping or coarse paper and products	12	[illegible]	436	[illegible]	8	138	243	243	---	295
Printing and writing papers	10	1,163	[illegible]	23.4	---	67	140	140	---	238
Stationery and stationery supplies	15	766	171	[illegible]	7	70	93	91	2	182
Wallpaper	5	[illegible]	181	[illegible]	2	47	69	69	---	48
Petroleum and its products	[illegible]	[illegible]	[illegible]	16.7	1	133	[illegible]	[illegible]	---	110
Plumbing and heating equipment and supplies	[illegible]	3,928	[illegible]	17.2	1	[illegible]	386	[illegible]	[illegible]	751
Plumbing and heating (general line)	12	2,159	[illegible]	14.0	7	[illegible]	160	159	1	352
Plumbing fixtures, equipment, and supplies	11	1,106	166	15.0	3	51	98	97	1	258
All other	[illegible]	[illegible]	[illegible]	[illegible]	---	80	128	128	---	143
Tobacco and products (except leaf)	21	18,111	471	2.6	21	158	284	284	---	489
Waste materials	51	7,370	1,[illegible]	18.7	41	588	710	702	8	461
Iron and steel scrap	19	[illegible]	[illegible]	27.5	11	219	311	308	3	186
Junk and scrap (general line)	8	1,468	[illegible]	17.4	4	137	156	154	2	80
Waste paper, rags, and rubber	15	1,001	[illegible]	27.3	18	14[illegible]	132	131	1	48
Non-ferrous metals	4	2,198	123	5.6	3	37	66	65	1	123
All other	5	368	89	22.9	5	33	45	44	1	24
All other products	60	6,022	1,349	[illegible]	24	531	780	742	38	3[illegible]
Books, periodicals, and newspapers	3	3,144	678	21.6	---	260	404	268	36	1[illegible]
Flowers and nursery stock	7	758	119	15.7	2	41	70	69	1	9
Forest products (except lumber)	9	386	142	36.8	6	63	83	83	--	18
Leather and shoe findings	9	467	91	19.5	9	20	39	39	---	145
Optical goods	5	263	105	39.9	3	51	78	78	---	30
Textiles and materials (other than dry goods)	6	789	77	9.8	2	60	39	38	1	60
Miscellaneous kinds of business	11	815	137	16.8	2	36	67	67	---	26
MANUFACTURERS' SALES BRANCHES (With stocks)										
TYPE OF BUSINESS										
MANUFACTURERS' SALES BRANCHES (With stocks)	93	95,987	12,323	12.8	---	2,902	5,910	5,889	21	7,318
Automotive	15	10,[illegible]	1,412	13.8	---	409	848	846	2	1,127
Trucks and tractors	7	[illegible]	678	15.4	---	201	451	451	---	586
Tires and tubes	4	[illegible]	191	12.1	---	98	210	210	1	426
All other	4	2,649	348	13.1	--	110	186	185	1	115
Beer, wines, and liquors	4	1,977	586	29.[illegible]	--	[illegible]	216	216	---	2[illegible]
Groceries and foods (specialty lines)	15	[illegible]	3,399	12.8	---	659	1,[illegible]	1,311	8	504
Meats and provisions	5	[illegible]	992	6.5	---	276	343	343	---	373
All other	[illegible]	11,209	[illegible]	21.5	---	383	776	768	8	131
Machinery—equipment—supplies	[illegible]	5,417	[illegible]	24.1	--	469	903	900	3	416
Commercial equipment and supplies	9	[illegible]	[illegible]	28.4	--	[illegible]	603	601	2	196
Industrial machinery, equipment, and supplies	7	1,491	[illegible]	[illegible]	-	43	1[illegible]	1[illegible]	1	25
All other	6	[illegible]	[illegible]	[illegible]	-	97	171	171	---	1[illegible]
Metals and metal work (except scrap)	7	[illegible]	856	[illegible]	---	2[illegible]	543	543	---	1,574
Plumbing and heating equipment and supplies	6	[illegible]	[illegible]	10.3	---	111	[illegible]	226	1	277
All other	24	41,1[illegible]	[illegible]	10.5	---	873	1,860	1,853	7	3,300

TABLE 1.—SALES, EXPENSES, PERSONNEL, PAY ROLL AND STOCKS

TYPES OF OPERATION BY KINDS OF BUSINESS—Continued

NEWARK

TYPE OF OPERATION / KIND OF BUSINESS	NUMBER OF ESTABLISHMENTS	SALES (add 000)	OPERATING EXPENSES (including pay roll): Amount (add 000)	OPERATING EXPENSES (including pay roll): Percent of sales	Average number of proprietors and partners in active business	Number of employees[1] (full-time and part-time) Average for year	PAY ROLL[1]: Total (add 000)	PAY ROLL[1]: Full-time (add 000)	PAY ROLL[1]: Part-time (add 000)	Stocks on hand end of year[2] (add 000)
NEWARK—Con.	MANUFACTURERS' SALES OFFICES (Without stocks)									
KINDS OF BUSINESS										
MANUFACTURERS' SALES OFFICES (Without stocks)	23	$17,402	$582	3.3	- -	159	$414	$414	-	-
Machinery—equipment—supplies	13	2,319	319	13.8	-	87	219	219	-	-
Industrial machinery, equipment, and supplies	9	1,657	210	12.7	---	60	147	147	-	--
All other	4	662	109	16.5	---	27	72	72	-	--
All other [7]	10	15,083	263	1.7	-	72	195	195	-	-
Petroleum and its products	1	[illegible]	[illegible]	[illegible]	-	[illegible]	[illegible]	[illegible]	-	[illegible]
KINDS OF BUSINESS										
AGENTS AND BROKERS	9	[illegible]	1,138	5.7	3	[illegible]	624	[illegible]	7	[illegible]
Coal and coke	2	4,365	[illegible]	2.2	1	[illegible]	49	48	1	-
Farm products—consumer goods	13	[illegible]	361	5.8	2	111	[illegible]	198	2	[illegible]
Fruits and vegetables (fresh)	13	1,730	296	2.1	17	165	162	162	1	21
All other	5	1,498	71	4.7	6	28	37	[illegible]	1	2
Furniture and house furnishings	3	188	29	15.8	1	11	11	11	1	3
Groceries and foods (specialty lines)	4	[illegible],258	98	4.3	3	[illegible]	49	49	-	-
Machinery—equipment—supplies	12	1,943	172	16.5	6	59	128	128	-	[illegible]
Plumbing and heating equipment and supplies	4	323	15	5.0	2	5	5	5	-	-
Heating (including stoves and ranges)	4	323	15	5.0	2	5	5	-	-	-
All other [8]	16	5,636	369	6.5	11	187	180	179	1	[illegible]

[1] Employees and pay roll include part executives. [2] Corporations [illegible] partner and proprietors of unincorporated businesses [illegible] include taxes. [illegible] expenses. [illegible] stations represent commissions and [illegible].
[3] Data for 1939 exclude personnel and pay roll of a corporation sales office.
[4] Includes 1 voluntary group wholesaler, and 1 export merchants.
[5] Includes 4 independent milk stations; and 1 cooperative stations.
[6] Includes 3 auctioneers; and 1 export agent.
[7] Includes 1 farm products—raw materials; 1 farm supplies; 1 general merchandise; 1 paints; and 1 miscellaneous [illegible] supplies.
[8] Includes 1 chemicals and paints; 1 clothing and furnishings; 1 [illegible] and furnishings (specialty lines); 1 [illegible]; 1 [illegible]; 1 [illegible] and house furnishings; 1 hardware; 1 lumber and construction materials; 1 tobacco and products (except leaf); and 1 all other products.
[9] Includes 1 beer, wines, and liquors; 1 groceries and foods (specialty lines); 1 metals and metal work (except scrap); 1 paper and its products; 1 plumbing and heating equipment and supplies; 1 tobacco and products (except leaf); and 1 all other products.
[10] Includes 1 dry goods (specialty lines); 1 electrical goods; 1 hardware; 1 lumber and construction materials; 1 metals and metal work; 1 [illegible]; 1 paper and its products; 1 petroleum and its products; 1 waste materials; and 1 all other products.

TABLE 1.—SALES, EXPENSES, PERSONNEL, PAY ROLL AND STOCKS

TYPES OF OPERATION BY KINDS OF BUSINESS

NEW ORLEANS

TYPE OF OPERATION / KIND OF BUSINESS	NUMBER OF ESTABLISHMENTS	SALES (thousands omitted)	OPERATING EXPENSES (thousands omitted) Amount (add 000)	OPERATING EXPENSES Percent of sales	Average proprietors and unpaid partners active in business	Number of employees* (full-time and part-time) Average for year	PAY ROLL* Total (add 000)	PAY ROLL Full-time (add 000)	PAY ROLL Part-time (add 000)	Stocks on hand, end of year, at cost (add 000)
NEW ORLEANS, TOTALS, 1939	1,[illegible]22	$48[illegible],839	$42,929	9.2	556	14,464	$21,440	$20,853	$587	$44,965
1935 [3]	987	408,791	38,462	9.4	[a]496	[a]11,204	[a]16,419	[a]16,081	[a]338	41,745
1929 [1]	712	801,[illegible]81	46,097	5.7	283	10,079	18,646	---	---	40,384
TYPES OF OPERATION										
SERVICE AND LIMITED-FUNCTION WHOLESALERS	21[illegible]	164,8[illegible]	2[illegible],35[illegible]	1[illegible].5	[illegible]	[illegible]	14,044	13,602	442	22,118
Wholesale merchants	[illegible]	[illegible]	[illegible]	[illegible]	2[illegible]	1,5[illegible]	11,143	1,[illegible]	9	[illegible]
Export merchants	44	29,307	1,927	[illegible]	41	447	691	[illegible]	[illegible]	[illegible]
Industrial distributors	[illegible]	[illegible]	2,479	16.6	[illegible]	7[illegible]	[illegible]	1,394	[illegible]	[illegible]
Jobbers and agents	5	[illegible]	[illegible]	[illegible]	3	[illegible]	[illegible]	3	[illegible]	[illegible]
Wagon distributors	[illegible]	[illegible]	[illegible]	[illegible]	3	7	3	3	2	---
All other [2]	[illegible]	[illegible]	[illegible]	[illegible]	[illegible]	3,2[illegible]	[illegible]	[illegible]	[illegible]	[illegible]
MANUFACTURERS' SALES BRANCHES	[illegible]	[illegible]	[illegible]	12.5	[illegible]	2,736	4,945	4,9[illegible]	4[illegible]	3,091
MANUFACTURERS' ALL OFFICE	[illegible]	[illegible]	[illegible]	[illegible]	--	4[illegible]	756	679	77	[illegible]
PETROLEUM BULK STATIONS	[illegible]	[illegible]	1,147	[illegible]	[illegible]	290	407	466	1	62[illegible]
Independent bulk stations	[illegible]	[illegible]	[illegible]	[illegible]	[illegible]	[illegible]	[illegible]	53	--	113
Jobbery stations [3]	[illegible]	[illegible]	[illegible]	[illegible]	1	[illegible]	374	373	1	515
AGENTS AND BROKERS	[illegible]	[illegible]	[illegible]	[illegible]	[illegible]	5[illegible]	954	943	11	[illegible]
Brokers (merchandise)	[illegible]	[illegible]	4[illegible]	1.5	[illegible]	14[illegible]	[illegible]	251	1	199
Commission merchants	13	5,292	15[illegible]	[illegible]	14	56	87	82	5	1,571
Export agents	1[illegible]	[illegible]	137	1.[illegible]	7	3[illegible]	84	84	---	[illegible]
Import agents	3	552	50	9.1	2	1[illegible]	27	27	--	5
Manufacturers' agents (with stocks)	13	1,[illegible]	[illegible]	12.3	1	57	97	94	3	47
Manufacturers' agents (without stocks)	[illegible]	14,[illegible]	462	3.3	[illegible]	13[illegible]	211	209	2	---
Selling agents	1	11,581	476	4.1	[illegible]	[illegible]	169	169	---	171
All other [4]	4	[illegible]	42	13.0	---	2[illegible]	27	27	---	13
ASSEMBLERS (mainly farm products)	20	[illegible],484	973	1.8	18	345	574	564	10	13,368
KINDS OF BUSINESS										
SERVICE AND LIMITED-FUNCTION WHOLESALERS	21[illegible]	164,8[illegible]	2[illegible],35[illegible]	1[illegible].5	153	1[illegible],118	14,044	13,602	442	22,118
Amusement and sport [illegible]	[illegible]	[illegible]	1[illegible]	[illegible]	1	4[illegible]	6[illegible]	64	2	87
Automotive	[illegible]	[illegible],189	1,[illegible]	[illegible]	17	[illegible]	646	645	1	652
Automotive accessories and equipment	14	1,759	[illegible]	12.8	8	1[illegible]	132	132	---	338
Automotive parts	13	[illegible],997	7[illegible]	24.9	[illegible]	249	38[illegible]	379	1	415
Tires and tubes	5	356	112	[illegible]	3	37	47	47	---	43
All other	4	1,151	177	1[illegible].4	1	[illegible]	[illegible]	87	--	56
Beer, wines, and liquors	1[illegible]	6,829	[illegible]	12.7	1	329	435	423	12	1,101
Chemicals and paints	10	1,278	3[illegible]	24.2	7	1[illegible]	149	137	12	232
Paints and varnishes	6	25[illegible]	38[illegible]	14.9	[illegible]	15	16	15	1	12
Paints with glass and/or wallpaper	5	500	1[illegible]	27.0	---	49	63	53	10	146
All other	7	490	127	2[illegible].3	4	36	70	69	1	74
Clothing and furnishings	15	[illegible],415	55[illegible]	1[illegible].7	15	204	29[illegible]	290	---	492
Clothing and furnishings (general line)	5	[illegible]	15[illegible]	18.4	2	87	76	76	---	144
Men's and boys'	4	[illegible]	1[illegible]	15.0	2	35	85	85	---	90
Shoes and other footwear	5	1,475	21[illegible]	14.6	2	81	98	98	---	23[illegible]
All other	[illegible]	347	74	21.3	1	21	31	31	--	26
Coal and coke	7	1,212	168	14.9	1	87	105	96	9	75
Drugs (general line)	7	[illegible],477	9[illegible]	15.1	---	298	443	443	---	94[illegible]
Drugs and drug sundries (specialty lines)	[illegible]	1[illegible]	4[illegible]	26.4	3	26	27	[illegible]	1	14
Drug specialties and sundries	3	1[illegible]	3[illegible]	23.9	--	22	23	[illegible]	1	13
All other	5	3[illegible]	[illegible]	26.0	3	4	4	4	---	4
Dry goods (general line)	3	[illegible],946	653	17.1	--	215	4[illegible]	4[illegible]	--	941
Dry goods (specialty lines)	1[illegible]	[illegible],[illegible]	456	14.9	1[illegible]	105	161	161	---	46[illegible]
Hosiery and lingerie	2	1[illegible]	[illegible]	14.[illegible]	1	[illegible]	5	5	---	[illegible]
Notions	[illegible]	1[illegible]	[illegible]	21.[illegible]	[illegible]	1[illegible]	1[illegible]	19	---	32
Piece goods:										
Cotton	4	[illegible],124	276	13.[illegible]	5	47	[illegible]	97	---	336
All other	[illegible]	[illegible]	131	16.5	[illegible]	33	40	40	--	31
Electrical goods	19	[illegible],[illegible]	1,[illegible]	17.0	3	54[illegible]	[illegible]	8[illegible]	[illegible]	[illegible]
Electrical merchandise (general line)	5	4,409	774	17.[illegible]	--	[illegible]	4[illegible]	464	--	43[illegible]
Wiring supplies and construction materials	3	1,363	[illegible]	17.2	[illegible]	[illegible]	1[illegible]	133	---	33
Radios and equipment	5	1,167	[illegible]	14.5	2	[illegible]	1[illegible]	109	---	143
All other	[illegible]	[illegible]	[illegible]	14.5	1	[illegible]	1[illegible]	178	[illegible]	[illegible]
Farm products--raw materials	5[illegible]	[illegible],[illegible]	[illegible],[illegible]	[illegible]	4[illegible]	437	7[illegible]	73[illegible]	[illegible]	3,42[illegible]
Cotton	22	21,892	1,3[illegible]	6.1	29	763	586	[illegible]	16	[illegible],715
Grains	5	[illegible],[illegible]	[illegible]	[illegible]	1	51	[illegible]	66	2	196
Hides, skins, and raw furs	11	3,547	[illegible]	7.[illegible]	1[illegible]	51	1[illegible]	9	10	503
All other	[illegible]	798	[illegible]	12.[illegible]	[illegible]	12	[illegible]	[illegible]	1	[illegible]

For footnotes, see end of table.

TABLE 1.—SALES, EXPENSES, PERSONNEL, PAY ROLL AND STOCKS

TYPES OF OPERATORS BY KINDS OF BUSINESS—Continued

NEW ORLEANS

TYPE OF OPERATION / KIND OF BUSINESS	NUMBER OF ESTABLISHMENTS	SALES (add 000)	OPERATING EXPENSES (add 000)	OPERATING EXPENSES Percent of sales	Active proprietors and partners not included in payroll	Number of employees, full-time and part-time, average for year	PAY ROLL Total (add 000)	PAY ROLL Full-time (add 000)	PAY ROLL Part-time (add 000)	Stocks on hand, end of year, at cost (add 000)
NEW ORLEANS—Con.	SERVICE AND LIMITED-FUNCTION WHOLESALERS—Con.									
KINDS OF BUSINESS										
SERVICE AND LIMITED-FUNCTION WHOLESALERS—Con.										
Farm products—consumer goods	57	$1,[illegible]	$1,[illegible]	13.8	47	[illegible]	[illegible]	[illegible]	[illegible]	[illegible]
Dairy products	1	[illegible]	[illegible]	[illegible]	7	[illegible]	[illegible]	197	[illegible]	[illegible]
Dairy and poultry products	[illegible]	2,100	[illegible]	24.7	1	247	249	249	[illegible]	[illegible]
Poultry and poultry products	15	1,208	125	10.3	14	[illegible]	54	49	1	[illegible]
Fruits and vegetables (fresh)	[illegible]	5,077	458	9.0	[illegible]	[illegible]	[illegible]	199	5	[illegible]
Fresh fruits only	4	[illegible]	[illegible]	5.5	[illegible]	19	[illegible]	51	[illegible]	
Farm supplies	[illegible]	[illegible]	[illegible]	18.4	1	[illegible]	[illegible]	[illegible]	[illegible]	[illegible]
Groceries (general line)	27	15,111	1,[illegible]	10.3	13	703	[illegible]	[illegible]	[illegible]	1,414
Groceries and foods (specialty lines)	107	31,560	4,111	13.0	75	[illegible]	[illegible]	1,979	[illegible]	[illegible]
Coffee, tea, and spices	19	16,072	1,414	8.8	[illegible]	[illegible]	600	[illegible]	[illegible]	[illegible]
Coffee roasting and spice grinding	5	[illegible]	[illegible]	25.9	1	401	[illegible]	387	[illegible]	[illegible]
Confectionery	[illegible]	1,191	132	11.1	6	[illegible]	[illegible]	61	1	44
Fish and sea foods	[illegible]	1,285	[illegible]	22.7	18	[illegible]	126	[illegible]	[illegible]	[illegible]
Flour	8	[illegible]	71	8.8	[illegible]	14	[illegible]	[illegible]	1	[illegible]
Meats and provisions	12	2,694	446	16.6	9	194	[illegible]	[illegible]	[illegible]	[illegible]
Other food and grocery specialties	49	[illegible],364	766	14.3	[illegible]	327	412	407	[illegible]	[illegible]
All other	6	583	67	11.5	[illegible]	24	[illegible]	31	[illegible]	[illegible]
Hardware	[illegible]	8,408	1,427	17.0	[illegible]	[illegible]	913	[illegible]	[illegible]	[illegible]
General line (without industrial department)	3	2,277	429	18.8	---	211	265	[illegible]	---	[illegible]
All other	3	6,131	998	16.3	---	795	648	[illegible]	28	1,047
Jewelry	4	813	144	17.7	3	57	52	52	--	[illegible]
Lumber and construction materials	37	12,839	[illegible]	16.1	19	777	1,054	995	12	1,305
Lumber	20	7,484	[illegible]	10.9	7	192	354	270	4	[illegible]
Lumber and millwork	[illegible]	1,228	122	9.9	5	51	59	[illegible]	[illegible]	[illegible]
All other	15	4,127	1,128	27.3	7	534	641	664	49	732
Machinery—equipment—supplies	81	17,190	3,282	[illegible]	31	1,094	1,870	1,820	50	[illegible]
Commercial equipment and supplies:										
Restaurant and hotel supply houses	3	981	195	19.9	--	[illegible]	12[illegible]	[illegible]	--	[illegible]
Store fixtures and equipment	[illegible]	[illegible]	64	24.9	-	[illegible]	41	41	---	[illegible]
All other	[illegible]	[illegible]	[illegible]	[illegible]	[illegible]	42	46	44	2	[illegible]
Industrial machinery, equipment, and supplies:										
Industrial (general line)	5	3,44[illegible]	777	22.5	1	253	[illegible]	[illegible]	---	[illegible]
Belting, hose, and packing	3	187	59	31.6	4	15	[illegible]	[illegible]	--	[illegible]
Rope, cordage, and twine	3	249	28	11.2	---	9	9	3	---	[illegible]
All other	21	7,128	1,063	14.9	7	[illegible]	588	549	39	[illegible]
Professional equipment and supplies:										
Surgical, medical, and hospital	[illegible]	[illegible]	[illegible]	22.1	--	35	47	47	--	[illegible]
All other	5	[illegible]	186	24.0	1	62	113	113	---	[illegible]
Service equipment and supplies:										
Barber and beauty supply houses	5	359	118	32.9	1	97	89	89	--	[illegible]
Laundry and dry cleaning	5	[illegible]	178	[illegible]	3	46	[illegible]	[illegible]	[illegible]	[illegible]
Undertakers' supplies	3	98	11	11.0	1	6	[illegible]	[illegible]	--	[illegible]
All other	3	73	11	15.1	1	9	9	5	[illegible]	[illegible]
All other	13	1,982	408	20.6	6	124	191	188	3	[illegible]
Metals and metal work (except scrap)	11	2,800	570	[illegible]	[illegible]	229	344	333	11	[illegible]
Iron and steel finished products (N. E. C.)	[illegible]	[illegible]	55	[illegible]	[illegible]	41	[illegible]	[illegible]	--	[illegible]
All other	8	[illegible]	[illegible]	19.8	[illegible]	[illegible]	[illegible]	[illegible]	[illegible]	[illegible]
Paper and its products	13	2,726	518	19.9	[illegible]	174	243	[illegible]	2	[illegible]
Wrapping or coarse paper and products	7	1,388	210	15.1	2	62	124	122	2	[illegible]
Printing and writing papers	[illegible]	1,237	273	22.1	[illegible]	77	140	140	--	234
All other	3	101	33	32.7	1	15	19	19	--	19
Petroleum and its products	3	333	50	15.0	1	35	33	[illegible]	---	5
Plumbing and heating equipment and supplies	10	1,264	201	[illegible]	4	98	182	153	[illegible]	[illegible]
Heating (including stoves and ranges)	4	224	71	31.7	2	28	44	44	---	17
All other	6	1,040	190	18.3	2	70	118	109	9	98
Tobacco and products (except leaf)	10	8,094	349	4.3	5	197	[illegible]	[illegible]	---	242
Waste materials	26	2,835	607	21.0	14	403	[illegible]	391	[illegible]	437
Iron and steel scrap	5	1,894	261	13.1	--	214	[illegible]	[illegible]	[illegible]	[illegible]
Junk and scrap (general line)	17	155	45	[illegible]	10	37	[illegible]	18	[illegible]	22
Waste paper, rags, and rubber	4	[illegible]	170	24.5	[illegible]	117	[illegible]	15	3	46
All other	7	151	31	20.5	[illegible]	35	14	13	--	[illegible]
All other products	36	5,725	1,102	[illegible]	19	431	544	537	7	793
Flowers and nursery stock	[illegible]	[illegible]	[illegible]	18.1	2	[illegible]	[illegible]	[illegible]	---	18
Forest products (except lumber)	[illegible]	423	[illegible]	[illegible]	3	35	41	[illegible]	[illegible]	124
Leather and shoe findings	5	[illegible]	[illegible]	[illegible]	4	[illegible]	[illegible]	[illegible]	---	[illegible]
Optical goods	[illegible]	[illegible]	[illegible]	33.7	1	[illegible]	52	[illegible]	---	41
Miscellaneous kinds of business [5]	[illegible]	4,394	783	17.8	[illegible]	[illegible]	399	395	4	[illegible]

For footnotes, see end of table.

TABLE 1.—SALES, EXPENSES, PERSONNEL, PAY ROLL AND STOCKS

TYPES OF OPERATION BY KINDS OF BUSINESS—Continued

NEW ORLEANS

TYPE OF OPERATION KIND OF BUSINESS	NUMBER OF ESTABLISHMENTS	SALES (add 000)	OPERATING EXPENSES (including pay roll) Amount (add 000)	OPERATING EXPENSES Percent of sales	Active proprietors of unincorporated businesses	Number of employees* (full-time and part-time) Average for year	PAY ROLL* Total (add 000)	PAY ROLL* Full-time (add 000)	PAY ROLL* Part-time (add 000)	Stocks on hand, end of year, at cost (add 000)
NEW ORLEANS—Con.	**MANUFACTURERS' SALES BRANCHES (With stocks)**									
KINDS OF BUSINESS										
MANUFACTURERS' SALES BRANCHES (With stocks)	120	$277,890	39,757	12.5	---	2,726	$4,645	$4,599	$46	$[illegible],661
Amusement and sporting goods	11	3,155	574	18.2	---	240	353	340	13	108
Chemicals and paints	9	[illegible]	968	15.5	---	95	194	191	3	295
Industrial chemicals	4	1,809	144	8.0	---	23	42	39	3	157
All other	4	[illegible]	424	[illegible]	---	58	152	152	---	138
Drugs and drug sundries (specialty lines)	4	[illegible]	475	1.4	---	85	195	195	---	174
Groceries and foods (specialty lines)	[illegible]	[illegible]	3,140	8.9	---	799	[illegible]	[illegible]	5	1,600
Machinery—equipment—supplies	50	8,308	1,687	20.3	---	[illegible]	[illegible]	870	10	1,710
Commercial equipment and supplies	9	1,071	[illegible]	[illegible]	---	143	[illegible]	130	10	128
Industrial machinery, equipment, and supplies:										
Printing and lithographic (except paper)	5	1,018	[illegible]	31.8	---	93	177	177	---	744
All other	11	2,475	384	15.5	---	134	219	[illegible]	---	[illegible]
Professional equipment and supplies	[illegible]	1,111	[illegible]	20.1	---	61	135	135	---	101
All other	[illegible]	[illegible]	344	13.1	---	[illegible]	143	143	---	504
Metals and metal work (except scrap)	4	3,463	[illegible]	14.4	---	[illegible]	319	318	1	1,091
All other [6]	[illegible]	[illegible]	[illegible]	[illegible]	---	[illegible]	1,418	1,404	14	1,[illegible]
	MANUFACTURERS' SALES OFFICES (Without stocks)									
KINDS OF BUSINESS										
MANUFACTURERS' SALES OFFICES (Without stocks)	42	[illegible]	2,738	10.1	---	422	756	[illegible]	77	---
Beer, wines, and liquors	4	3,894	252	9.5	---	52	134	134	---	-
Electrical goods	4	348	[illegible]	7.6	---	12	[illegible]	37	---	---
Groceries and foods (specialty lines)	5	4,445	1,039	23.4	---	[illegible]	131	125	6	---
Machinery—equipment—supplies	5	3,804	143	3.8	---	32	[illegible]	[illegible]	-	---
Metals and metal work (except scrap)	9	4,409	278	6.5	-	101	156	[illegible]	71	---
All other [7]	15	[illegible]	554	[illegible]	---	95	[illegible]	[illegible]	---	---
	PETROLEUM BULK STATIONS									
Petroleum and its products	13	9,154	1,147	12.1	2	29	47	46	1	628
	AGENTS AND BROKERS									
KINDS OF BUSINESS										
AGENTS AND BROKERS	208	75,780	[illegible]	2.6	140	523	954	943	11	[illegible]
Beer, wines, and liquors	2	492	24	4.9	1	6	13	13	---	--
Chemicals and paints	4	3,657	280	7.5	3	18	80	80	---	171
Dry goods (specialty lines)	10	8,518	209	2.5	5	50	89	89	---	6
Cotton piece goods	5	6,072	96	1.6	2	12	45	45	---	---
All other	5	2,446	113	4.6	3	38	44	44	---	6
Electrical goods	2	845	38	4.5	1	13	17	16	1	---
Farm products—raw materials	6	16,488	152	1.[illegible]	6	38	90	86	2	1,717
Grain	1	8,480	41	.4	1	7	26	[illegible]	---	---
All other	5	5,988	111	1.9	7	31	62	60	2	1,717
Farm products—consumer goods	11	1,616	85	5.3	11	51	42	40	2	12
Fruits and vegetables (fresh)	6	1,151	72	6.4	8	29	[illegible]	35	2	12
All other	5	464	13	2.7	3	22	5	5	---	---
Furniture and home furnishings	7	641	73	6.1	4	13	17	17	---	13
Groceries and foods (specialty lines)	[illegible]	[illegible]	[illegible]	1.7	[illegible]	143	[illegible]	[illegible]	3	108
Dairy products	21	[illegible]	164	1.7	25	[illegible]	[illegible]	[illegible]	1	17
Coffee, tea, and spices	11	5,121	127	2.5	9	51	67	[illegible]	1	71
Confectionery	[illegible]	741	19	2.6	2	7	8	8	---	---
Fish and seafood	4	[illegible]	[illegible]	5.1	4	15	11	10	1	---
Flour	5	491	18	3.7	5	7	7	7	---	1
Other food and food specialties	[illegible]	[illegible]	240	1.1	[illegible]	7[illegible]	141	141	---	26
Hardware	4	[illegible]	17	3.8	4	2	-	4	---	--
[illegible]	1	2,250	[illegible]	3.8	[illegible]	1[illegible]	[illegible]	36	--	24

[illegible]

TABLE 1.—SALES, EXPENSES, PERSONNEL, PAY ROLL AND STOCKS

TYPES OF OPERATION BY KINDS OF BUSINESS—Continued

NEW ORLEANS

TYPE OF OPERATION KIND OF BUSINESS	NUMBER OF ESTABLISHMENTS	SALES (add 000)	OPERATING EXPENSES (including pay roll) Amount (add 000)	OPERATING EXPENSES Percent of sales	Active proprietors of unincorporated businesses	Number of employees* (full-time and part-time) Average for year	PAY ROLL* Total (add 000)	PAY ROLL Full-time (add 000)	PAY ROLL Part-time (add 000)	Stock on hand, end of year, at cost (add 000)
NEW ORLEANS—Con.	AGENTS AND BROKERS—Con.									
KINDS OF BUSINESS										
AGENTS AND BROKERS—Con.										
Machinery, equipment—supplies	30	[illegible]	[illegible]	10.0	[illegible]	1[illegible]	[illegible]	[illegible]	[illegible]	[illegible]
Agricultural machinery and supplies										
Office machines and equipment	2	[illegible]	[illegible]	[illegible]	3	90	[illegible]	[illegible]	[illegible]	1
All other	[illegible]	[illegible]	[illegible]	[illegible]	[illegible]	1	10	10	--	1
Industrial machinery, equipment, and supplies	[illegible]	[illegible]	[illegible]	7.4	14	44	[illegible]	[illegible]	1	[illegible]
All other	[illegible]	[illegible]	[illegible]	4.[illegible]	10	[illegible]	[illegible]	[illegible]	--	[illegible]
Paper and its products	3	708	[illegible]	3.6	[illegible]	7	8	8	---	[illegible]
Plumbing and heating equipment and supplies	3	[illegible]	34	4.5	[illegible]	[illegible]	[illegible]	[illegible]	---	[illegible]
All other [5]	15	2,144	80	3.7	16	24	38	38	---	1

[illegible] and yearly pay roll [illegible] the number of employees [illegible] not include owners.

[2] Data for 1937 [illegible]

1 Includes [illegible] warehouses at year [illegible] in 1936 and 1937.

2 Includes 1 converter; textiles; 1 importers; 4 [illegible] dealers; and 1 retailer-[illegible] warehouse.

3 Includes 1 [illegible] station.

4 Includes 3 auction companies; [illegible] agent.

5 Includes 16 furniture and house furnishings; 2 [illegible]; 1 leather goods; 1 [illegible]; 1 [illegible] other than any [illegible] and 4 miscellaneous kinds of business.

6 Includes 3 automobiles, [illegible]; 1 [illegible] and house furnishings; [illegible]; 1 [illegible] its products; 1 plumbing and heating equipment and supplies; 1 [illegible] in 1936 except leather; 1 leather and [illegible].

7 Includes 5 amusement and sporting goods; 1 chemicals and paints; [illegible] supplies (specialty [illegible]); 1 farm implements—[illegible]; [illegible] material; 2 paper and its products; 2 [illegible]; 1 [illegible] and products (except leather); 1 [illegible]; 1 [illegible].

8 Includes 2 amusement and sporting goods; 1 [illegible]; 1 [illegible] and products (except leather); 1 [illegible]; 1 [illegible].

TABLE 1.—SALES, EXPENSES, PERSONNEL, PAY ROLL AND STOCKS

TYPES OF OPERATION BY KINDS OF BUSINESS

NEW YORK CITY

TYPE OF OPERATION / KIND OF BUSINESS	NUMBER OF ESTABLISHMENTS	SALES (add 000)	OPERATING EXPENSES (including pay roll) Amount (add 000)	OPERATING EXPENSES Per cent of sales	Active proprietors of unincorporated businesses	Number of employees* (full-time and part time) Average for year	PAY ROLL* Total (add 000)	PAY ROLL* Full-time (add 000)	PAY ROLL* Part time (add 000)	Stocks on hand, end of year, at cost (add 000)
NEW YORK CITY, TOTALS, 1939	24,042	$12,954,252	$1,148,338	8.9	15,827	241,405	$544,796	$540,154	$4,642	$776,429
1935 [1]	21,418	9,617,910	861,920	9.0	[1]13,749	[1]199,318	[1]416,328	[1]411,913	[1]4,415	656,988
1929	19,540	15,305,046	1,210,657	7.9	9,527	222,257	586,127	---	---	1,088,871
TYPES OF OPERATION										
SERVICE AND LIMITED-FUNCTION WHOLESALERS	17,511	5,417,478	629,992	11.6	12,045	152,300	319,122	316,199	2,923	599,893
Wholesale merchants	14,324	3,379,979	468,663	13.9	10,531	121,340	240,176	237,770	2,406	343,455
Voluntary group wholesalers	15	57,213	7,098	12.4	16	1,893	4,203	4,194	9	8,042
Converters [illegible]	343	397,737	38,494	9.7	253	8,599	19,607	19,427	180	59,936
Export merchants	308	417,190	24,779	5.9	166	3,858	9,987	9,936	51	28,767
Importers	1,519	1,080,428	82,825	7.7	876	15,021	40,803	40,563	240	156,984
Industrial distributors	51	12,208	3,042	24.9	3	687	1,756	1,730	26	1,545
Cash-and-carry wholesalers	78	2,658	141	5.3	86	40	54	51	3	185
Drop shippers [illegible]	113	59,590	4,025	6.8	44	586	2,097	2,095	2	137
Wagon distributors	74	3,996	512	12.8	70	138	209	204	5	100
Retail-cooperative warehouses	9	6,475	413	6.4	---	138	250	249	1	742
MANUFACTURERS' SALES BRANCHES [illegible]	1,192	1,982,804	286,177	14.4	114	49,102	113,917	113,363	554	145,331
MANUFACTURERS' SALES OFFICES [illegible]	91	1,388,494	114,669	8.3	86	16,074	49,621	49,330	291	---
FIELD [illegible] AND TRADERS [2]	5	113,677	12,760	11.2	7	2,339	5,029	4,857	172	8,459
Independent field stations	17	21,272	2,171	10.2	5	432	863	858	5	998
Salary stations	30	79,109	9,170	11.7	---	1,761	3,791	3,629	162	6,079
All other [2]	7	14,236	1,419	10.0	2	146	375	370	5	1,382
AGENTS AND BROKERS	4,351	4,[illegible],455	100,496	2.5	3,563	20,688	55,220	54,538	682	22,235
Auction companies	33	78,552	1,618	2.1	32	392	830	792	38	140
Brokers: merchandise	769	986,572	9,380	1.0	671	1,887	5,160	5,134	26	2,222
Commission merchants	340	537,941	21,009	3.9	199	3,671	11,148	10,965	183	4,403
Export agents	436	415,380	9,251	2.2	290	1,982	5,103	5,086	17	2,508
Import agents	262	274,879	5,131	1.9	175	923	2,692	2,586	106	4,670
Manufacturers' agents (with stocks)	225	49,579	4,712	9.5	155	941	2,355	2,331	24	2,194
Manufacturers' agents (without stocks)	1,302	2,[illegible],239	9,849	4.9	1,193	2,429	4,743	4,592	151	---
Selling agents	642	952,844	30,686	3.2	478	5,646	17,635	17,528	107	5,659
Other agents	391	513,369	8,860	1.7	370	2,817	5,554	5,524	30	439
ASSOCIATIONS [illegible] FARM PRODUCTS	28	42,346	4,244	10.0	12	902	1,887	1,867	20	511
Operating marketing associations	13	18,960	3,632	19.2	---	726	1,588	1,569	19	164
Cooperative sales agencies	7	22,718	453	2.0	---	103	232	231	1	253
All other	8	668	159	23.8	12	73	67	67	---	94
KINDS OF BUSINESS										
SERVICE AND LIMITED-FUNCTION WHOLESALERS	17,511	5,417,478	629,992	11.6	12,045	152,300	319,122	316,199	2,923	599,893
Amusement and sporting goods	394	57,491	13,449	23.4	237	3,179	6,812	6,756	56	8,504
Bicycles and supplies	10	999	163	17.9	2	61	88	88	---	149
Cameras and photographic supplies	38	6,775	1,982	29.3	13	427	870	868	2	1,821
Motion picture equipt and supplies (except films)	10	2,324	382	16.4	---	114	188	185	3	194
Motion picture film exchanges	67	9,839	3,713	37.7	12	726	2,273	2,260	13	1,894
Sporting goods	38	10,166	1,702	16.7	19	428	802	796	6	1,175
Toys, novelties, and fireworks	182	22,686	4,516	19.9	159	1,218	2,135	2,124	11	2,303
All other	51	4,792	991	20.7	32	205	456	435	21	968
Automotive	342	166,656	14,056	8.4	175	3,581	6,711	6,654	57	10,418
Automobiles (new and used)	24	114,195	3,566	3.1	8	719	1,689	1,649	40	2,481
Trucks and tractors	21	3,716	663	17.8	13	175	329	329	---	339
Automotive accessories and equipment	112	11,583	2,767	23.9	64	897	1,486	1,485	1	1,629
Automotive parts	131	16,331	3,899	23.9	62	1,239	2,113	2,107	6	2,223
Tires and tubes	53	20,831	3,161	15.2	28	551	1,094	1,084	10	3,746
Beer, wines, and liquors	193	155,096	22,969	14.8	67	4,610	10,866	10,781	85	22,653
Beer and ale	75	14,587	2,299	15.8	42	629	999	986	13	479
Wines and liquors	118	140,509	20,670	14.7	25	3,981	9,867	9,795	72	22,174
Chemicals and paints	317	109,000	17,361	15.9	145	2,878	7,917	7,880	37	16,715
Dyestuffs	21	9,067	2,498	27.6	10	490	1,483	1,483	---	1,863
Industrial chemicals	79	60,689	7,789	12.8	17	906	3,091	3,065	26	9,557
Naval stores	5	1,662	243	15.2	2	31	77	77	---	67
Paints and varnishes	115	15,921	2,971	18.7	72	690	1,408	1,400	8	1,990
Paints with glass and/or wallpaper	8	590	175	29.7	2	59	85	85	---	125
All other	90	21,131	3,705	17.5	42	706	1,773	1,770	3	3,113
Clothing and furnishings	1,952	366,630	52,531	14.3	1,582	12,260	25,908	25,697	211	42,540
Clothing and furnishings (general line)	117	24,731	3,232	13.1	182	983	1,607	1,592	15	4,054
Men's and boys'	460	69,962	9,216	13.2	416	2,173	4,573	4,526	47	9,175
Women's and children's	609	139,411	22,682	16.2	418	5,141	11,342	11,232	110	13,053
Furs, dressed, and fur clothing	361	48,192	5,350	11.1	323	875	2,408	2,390	18	5,453
Millinery and millinery supplies	396	57,117	8,296	14.5	161	2,221	4,093	4,076	17	7,422
Shoes and other footwear	99	27,129	3,775	13.9	62	867	1,888	1,881	7	3,383
Coal and coke	100	82,839	6,117	7.4	24	1,295	2,979	2,900	79	2,488
Drugs (general line)	17	29,231	4,094	14.0	---	1,307	2,372	2,368	4	3,687
Service wholesalers (without liquor)	14	29,161	4,085	14.0	---	1,303	2,367	2,363	4	3,671
Cooperatives and voluntary groups	3	70	9	12.9	---	4	5	5	---	16
Drugs and drug sundries (specialty lines)	368	57,867	17,793	30.7	178	4,930	8,664	8,599	65	7,239
Proprietary medicine	90	13,175	2,472	18.8	40	678	1,281	1,275	6	1,909
Toiletries	169	29,672	11,288	38.2	66	3,106	5,386	5,343	43	3,354
Drug specialties and sundries	121	15,120	4,033	26.7	72	1,086	1,997	1,981	16	1,976
Dry goods (general line)	11	10,612	1,274	12.0	9	360	873	872	1	1,297

For footnotes, see end of table.

TABLE 1.—SALES, EXPENSES, PERSONNEL, PAY ROLL AND STOCKS

TYPES OF OPERATION BY KINDS OF BUSINESS—Continued

NEW YORK CITY

TYPE OF OPERATION KIND OF BUSINESS	NUMBER OF ESTABLISHMENTS	SALES (add 000)	OPERATING EXPENSES (including pay roll) Amount (add 000)	OPERATING EXPENSES Percent of sales	Active proprietors of unincorporated businesses	Number of employees* (full-time and part-time) Average for year	PAY ROLL* Total (add 000)	PAY ROLL* Full-time (add 000)	PAY ROLL* Part-time (add 000)	Stocks on hand, end of year, at cost (add 000)
NEW YORK CITY—Con.	SERVICE AND LIMITED-FUNCTION WHOLESALERS—Con.									
KINDS OF BUSINESS										
SERVICE AND LIMITED-FUNCTION WHOLESALERS—Con.										
Dry goods (specialty lines)	2,533	$818,538	$93,310	11.4	1,620	23,179	$48,395	$48,022	$373	$12,566
Hosiery and lingerie	181	53,033	5,844	11.0	155	1,366	2,910	2,896	14	5,804
Notions	627	90,444	17,657	19.5	470	5,623	10,139	10,030	109	19,252
Piece goods:										
General line	25	12,366	1,703	13.8	18	483	927	927	--	2,12[illegible]
Cotton	379	207,936	20,717	10.0	269	4,960	10,351	10,324	27	21,156
Silk, linen, rayon, and velvet	704	288,322	26,918	9.3	424	5,997	13,7[illegible]	13,620	63	38,591
Woolen and worsted	211	73,918	7,217	9.[illegible]	167	1,429	3,224	3,218	[illegible]	9,427
Other	240	68,473	9,391	13.7	160	2,308	5,03[illegible]	4,903	127	11,946
Other dry goods specialties	166	24,046	3,863	16.1	137	1,073	2,111	2,100	11	3,860
Electrical goods	380	90,169	16,298	18.1	192	4,796	9,73[illegible]	9,284	54	8,943
Electrical merchandise (general line)	18	20,631	2,927	14.2	1	793	1,749	1,747	2	1,633
Apparatus and equipment	43	3,448	812	23.5	29	242	1[illegible]	451	---	476
Wiring supplies and construction materials	169	23,399	4,677	20.0	88	1,556	2,678	2,630	48	2,5[illegible]
Radios and equipment	51	16,238	2,846	17.5	26	780	1,564	1,563	1	1,179
Refrigerators and equipment (household)	14	17,710	3,009	17.0	7	81[illegible]	1,812	1,812	---	1,692
All other	85	8,743	2,027	23.2	43	615	1,084	1,081	3	1,011
Farm products--raw materials	488	312,985	16,037	5.1	312	2,130	6,349	6,307	42	50,761
Cotton	6	2,370	602	25.4	7	76	174	174	---	227
Grains	20	51,043	1,072	2.1	4	174	425	425	---	12,6[illegible]
Hides, skins, and raw furs	325	96,894	7,067	7.3	221	1,089	3,[illegible]	3,[illegible]	31	13,760
Livestock	3	595	103	17.3	1	2[illegible]	51	51	---	24
Silk (raw)	15	81,006	2,114	2.6	8	198	744	742	2	10,752
Tobacco (leaf)	44	11,199	1,762	15.7	3[illegible]	168	637	63[illegible]	[illegible]	3,723
Wool and mohair	6	297	30	10.1	4	12	16	16		32
All other	69	69,541	3,287	4.7	41	420	1,292	1,285	7	9,721
Farm products--consumer goods	1,279	429,038	48,555	11.3	1,132	11,454	23,054	23,782	272	7,966
Dairy products	237	143,962	23,880	16.6	95	5,359	11,083	11,055	28	2,691
Dairy and poultry products	178	71,742	5,375	7.5	180	1,481	2,824	2,779	45	1,2[illegible]
Poultry and poultry products	238	73,258	5,935	8.1	211	1,306	2,7[illegible]	2,726	52	2,429
Fruits and vegetables (fresh)	432	112,468	11,464	10.2	473	2,[illegible]	5,514	5,384	130	1,721
All other	194	27,608	1,901	6.9	238	500	849	838	11	256
Farm supplies	38	10,639	1,449	13.6	15	303	642	642	[illegible]	264
Feed	10	2,673	262	9.8	4	67	123	123	---	37
Fertilizer	7	4,831	439	9.1	2	67	144	139	[illegible]	327
All other	21	3,135	748	23.9	9	19	375	375	---	621
Furniture and house furnishings	949	158,145	27,923	17.9	636	6,911	14,521	14,383	138	[illegible],963
China, glassware, and crockery	156	19,912	5,419	27.2	96	1,281	2,769	2,754	15	[illegible]
Floor coverings	201	46,470	6,911	14.9	125	1,550	3,611	3,573	38	10,755
Furniture (general line)	5	611	156	25.4	2	5[illegible]	1[illegible]	1[illegible]	---	138
Furniture (household)	121	17,074	3,[illegible]	22.5	47	911	1,864	1,843	4[illegible]	[illegible]
Furniture (office)	21	2,072	312	15.1	14	74	1[illegible]	170	[illegible]	11[illegible]
House furnishings (except as specified)	396	61,161	8,950	14.6	329	2,345	4,681	4,[illegible]	35	10,240
Musical instruments and sheet music	47	8,845	2,289	25.9	23	58[illegible]	1,338	1,331	7	[illegible]
Groceries (general line)	63	112,134	13,930	12.4	41	3,875	8,327	8,[illegible]	32	[illegible]
Net sales-price cooperative or voluntary groups	48	49,751	6,520	13.1	26	1,884	3,927	3,913	14	7,903
Voluntary group wholesalers	11	56,695	7,064	12.5	17	1,862	4,189	4,180	9	[illegible]
Retailer-cooperative warehouses	4	5,688	746	6.1	---	11[illegible]	211	211	---	[illegible]
Groceries and foods (specialty lines)	1,505	483,997	53,930	11.1	1,080	13,357	26,357	26,[illegible]	[illegible]	40,324
Canned foods	95	39,849	3,336	8.4	57	6[illegible]	1,377	1,368	9	[illegible]
Coffee, tea, and spices	132	63,304	7,983	12.6	75	1,682	[illegible]	[illegible]	[illegible]	8,103
Coffee roasting and spice grinding	22	4,875	1,387	28.5	12	367	715	714	[illegible]	[illegible]
Confectionery	124	13,4[illegible]	1,644	12.[illegible]	134	56[illegible]	[illegible]	[illegible]	[illegible]	866
Fish and sea foods	173	34,[illegible]	5,916	17.1	96	1,402	[illegible]	3,078	57	[illegible]
Flour	42	10,364	1,184	11.4	2[illegible]	[illegible]	437	[illegible]	11	[illegible]
Fruits and vegetables (frozen)	3	554	136	24.5	2	44	63	[illegible]	---	47
Meats and provisions	346	135,668	12,4[illegible]	9.2	243	[illegible]	[illegible]	6,279	[illegible]	2,169
Other food and grocery specialties	566	181,411	19,919	11.0	462	4,291	9,714	[illegible]	101	[illegible]
Hardware	246	41,173	8,079	19.6	159	2,470	4,509	[illegible]	24	7,997
General line (with industrial department)	14	7,433	1,621	21.8	[illegible]	459	942	[illegible]	[illegible]	[illegible]
General line (without industrial department)	40	15,269	2,733	17.9	25	863	[illegible]	1,806	[illegible]	[illegible]
Specialty lines	192	18,471	3,725	[illegible]	18[illegible]	1,148	[illegible]	[illegible]	14	[illegible]
Jewelry	1,067	138,264	24,[illegible]	17.[illegible]	9[illegible]	[illegible]	11,[illegible]	[illegible]	[illegible]	34,471
Jewelry, general line	63	11,204	1,916	17.1	53	475	[illegible]	933	4	[illegible]
Clocks and watches	119	35,698	7,149	20.0	[illegible]	1,358	2,796	2,786	10	[illegible]
Diamonds and other precious stones	371	34,[illegible]79	3,864	9.9	288	1,562	1,562	1,539	[illegible]	[illegible]
All other	564	58,284	11,609	20.[illegible]	[illegible]	3,320	6,154	6,123	[illegible]	[illegible]
Lumber and construction materials	390	103,658	18,884	18.2	111	4,440	9,733	[illegible]	[illegible]	9,729
Builders' supplies (general line)	7	2,101	335	15.9	[illegible]	[illegible]	[illegible]	[illegible]	[illegible]	[illegible]
Lumber	104	30,377	3,951	13.0	24	841	[illegible]	[illegible]	[illegible]	[illegible]
Lumber and mill work	17	2,[illegible]	[illegible]	24.7	[illegible]	[illegible]	[illegible]	[illegible]	[illegible]	[illegible]
Millwork	35	[illegible]	1,[illegible]	20.4	13	4	958	[illegible]	7	[illegible]
Brick, tile, and terra cotta	38	5,555	86[illegible]	15.5	[illegible]	[illegible]	[illegible]	[illegible]	[illegible]	[illegible]
Cement, lime, and plaster	24	10,059	1,324	13.2	1	263	[illegible]	[illegible]	14	[illegible]
Glass	42	5,977	1,308	21.9	[illegible]	38[illegible]	[illegible]	751	[illegible]	[illegible]
All other	123	40,258	8,963	22.3	[illegible]	[illegible]	[illegible]	[illegible]	[illegible]	[illegible]

For footnotes, see end of table.

TABLE 1.—SALES, EXPENSES, PERSONNEL, PAY ROLL AND STOCKS

TYPES OF OPERATION BY KINDS OF BUSINESS—Continued

NEW YORK CITY

TYPE OF OPERATION KIND OF BUSINESS	NUMBER OF ESTABLISHMENTS	SALES (add 000)	OPERATING EXPENSES (including pay roll) Amount (add 000)	OPERATING EXPENSES Percent of sales	Active proprietors of unincorporated businesses	Number of employees* (full-time and part-time) Average for year	PAY ROLL* Total (add 000)	PAY ROLL* Full-time (add 000)	PAY ROLL* Part-time (add 000)	Stocks on hand, end of year, at cost (add 000)
NEW YORK CITY—Con.	SERVICE AND LIMITED-FUNCTION WHOLESALERS—Con.									
KINDS OF BUSINESS										
SERVICE AND LIMITED-FUNCTION WHOLESALERS—Con.										
Machinery--equipment--supplies	1,372	$186,861	$38,967	20.9	761	10,577	$21,675	$21,378	$297	$28,038
Commercial equipment and supplies:										
Office machines and equipment	47	10,490	1,669	15.9	21	509	833	828	5	1,292
Restaurant and hotel supply houses	84	10,356	2,096	20.2	54	674	1,125	1,092	33	1,361
Garage and filling station equipment	12	634	173	27.3	6	51	84	84	---	107
Soda fountain equipment and supplies	8	551	117	21.2	3	47	74	71	3	60
Store machines	16	581	138	23.8	16	44	63	61	2	76
Store fixtures and equipment	37	2,690	837	31.1	24	237	456	452	6	236
All other	47	5,400	1,201	22.2	21	416	706	678	28	491
Farm and dairy:										
Farm machinery and equipment	6	1,061	177	16.7	---	43	119	119	---	45
All other	6	872	151	17.3	4	44	85	83	2	59
Industrial machinery, equipment, and supplies:										
Belting, hose, and packing	28	1,839	602	32.7	11	188	377	347	30	262
Construction (except road building)	16	2,263	810	35.8	3	244	554	544	10	468
Road building	7	5,306	1,106	20.8	---	195	572	572	---	396
Machine tools	15	1,664	568	32.1	8	74	233	232	1	375
Mine and mill supplies	12	2,814	591	21.0	---	112	309	302	7	635
Oil well supply houses	6	1,412	242	17.1	1	43	148	148	---	76
Power plant and power transmission	12	4,514	590	13.1	7	147	394	377	17	542
Printing and lithographing (except paper)	34	4,849	1,252	25.8	21	484	869	864	5	531
Rope, cordage, and twine	17	3,615	486	13.4	10	134	268	263	5	267
Textile	23	1,995	611	30.6	5	158	369	368	1	318
Used machinery and equipment	58	3,575	1,110	31.0	43	290	547	529	18	784
All other	246	32,297	6,542	20.3	114	1,639	3,784	3,723	61	6,079
Professional equipment and supplies:										
Dental supply houses	45	4,899	1,122	22.9	33	377	606	604	2	1,002
Religious supply houses	34	3,682	901	24.5	31	242	491	479	12	927
School equipment and supplies	19	1,330	323	24.3	9	83	184	181	3	187
Surgical, medical, and hospital	92	9,443	2,322	24.6	43	710	1,390	1,388	2	1,683
All other	33	2,704	660	24.4	18	156	391	389	2	450
Service equipment and supplies:										
Barber and beauty supply houses	91	6,556	2,444	37.3	59	676	1,112	1,105	7	978
Laundry and dry cleaning	26	6,675	1,295	19.4	9	302	736	734	2	499
Tailors' supplies	8	326	51	15.6	9	13	24	24	---	60
Undertakers' supplies	6	248	63	25.4	---	21	40	39	1	25
Upholsterers' supplies	81	14,150	3,470	24.5	50	808	1,764	1,752	12	3,275
All other	149	12,161	2,623	21.6	111	826	1,446	1,438	8	2,083
Transportation equipment and supplies:										
Railroad	15	5,773	1,325	23.0	2	214	763	756	7	727
Marine	32	4,191	927	22.1	13	269	558	557	1	701
All other	4	15,945	572	3.6	2	67	199	195	4	976
Metals and metal work (except scrap)	227	259,915	14,762	5.7	91	3,065	7,433	7,324	109	18,511
Building metal work	28	3,852	691	17.9	8	215	391	382	9	378
Iron and steel products (general line)	10	65,615	3,164	4.8	2	552	1,445	1,445	---	799
Iron and steel products (semi-finished)	17	5,589	542	9.7	4	117	312	310	2	593
Iron and steel products (flat)	51	13,746	2,769	20.1	16	587	1,274	1,179	95	2,759
Wire and wire products	16	1,456	262	18.0	13	37	128	128	---	90
Iron and steel finished products (N. E. C.)	58	13,399	2,664	19.9	36	744	1,443	1,440	3	1,852
Copper	12	45,336	1,190	2.6	2	213	671	671	---	2,998
All other	35	110,922	3,480	3.1	10	605	1,769	1,769	---	9,042
Paper and its products	734	148,351	25,291	17.0	454	7,200	14,324	14,171	153	14,724
Wrapping or coarse paper and products	401	77,917	11,894	15.3	279	3,229	6,451	6,338	113	7,274
Printing and writing papers	111	45,667	7,177	15.7	50	1,733	4,233	4,215	18	4,258
Stationery and stationery supplies	206	23,010	5,287	23.0	122	1,947	3,144	3,126	18	2,745
Wallpaper	16	1,757	933	53.1	3	291	496	492	4	447
Petroleum and its products	102	43,537	5,242	12.0	24	769	2,055	2,022	33	2,637
Plumbing and heating equipment and supplies	307	53,129	9,018	17.0	122	2,525	4,934	4,878	56	7,891
Plumbing and heating (general line)	38	11,712	1,760	15.0	13	473	947	946	1	1,898
Heating (including stoves and ranges)	45	7,698	1,491	19.4	8	401	886	849	37	590
Plumbing fixtures, equipment, and supplies	189	29,585	4,789	16.2	82	1,385	2,605	2,590	15	5,011
All other	35	4,134	978	23.7	18	266	496	493	3	392
Tobacco and products (except leaf)	169	115,427	4,849	4.2	150	1,366	2,335	2,333	2	4,310
Waste materials	809	87,871	11,039	12.6	827	3,946	5,360	5,244	116	6,628
Iron and steel scrap	114	29,932	2,749	9.2	85	798	1,172	1,148	24	1,109
Junk and scrap (general line)	94	1,389	224	16.1	113	90	79	75	4	154
Waste paper, rags, and rubber	374	42,664	6,540	15.3	385	2,598	3,422	3,369	53	4,184
Non-ferrous metals	77	8,767	928	10.6	68	258	426	422	4	565
All other	150	5,119	598	11.7	178	202	261	230	31	616
All other products	1,162	790,226	48,247	6.1	743	11,149	25,197	25,044	153	72,484
Books, periodicals, and newspapers	96	58,549	9,922	16.9	45	2,948	5,517	5,484	33	4,763
Flowers and nursery stock	63	5,817	1,187	20.4	42	461	702	688	14	417
Forest products (except lumber)	91	8,420	1,440	17.1	65	383	723	717	6	862
General merchandise	43	351,959	8,332	2.4	24	1,700	4,705	4,682	23	13,015
Leather and shoe findings	222	25,703	2,983	11.6	199	656	1,252	1,238	14	4,181
Leather goods	58	6,263	1,271	20.3	38	306	804	799	5	737
Oils and greases (animal and vegetable)	44	41,142	3,882	9.4	7	501	1,834	1,832	2	7,070
Optical goods	81	5,727	1,768	30.9	30	665	1,136	1,134	2	973
Textiles and materials (other than dry goods)	67	25,470	2,016	7.9	46	612	1,155	1,149	6	2,415
Yarns	130	59,804	5,275	8.8	72	1,010	2,385	2,381	4	8,196
Miscellaneous kinds of business	297	201,372	10,171	5.1	173	1,907	4,964	4,940	44	29,853

For footnotes, see end of table.

TABLE 1.—SALES, EXPENSES, PERSONNEL, PAY ROLL AND STOCKS

TYPES OF OPERATION BY KINDS OF BUSINESS—Continued

NEW YORK CITY

TYPE OF OPERATION KIND OF BUSINESS	NUMBER OF ESTABLISHMENTS	SALES (add 000)	OPERATING EXPENSES (including pay roll) Amount (add 000)	OPERATING EXPENSES Percent of sales	Active proprietors of unincorporated businesses	Number of employees (full-time and part-time) Average for year	PAY ROLL Total (add 000)	PAY ROLL Full-time (add 000)	PAY ROLL Part-time (add 000)	Stocks on hand, end of year, at cost (add 000)
NEW YORK CITY—Con.	MANUFACTURERS' SALES BRANCHES (With stocks)									
KINDS OF BUSINESS										
MANUFACTURERS' SALES BRANCHES (With stocks)	1,192	$1,982,804	$286,177	14.4	114	49,102	$113,917	$113,363	$554	$145,331
Amusement and sporting goods	20	51,217	4,246	8.3	---	1,331	2,931	2,849	82	2,970
Cameras and photographic supplies	5	22,802	1,100	4.8	---	387	654	654	---	1,019
Motion picture film exchanges	10	24,492	2,545	10.4	---	793	1,849	1,785	64	763
All other	5	3,923	601	15.3	---	151	328	310	18	288
Automotive	54	46,725	6,734	14.4	4	1,906	3,768	3,755	13	5,028
Trucks and tractors	19	13,576	2,680	19.7	---	843	1,636	1,636	---	1,389
Automotive parts	16	4,898	680	13.9	2	212	394	394	---	980
Tires and tubes	13	16,299	2,038	12.5	---	399	1,043	1,037	6	1,355
All other	6	11,952	1,336	11.2	2	452	695	688	7	754
Beer, wines, and liquors	22	118,088	21,234	18.0	3	1,981	6,310	6,306	4	4,770
Beer and ale	8	6,652	1,321	19.9	---	228	555	555	---	42
Wines and liquors	14	111,436	19,913	17.9	3	1,753	5,755	5,751	4	4,724
Chemicals and paints	70	139,286	19,897	14.3	2	3,063	7,876	7,813	63	10,277
Clothing and furnishings	134	124,059	16,017	12.9	51	3,068	7,586	7,574	12	13,154
Men's and boys'	68	84,224	10,223	12.1	27	1,826	4,732	4,726	6	9,104
Women's and children's	57	31,505	4,587	14.6	24	961	2,266	2,260	6	2,974
All other	9	8,330	1,207	14.5	---	281	588	588	---	1,076
Drugs and drug sundries (specialty lines)	48	82,095	27,708	33.8	---	3,697	7,795	7,774	21	8,092
Proprietary medicines	21	40,134	15,299	38.1	---	1,766	3,618	3,611	7	4,203
Toiletries	15	20,760	7,907	38.1	---	1,029	2,177	2,164	13	1,761
Drug specialties and sundries	12	21,201	4,502	21.2	---	902	2,000	1,999	1	2,126
Dry goods (specialty lines)	111	170,530	18,923	11.1	13	4,543	10,832	10,809	23	26,097
Hosiery and lingerie	13	19,187	3,081	16.1	1	627	1,512	1,509	3	2,889
Notions	36	20,842	2,975	14.3	7	762	1,761	1,760	1	3,361
Piece goods:										
Cotton	6	45,663	2,504	5.5	---	757	1,638	1,638	---	3,940
Silk, linen, rayon, and velvet	34	58,192	5,985	10.7	4	1,514	3,496	3,496	---	11,772
Woolen and worsted	7	13,803	1,476	10.7	1	164	565	562	3	864
Other	4	3,552	1,277	36.0	---	299	647	647	---	1,443
Other dry goods specialties	11	11,381	1,625	14.3	---	420	1,213	1,197	16	1,828
Electrical goods	40	73,056	8,217	11.2	1	2,206	4,996	4,994	2	3,601
Apparatus and equipment	15	54,094	5,250	9.7	---	1,656	3,731	3,729	2	1,223
Wiring supplies and construction materials	13	12,749	1,336	10.5	---	180	478	478	---	1,412
All other	12	6,213	1,631	26.3	1	370	787	787	---	966
Farm products--consumer goods	12	16,015	2,076	13.0	---	211	417	401	16	1,189
Dairy products	12	16,015	2,076	13.0	---	211	417	401	16	1,189
Furniture and house furnishings	40	34,883	4,832	13.9	4	974	2,456	2,446	10	2,507
Floor coverings	5	12,462	1,956	15.7	---	463	1,180	1,176	4	784
Furniture (household)	8	2,053	311	15.1	---	65	162	161	1	96
Furniture (office)	5	1,874	444	23.7	---	139	281	281	---	146
All other	22	18,494	2,121	11.5	4	307	833	828	5	1,521
Groceries and foods (specialty lines)	139	301,107	34,650	11.5	3	6,011	12,545	12,473	72	17,082
Canned foods	8	17,013	2,638	15.5	---	666	1,365	1,350	15	1,815
Confectionery	10	19,460	3,387	17.4	---	419	824	812	12	442
Flour	4	18,129	2,304	13.0	---	165	470	470	---	272
Meats and provisions	51	116,857	7,267	6.2	2	1,834	3,454	3,463	21	2,244
All other	66	129,648	18,994	14.7	1	2,911	6,402	6,378	24	12,309
Hardware	23	7,790	1,475	18.9	---	407	828	826	2	681
Jewelry	11	38,043	1,586	4.2	1	352	852	848	4	1,874
Lumber and construction materials	22	34,863	4,144	11.9	4	887	2,306	2,250	56	3,479
Lumber	6	3,215	492	15.3	4	66	182	177	5	2,427
Brick, tile, and terra cotta	4	575	127	22.1	---	37	84	81	3	78
All other	12	31,073	3,525	11.3	---	764	2,040	1,992	48	974
Machinery--equipment--supplies	242	128,275	30,259	23.6	16	7,955	17,953	17,883	70	14,531
Commercial equipment and supplies:										
Office machines and equipment	28	13,625	5,250	38.4	5	1,708	3,265	3,261	4	1,631
Garage and filling station equipment	4	1,251	184	14.7	2	66	154	149	5	98
Store fixtures and equipment	7	1,395	610	43.7	4	147	322	322	---	121
All other	9	8,083	2,168	26.8	---	743	1,806	1,755	51	375
Industrial machinery, equipment, and supplies:										
Belting, hose, and packing	15	10,601	1,904	18.0	---	486	1,012	1,010	2	512
Machine tools	5	3,120	434	13.9	---	55	239	239	---	63
Power plant and power transmission	8	8,545	858	10.1	---	302	641	636	5	455
Printing and lithographing (except paper)	24	11,519	2,460	21.4	1	816	1,462	1,461	1	1,759
All other	63	33,472	5,961	17.8	---	1,350	3,435	3,435	---	3,993
Professional equipment and supplies:										
Dental supply houses	5	6,150	1,816	29.5	---	745	672	672	---	1,198
Surgical, medical, and hospital	15	3,111	983	31.6	3	291	556	556	---	296
All other	7	2,757	787	28.5	1	290	430	430	---	682
Service equipment and supplies:										
Laundry and dry cleaning	5	4,411	1,215	27.5	---	245	657	657	---	394
Undertakers' supplies	10	2,645	859	32.5	---	165	344	344	---	329
Upholsterers' supplies	11	3,256	1,292	28.5	---	532	1,126	1,126	---	2,159
All other	16	6,199	1,911	30.8	---	612	1,170	1,170	---	312
All other	9	4,792	987	20.6	---	177	468	466	2	178

For footnotes, see end of table.

TABLE 1.—SALES, EXPENSES, PERSONNEL, PAY ROLL AND STOCKS

NEW YORK CITY

TYPES OF OPERATION BY KINDS OF BUSINESS—Continued

TYPE OF OPERATION KIND OF BUSINESS	NUMBER OF ESTABLISHMENTS	SALES (add 000)	OPERATING EXPENSES (including pay roll) Amount (add 000)	OPERATING EXPENSES Percent of sales	Active proprietors of unincorporated businesses	Number of employees (full-time and part-time) Average for year	PAY ROLL Total (add 000)	PAY ROLL Full-time (add 000)	PAY ROLL Part-time (add 000)	Stocks on hand, end of year, at cost (add 000)
NEW YORK CITY—Con.	MANUFACTURERS' SALES BRANCHES (With stocks)—Con.									
KINDS OF BUSINESS										
MANUFACTURERS' SALES BRANCHES (With stocks)—Con.										
Metals and metal work (except scrap)	39	$84,065	$7,057	8.4	1	1,174	$3,021	$3,017	$4	$7,598
Iron and steel products (general line)	5	6,455	839	13.0	---	205	406	405	1	888
Wire and wire products	9	36,096	1,502	4.2	---	370	960	960	---	523
Iron and steel finished products (N. E. C.)	4	1,723	182	10.6	---	31	75	75	---	158
All other	21	39,791	4,534	11.4	1	568	1,580	1,577	3	6,029
Paper and its products	39	51,840	8,790	17.0	---	1,382	3,105	3,104	1	2,640
Wrapping or coarse paper and products	22	47,099	7,756	16.5	---	1,072	2,488	2,487	1	2,473
All other	17	4,741	1,034	21.8	---	310	617	617	---	167
Petroleum and its products	5	9,674	2,405	24.9	---	539	1,325	1,325	---	867
Plumbing and heating equipment and supplies	38	29,914	4,791	16.0	---	1,052	2,389	2,347	42	2,207
Plumbing and heating (general line)	5	13,420	1,485	11.1	---	347	680	671	[illegible]	911
Heating (including stoves and ranges)	15	8,249	1,755	21.3	---	349	826	825	1	539
Plumbing fixtures, equipment, and supplies	10	3,914	602	15.4	---	118	335	330	5	502
All other	8	4,331	949	21.9	---	238	548	521	27	255
Tobacco and products (except leaf)	16	318,595	44,624	14.0	4	3,359	6,276	6,239	37	7,799
All other products	67	122,684	16,512	13.5	7	3,084	8,350	8,330	20	9,738
Books, periodicals, and newspapers	14	11,055	4,418	40.0	3	979	2,064	2,058	6	2,488
Leather and shoe findings	5	6,264	500	8.0	---	94	274	274	---	1,122
Leather goods	8	1,745	261	15.0	---	52	145	145	---	[illegible]
Optical goods	6	1,857	659	35.5	---	234	411	411	---	412
Textiles and materials (other than dry goods)	8	8,359	998	11.9	2	227	773	771	2	750
Yarns	6	78,829	6,415	8.1	---	852	2,879	2,877	2	2,629
Miscellaneous kinds of business [4]	20	14,575	3,261	22.4	2	646	1,804	1,794	10	1,869
	MANUFACTURERS' SALES OFFICES (Without stocks)									
KINDS OF BUSINESS										
MANUFACTURERS' SALES OFFICES (Without stocks)	910	1,388,494	114,669	8.3	[illegible]	16,074	49,621	49,330	291	---
Beer, wines, and liquors	8	34,060	6,575	19.3	---	574	1,768	1,768	---	---
Chemicals and paints	38	63,063	10,375	16.5	3	1,309	3,802	3,551	51	---
Industrial chemicals	8	31,845	3,782	11.9	2	542	1,310	1,310	---	---
Paints and varnishes	14	19,483	4,107	21.1	---	466	1,336	1,285	51	---
All other	16	11,755	2,486	21.2	1	301	956	956	---	---
Clothing and furnishings	185	103,102	10,434	10.1	60	1,747	5,359	5,331	28	---
Clothing and furnishings (general line)	6	1,506	247	16.4	---	55	108	108	---	---
Men's and boys'	70	53,057	4,996	9.4	28	813	2,645	2,629	16	---
Women's and children's	85	39,437	4,372	11.1	23	776	2,211	2,199	12	---
Furs, dressed, and fur clothing	5	2,589	352	13.6	2	28	139	139	---	---
Millinery and millinery supplies	10	3,996	246	6.2	7	46	151	151	---	---
Shoes and other footwear	9	2,517	221	8.8	---	29	125	125	---	---
Drugs and drug sundries (specialty lines)	23	40,271	9,788	24.3	2	753	2,425	2,425	---	---
Dry goods (specialty lines)	61	176,167	10,533	6.0	5	1,744	5,237	5,233	4	---
Hosiery and lingerie	13	20,139	1,359	6.6	1	253	721	717	4	---
Notions	10	1,919	257	13.4	2	68	185	185	---	---
Piece goods:										
Cotton	5	36,741	2,241	6.1	---	401	1,116	1,116	---	---
Woolen and worsted	7	68,275	2,811	4.1	---	484	1,607	1,607	---	---
All other	8	40,760	2,354	5.8	---	264	927	927	---	---
Other dry goods specialties	13	8,333	1,531	18.4	2	274	681	681	---	---
Electrical goods	35	72,965	3,543	4.9	1	653	2,111	2,106	5	---
Apparatus and equipment	9	26,383	1,582	6.0	---	370	1,053	1,053	---	---
Wiring supplies and construction materials	14	39,475	1,713	4.5	1	228	906	901	5	---
All other	12	6,707	248	3.7	---	55	152	152	---	---
Furniture and house furnishings	46	30,704	3,386	11.0	6	451	1,418	1,417	1	---
Floor coverings	8	17,470	1,814	10.4	2	164	615	615	---	---
Furniture (household)	7	1,435	330	23.0	---	68	149	149	---	---
All other	31	11,799	1,242	10.5	4	219	654	653	1	---
Groceries and foods (specialty lines)	43	108,190	11,803	10.9	---	1,535	4,241	4,183	58	---
Canned foods	5	13,041	2,167	16.6	---	542	608	605	3	---
Meats and provisions	[illegible]	6,149	292	4.7	---	50	142	142	---	---
All other	34	89,000	9,344	10.5	---	1,143	3,491	3,436	55	---
Hardware	10	5,037	629	12.5	---	108	341	340	1	---
Specialty lines	10	5,037	629	12.5	---	108	341	340	1	---
Jewelry	15	5,827	416	7.1	2	68	296	296	---	---
Lumber and construction materials	49	40,484	5,146	12.7	---	835	2,737	2,737	---	---
Millwork	5	1,474	320	21.7	---	52	128	128	---	---
Brick, tile, and terra cotta	11	5,643	395	7.0	---	69	194	194	---	---
Cement, lime, and plaster	13	14,094	1,775	12.6	---	336	1,018	1,018	---	---
All other	20	19,273	2,656	13.8	---	378	1,397	1,397	---	---

For footnotes, see end of table.

TABLE 1.—SALES, EXPENSES, PERSONNEL, PAY ROLL AND STOCKS

TYPES OF OPERATION BY KINDS OF BUSINESS—Continued

NEW YORK CITY

TYPE OF OPERATION KIND OF BUSINESS	NUMBER OF ESTABLISHMENTS	SALES (add 000)	OPERATING EXPENSES (including pay roll) Amount (add 000)	OPERATING EXPENSES Percent of sales	Active proprietors of unincorporated businesses	Number of employees* (full-time and part-time) Average for year	PAY ROLL* Total (add 000)	PAY ROLL* Full-time (add 000)	PAY ROLL* Part-time (add 000)	Stocks on hand, end of year, at cost (add 000)
NEW YORK CITY—Con.	MANUFACTURERS' SALES OFFICES (Without stocks)—Con.									
KINDS OF BUSINESS										
MANUFACTURERS' SALES OFFICES (Without stocks)—Con.										
Machinery--equipment--supplies	152	$157,193	$19,116	12.2	3	2,927	$8,974	$8,865	$89	---
Commercial equipment and supplies:										
Office machines and equipment	10	2,555	505	19.8	---	168	433	432	---	---
All other	6	665	185	27.0	---	44	88	88	---	---
Industrial machinery, equipment, and supplies:										
Belting, hose, and packing	10	2,851	436	15.4	---	60	174	173	1	---
Road building	4	1,411	182	12.9	---	31	101	101	---	---
Machine tools	4	1,224	122	10.0	---	16	63	63	---	---
Oil well supply houses	4	4,032	230	5.7	---	19	76	76	---	---
Power plant and power transmission	m	30,279	7,866	26.0	---	1,138	3,140	3,140	---	---
Printing and lithographing (except paper)	7	952	227	23.8	1	37	128	128	---	---
All other	65	32,207	2,858	8.9	1	629	2,050	1,963	87	---
Professional equipment and supplies	6	793	123	15.5	---	33	85	85	---	---
Service equipment and supplies	11	11,474	1,524	13.3	1	313	844	843	1	---
Transportation equipment and supplies:										
Railroad	11	27,139	4,350	16.0	---	363	1,522	1,522	---	---
All other	5	41,611	508	1.2	---	76	270	270	---	---
Metals and metal work (except scrap)	66	329,937	5,379	1.6	---	923	3,248	3,241	7	---
Building metal work	10	7,849	485	6.2	---	85	316	312	6	---
Iron and steel products (general line)	9	106,951	1,228	1.1	---	231	758	758	---	---
Iron and steel products (semi-finished)	m	943	80	8.5	---	16	52	52	---	---
Iron and steel products (flat)	5	8,432	134	1.6	---	24	80	80	---	---
Wire and wire products	9	11,083	402	3.6	---	87	224	224	---	---
All other	29	194,679	3,050	1.6	---	480	1,816	1,815	1	---
Paper and its products	56	75,099	3,911	5.2	---	704	2,589	2,589	---	---
Wrapping or coarse paper and products	37	52,160	3,022	5.8	---	524	1,995	1,995	---	---
Printing and writing papers	7	17,626	452	2.6	---	56	241	241	---	---
Stationery and stationery supplies	12	5,313	437	8.2	---	124	353	353	---	---
Petroleum and its products	7	13,659	3,374	24.7	---	224	765	765	---	---
Plumbing and heating equipment and supplies	25	7,070	1,007	14.2	---	185	524	523	1	---
Heating (including stoves and ranges)	5	1,588	223	14.0	---	33	147	147	---	---
Plumbing fixtures, equipment, and supplies	9	1,500	183	12.2	---	40	106	106	---	---
All other	11	3,982	601	15.1	---	112	271	270	1	---
Tobacco and products (except leaf)	m	22,924	124	0.5	1	43	84	84	---	---
All other products	87	103,142	9,134	8.9	3	1,291	3,902	3,856	46	---
Books, periodicals, and newspapers	10	3,580	541	15.1	---	252	354	309	45	---
Forest products (except lumber)	6	7,233	374	5.2	---	36	183	183	---	---
Leather goods	5	771	63	8.2	2	10	19	19	---	---
Oils and greases (animal and vegetable)	6	17,245	1,144	6.6	---	105	377	377	---	---
Textiles and materials (other than dry goods)	4	4,179	162	3.9	---	29	99	99	---	---
Yarns	7	15,355	1,428	9.3	---	130	580	579	1	---
Miscellaneous kinds of business [5]	49	54,779	5,422	9.9	1	729	2,290	2,290	---	---
	PETROLEUM BULK STATIONS AND TERMINALS									
Petroleum and its products	50	113,677	12,760	11.2	7	2,530	5,029	4,857	172	$8,459
	AGENTS AND BROKERS									
KINDS OF BUSINESS										
AGENTS AND BROKERS	4,351	4,009,455	100,496	2.5	3,563	20,688	55,220	54,538	682	22,235
Amusement and sporting goods	82	11,688	892	7.6	68	195	421	421	---	235
Motion picture film exchanges	7	129	25	19.4	4	6	13	13	---	---
Sporting goods	9	2,342	168	7.2	7	29	92	92	---	9
Toys, novelties, and fireworks	51	7,995	554	6.9	49	132	246	246	---	189
All other	15	1,218	145	11.9	8	28	70	70	---	37
Automotive	54	23,107	668	2.9	43	167	369	367	2	167
Automobiles (new and used	9	12,357	145	1.2	7	41	83	82	1	---
Automotive accessories and equipment	28	6,107	245	4.0	23	60	124	123	1	151
All other	19	4,643	278	6.0	13	66	162	162	---	16
Beer, wines, and liquors	4	697	66	9.8	3	13	23	23	---	25
Wines and liquors	4	697	68	9.8	3	13	23	23	---	25
Chemicals and paints	74	50,287	1,880	3.7	50	228	1,014	1,010	4	462
Industrial chemicals	16	13,882	725	5.2	7	33	459	454	5	332
Naval stores	4	2,546	142	5.6	3	29	57	57	---	9
Paints and varnishes	15	4,384	128	2.9	12	38	49	49	---	---
All other	39	29,441	884	3.0	28	128	452	450	2	121
Clothing and furnishings	74	351,146	10,801	3.1	68	2,892	6,874	6,011	63	763
Clothing and furnishings (general line	19	53,480	1,514	2.8	105	445	884	873	11	3
Men's and boys'	28	41,639	2,024	4.8	46	444	1,075	1,059	16	66
Women's and children's	305	211,017	5,459	2.6	314	1,579	3,261	3,241	20	92
Furs, dressed, and fur clothing	75	19,318	706	3.7	71	199	337	330	7	3
Millinery and millinery supplies	157	25,059	1,081	4.3	92	257	506	499	7	6
Shoes and other footwear	10	895	28	3.1	11	5	11	9	2	10
Coal and coke	39	88,617	2,527	2.7	4	242	1,137	1,132	5	110

For footnotes, see end of table.

TABLE 1.—SALES, EXPENSES, PERSONNEL, PAY ROLL AND STOCKS

TYPE OF OPERATION BY KINDS OF BUSINESS—Continued

NEW YORK CITY

TYPE OF OPERATION KIND OF BUSINESS	NUMBER OF ESTABLISHMENTS	SALES (add 000)	OPERATING EXPENSES (average for year) All	OPERATING EXPENSES (average for year) Payroll (add 000)	Active proprietors of unincorporated businesses	Number of employees (full-time and part-time) Average for year	PAY ROLL Full-time (add 000)	PAY ROLL Part-time (add 000)	PAY ROLL Part-time (add 000)	Stocks on hand, end of year, at cost (add 000)
NEW YORK CITY—Con.						AGENTS AND BROKERS—Con.				
KINDS OF BUSINESS										
AGENTS AND BROKERS—Con.										
Drugs and drug sundries (specialty lines)	44	$12,346	$1,101	8.9	36	195	$441	$438	$3	$32
Proprietary medicines	10	4,907	747	15.2	5	114	291	291	---	16
Toiletries	16	1,921	117	6.1	11	37	55	54	1	7
Drug specialties and sundries	18	5,518	237	4.3	20	44	95	93	2	9
Dry goods (specialty lines)	568	1,167,857	30,374	2.6	577	5,477	18,018	17,966	52	4,844
Hosiery and lingerie	118	93,048	3,811	4.1	110	723	2,089	2,068	21	195
Notions	58	11,524	573	5.0	54	150	293	290	3	57
Piece goods:										
General line	10	244,881	3,791	1.5	12	585	2,470	2,470	---	1,020
Cotton	103	534,965	13,944	2.6	95	2,381	8,374	8,370	4	2,968
Silk, linen, rayon, and velvet	54	49,069	1,059	2.2	53	267	577	575	2	48
Woolen and worsted	83	166,588	5,188	3.1	101	917	3,100	3,087	13	406
Other	82	51,995	1,491	2.9	86	328	883	875	8	97
Other dry goods specialties	60	15,787	517	3.3	66	126	232	231	1	53
Electrical goods	133	25,378	1,617	6.4	99	433	842	837	5	390
Electrical merchandise (general line)	8	2,295	116	5.1	4	36	78	78	---	---
Apparatus and equipment	16	2,099	93	4.4	15	27	47	46	1	3
Wiring supplies and construction materials	71	4,913	291	5.9	23	71	143	143	---	26
Radios and equipment	32	6,454	334	5.2	28	93	153	153	---	102
All other	48	9,617	783	8.1	29	206	421	417	4	259
Farm products--raw materials	193	214,148	3,224	1.5	138	535	1,533	1,523	10	2,446
Cotton	10	12,902	199	1.5	6	42	87	87	---	205
Grains	15	92,331	795	0.9	[illegible]	110	427	423	4	1,500
Hides, skins, and raw furs	112	35,570	975	2.7	88	195	482	480	2	549
Livestock	3	576	12	2.1	4	5	4	2	2	---
Silk (raw)	8	9,119	58	0.6	7	[illegible]	34	34	---	107
Tobacco (leaf)	11	1,921	24	1.2	8	9	9	9	---	6
Wool and mohair	3	2,950	38	1.3	2	6	22	22	---	---
All other	21	58,779	1,123	1.9	14	159	468	466	2	79
Farm products--consumer goods	198	224,181	7,346	3.3	116	1,623	3,887	3,699	188	1,366
Dairy products	22	15,998	389	2.4	15	106	224	224	---	142
Poultry and poultry products	33	30,104	1,163	3.9	10	253	594	536	58	832
Fruits and vegetables (fresh)	103	85,597	4,292	5.0	70	960	2,277	2,168	109	327
Fresh fruits only	33	85,973	1,341	1.6	17	278	707	686	21	32
All other	7	6,509	161	2.5	4	26	85	85	---	33
Farm supplies	18	15,133	356	2.4	12	58	184	184	-	4
Fertilizer	8	12,539	276	2.2	6	34	146	146	---	1
Seeds	5	2,298	59	2.6	2	20	30	30	---	3
All other	5	296	21	7.1	4	4	8	8	---	---
Furniture and house furnishings	262	44,166	3,051	6.9	235	757	1,802	1,516	86	175
China, glassware, and crockery	25	5,787	392	6.8	30	96	184	181	3	17
Floor coverings	17	2,440	219	9.0	14	54	116	116	---	18
Furniture (general line)	57	12,345	994	8.1	50	285	567	502	65	79
Furniture (household)	17	3,098	191	6.2	16	35	89	77	12	10
Furniture (office)	9	1,175	97	8.3	7	18	57	57	---	4
House furnishings (except as specified)	123	18,083	1,067	5.9	105	251	542	536	6	42
Musical instruments and sheet music	4	1,238	91	7.4	3	18	47	47	---	5
Groceries and foods (specialty lines)	436	586,740	9,310	1.6	383	1,621	4,362	4,319	43	6,652
Canned foods	68	59,720	1,314	2.2	54	289	829	828	1	579
Coffee, tea, and spices	74	103,666	872	0.8	93	200	535	533	2	242
Confectionery	5	1,481	40	2.7	7	10	12	11	1	---
Fish and sea foods	14	3,323	252	7.6	7	61	142	142	---	4
Flour	36	20,189	417	2.1	32	99	218	217	1	31
Meats and provisions	24	18,912	452	2.4	18	96	248	247	1	53
All other	216	379,449	5,963	1.6	172	867	2,378	2,341	37	5,743
Hardware	91	13,763	912	6.6	76	268	548	544	4	86
General line (with industrial department)	3	1,025	80	7.8	2	25	53	53	---	28
General line (without industrial department)	16	3,265	278	8.5	11	90	188	187	1	7
Specialty lines	72	9,473	554	5.8	63	153	307	304	3	51
Jewelry	73	8,176	358	4.4	69	69	142	141	1	51
Clocks and watches	4	640	67	8.0	3	13	40	40	---	---
Diamonds and other precious stones	19	2,295	63	2.7	21	10	12	12	---	16
All other	50	5,041	228	4.5	45	44	90	89	1	35
Lumber and construction materials	99	24,774	1,235	5.0	74	225	606	598	8	31
Lumber	31	8,989	334	3.7	21	56	144	144	---	6
Lumber and millwork	4	1,150	61	5.3	3	17	38	38	---	2
Millwork	9	1,651	61	3.7	8	13	22	15	7	---
Brick, tile, and terra cotta	10	4,305	309	7.2	4	55	193	192	1	9
Cement, lime, and plaster	4	581	56	9.6	2	8	34	34	---	---
Glass	[illegible]	2,611	67	2.6	7	14	31	31	---	11
All other	32	5,487	347	6.3	29	62	144	144	---	3
Machinery—equipment—supplies	401	92,794	5,738	6.2	291	1,207	3,189	3,151	38	622
Commercial equipment and supplies:										
Office machines and equipment	15	1,106	191	17.3	8	84	119	119	---	45
Garage and filling station equipment	6	1,482	73	4.9	5	9	33	33	---	---
Store fixtures and equipment	6	248	25	10.1	6	6	7	6	1	---
All other	15	2,904	431	14.8	12	52	160	160	---	111

For footnotes, see end of table.

TABLE 1.—SALES, EXPENSES, PERSONNEL, PAY ROLL AND STOCKS

NEW YORK CITY

TYPE OF OPERATION KIND OF BUSINESS	NUMBER OF ESTABLISHMENTS	SALES	OPERATING EXPENSES							
NEW YORK CITY—Con.										
KINDS OF BUSINESS [1]										
AGENTS AND BROKERS—Con.										
Machinery--equipment--supplies—Con.										
Farm and dairy:										
Farm machinery and equipment	7	31,234	811	9.6	8	[illegible]	[illegible]	[illegible]	41	
All other	4	107	14	13.1	5	[illegible]	[illegible]	[illegible]	[illegible]	[illegible]
Industrial machinery, equipment, and supplies:										
Belting, hose, and packing	4	204	52	25.7	3	[illegible]	11	[illegible]	[illegible]	--
Construction (except road building)	7	3,425	68	1.9	6	14	[illegible]	[illegible]	[illegible]	[illegible]
Road building	7	2,653	20	[illegible]	[illegible]	[illegible]	14	[illegible]	--	[illegible]
Machine tools	16	19,362	640	3.3	7	[illegible]	4.[illegible]	424	1	[illegible]
Mine and mill supplies	[illegible]	1,089	47	4.[illegible]	[illegible]	12	[illegible]	[illegible]	[illegible]	[illegible]
Oil well supply houses	12	[illegible]	[illegible]	4.[illegible]	9	[illegible]	171	171	[illegible]	[illegible]
Power plant and power transmission	13	2,489	[illegible]	9.3	8	4[illegible]	[illegible]	[illegible]	[illegible]	[illegible]
Printing and lithographing (except paper	6	456	37	8.1	6	[illegible]	[illegible]	[illegible]	[illegible]	[illegible]
Rope, cordage, and twine	[illegible]	1,[illegible]	171	8.6	4	[illegible]	105	104	1	[illegible]
Textile	10	1,[illegible]	[illegible]	[illegible]	6	[illegible]	[illegible]	[illegible]	--	[illegible]
Used machinery and equipment	5	[illegible]	[illegible]	1[illegible].[illegible]	4	[illegible]	[illegible]	[illegible]	--	[illegible]
All other	162	23,587	1,726	7.3	127	394	977	[illegible]	[illegible]	[illegible]
Professional equipment and supplies:										
School equipment and supplies	[illegible]	112	[illegible]	[illegible]	[illegible]	11	[illegible]	[illegible]	--	12
Surgical, medical, and hospital	10	5,161	179	3.[illegible]	[illegible]	72	[illegible]	[illegible]	[illegible]	[illegible]
All other	9	244	34	10.[illegible]	6	17	[illegible]	[illegible]	4	[illegible]
Service equipment and supplies:										
Upholsterers' supplies	11	[illegible],450	[illegible]	[illegible]	6	47	114	114	[illegible]	
All other	11	683	60	[illegible].8	8	[illegible]	[illegible]	[illegible]	---	4
Transportation equipment and supplies:										
Aircraft and aeronautical	[illegible]	4,715	363	7.7	[illegible]	47	[illegible]	[illegible]	---	---
Railroad	28	4,134	343	8.3	17	[illegible]	216	[illegible]	[illegible]	[illegible]
Marine	21	2,611	168	6.4	11	[illegible]	[illegible]	87	[illegible]	[illegible]
Other	5	214	31	14.5	[illegible]	10	[illegible]	[illegible]	[illegible]	
Metals and metal work (except scrap	120	181,829	2,506	1.4	77	[illegible]	1,295	[illegible]	34	[illegible]
Building metal work	9	1,278	71	5.6	[illegible]	[illegible]	44	43	1	
Iron and steel products (general line)	21	6,754	221	3.3	12	47	93	[illegible]	4	[illegible]
Iron and steel products (semi-finished	20	11,[illegible]	364	[illegible]	17	[illegible]	181	[illegible]	[illegible]	71
Iron and steel products (flat)	9	4[illegible],927	495	1.1	[illegible]	77	214	[illegible]	[illegible]	[illegible]
Wire and wire products	8	[illegible]	35	5.7	[illegible]	14	[illegible]	15	[illegible]	
Iron and steel finished products (N. E. C.)	16	[illegible],533	[illegible]	8.1	9	47	[illegible]	143	[illegible]	[illegible]
All other	[illegible]	111,156	1,035	0.9	[illegible]	[illegible]	602	581	[illegible]	637
Paper and its products	185	59,487	2,854	4.8	[illegible]	[illegible]	[illegible]	[illegible]	[illegible]	337
Wrapping or coarse paper and products	81	21,[illegible]	1,292	6.0	48	[illegible]	[illegible]	[illegible]	5	[illegible]
Printing and writing papers	10	[illegible],628	[illegible]	[illegible]	[illegible]	[illegible]	[illegible]	[illegible]	[illegible]	[illegible]
Stationery and stationery supplies	88	4,455	571	12.8	72	159	[illegible]	[illegible]	[illegible]	64
Petroleum and its products	26	[illegible],958	524	[illegible]	17	74	[illegible]	[illegible]	[illegible]	[illegible]
Plumbing and heating equipment and supplies	62	8,790	517	5.8	51	181	[illegible]	[illegible]	[illegible]	[illegible]
Plumbing and heating (general line)	5	805	23	2.9	[illegible]	[illegible]	8	[illegible]	[illegible]	[illegible]
Heating (including stoves and ranges)	15	[illegible]24	50	6.1	14	[illegible]	15	[illegible]	1	1
Plumbing fixtures, equipment, and supplies	29	6,428	[illegible]	5.9	22	98	[illegible]	[illegible]	[illegible]	[illegible]
All other	13	741	65	8.8	[illegible]	[illegible]	54	[illegible]	[illegible]	
Tobacco and products (except leaf)	4	333	11	3.3	[illegible]	2	1	1	--	[illegible]
Waste materials	29	22,584	646	2.9	12	110	31[illegible]	[illegible]		[illegible]
Iron and steel scrap	6	12,959	33[illegible]	2.4	[illegible]	[illegible]	[illegible]	[illegible]		[illegible]
Waste paper, rags, and rubber	13	[illegible],188	16[illegible]	[illegible]	[illegible]	37	90	[illegible]		4
Non-ferrous metals	4	2,587	58	2.2	1	[illegible]	34	[illegible]		36
All other	6	2,852	[illegible]2	7.2	3	11	[illegible]	[illegible]		[illegible]
All other products	452	756,482	12,154	1.6	350	3,005	[illegible]	[illegible]		[illegible]
Books, periodicals, and newspapers	28	11,217	669	6.1	23	[illegible]	[illegible]	[illegible]	[illegible]	[illegible]
Flowers and nursery stock	27	5,188	[illegible]	16.8	8	[illegible]	[illegible]	[illegible]	[illegible]	[illegible]
Forest products (except lumber)	17	2,783	[illegible]	[illegible]	[illegible]	31	[illegible]	[illegible]	[illegible]	[illegible]
General merchandise	74	170,152	2,[illegible]	1.6	54	[illegible]	1,657	[illegible]	12	[illegible]
Leather and shoe findings	24	9,565	23[illegible]	2.5	[illegible]	47	[illegible]	[illegible]	[illegible]	[illegible]
Leather goods	20	1,964	[illegible]	4.3	[illegible]	[illegible]	[illegible]	[illegible]	--	[illegible]
Oils and greases (animal and vegetable	29	71,719	402	0.6	[illegible]	[illegible]	[illegible]	[illegible]	1	[illegible]
Textiles and materials (other than dry goods	33	42,999	1,476	3.4	[illegible]	[illegible]	[illegible]	[illegible]	--	[illegible]
Yarns	34	85,106	1,[illegible]	1.3	14	209	[illegible]	[illegible]	[illegible]	[illegible]
Miscellaneous kinds of business [6]	179	355,889	4,530	1.3	[illegible]	1,085	2,665	[illegible]	[illegible]	[illegible]

* Employees and pay roll include paid executives of corporations but not the number and compensation of proprietors of unincorporate[illegible]

[a] Sales include taxes. Expenses as shown for commission stations represent commissions only.

[1] Data for 1935 exclude personnel and pay roll of 1 commission milk station.

[2] Includes 2 commission stations; and 1 distributing terminals.

[3] Includes 1 assembler of farm products; and 2 packers and shippers.

[4] Includes 2 farm supplies; 1 forest products (except lumber); 4 oils and greases (animal and vegetable[illegible]

[5] Includes 3[illegible] amusement and sporting goods; [illegible] automotive; 1 coal and coke; 2 farm products--[illegible]

[illegible]ellaneous kinds of business.

[6] Includes 14 dry goods (general line); 1 optical goods; and 165 miscellaneous kinds of business.

TABLE 1.—SALES, EXPENSES, PERSONNEL, PAY ROLL AND STOCKS

TYPES OF OPERATION BY KINDS OF BUSINESS

OMAHA

TYPE OF OPERATION KIND OF BUSINESS	NUMBER OF ESTABLISHMENTS	SALES (add 000)	OPERATING EXPENSES (including pay roll) Amount (add 000)	OPERATING EXPENSES Percent of sales	Active proprietors of unincorporated businesses	Number of employees* (full-time and part-time) Average for year	PAY ROLL* Total (add 000)	PAY ROLL* Full-time (add 000)	PAY ROLL* Part-time (add 000)	Stocks on hand, end of year, at cost (add 000)
OMAHA, TOTALS, 1939	678	$390,754	$27,910	7.1	397	8,131	$13,146	$12,987	$159	$20,580
1935 [1]	603	344,525	22,536	6.5	340	6,984	10,772	10,583	189	15,452
1929	643	703,465	37,251	5.3	—	9,432	17,647	---	---	36,278
TYPES OF OPERATION										
SERVICE AND LIMITED-FUNCTION WHOLESALERS	317	92,139	13,995	15.2	169	4,658	6,907	6,817	90	14,435
Wholesale merchants	297	77,538	11,392	14.7	165	3,791	5,576	5,502	74	11,251
Drop shippers or desk jobbers	4	501	50	10.0	1	14	24	23	1	---
Wagon distributors	4	553	50	9.0	3	28	19	17	2	14
All other [2]	12	13,547	2,503	18.5	—	825	1,288	1,275	13	3,170
MANUFACTURERS' SALES BRANCHES (With stocks)	97	57,816	8,634	14.9	—	2,171	3,909	3,865	44	4,633
MANUFACTURERS' SALES OFFICES (Without stocks)	16	6,768	963	14.2	—	121	282	276	6	—
PETROLEUM BULK STATIONS **	22	6,584	830	12.6	7	245	380	378	2	432
Independent bulk stations	11	2,928	421	14.4	6	103	155	155	---	93
Salary stations	11	3,656	409	11.2	1	142	225	223	2	339
AGENTS AND BROKERS	212	214,514	3,054	1.4	214	820	1,417	1,406	11	745
Brokers (merchandise)	30	32,772	551	1.7	20	116	272	271	1	78
Commission merchants	133	176,836	2,121	1.2	158	592	979	971	8	601
Manufacturers' agents (with stocks)	12	664	117	17.6	8	46	56	55	1	60
Manufacturers' agents (without stocks)	29	1,824	102	5.6	26	32	32	31	1	---
Selling agents	8	2,418	163	6.7	4	38	78	78	---	6
ASSEMBLERS (Mainly farm products)	14	12,933	434	3.4	7	116	251	245	6	335
Commission buyers	4	922	17	1.8	4	7	7	5	2	---
Cooperative marketing associations	3	2,302	60	2.6	---	28	36	35	1	1
All other [3]	7	9,709	357	3.7	3	81	208	205	3	334
KINDS OF BUSINESS										
SERVICE AND LIMITED-FUNCTION WHOLESALERS	317	92,139	13,995	15.2	169	4,658	6,907	6,817	90	14,435
Amusement and sporting goods	8	239	55	23.0	2	23	23	23	---	42
Motion picture film exchanges	3	48	21	43.8	---	11	11	11	---	10
All other	5	191	34	17.8	2	12	12	12	---	32
Automotive	32	7,605	1,244	16.4	21	373	528	528	---	959
Automobiles (new and used)	6	3,851	299	7.8	4	32	41	41	---	242
Automotive parts	15	2,472	655	26.5	7	221	360	360	---	456
All other	11	1,282	290	22.6	10	120	127	127	---	261
Beer, wines, and liquors	15	6,864	702	10.2	8	191	320	319	1	745
Beer and ale	8	1,657	218	13.2	5	57	75	75	---	63
Wines and liquors	7	5,207	484	9.3	3	134	245	244	1	682
Chemicals and paints	11	780	193	24.7	5	61	91	91	---	191
Paints and varnishes	5	505	130	25.7	1	42	67	67	---	156
All other	6	275	63	22.9	4	19	24	24	---	35
Clothing and furnishings	9	522	86	16.5	6	31	36	35	1	101
Coal and coke	4	501	50	10.0	1	14	24	23	1	---
Drugs (general line)	1	2,186	295	13.5	7	103	147	147	---	290
Drugs and drug sundries (specialty lines)	6									
Electrical goods	14	4,910	760	15.5	5	244	407	407	---	573
Electrical merchandise (general line)	3	2,713	356	13.1	---	103	194	194	---	217
Wiring supplies and construction materials	3	453	85	18.8	1	22	42	42	---	49
Radios and equipment	3	422	93	22.0	1	36	49	49	---	97
All other	5	1,322	226	17.1	3	83	122	122	---	210
Farm products—raw materials	7	8,209	396	4.8	1	122	214	195	19	1,744
Farm products—consumer goods	28	3,546	652	10.0	21	287	313	307	6	118
Poultry and poultry products	3	250	32	12.8	5	16	13	13	---	6
Fruits and vegetables (fresh)	19	4,046	482	11.9	14	210	234	230	4	74
Fresh fruits only	3	1,233	20	1.6	1	7	12	12	---	1
All other	3	1,017	118	11.6	1	54	54	52	2	37
Farm supplies	5	1,284	271	21.4	4	97	118	118	---	352
Furniture and house furnishings	11	3,937	596	15.1	8	237	334	334	---	1,106
Floor coverings	3	1,817	222	12.2	2	92	122	122	---	470
House furnishings (except as specified)	5	428	85	19.9	3	30	38	38	---	106
All other	3	1,692	289	17.1	—	115	174	174	---	528
Groceries (general line)	8	11,908	2,043	17.2	—	671	1,042	1,030	12	2,955
Not sponsoring cooperative or voluntary groups	4	3,513	374	10.6	—	128	213	212	1	892
All other	4	8,395	1,669	19.9	—	543	829	818	11	2,063

For footnotes, see end of table

TABLE 1.—SALES, EXPENSES, PERSONNEL, PAY ROLL AND STOCKS

TYPES OF OPERATION BY KINDS OF BUSINESS—Continued

OMAHA

TYPE OF OPERATION KIND OF BUSINESS	NUMBER OF ESTABLISHMENTS	SALES (add 000)	OPERATING EXPENSES (including pay roll) Amount (add 000)	OPERATING EXPENSES Percent of sales	Active proprietors unincorporated businesses	Number of employees* (full time and part time) Average for year	PAY ROLL* Total (add 000)	PAY ROLL Full-time (add 000)	PAY ROLL Part-time (add 000)	Stock, end of year, at cost (add 000)
OMAHA—Con.	SERVICE AND LIMITED-FUNCTION WHOLESALERS—Con.									
KINDS OF BUSINESS										
SERVICE AND LIMITED-FUNCTION WHOLESALERS—Con.										
Groceries and foods (specialty lines)	25	$3,270	$744	22.8	21	186	$246	$242	$4	$243
Coffee, tea, and spices	3	196	51	26.0	5	22	22	22	---	9
Confectionery	3	60	15	25.0	3	3	4	4	---	1
Meats and provisions	6	1,111	144	13.0	7	47	74	72	2	22
All other	13	1,903	534	28.1	6	114	146	144	2	211
Lumber and construction materials	10	2,329	407	17.5	3	245	246	234	12	364
Lumber	3	1,406	283	20.1	---	157	186	176	10	234
All other	7	923	124	13.4	3	88	60	58	2	130
Machinery—equipment—supplies	51	7,724	1,651	21.4	18	501	985	977	8	1,387
Commercial equipment and supplies:										
Store fixtures and equipment	4	344	102	30.0	1	49	69	68	1	71
All other	6	162	47	29.0	5	21	23	23	---	28
Industrial machinery, equipment, and supplies:										
Road building	3	1,860	294	15.8	---	52	189	189	---	382
All other	12	2,796	586	21.0	5	155	322	322	---	450
Professional equipment and supplies	7	655	193	29.5	2	93	154	154	---	156
Service equipment and supplies:										
Barber and beauty supply houses	6	298	115	38.6	1	29	54	50	4	58
Laundry and dry cleaning	3	448	117	26.1	---	37	58	57	1	82
All other	5	115	45	39.1	3	23	29	29	---	44
All other	5	1,046	152	14.5	1	42	87	85	2	116
Paper and its products	12	3,960	748	18.9	3	271	457	456	1	784
Wrapping or coarse paper and products	7	2,970	536	18.0	3	201	342	342	---	545
All other	5	990	212	21.4	---	70	115	114	1	239
Petroleum and its products	6	2,963	510	17.2	2	123	199	196	3	252
Plumbing and heating equipment and supplies	10	2,822	562	19.9	3	186	291	284	7	621
Plumbing and heating (general line)	3	2,096	385	18.4	---	133	194	187	7	478
Heating (including stoves and ranges)	3	485	134	27.6	2	40	77	77	---	93
All other	4	241	43	17.8	1	13	20	20	---	50
Tobacco and products (except leaf)	6	4,033	158	3.9	6	56	69	69	---	127
Waste materials	12	2,068	490	23.7	14	128	126	122	4	171
Iron and steel scrap	6	1,539	362	23.5	6	36	57	57	---	73
Junk and scrap (general line)	3	124	29	23.4	3	32	18	14	4	43
Waste paper, rags, and rubber	3	405	99	24.4	5	60	51	51	---	55
All other products	26	7,499	1,382	18.4	10	508	691	680	11	1,310
Books, periodicals, and newspapers	3	352	62	17.6	2	41	42	39	3	13
Leather and shoe findings	5	512	113	22.1	5	33	50	50	---	166
Optical goods	4	398	156	39.2	2	63	90	90	---	39
Miscellaneous kinds of business [4]	14	6,237	1,051	16.9	1	371	509	501	8	1,092
	MANUFACTURERS' SALES BRANCHES (with stocks)									
KINDS OF BUSINESS										
MANUFACTURERS' SALES BRANCHES (With stocks)	97	57,816	8,634	14.9	---	2,171	3,909	3,865	44	4,633
Amusement and sporting goods	[illegible]	2,111	520	24.6	---	190	304	287	17	94
Automotive	15	16,011	1,601	10.0	---	376	790	784	6	1,118
Tires and tubes	6	3,837	786	20.5	---	183	376	373	3	509
All other	9	12,174	815	6.7	---	193	414	411	3	609
Groceries and foods (specialty lines)	17	17,362	2,386	13.7	---	363	675	672	3	227
Meats and provisions	5	6,009	355	5.9	---	123	205	204	1	74
All other	12	11,353	2,031	17.9	---	240	470	468	2	153
Machinery—equipment—supplies	32	11,893	2,801	23.6	---	856	1,456	1,440	16	2,521
Commercial equipment and supplies	8	812	301	37.1	---	116	205	204	1	95
Farm and dairy	10	8,770	2,032	23.2	---	589	974	959	15	2,137
Industrial machinery, equipment, and supplies	5	1,484	222	15.0	---	124	162	162	---	138
All other	[illegible]	827	246	29.7	---	59	115	115	---	151
Plumbing and heating equipment and supplies	[illegible]	734	163	22.2	---	53	85	84	1	117
All other [5]	20	9,705	1,163	12.0	---	331	599	598	1	556

For footnotes, see end of table.

TABLE 1.—SALES, EXPENSES, PERSONNEL, PAY ROLL AND STOCKS

OMAHA

TYPES OF OPERATION BY KINDS OF BUSINESS—Continued

TYPE OF OPERATION / KIND OF BUSINESS	NUMBER OF ESTABLISHMENTS	SALES (add 000)	OPERATING EXPENSES (excluding pay roll) Amount (add 000)	OPERATING EXPENSES (excluding pay roll) Percent of sales	Active proprietors of unincorporated businesses	Number of employees (full-time and part-time) Average for year	PAY ROLL Total (add 000)	PAY ROLL Full-time (add 000)	PAY ROLL Part-time (add 000)	Stocks on hand, end of year, at cost (add 000)
OMAHA—Con.	MANUFACTURERS' SALES OFFICES (Without stocks)									
KINDS OF BUSINESS										
MANUFACTURERS' SALES OFFICES (Without stocks)	16	$6,768	$963	14.2	---	121	$282	$276	$6	---
Machinery--equipment--supplies	5	966	84	8.7	---	23	49	43	6	---
All other [6]	11	5,802	879	15.1	---	98	233	233	---	---
	PETROLEUM BULK STATIONS									
Petroleum and its products	22	6,584	830	12.6	7	245	380	378	2	$432
	AGENTS AND BROKERS									
KINDS OF BUSINESS										
AGENTS AND BROKERS	212	214,514	3,054	1.4	214	820	1,417	1,406	11	745
Amusement and sporting goods	3	111	25	22.5	2	7	6	6	---	13
Coal and coke	6	1,945	152	7.8	3	33	71	71	---	6
Electrical goods	6	933	32	3.4	6	8	11	10	1	16
Apparatus and equipment	3	287	24	8.4	3	6	9	8	1	1
All other	3	646	8	1.2	3	2	2	2	---	15
Farm products--raw materials	135	181,524	2,159	1.2	156	601	994	986	8	676
Livestock	121	155,255	1,762	1.1	145	469	758	753	5	242
All other	14	26,269	397	1.5	11	132	236	233	3	434
Farm products--consumer goods	7	4,411	62	1.4	4	13	24	24	---	---
Groceries and foods (specialty lines)	15	19,437	321	1.7	11	72	168	167	1	4
Lumber and construction materials	9	4,046	143	3.5	7	29	75	75	---	---
Machinery--equipment--supplies	14	597	88	14.7	10	36	42	41	1	20
Commercial equipment and supplies	3	133	48	36.1	2	18	27	27	---	13
Industrial machinery, equipment, and supplies	8	253	30	11.9	5	16	14	13	1	7
All other	3	211	10	4.7	3	2	1	1	---	---
Paper and its products	3	56	2	3.6	3	---	--	---	---	---
Plumbing and heating equipment and supplies	5	184	31	16.8	4	6	13	13	---	---
All other [7]	9	1,270	39	3.1	8	13	13	13	---	10
	ASSEMBLERS (Mainly farm products)									
KINDS OF BUSINESS										
ASSEMBLERS (Mainly farm products)	14	12,933	434	3.4	7	116	251	245	6	335
Farm products--raw materials	8	8,575	224	2.6	6	62	105	102	3	102
Grains	6	2,177	161	7.4	3	38	67	65	2	102
Livestock	3	6,398	63	1.0	3	24	38	37	1	---
Farm products--consumer goods	5	4,358	210	4.8	1	54	146	143	3	233

* Employees and pay roll include paid executives of corporations but not the number and compensation of proprietors of unincorporated businesses.

** Sales include taxes.

[1] Data for 1935 exclude personnel and pay roll of 1 commission bulk station. Also, some adjustments have been made in the 1935 figures for comparison purposes.

[2] Includes 1 voluntary group wholesaler; 2 importers; 6 industrial distributors; 2 cash-and-carry wholesalers; and 1 retailer-cooperative warehouse.

[3] Includes 2 assemblers of farm products; 2 cooperative sales agencies; 1 country grain elevator (independent); 1 country grain elevator (line); and 1 country grain elevator (cooperative).

[4] Includes 1 dry goods (general line); 3 dry goods (specialty lines); 3 hardware; 2 jewelry; 1 metals and metal work (except scrap); 2 flowers and nursery stock; 1 forest products (except lumber); and 1 general merchandise.

[5] Includes 2 chemicals and paints; 3 electrical goods; 1 farm products--consumer goods; 1 farm supplies; 2 furniture and house furnishings; 1 hardware; 2 lumber and construction materials; 3 paper and its products; 1 books, periodicals, and newspapers; and 1 optical goods.

[6] Includes 1 amusement and sporting goods; 1 chemicals and paints; 3 groceries and foods (specialty lines); 3 lumber and construction materials; 1 paper and its products; 1 plumbing and heating equipment and supplies; and 1 tobacco and products (except leaf).

[7] Includes 2 automotive; 1 chemicals and paints; 2 farm supplies; and 4 miscellaneous kinds of business.

TABLE 1.—SALES, EXPENSES, PERSONNEL, PAY ROLL AND STOCKS

[Table 1. Operations of Kind B]

PHILADELPHIA

TYPE OF OPERATION / KIND OF BUSINESS	NUMBER OF ESTABLISHMENTS	SALES	OPERATING EXPENSES		[illegible]	[illegible]	PAY ROLL				STOCKS
		[illegible]	[illegible]	[illegible]	[illegible]	[illegible]	[illegible]	[illegible]	[illegible]	[illegible]	[illegible]
		[illegible]	[illegible]	[illegible]	[illegible]	[illegible]	[illegible]	[illegible]	(add 000)	[illegible]	[illegible]
PHILADELPHIA, TOTALS, 1939	4,[illegible]73	$1,6[illegible],100	$157,478	9.7	3,190	42,257	$77,824	$[illegible]	$1,195	$94,[illegible]
1935	3,961	1,325,184	132,040	10.0	2,733	37,347	65,126	62,[illegible]	1,196	72,364
1929	4,342	2,221,878	209,195	9.4	2,670	50,801	123,386	---	---	149,973
TYPES OF OPERATION										
SERVICE AND LIMITED-FUNCTION WHOLESALERS	2,806	651,482	81,962	12.6	2,589	25,120	41,539	40,891	648	64,276
Wholesale merchants	2,645	545,237	73,833	13.5	2,485	22,800	36,876	36,264	612	55,537
Converters (textile	12	2,630	274	10.4	9	73	167	167	---	446
Export merchants	4	5,727	197	3.4	3	33	62	62	---	1,219
Importers	37	24,427	1,456	6.0	33	286	637	622	8	1,961
Industrial distributors	11	5,624	1,322	23.5	5	431	796	795	3	1,986
Cash-and-carry wholesalers	33	916	78	8.5	30	36	26	23	3	82
Drop shippers or desk jobbers	35	30,177	1,799	6.0	6	328	1,042	1,025	17	85
Wagon distributors	19	1,772	283	16.0	16	85	106	102	6	37
All other [1]	[illegible]	34,970	2,720	7.8	2	1,054	1,823	1,820	2	3,786
MANUFACTURERS' SALES BRANCHES (With stocks	376	365,[illegible]76	46,973	12.2	10	10,915	22,637	22,478	159	24,420
MANUFACTURERS' SALES OFFICES (Without stocks)	256	240,207	11,733	4.9	7	2,158	5,519	5,489	30	---
PETROLEUM BULK STATIONS AND TERMINALS **	25	57,450	5,927	10.3	3	1,746	3,168	2,973	195	2,990
Independent bulk stations	3	2,399	188	7.8	1	69	165	165	---	331
Salary stations *	18	40,825	4,605	11.3	2	1,361	2,365	2,282	83	1,926
Distributing terminals	4	14,226	1,134	8.0	---	316	638	526	112	733
AGENTS AND BROKERS	599	264,831	10,337	3.9	576	2,169	4,773	4,662	111	2,698
Auction companies	7	17,441	352	2.0	12	156	240	215	25	58
Brokers (merchandise)	145	82,796	1,349	1.6	147	314	633	627	6	67
Commission merchants	113	59,205	2,618	4.4	141	603	1,173	1,145	28	1,354
Export agents	5	1,423	39	2.7	5	8	22	22	---	1
Import agents	7	2,242	108	4.9	5	16	53	53	---	44
Manufacturers' agents (with stocks)	38	9,462	1,281	13.5	24	316	767	761	6	479
Manufacturers' agents (without stocks)	218	28,936	1,404	4.9	207	364	684	671	13	---
Selling agents	63	61,186	3,144	5.1	33	400	1,179	1,146	33	695
Other agents	3	2,140	40	1.9	2	12	22	22	---	---
ASSEMBLERS (Mainly farm products)	11	23,054	546	2.4	5	131	188	176	12	293
KINDS OF BUSINESS										
SERVICE AND LIMITED-FUNCTION WHOLESALERS	2,806	651,482	81,962	12.6	2,589	25,120	41,539	40,891	648	64,276
Amusement and sporting goods	35	7,767	1,305	16.8	28	401	658	653	5	1,378
Bicycles and supplies	3	223	26	11.7	1	14	13	13	---	51
Cameras and photographic supplies	3	203	33	16.3	2	13	16	16	---	37
Motion picture film exchanges	5	124	72	58.1	1	39	52	52	---	1
Sporting goods	6	5,067	792	15.6	2	223	419	417	2	1,060
Toys, novelties, and fireworks	15	1,392	277	19.9	19	84	111	108	3	162
All other	3	758	105	13.9	3	28	47	47	---	67
Automotive	119	53,509	4,612	8.6	79	1,591	2,465	2,446	19	2,974
Automobiles (new and used)	9	39,105	1,357	3.5	---	432	680	675	5	772
Trucks and tractors	5	505	103	20.4	[illegible]	31	42	31	11	54
Automotive accessories and equipment	40	4,979	1,215	24.4	19	463	718	718	---	642
Automotive parts	43	6,385	1,416	22.2	37	483	770	768	2	944
Tires and tubes	22	2,537	521	20.5	19	182	255	254	1	362
Beer, wines, and liquors	96	10,810	1,458	13.5	92	398	597	581	16	1,002
Beer and ale	88	8,451	821	9.7	87	301	325	315	10	143
Wines and liquors	8	2,359	637	27.0	5	97	272	266	6	859
Chemicals and paints	38	5,029	774	15.4	19	215	438	438	---	498
Dyestuffs	8	1,874	279	14.9	3	44	156	156	---	217
Industrial chemicals	9	2,032	277	13.6	2	91	169	169	---	174
Paints and varnishes	9	349	113	32.4	6	41	58	58	---	55
All other	12	774	105	13.6	8	39	55	55	---	52
Clothing and furnishings	171	21,179	2,625	12.4	200	798	1,152	1,140	12	2,565
Clothing and furnishings (general line)	23	2,306	273	11.8	31	87	104	102	2	402
Men's and boys'	52	4,360	572	13.1	59	146	218	215	3	671
Women's and children's	34	3,891	523	13.4	40	194	275	274	1	369
Furs, dressed, and fur clothing	[illegible]	904	92	10.2	8	19	35	34	1	85
Millinery and millinery supplies	11	1,292	229	17.7	6	97	110	109	1	51
Shoes and other footwear	45	8,426	936	11.1	56	255	410	406	4	987
Coal and coke	42	28,506	1,872	6.6	14	364	1,081	1,059	22	227
Drugs (general line)	3	12,386	1,369	11.1	---	586	991	991	---	1,379
Drugs and drug sundries (specialty lines)	32	4,727	1,151	24.3	24	561	655	649	6	543
Proprietary medicines	9	1,931	212	11.0	7	84	125	125	---	188
Toiletries	8	1,430	690	48.3	4	373	370	365	5	66
Drug specialties and sundries	15	1,368	249	18.2	13	104	160	159	1	289
Dry goods (general line)	5	3,174	551	17.4	5	186	311	306	5	498
Dry goods (specialty lines)	180	25,719	3,301	12.8	178	1,092	1,363	1,356	13	4,153
Hosiery and lingerie	59	9,486	837	8.8	69	312	379	368	11	1,108
Notions	27	3,695	651	17.6	22	244	293	292	1	430

For footnotes, see end of table.

TABLE 1.—SALES, EXPENSES, PERSONNEL, PAY ROLL AND STOCKS

TYPES OF OPERATION BY KINDS OF BUSINESS—Continued

PHILADELPHIA

TYPE OF OPERATION KIND OF BUSINESS	NUMBER OF ESTABLISHMENTS	SALES (add 000)	OPERATING EXPENSES (including pay roll) Amount (add 000)	OPERATING EXPENSES Percent of sales	Active proprietors of unincorporated businesses	Number of employees* (full-time and part-time) Average for year	PAY ROLL* Total (add 000)	PAY ROLL* Full-time (add 000)	PAY ROLL* Part-time (add 000)	Stocks on hand, end of year, at cost (add 000)
PHILADELPHIA—Con.	SERVICE AND LIMITED-FUNCTION WHOLESALERS—Con.									
KINDS OF BUSINESS										
SERVICE AND LIMITED-FUNCTION WHOLESALERS—Con.										
Dry goods (specialty lines)—Con.										
Piece goods:										
General line	4	$1,319	$162	12.3	10	60	$73	$73	---	$286
Cotton	21	3,157	368	11.7	20	94	182	182	---	694
Silk, linen, rayon, and velvet	7	1,080	93	8.6	5	22	55	55	---	71
Woolen and worsted	22	2,529	711	28.1	17	232	203	203	---	871
Other	17	2,936	257	8.8	11	49	86	85	$1	419
Other dry goods specialties	23	1,515	222	14.7	24	79	92	92	---	274
Electrical goods	83	30,865	4,982	16.1	63	1,464	3,035	3,017	18	3,183
Electrical merchandise (general line)	9	12,531	1,751	14.0	2	538	1,160	1,159	1	856
Apparatus and equipment	7	387	116	30.0	■	31	71	68	3	200
Wiring supplies and construction materials	38	3,941	616	15.6	36	227	326	320	6	653
Radios and equipment	10	3,603	586	16.3	8	186	348	347	1	410
Refrigerators and equipment (household)	4	5,901	965	16.4	1	208	597	597	---	367
All other	15	4,502	948	21.1	12	274	533	526	7	697
Farm products--raw materials	37	38,182	1,982	5.2	44	225	647	646	1	4,533
Cotton	3	199	47	23.6	4	5	6	6	---	14
Wool and mohair	20	22,497	1,273	5.7	28	130	364	363	1	2,237
All other	14	15,486	662	4.3	12	90	277	277	---	2,282
Farm products--consumer goods	294	54,900	4,832	8.8	352	1,470	2,143	2,110	33	810
Dairy products	18	6,518	1,240	19.0	14	333	537	537	---	283
Dairy and poultry products	40	9,390	860	9.2	38	275	417	411	■	235
Poultry and poultry products	25	3,436	292	8.5	30	140	131	122	9	45
Fruits and vegetables (fresh)	167	28,208	2,085	7.4	223	604	922	912	10	217
Fresh fruits only	44	7,348	355	4.8	47	118	136	128	8	30
Farm supplies	15	3,312	520	15.7	16	132	191	189	2	397
Feed	7	1,403	109	7.8	10	29	31	30	1	61
Seeds	■	1,250	314	25.1	2	88	135	134	1	332
All other	4	659	97	14.7	■	15	25	25	---	4
Furniture and house furnishings	118	16,646	2,759	16.6	105	783	1,349	1,313	36	3,134
China, glassware, and crockery	15	1,938	393	20.3	10	115	194	193	1	334
Floor coverings	25	8,024	1,127	14.0	17	316	551	549	2	1,610
Furniture (general line)	3	1,225	157	12.8	1	47	87	82	5	43
Furniture (household)	22	1,774	375	21.1	24	87	170	168	2	278
Furniture (office)	3	62	12	19.4	2	7	8	8	---	22
House furnishings (except as specified)	46	3,300	586	17.8	49	173	274	248	26	750
Musical instruments and sheet music	4	323	109	33.7	2	38	65	65	---	97
Groceries (general line)	31	38,560	2,980	7.7	43	1,064	1,752	1,748	4	4,583
Not sponsoring cooperative or voluntary groups	23	10,856	1,048	9.7	41	396	531	529	2	1,603
Voluntary group wholesalers	5	10,109	1,112	11.0	2	379	649	647	2	1,662
Retailer-cooperative warehouses	3	17,595	820	4.7	---	289	572	572	---	1,318
Groceries and foods (specialty lines)	287	47,371	7,757	16.4	279	2,315	3,586	3,504	82	3,096
Canned foods	7	2,162	463	21.4	6	146	248	248	---	431
Coffee, tea, and spices	28	2,727	467	17.1	25	143	227	226	1	187
Coffee roasting and spice grinding	7	1,252	316	25.2	2	92	168	166	2	127
Confectionery	44	2,787	465	16.7	44	164	191	187	4	172
Fish and sea foods	38	4,987	821	16.5	38	279	407	375	32	185
Flour	8	1,181	137	11.6	6	44	91	91	---	65
Fruits and vegetables (frosted)	3	194	39	20.1	1	14	20	20	---	31
Meats and provisions	60	14,880	1,951	13.1	62	549	997	988	9	314
All other	92	17,221	3,098	18.0	95	884	1,237	1,203	34	1,584
Hardware	28	5,614	1,120	20.0	22	475	722	720	2	998
General line	5	4,487	855	19.1	6	372	561	561	---	708
Specialty lines	23	1,127	265	23.5	16	103	161	159	2	290
Jewelry	73	7,074	995	14.1	73	285	556	551	5	1,789
Jewelry (general line)	8	2,993	474	15.8	7	120	313	313	---	698
Clocks and watches	4	340	63	18.5	5	23	31	29	2	68
Diamonds and other precious stones	10	525	36	6.9	13	10	17	17	---	127
All other	51	3,216	422	13.1	48	132	195	192	3	896
Lumber and construction materials	79	23,718	3,409	14.4	54	990	1,824	1,768	56	3,838
Builders' supplies (general line)	6	1,440	163	11.3	4	40	65	64	1	115
Lumber	33	12,921	1,529	11.8	21	365	734	725	9	2,055
Lumber and millwork	8	3,507	675	19.2	3	248	416	406	10	651
Millwork	9	1,462	227	15.5	9	54	104	102	2	294
Glass	6	1,208	332	27.5	5	127	228	225	3	233
All other	17	3,180	483	15.2	12	158	277	246	31	490
Machinery--equipment--supplies	317	35,747	8,519	23.8	261	2,686	4,681	4,640	41	6,283
Commercial equipment and supplies:										
Restaurant and hotel supply houses	14	1,111	228	20.5	11	89	148	146	2	181
Garage and filling station equipment	5	550	118	21.5	■	39	70	69	1	60
Store fixtures and equipment	6	94	32	34.0	4	11	19	19	---	35
All other	18	2,223	338	15.2	20	93	167	166	1	130
Farm and dairy	4	929	348	37.5	1	115	223	223	---	188
Industrial machinery, equipment, and supplies:										
Industrial general line	4	2,059	472	22.9	3	158	253	253	---	471
Belting, hose, and packing	12	753	214	28.4	5	62	123	123	---	[illegible]
Construction (except road building)	4	208	88	42.3	1	37	43	38	5	214
Road building	3	283	58	20.5	---	16	36	36	---	65
Machine tools	8	621	138	22.2	10	37	52	52	---	132

For footnotes, see end of table.

TABLE 1.—SALES, EXPENSES, PERSONNEL, PAY ROLL AND STOCKS

TYPES OF OPERATION BY KINDS OF BUSINESS—Continued

PHILADELPHIA

TYPE OF OPERATION KIND OF BUSINESS	NUMBER OF ESTABLISHMENTS	SALES (add 000)	OPERATING EXPENSES (including pay roll) Amount (add 000)	OPERATING EXPENSES Percent of sales	Active proprietors of unincorporated businesses	Number of employees* (full-time and part time Average for year	PAY ROLL* Total (add 000)	PAY ROLL* Full-time (add 000)	PAY ROLL* Part-time (add 000)	Stocks on hand, end of year, at cost (add 000)
PHILADELPHIA—Con.										
KINDS OF BUSINESS										
SERVICE AND LIMITED-FUNCTION WHOLESALERS—Con.										
Machinery--equipment--supplies—Con.										
Industrial machinery, equipment and supplies—Con.										
Mine and mill supplies	8	$2,911	$726	24.9	2	229	$462	$459	$3	$578
Power plant and power transmission	3	334	81	24.3	1	40	51	51	---	73
Printing and lithographing (except paper)	9	1,100	429	39.0	8	86	136	136	---	326
Rope, cordage, and twine	5	1,980	292	14.7	2	57	144	144	---	158
Textile	*	118	31	26.3	3	10	17	17	---	15
Used machinery and equipment	21	707	161	22.8	19	59	75	72	3	212
All other	72	6,766	1,509	22.3	69	436	826	801	25	823
Professional equipment and supplies:										
Dental supply houses	11	1,801	674	37.4	7	222	394	394	---	359
Religious supply houses	3	249	79	31.7	2	34	45	45	---	62
Surgical, medical, and hospital	16	1,466	342	23.3	9	123	208	207	1	240
All other	8	2,818	578	20.5	6	194	408	408	---	883
Service equipment and supplies:										
Barber and beauty supply houses	24	1,218	405	33.3	37	170	212	212	---	262
Laundry and dry cleaning	7	1,997	428	21.4	*	89	177	177	---	141
Tailors' supplies	3	132	13	9.8	3	4	6	6	---	35
Upholsterers' supplies	15	1,409	300	21.3	10	102	129	129	---	213
All other	23	1,166	292	25.0	17	133	173	173	---	231
Transportation equipment and supplies	7	744	145	19.5	3	41	84	84	---	112
Metals and metal work (except scrap)	40	22,136	3,161	14.3	38	999	1,783	1,736	47	2,936
Building metal work	4	598	183	30.6	7	59	78	70	8	67
Iron and steel products (general line)	4	6,692	1,141	17.1	7	323	685	666	19	1,101
Iron and steel products (flat)	8	4,364	878	20.1	5	281	551	549	4	988
Wire and wire products	3	348	46	13.2	2	19	20	19	1	10
Iron and steel finished products (N. E. C.)	11	2,173	516	23.7	6	149	267	250	17	284
All other	10	7,961	397	5.0	11	76	182	182	---	486
Paper and its products	131	21,617	4,153	19.2	88	1,395	2,452	2,411	41	3,002
Wrapping or coarse paper and products	58	9,727	1,680	17.3	48	553	999	982	17	983
Printing and writing papers	21	9,052	1,744	19.3	4	579	1,132	1,130	2	1,456
Stationery and stationery supplies	14	582	78	13.4	18	31	27	27	---	73
Wallpaper	38	2,256	651	28.9	18	232	294	272	22	490
Petroleum and its products	13	4,982	687	13.8	7	189	355	342	13	294
Plumbing and heating equipment and supplies	97	13,456	2,508	18.6	53	812	1,400	1,342	58	2,263
Plumbing and heating (general line)	36	7,354	1,188	16.2	22	388	609	604	5	1,388
Heating (including stoves and ranges)	21	2,009	513	25.5	9	162	304	302	2	346
Plumbing fixtures equipment, and supplies	29	3,207	552	17.2	17	187	341	338	3	430
All other	11	886	255	28.8	5	75	146	98	48	99
Tobacco and products (except leaf)	75	34,257	1,483	4.3	70	579	844	835	9	1,606
Waste materials	224	49,593	7,192	14.5	241	1,716	2,360	2,324	36	3,293
Iron and steel scrap	37	33,750	4,484	13.3	50	614	1,006	992	14	1,539
Junk and scrap (general line)	68	980	193	19.7	65	123	93	85	8	120
Waste paper, rags, and rubber	71	8,014	1,781	22.2	81	715	880	870	10	775
Non-ferrous metals	10	2,827	319	11.3	9	120	151	151	- -	229
All other	38	4,022	415	10.3	36	144	230	226	4	630
All other products	143	30,646	3,905	12.7	141	1,437	2,148	2,082	66	3,021
Books, periodicals, and newspapers	4	3,082	833	27.0	2	358	561	509	52	245
Flowers and nursery stock	13	1,923	398	20.7	10	150	237	233	4	58
Forest products (except lumber)	21	988	247	25.0	24	99	117	116	1	77
General merchandise	3	236	43	18.2	3	12	15	15	---	37
Leather and shoe findings	28	2,870	366	12.8	32	103	170	170	---	609
Oils and greases (animal and vegetable)	5	10,536	388	3.7	5	81	143	143	---	485
Optical goods	15	2,096	600	28.6	11	302	415	415	---	390
Textiles and materials (other than dry goods)	14	1,134	187	16.5	17	96	69	68	1	228
Yarns	11	6,265	440	7.0	11	70	188	184	4	667
Miscellaneous kinds of business	29	1,516	403	26.6	26	176	233	229	4	225
KINDS OF BUSINESS										
MANUFACTURERS' SALES BRANCHES (With stocks)	376	386,076	46,973	12.2	10	10,915	22,837	22,438	199	24,420
Amusement and sporting goods	12	12,956	1,399	10.8	---	522	894	832	62	485
Automotive	31	25,844	3,562	13.8	---	963	2,908	1,992	16	2,318
Trucks and tractors	10	9,529	1,208	12.7	---	395	813	804	9	1,953
Automotive parts	5	923	184	19.9	---	60	114	114	---	163
Tires and tubes	12	11,381	1,842	16.2	---	412	908	902	6	1,027
All other	4	4,011	328	8.2	---	96	173	172	1	295
Chemicals and paints	28	63,398	7,545	11.9	---	1,988	2,924	2,908	16	4,198
Industrial chemicals	12	21,186	2,435	11.5	- -	322	592	592	---	2,099
Paints and varnishes	8	35,390	3,781	10.7	---	546	1,485	1,469	16	1,656
All other	*	6,822	1,329	19.5	---	222	547	547	---	431
Drugs and drug sundries (specialty lines)	5	2,570	707	27.5	---	111	329	329	---	324
Dry goods (specialty lines)	7	2,412	299	12.4	2	75	141	141	---	172
Electrical goods	18	50,841	3,546	7.0	---	797	1,997	1,993	4	1,995

For footnotes, see end of table.

TABLE 1.—SALES, EXPENSES, PERSONNEL, PAY ROLL AND STOCKS

TYPES OF OPERATION BY KINDS OF BUSINESS—Continued

PHILADELPHIA

TYPE OF OPERATION KIND OF BUSINESS	NUMBER OF ESTABLISHMENTS	SALES (add 000)	OPERATING EXPENSES (including pay roll) Amount (add 000)	OPERATING EXPENSES Percent of sales	Active proprietors of unincorporated businesses	Number of employees* (full-time and part-time) Average for year	PAY ROLL* Total (add 000)	PAY ROLL* Full-time (add 000)	PAY ROLL* Part-time (add 000)	Stocks on hand, end of year, at cost (add 000)
PHILADELPHIA—Con.	MANUFACTURERS' SALES BRANCHES (With stocks)—Con.									
KINDS OF BUSINESS										
MANUFACTURERS' SALES BRANCHES (With stocks)—Con.										
Farm products--consumer goods	8	$10,414	$1,939	18.6	---	343	$687	$679	$8	$405
Furniture and house furnishings	7	3,403	429	12.6	---	93	195	195	--	170
Groceries and foods (specialty lines)	43	113,742	11,688	10.3	2	2,460	4,664	4,627	37	3,847
Meats and provisions	14	43,970	2,788	6.3	---	956	1,653	1,636	17	1,059
All other	29	69,772	8,880	12.7	2	1,504	3,011	2,991	20	2,788
Hardware	4	522	132	25.3	---	56	107	107	---	61
Lumber and construction materials	14	14,467	2,166	15.0	1	611	1,252	1,226	27	1,071
Machinery--equipment--supplies	111	37,768	7,462	19.8	3	2,204	4,472	4,455	17	3,536
Commercial equipment and supplies:										
Office machines and equipment	14	2,715	765	28.2	---	450	582	582	---	320
Garage and filling station equipment	4	688	96	14.0	---	27	55	55	---	28
All other	6	2,216	638	28.8	---	220	442	426	16	99
Industrial machinery, equipment, and supplies:										
Belting, hose, and packing	11	2,732	847	31.0	---	166	454	454	---	181
Machine tools	4	1,039	147	14.2	---	29	90	90	--	53
Printing and lithographing (except paper)	14	3,181	639	20.1	---	159	387	386	1	186
All other	29	15,991	2,457	15.4	---	599	1,431	1,431	---	1,517
Service equipment and supplies:										
Undertakers' supplies	4	1,949	487	25.0	---	137	250	250	---	422
All other	9	1,623	374	23.0	--	114	232	232	---	92
All other	16	5,635	1,012	18.0	3	303	549	549	---	638
Metals and metal work (except scrap)	20	16,458	1,793	10.9	---	266	569	567	2	1,328
Wire and wire products	5	3,559	186	5.2	---	44	98	98	---	105
All other	15	12,899	1,607	12.5	---	222	471	469	2	1,223
Paper and its products	9	1,516	383	25.3	---	97	177	176	1	229
Wrapping or coarse paper and products	4	570	75	13.2	---	28	37	37	---	47
All other	5	946	308	32.6	---	69	140	139	1	182
Petroleum and its products	4	196	36	18.4	---	11	25	25	---	21
Plumbing and heating equipment and supplies	23	13,056	1,798	13.8	---	440	868	859	9	1,064
Heating (including stoves and ranges)	11	4,649	884	19.0	---	197	397	397	---	398
Plumbing fixtures, equipment, and supplies	5	1,253	239	19.1	---	55	131	128	3	179
All other	7	7,154	675	9.4	---	188	340	334	6	487
All other products	32	15,513	2,108	13.6	2	778	1,327	1,327	---	3,108
Yarns	4	1,473	110	7.5	---	24	84	84	---	182
Miscellaneous kinds of business [3]	28	14,040	1,999	14.2	2	754	1,243	1,243	---	2,926
KINDS OF BUSINESS	MANUFACTURERS' SALES OFFICES (Without stocks)									
MANUFACTURERS' SALES OFFICES (Without stocks)	256	240,207	11,733	4.9	7	2,196	5,519	5,489	30	---
Beer, wines, and liquors	4	5,072	574	11.3	---	83	221	221	---	---
Wines and liquors	4	5,072	574	11.3	---	83	221	221	---	---
Dry goods (specialty lines)	11	5,114	185	3.6	---	38	118	118	---	---
Electrical goods	15	9,786	410	4.2	---	70	191	190	1	---
Wiring supplies and construction materials	6	3,010	145	4.8	---	24	75	74	1	---
All other	9	6,776	265	3.9	---	46	116	116	---	---
Furniture and house furnishings	6	3,216	257	8.0	3	37	104	104	---	---
Groceries and foods (specialty lines)	17	14,980	2,750	18.4	---	305	586	586	2	---
Hardware	6	1,253	89	7.1	---	15	46	46	---	---
Specialty lines	6	1,253	89	7.1	---	15	46	46	---	---
Lumber and construction materials	22	13,671	1,603	11.7	---	328	815	814	1	---
Brick, tile, and terra cotta	6	3,182	137	4.3	---	24	89	89	---	---
Cement, lime, and plaster	9	5,615	797	14.2	---	152	399	398	1	---
All other	7	4,874	669	13.7	---	152	327	327	---	---
Machinery--equipment--supplies	61	29,242	1,440	4.9	---	283	784	780	4	---
Commercial equipment and supplies:										
Office machines and equipment	4	322	48	14.9	---	22	42	42	---	---
All other	4	971	51	5.3	---	19	28	28	---	---
Industrial machinery, equipment, and supplies:										
Power plant and power transmission	6	5,143	225	4.4	--	43	132	132	---	---
Printing and lithographing (except paper)	4	733	142	19.4	---	32	95	95	---	--
All other	45	11,492	770	6.7	--	119	363	362	1	---
Professional equipment and supplies	4	381	53	13.9	---	12	32	32	---	---
Service equipment and supplies	4	591	66	11.2	---	16	40	40	---	---
Transportation equipment and supplies	6	9,589	75	0.8	---	20	52	49	3	---
Metals and metal work (except scrap)	34	120,275	1,796	1.5	---	367	1,107	1,106	1	---
Iron and steel products (general line)	6	40,431	557	1.4	---	107	348	348	---	---
Iron and steel finished products (N. E. C.)	13	17,974	344	1.9	---	72	209	208	1	---
All other	13	61,870	887	1.4	---	188	550	550	---	---

Footnotes, see end of table.

TABLE 1.—SALES, EXPENSES, PERSONNEL, PAY ROLL AND STOCKS

TYPES OF OPERATION BY KINDS OF BUSINESS—Continued

PHILADELPHIA

TYPE OF OPERATION KIND OF BUSINESS	NUMBER OF ESTABLISHMENTS	SALES (add 000)	OPERATING EXPENSES (including pay roll) Amount (add 000)	OPERATING EXPENSES Percent of sales	Active proprietors of unincorporated businesses	Number of employees* (full-time and part time) Average for year	PAY ROLL* Total (add 000)	PAY ROLL* Full-time (add 000)	PAY ROLL* Part-time (add 000)	Stocks on hand, end of year, at cost (add 000)
PHILADELPHIA—Con.										
MANUFACTURERS' SALES OFFICES (Without stocks)—Con.										
KINDS OF BUSINESS										
MANUFACTURERS' SALES OFFICES (Without stocks)—Con.										
Paper and its products	2	$9,627	$536	5.6	---	142	$391	$390	$1	---
Wrapping or coarse paper and products	10	7,246	385	5.3	---	101	272	271	1	---
Printing and writing papers	4	1,903	68	3.6	---	14	51	51	---	---
Stationery and stationery supplies	6	478	83	17.4	---	27	68	68	---	---
Plumbing and heating equipment and supplies	14	2,477	395	15.9	---	73	212	212	---	---
Heating (including stoves and ranges	5	275	47	17.1	---	14	32	32	---	---
Plumbing fixtures, equipment, and supplies	4	681	33	14.3	---	17	31	31	---	---
All other	5	1,621	265	16.3	---	42	148	148	---	---
All other 4	46	25,494	1,708	6.7	4	415	942	922	20	---
PETROLEUM BULK STATIONS AND TERMINALS										
Petroleum and its products	25	57,450	5,927	10.3	3	1,746	3,168	2,973	195	$2,990
AGENTS AND BROKERS										
KINDS OF BUSINESS										
AGENTS AND BROKERS	599	264,831	10,337	3.9	576	2,189	4,773	4,662	111	2,698
Automotive	6	3,394	207	6.1	7	67	102	80	22	26
Beer, wines, and liquors	3	423	39	9.2	3	8	21	21	---	26
Wines and liquors	3	423	39	9.2	3	8	21	21	---	26
Chemicals and paints	12	2,038	87	4.3	10	16	56	56	---	1
Paints and varnishes	5	408	38	9.3	4	5	24	24	---	1
All other	7	1,630	49	3.0	6	11	32	32	---	---
Clothing and furnishings	4	460	45	9.8	4	40	24	21	3	19
Coal and coke	27	29,625	2,027	6.8	9	216	592	566	26	649
Drugs and drug sundries (specialty lines)	4	1,196	66	5.5	5	18	29	29	---	---
Dry goods (specialty lines	15	14,525	347	2.4	9	59	184	183	1	---
Electrical goods	4	7,247	413	5.7	35	96	214	212	2	23
Apparatus and equipment	9	1,449	103	7.1	10	21	61	61	---	6
Wiring supplies and construction materials	8	1,572	71	4.5	5	17	28	27	1	2
All other	23	4,226	239	5.7	20	58	127	126	1	15
Farm products--raw materials	13	10,892	258	2.4	20	32	71	70	1	476
Wool and mohair	13	7,293	186	2.6	20	13	22	21	1	454
All other	5	3,599	72	2.0	---	19	49	49	---	22
Farm products--consumer goods	101	54,934	1,729	3.1	123	444	861	844	17	154
Dairy products	4	5,641	77	1.4	6	12	29	29	---	26
Poultry and poultry products	15	7,050	303	4.3	20	78	155	151	4	56
Fruits and vegetables (fresh	67	23,264	1,039	4.5	78	274	491	480	11	43
Fresh fruits only	9	17,373	258	1.5	10	64	167	167	---	4
All other	6	1,576	52	3.3	9	16	19	17	2	21
Furniture and store furnishings	20	2,263	206	9.1	20	78	93	92	1	67
China, glassware, and crockery	3	109	7	6.6	3	4	3	3	---	---
Furniture (general line	5	667	83	10.0	5	29	49	49	---	51
All other	12	1,330	116	8.7	12	48	41	40	1	16
Groceries and foods (specialty lines	81	65,320	937	1.5	89	233	493	491	2	376
Canned foods	25	18,392	435	2.4	29	122	244	243	1	371
Coffee, tea, and spices	4	1,926	7	0.4	4	2	2	2	---	1
Flour	5	2,427	42	1.8	5	8	18	18	---	---
Meats and provisions	4	6,749	51	0.8	5	8	17	17	---	---
All other	43	35,826	451	1.3	46	93	221	220	1	4
Hardware	9	776	31	4.0	7	11	11	--	---	---
Jewelry	4	217	8	3.7	4	1	1	-	1	--
Lumber and construction materials	21	4,795	314	6.5	20	53	148	144	4	33
Lumber	6	1,531	67	4.4	8	12	31	27	4	33
All other	15	3,264	247	7.6	12	41	117	117	--	---
Machinery--equipment--supplies	38	13,989	1,395	10.0	78	340	635	620	15	19
Commercial equipment and supplies:										
Office machines and equipment	7	921	397	42.1	7	125	284	278	6	74
All other	6	1,023	95	9.3	6	36	45	44	1	6
Industrial machinery, equipment, and supplies:										
Construction (except road building	4	245	35	14.3	1	12	21	21	---	38
Machine tools	10	4,459	330	7.4	6	47	231	231	---	27
Power plant and power transmission	3	182	6	3.3	5	1	1	1	---	---
All other	37	4,277	379	8.9	34	89	194	186	8	44
Service equipment and supplies	7	1,084	40	3.7	7	4	5	5		---
Transportation equipment and supplies:										
Railroad	10	1,474	68	4.6	9	8	32	32	---	---
All other	4	324	45	13.9	3	12	22	22	---	1

For footnotes, see end of table.

TABLE 1—SALES, EXPENSES, PERSONNEL, PAY ROLL AND STOCKS

PHILADELPHIA

TYPES OF OPERATION BY KINDS OF BUSINESS—Continued

TYPE OF OPERATION KIND OF BUSINESS	NUMBER OF ESTABLISHMENTS	SALES (add 000)	OPERATING EXPENSES (including pay roll), Amount (add 000)	OPERATING EXPENSES, Percent of sales	Active proprietors of unincorporated businesses	Number of employees* (full-time and part-time) Average for year	PAY ROLL* Total (add 000)	PAY ROLL* Full-time (add 000)	PAY ROLL* Part-time (add 000)	Stocks on hand, end of year, at cost (add 000)
PHILADELPHIA—Con.	AGENTS AND BROKERS—Con.									
KINDS OF BUSINESS										
AGENTS AND BROKERS—Con.										
Metals and metal work (except scrap	30	$11,298	$368	3.3	24	80	$212	$211	$1	$17
Building metal work	6	572	59	10.3	4	23	48	47	1	---
Iron and steel products (general line)	3	921	22	2.4	3	5	11	11	---	1
Iron and steel products (semi-finished)	7	3,268	96	2.9	4	11	50	50	---	16
Iron and steel finished products (N. E. C.)	8	5,621	167	3.0	8	36	89	89	---	---
All other	6	922	24	2.6	5	5	14	14	---	---
Paper and its products	12	2,936	152	5.2	11	30	81	81	---	108
Petroleum and its products	3	581	25	4.3	3	7	15	15	---	1
Plumbing and heating equipment and supplies	28	2,784	192	6.9	24	54	77	77	---	48
Heating (including stoves and ranges)	10	759	65	8.6	7	16	25	25	---	10
Plumbing fixtures, equipment, and supplies	8	741	48	6.5	5	11	20	20	---	---
All other	10	1,284	79	6.2	12	27	32	32	---	38
Waste materials	6	3,3[illegible]	127	3.8	3	23	74	73	1	16
All other products	66	31,652	1,314	4.1	68	272	579	565	14	468
Flowers and nursery stock	4	435	61	14.0	5	19	26	26	---	---
General merchandise	3	485	39	8.0	5	15	20	18	2	38
Leather and shoe findings	10	7,736	247	3.2	14	71	117	116	1	87
Yarns	32	21,774	838	3.8	27	145	365	354	11	316
Miscellaneous kinds of business [2]	17	1,429	129	9.0	17	22	51	51	--	27

* Employees and pay roll include paid executives of corporations but not the number and compensation of proprietors of unincorporated businesses.

** Sales include taxes.

1 Includes 5 voluntary group wholesalers; and 4 retailer-cooperative warehouses.

2 Includes 2 commission stations.

3 Includes 3 beer, wines, and liquors; 3 clothing and furnishings; 2 jewelry; 3 tobacco and products (except leaf); 3 books, periodicals, and newspapers; 2 forest products (except lumber); 2 leather and shoe findings; 2 leather goods; 2 oils and greases (animal and vegetable); 3 optical goods; and 3 miscellaneous kinds of business.

4 Includes 2 amusement and sporting goods; 2 automotive; 15 chemicals and paints; 1 clothing and furnishings; 3 drugs and drug sundries (specialty lines); 1 farm products--consumer goods; 1 tobacco and products (except leaf); and 21 all other products.

5 Includes 1 amusement and sporting goods; 1 books, periodicals, and newspapers; 1 forest products (except lumber); 3 oils and greases (animal and vegetable,; and 11 miscellaneous kinds of business.

TABLE 1.—SALES, EXPENSES, PERSONNEL, PAY ROLL AND STOCKS

TYPES OF OPERATION BY KINDS OF BUSINESS

PITTSBURGH

TYPE OF OPERATION / KIND OF BUSINESS	NUMBER OF ESTABLISHMENTS	SALES (add 000)	OPERATING EXPENSES (including pay roll) Amount (add 000)	OPERATING EXPENSES Percent of sales	Active proprietors of unincorporated businesses	Number of employees* (full-time and part-time) Average for year	PAY ROLL* Total (add 000)	PAY ROLL* Full-time (add 000)	PAY ROLL* Part-time (add 000)	Stocks on hand, end of year, at cost (add 000)
PITTSBURGH, TOTALS, 1939	1,745	$832,069	$79,099	9.5	1,191	20,787	$39,519	$38,932	$587	$37,081
1935 [1]	1,486	621,275	53,409	8.6	904	15,930	27,931	27,548	383	31,229
1929	1,841	1,433,044	110,761	7.7	867	25,944	57,564	---	---	62,104
TYPES OF OPERATION										
SERVICE AND LIMITED-FUNCTION WHOLESALERS	1,059	314,609	43,645	13.9	914	12,672	22,032	21,686	346	26,753
Wholesale merchants	988	270,530	39,445	14.6	881	11,487	19,792	19,454	338	23,741
Voluntary group wholesalers	5	4,940	502	10.2	5	168	263	256	7	803
Importers	5	2,736	60	2.2	5	16	27	27	---	51
Industrial distributors	17	11,321	2,292	20.2	2	733	1,366	1,365	1	1,781
Cash-and-carry wholesalers	6	524	40	7.6	2	8	17	17	---	57
Drop shippers or desk jobbers	29	22,660	1,094	4.8	13	176	457	457	---	3
Wagon distributors	6	283	43	15.2	6	24	22	22	---	23
Retailer-cooperative warehouses	3	1,615	169	10.5	---	59	88	88	---	294
MANUFACTURERS' SALES BRANCHES (With stocks)	224	181,619	22,642	12.5	1	5,370	11,013	10,883	130	9,001
MANUFACTURERS' SALES OFFICES (Without stocks)	141	185,707	6,197	3.3	---	1,128	3,133	3,126	7	---
PETROLEUM BULK STATIONS AND TERMINALS **	12	18,213	2,138	11.7	1	591	1,095	1,041	54	980
Salary stations	9	13,895	1,818	13.1	---	485	905	869	36	715
All other [2]	3	4,318	322	7.5	1	106	190	172	18	265
AGENTS AND BROKERS	300	117,581	4,218	3.6	273	940	2,093	2,049	44	308
Brokers (merchandise)	83	56,062	1,477	2.6	79	248	699	697	2	93
Commission merchants	16	9,692	378	3.9	21	123	174	168	6	74
Manufacturers' agents (without stocks)	152	18,849	855	4.5	148	205	356	329	27	--
Selling agents	22	24,607	753	3.1	14	133	421	419	2	14
All other [3]	27	8,411	755	9.0	11	231	443	436	7	137
ASSEMBLERS (Mainly farm products)	9	14,340	259	1.8	2	86	153	147	6	19
SERVICE AND LIMITED-FUNCTION WHOLESALERS										
KINDS OF BUSINESS										
SERVICE AND LIMITED-FUNCTION WHOLESALERS	1,059	314,609	43,645	13.9	914	12,672	22,032	21,686	346	26,753
Amusement and sporting goods	23	3,264	678	20.8	21	212	341	329	12	550
Sporting goods	4	515	114	22.1	2	36	61	61	---	124
Toys, novelties, and fireworks	12	1,823	296	16.2	16	89	138	136	2	310
All other	7	926	268	28.9	3	87	142	132	10	116
Automotive	56	47,757	3,539	7.4	30	1,120	1,920	1,898	22	2,399
Automobiles (new and used)	11	40,495	1,797	4.4	2	539	994	994	---	1,069
Automotive accessories and equipment	23	3,615	821	22.7	18	252	448	448	---	788
Automotive parts	16	2,736	725	26.5	5	250	362	358	4	445
All other	6	911	196	21.5	5	79	116	98	18	97
Beer, wines, and liquors	72	6,872	697	10.1	63	211	260	256	4	180
Chemicals and paints	16	3,478	888	25.5	3	217	552	546	6	287
Industrial chemicals	4	1,723	435	25.2	---	87	294	294	---	20
Paints and varnishes	8	762	173	22.7	2	52	76	76	---	207
All other	4	993	280	28.2	1	78	182	176	6	60
Clothing and furnishings	73	12,403	1,637	13.2	98	405	671	670	1	2,589
Men's and boys'	42	5,534	785	14.2	62	186	287	286	1	968
Women's and children's	15	3,320	436	13.1	19	113	191	191	---	236
Millinery and millinery supplies	4	658	107	16.3	6	27	41	41	---	20
Shoes and other footwear	8	2,527	269	10.6	6	69	143	143	---	349
All other	4	364	40	11.0	5	10	9	9	--	62
Coal and coke	13	17,316	708	4.1	4	98	212	212	---	11
Drugs (general line	3	7,290	964	13.2	---	403	630	629	1	966
Drugs and drug sundries (specialty lines	14	1,213	188	15.5	14	79	86	85	1	175
Drug specialties and sundries	9	591	82	13.9	10	43	45	44	1	122
All other	5	622	106	17.0	4	31	41	41	---	73
Dry goods (general line	1	5,631	871	15.5	19	308	454	453	1	1,000
Dry goods (specialty lines	18									
Electrical goods	40	19,479	3,406	17.5	36	1,303	2,188	2,003	62	1,836
Electrical merchandise (general line	5	5,992	846	14.1	1	283	504	504	---	470
Wiring supplies and construction materials	16	2,711	416	15.3	17	128	231	230	1	294
Radios and equipment	5	3,134	560	17.9	3	172	341	342	2	429
Refrigerators and equipment (household)	3	3,475	794	22.9	---	219	443	384	59	292
All other	11	4,167	792	19.0	9	262	543	543	---	371
Farm products--raw materials	4	803	102	12.7	3	26	48	47	1	47
Farm products—consumer goods	138	47,967	7,323	15.3	193	1,680	2,684	2,635	49	---
Dairy products	8	7,256	2,744	37.8	7	789	1,355	1,341	14	38
Dairy and poultry products	12	3,017	411	13.6	11	164	238	194	6	141
Poultry and poultry products	17	1,928	234	12.1	20	64	79	70	9	48
Fruits and vegetables (fresh)	75	28,299	3,359	11.9	198	521	852	835	17	465
Fresh fruits only	26	7,467	575	7.7	37	142	198	195	3	35

For footnotes, see end of table.

TABLE 1.—SALES, EXPENSES, PERSONNEL, PAY ROLL AND STOCKS

PITTSBURGH

[Table of Operations by Kinds of Business—Continued]

Type of operation. Kind of business	Number of establishments	Sales	Operating expenses		Active proprietors and partners engaged in business	Number of employees, full-time and part-time, during week nearest Nov. 15	Pay roll			Stocks on hand, end of year, at cost
			Amount	Percent of sales			Total (add 000)	Full-time (add 000)	Part-time (add 000)	(add 000)
PITTSBURGH—Con.										
SERVICE AND LIMITED-FUNCTION WHOLESALERS—Con.										
KINDS OF BUSINESS										
[illegible]	[illegible]	[illegible]	[illegible]	[illegible]	[illegible]	[illegible]	[illegible]	[illegible]	[illegible]	[illegible]
[illegible]	[illegible]	[illegible]	[illegible]	[illegible]	[illegible]	[illegible]	[illegible]	[illegible]	[illegible]	[illegible]
[illegible]	[illegible]	[illegible]	[illegible]	[illegible]	[illegible]	[illegible]	[illegible]	[illegible]	[illegible]	[illegible]
[illegible]	[illegible]	[illegible]	[illegible]	[illegible]	[illegible]	[illegible]	[illegible]	[illegible]	[illegible]	[illegible]
Furniture and [illegible]	31	8,153	[illegible]	15.0	27	[illegible]	[illegible]	[illegible]	1	1,554
[illegible]	8	[illegible]	49	14.2	2	121	[illegible]	[illegible]	1	[illegible]
All other	23	4,658	[illegible]	15.7	[illegible]	[illegible]	[illegible]	374	---	[illegible]
[illegible]	2	11,565	1,167	[illegible]	11	[illegible]	[illegible]	[illegible]	8	1,750
[illegible]	[illegible]	7,257	755	[illegible]	[illegible]	24	[illegible]	[illegible]	1	1,017
Voluntary group wholesalers	[illegible]	3,915	[illegible]	9.8	[illegible]	[illegible]	[illegible]	[illegible]	[illegible]	[illegible]
[illegible]	3	[illegible]	[illegible]	7.6	---	[illegible]	12	10		31
[illegible]	1	[illegible]	3,353	[illegible]	[illegible]	[illegible]	[illegible]	1,320	[illegible]	1,931
[illegible]	1	[illegible]	[illegible]	19.0	[illegible]	[illegible]	[illegible]	[illegible]	---	641
[illegible]	[illegible]	[illegible]	[illegible]	[illegible]	4	[illegible]	[illegible]	[illegible]	1	41
[illegible]	1	[illegible]	[illegible]	[illegible]	2	[illegible]	70	70	---	190
[illegible]	11	1,277	[illegible]	[illegible]	[illegible]	[illegible]	127	126	[illegible]	75
[illegible]	[illegible]	[illegible]	[illegible]	9.0	[illegible]	[illegible]	24	23	1	27
[illegible]	[illegible]	[illegible]	418	[illegible]	[illegible]	114	[illegible]	199	1	[illegible]
[illegible]	[illegible]	7,353	[illegible]	[illegible]	[illegible]	4	[illegible]	55	[illegible]	870
[illegible]	1	4,979	1,027	[illegible]	[illegible]	[illegible]	[illegible]	[illegible]	1	[illegible]
[illegible]	[illegible]	4,293	809	[illegible]	---	[illegible]	473	[illegible]	---	1,024
[illegible]	4	[illegible]	[illegible]	[illegible]	[illegible]	77	113	112	1	249
[illegible]	[illegible]	[illegible]	[illegible]	19.0	[illegible]	[illegible]	44	240	---	641
[illegible]	4	981	[illegible]	[illegible]	[illegible]	[illegible]	120	120	---	307
[illegible]	3	[illegible]	73	[illegible]	[illegible]	17	43	41	---	147
[illegible]	[illegible]	[illegible]	[illegible]	14.9	5	[illegible]	[illegible]	[illegible]	---	292
All other	11	[illegible]	[illegible]	23.5	12	[illegible]	43	43	---	[illegible]
[illegible]	[illegible]	15,399	[illegible]	[illegible]	[illegible]	[illegible]	[illegible]	[illegible]	30	719
[illegible]	[illegible]	7,871	[illegible]	9.9	9	[illegible]	[illegible]	[illegible]	18	198
[illegible]	[illegible]	191	[illegible]	18.8	[illegible]	[illegible]	[illegible]	[illegible]	[illegible]	[illegible]
[illegible]	[illegible]	1,105	[illegible]	[illegible]	[illegible]	[illegible]	[illegible]	[illegible]	[illegible]	[illegible]
[illegible]	[illegible]	[illegible]	[illegible]	37.0	[illegible]	72	[illegible]	[illegible]	[illegible]	[illegible]
[illegible]	17	5,627	[illegible]	15.7	[illegible]	134	[illegible]	524	6	[illegible]
Machinery--equipment--supplies	[illegible]	29,270	[illegible]	19.9	97	[illegible]	3,488	[illegible]	21	[illegible]
Commercial equipment and supplies:										
Office machines and equipment	7	[illegible]	42	13.6	[illegible]	[illegible]	21	[illegible]	[illegible]	20
[illegible]	7	842	[illegible]	27.1	[illegible]	84	[illegible]	134	[illegible]	[illegible]
Garage and filling station equipment	[illegible]	579	[illegible]	[illegible]	[illegible]	[illegible]	88	[illegible]	[illegible]	76
[illegible]	5	326	[illegible]	30.4	[illegible]	[illegible]	[illegible]	[illegible]	[illegible]	[illegible]
All other	[illegible]	766	[illegible]	21.9	[illegible]	[illegible]	[illegible]	[illegible]	---	[illegible]
[illegible]	[illegible]	425	[illegible]	[illegible]	1	[illegible]	[illegible]	[illegible]	---	[illegible]
Industrial machinery, equipment, and supplies:										
[illegible]	[illegible]	[illegible]	[illegible]	[illegible]	[illegible]	[illegible]	[illegible]	[illegible]	[illegible]	[illegible]
[illegible]	4	2,894	[illegible]	11.9	[illegible]	118	[illegible]	[illegible]	---	[illegible]
Mine and mill supplies	10	[illegible]	1,091	[illegible]	[illegible]	48	648	[illegible]	---	[illegible]
[illegible]	[illegible]	113	[illegible]	26.5	[illegible]	14	[illegible]	[illegible]	---	9
[illegible]	6	[illegible]	[illegible]	[illegible]	5	[illegible]	[illegible]	[illegible]	-	[illegible]
All other	[illegible]	[illegible]	1,614	18.1	19	425	[illegible]	[illegible]	9	[illegible]
[illegible]	[illegible]	[illegible]	[illegible]	[illegible]	[illegible]	[illegible]	[illegible]	[illegible]		[illegible]
[illegible]	[illegible]	[illegible]	[illegible]	26.4	[illegible]	[illegible]	47	46	---	[illegible]
All other	4	[illegible]	[illegible]	[illegible]	[illegible]	58	[illegible]	[illegible]	---	[illegible]
[illegible]	[illegible]	[illegible]	[illegible]	[illegible]	[illegible]	[illegible]	[illegible]	[illegible]	[illegible]	[illegible]
[illegible]	[illegible]	[illegible]	272	[illegible]	[illegible]	[illegible]	[illegible]	[illegible]	1	[illegible]
[illegible]	[illegible]	[illegible]	[illegible]	24.2	1	[illegible]	[illegible]	[illegible]	---	[illegible]
[illegible]	[illegible]	[illegible]	[illegible]	[illegible]	[illegible]	[illegible]	48	48	---	61
All other	1	802	[illegible]	[illegible]	10	[illegible]	[illegible]	164	---	162
[illegible]	[illegible]	5,282	[illegible]	17.8	11	[illegible]	[illegible]	[illegible]	10	492
Iron and steel finished products (N. S.	[illegible]	[illegible]	168	[illegible]	[illegible]	57	[illegible]	[illegible]	6	112
All other	11	4,427	762	17.2	7	[illegible]	412	408	4	[illegible]
[illegible]	3	11,048	[illegible]	16.8	17	514	973	961	12	[illegible]
[illegible]	11	[illegible]	605	15.3	[illegible]	174	[illegible]	[illegible]	[illegible]	[illegible]
[illegible]	8	5,940	[illegible]	15.2	3	[illegible]	[illegible]	[illegible]	5	914
[illegible]	[illegible]	[illegible]	[illegible]	27.5	[illegible]	29	[illegible]	[illegible]	4	[illegible]
[illegible]	8	[illegible]	277	30.4	1	[illegible]	[illegible]	112	---	215
[illegible]	[illegible]	[illegible]	[illegible]	[illegible]	7	[illegible]	41	41	---	[illegible]
[illegible]	[illegible]	4,755	1,089	[illegible]	19	[illegible]	[illegible]	[illegible]	[illegible]	[illegible]
[illegible]	[illegible]	1,[illegible]	348	[illegible]	[illegible]	[illegible]	[illegible]	214	[illegible]	[illegible]
Heating (including stoves and ranges)	10	1,613	364	[illegible]	[illegible]	[illegible]	[illegible]	[illegible]	[illegible]	[illegible]
[illegible]	11	1,[illegible]	265	21.1	9	98	[illegible]	150	1	[illegible]
[illegible]	5	[illegible]	[illegible]	29.0	[illegible]	[illegible]	[illegible]	[illegible]	---	48
[illegible]	1	14,344	[illegible]	5.7	[illegible]	266	409	4[illegible]	4	[illegible]

[illegible] Not tabulated, [illegible]

TABLE 1.—SALES, EXPENSES, PERSONNEL, PAY ROLL AND STOCKS

TYPES OF OPERATION BY KINDS OF BUSINESS—Continued

PITTSBURGH

TYPE OF OPERATION KIND OF BUSINESS	NUMBER OF ESTABLISHMENTS	SALES (add 000)	OPERATING EXPENSES (including pay roll): Amount (add 000)	OPERATING EXPENSES (including pay roll): Percent of sales	Active proprietors of unincorporated business	Number of employees* (full-time and part-time) during week nearest the 15th of March	PAY ROLL*: Total (add 000)	PAY ROLL*: Full-time (add 000)	PAY ROLL*: Part-time (add 000)	Stocks on hand, end of year, at cost (add 000)
PITTSBURGH—Con.										
SERVICE AND LIMITED-FUNCTION WHOLESALERS—Con.										
KINDS OF BUSINESS										
SERVICE AND LIMITED-FUNCTION WHOLESALERS—Con.										
Waste materials	41	$8,142	$970	15.9	49	[illegible]	$453	$449	$4	$403
Iron and steel scrap	16	4,419	579	13.1	17	142	258	[illegible]	---	346
Junk and scrap (general line)	[illegible]	[illegible]	[illegible]	15.1	[illegible]	[illegible]	40	[illegible]	[illegible]	16
Waste paper, rags, and rubber	[illegible]	[illegible]	220	42.1	7	108	[illegible]	[illegible]	1	[illegible]
All other	6	549	[illegible]	13.3	9	[illegible]	39	[illegible]	[illegible]	48
All other products	47	4,795	1,232	25.1	39	632	[illegible]	[illegible]	[illegible]	[illegible]
Books, periodicals, and newspapers	4	1,574	[illegible]	18.1	1	156	[illegible]	[illegible]	---	114
Farmers' products except lumber	7	[illegible]	[illegible]	[illegible]	1	29	39	[illegible]	---	[illegible]
Leather and shoe findings	[illegible]	[illegible]	166	20.0	[illegible]	[illegible]	71	[illegible]	[illegible]	[illegible]
Perishable goods	4	1,[illegible]	[illegible]	40.6	[illegible]	171	252	[illegible]	---	172
Miscellaneous kinds of business	[illegible]	[illegible]	[illegible]	[illegible]	11	232	137	[illegible]	[illegible]	[illegible]
MANUFACTURERS' SALES BRANCHES (With stocks)										
KINDS OF BUSINESS										
MANUFACTURERS' SALES BRANCHES (With stocks)	[illegible]	181,619	[illegible]	12.5	1	5,370	11,013	10,883	130	[illegible]
Amusement and sporting goods	11	[illegible]	[illegible]	13.1	-	[illegible]	614	[illegible]	47	[illegible]
Automotive	[illegible]	[illegible]	[illegible]	1.6	[illegible]	[illegible]	1,514	1,507	7	[illegible]
Trucks and tractors	7	[illegible]	[illegible]	[illegible]	---	[illegible]	[illegible]	[illegible]	---	694
Tires and tubes	[illegible]	5,651	1,046	17.8	---	[illegible]	547	541	[illegible]	648
All other	4	[illegible]	[illegible]	[illegible]	---	[illegible]	[illegible]	461	1	485
Chemicals and paints	18	[illegible]	1,466	11.8	---	[illegible]	[illegible]	[illegible]	1	[illegible]
Industrial chemicals	[illegible]	6,249	[illegible]	5.6	---	[illegible]	[illegible]	[illegible]	---	[illegible]
Paints and varnishes	[illegible]	[illegible]	247	[illegible]	---	[illegible]	[illegible]	[illegible]	1	128
All other	4	4,558	[illegible]	16.9	-	1	270	276	---	[illegible]
Electrical goods	1[illegible]	25,901	1,[illegible]	[illegible]	--	[illegible]	1,079	1,078	1	613
Farm products—except grain	4	4,348	634	14.6	[illegible]	[illegible]	[illegible]	[illegible]	[illegible]	[illegible]
Dairy products	4	4,348	[illegible]	14.6	--	[illegible]	[illegible]	[illegible]	[illegible]	[illegible]
Furniture and house furnishings	10	[illegible]	[illegible]	[illegible]	---	[illegible]	[illegible]	[illegible]	[illegible]	[illegible]
Groceries and food (specialty lines)	27	58,327	7,475	[illegible]	[illegible]	[illegible]	[illegible]	[illegible]	[illegible]	973
Canned foods	4	[illegible]	[illegible]	[illegible]	[illegible]	[illegible]	[illegible]	428	12	[illegible]
Meats and provisions	[illegible]	[illegible]	[illegible]	7.2	[illegible]	[illegible]	[illegible]	[illegible]	[illegible]	[illegible]
All other	17	[illegible]	4,891	13.5	-	[illegible]	1,421	1,417	4	[illegible]
Lumber and construction materials	[illegible]	4,249	752	17.7	[illegible]	318	[illegible]	[illegible]	[illegible]	[illegible]
Machinery—equipment—supplies	[illegible]	[illegible]	3,[illegible]	18.5	--	[illegible]	[illegible]	2,121	[illegible]	1,409
Commercial equipment and supplies:										
Office machines and equipment	9	1,576	[illegible]	[illegible]	[illegible]	[illegible]	[illegible]	[illegible]	[illegible]	[illegible]
All other	[illegible]	1,766	476	27.0	---	146	[illegible]	[illegible]	[illegible]	[illegible]
Industrial machinery, equipment, and supplies										
Selling [illegible]	[illegible]	1,754	[illegible]	[illegible]	—	[illegible]	192	[illegible]	[illegible]	[illegible]
Machine tools	4	877	124	14.1	--	[illegible]	[illegible]	[illegible]	[illegible]	[illegible]
All other	[illegible]	9,572	1,1[illegible]	[illegible]	---	[illegible]	670	676	---	[illegible]
Service equipment and supplies	[illegible]	[illegible]	[illegible]	22.4	—	100	[illegible]	[illegible]	---	[illegible]
All other	6	[illegible]	[illegible]	14.6	---	[illegible]	201	201	-	272
Paper and its products	[illegible]	[illegible]	161	21.7	---	54	[illegible]	99	[illegible]	[illegible]
Paper or coarse paper and products	4	[illegible]	[illegible]	15.9	---	16	36	[illegible]	[illegible]	[illegible]
All other	[illegible]	375	[illegible]	24.7	---	38	[illegible]	63	---	[illegible]
Plumbing and heating equipment and supplies	14	7,592	997	13.1	---	274	[illegible]	498	4	[illegible]
Plumbing and heating (general line)	4	[illegible]	586	[illegible]	-	179	304	[illegible]	[illegible]	402
All other	10	2,013	[illegible]	20.3	-	[illegible]	[illegible]	[illegible]	[illegible]	[illegible]
All other[4]	[illegible]	11,[illegible]	1,599	13.5	[illegible]	527	1,013	[illegible]	[illegible]	1,681
MANUFACTURERS' SALES OFFICES (Without stocks)										
KINDS OF BUSINESS										
MANUFACTURERS' SALES OFFICES (Without stocks)	14[illegible]	185,707	6,197	3.3	---	1,128	3,133	3,126	[illegible]	---
Chemicals and paints	4	6,457	755	11.7	---	114	[illegible]	[illegible]	---	---
Electrical goods	12	6,[illegible]	345	5.5	---	[illegible]	194	194	---	-
Apparatus and equipment	[illegible]	3,924	22[illegible]	6.3	--	46	[illegible]	136	-	-
Mining supplies and construction materials	6	2,[illegible]	117	4.4	---	[illegible]	[illegible]	[illegible]	--	--
Furniture and house furnishings	4	[illegible]	[illegible]	6.7	---	[illegible]	[illegible]	[illegible]	-	--
Groceries and food (specialty lines)	6	[illegible]	974	[illegible]	-	[illegible]	[illegible]	[illegible]	[illegible]	---
Lumber and construction materials	10	7,634	[illegible]	8.3	--	[illegible]	341	341	--	--
Brick, tile, and terra cotta	4	3,343	[illegible]	[illegible]	---	[illegible]	63	63	--	--
All other	6	4,291	[illegible]	12.[illegible]	--	[illegible]	278	278	--	--

For footnotes, see end of table.

TABLE 1.—SALES, EXPENSES, PERSONNEL, PAY ROLL AND STOCKS

TYPES OF OPERATION BY KINDS OF BUSINESS—Continued

PITTSBURGH

TYPE OF OPERATION KIND OF BUSINESS	NUMBER OF ESTABLISHMENTS	SALES (add 000)	OPERATING EXPENSES (including pay roll) Amount (add 000)	OPERATING EXPENSES Percent of sales	Active proprietors of unincorporated businesses	Number of employees* (full-time and part-time) Average for year	PAY ROLL* Total (add 000)	PAY ROLL* Full-time (add 000)	PAY ROLL* Part-time (add 000)	Stocks on hand, end of year at cost (add 000)
PITTSBURGH—Con.										
KINDS OF BUSINESS										
MANUFACTURERS' SALES OFFICES (Without stocks)—Con.										
Machinery-equipment--supplies	44	$10,687	$863	8.1	---	185	$525	$525	---	---
Industrial machinery, equipment, and supplies:										
Machine tools	4	742	44	5.9	---	5	23	23	---	---
Power plant and power transmission	7	2,910	252	8.7	---	49	151	151	---	---
All other	19	4,809	352	7.3	---	72	210	210	---	---
Transportation equipment and supplies	4	1,514	68	4.5	---	16	47	47	---	---
All other	10	712	147	20.6	---	43	94	94	---	---
Metals and metal work (except scrap)	23	135,308	1,659	1.2	---	320	1,052	1,052	---	---
Iron and steel products (general line)	5	74,668	422	0.6	---	96	283	283	---	---
Iron and steel finished products (N. E. C.)	11	45,163	884	2.0	---	163	543	543	---	---
All other	7	15,477	353	2.3	---	61	226	226	---	---
Paper and its products	9	1,890	133	7.0	---	45	101	101	---	---
Wrapping or coarse paper and products	4	1,645	89	5.4	---	24	67	67	---	---
All other	5	245	44	18.0	---	21	34	34	---	---
Plumbing and heating equipment and supplies	9	1,471	156	10.6	---	32	66	63	$3	---
Plumbing fixtures, equipment, and supplies	4	296	34	11.5	---	9	15	14	1	---
All other	5	1,175	122	10.4	---	23	51	49	2	---
All other [5]	19	9,457	472	5.0	---	116	262	261	1	---
PETROLEUM BULK STATIONS AND TERMINALS										
Petroleum and its products	12	18,213	2,138	11.7	1	591	1,095	1,041	54	$980
AGENTS AND BROKERS										
KINDS OF BUSINESS										
AGENTS AND BROKERS	300	117,581	4,218	3.6	273	940	2,093	2,049	44	308
Chemicals and paints	5	2,067	43	2.1	6	7	13	13	---	5
Clothing and furnishings	4	358	23	6.4	4	6	8	5	3	5
Coal and coke	10	18,181	550	3.0	5	85	240	238	2	---
Dry goods (specialty lines)	3	273	5	1.8	3	---	---	---	---	2
Hosiery and lingerie	3	273	5	1.8	3	---	---	---	---	2
Electrical goods	18	2,196	134	6.1	16	33	57	57	---	2
Apparatus and equipment	8	1,089	75	6.9	8	19	35	35	---	1
All other	10	1,107	59	5.3	8	14	22	22	---	1
Farm products—raw materials	12	6,664	89	1.3	20	36	45	44	1	15
Farm products--consumer goods	13	11,846	365	3.1	9	141	173	166	7	20
Fruits and vegetables (fresh)	10	7,224	260	3.6	8	81	113	109	4	20
All other	3	4,622	105	2.3	1	60	60	57	3	---
Furniture and house furnishings	11	504	45	8.9	11	13	15	13	2	5
China, glassware, and crockery	3	35	4	11.4	4	1	1	---	1	1
All other	8	469	41	8.7	7	12	14	13	1	4
Groceries and foods (specialty lines)	39	28,533	533	1.9	45	128	255	254	1	65
Canned foods	10	8,420	176	2.1	12	38	94	93	1	25
All other	29	20,113	357	1.8	33	90	161	161	---	40
Hardware	3	1,154	92	8.0	3	25	51	48	3	10
Specialty lines	3	1,154	92	8.0	3	25	51	48	3	10
Lumber and construction materials	27	4,445	305	6.9	21	64	178	171	7	4
Builders' supplies (general line	3	291	22	7.6	3	8	12	12	---	---
Lumber	8	2,623	201	7.7	5	33	128	127	1	---
Brick, tile, and terra cotta	3	229	23	10.0	2	6	14	14	---	---
All other	13	1,302	59	4.5	11	17	24	18	6	4
Machinery--equipment--supplies	54	10,782	1,121	10.4	70	258	597	584	13	118
Commercial equipment and supplies	4	545	274	50.3	2	85	181	180	1	59
Industrial machinery, equipment, and supplies:										
Construction (except road building)	3	710	106	14.9	---	18	83	83	---	--
Machine tools	7	755	83	11.0	4	17	33	33	---	11
Mine and mill supplies	4	1,543	65	4.2	2	15	40	38	2	[illegible]
Power plant and power transmission	6	872	72	8.3	6	16	42	39	3	---
All other	52	5,810	481	8.3	45	96	206	204	2	34
Transportation equipment and supplies:										
Railroad	3	306	14	4.6	4	4	3	3	---	--
All other	5	241	26	10.8	7	7	9	4	5	10
Metals and metal work (except scrap)	17	17,450	179	1.0	17	35	96	93	3	---
Iron and steel products (flat)	3	336	13	3.9	3	4	5	5	---	---
Iron and steel finished products (N. E. C.)	5	241	34	14.1	7	7	11	8	3	---
All other	9	16,873	132	0.8	7	24	80	80	---	---

For footnotes, see end of table.

TABLE 1.—SALES, EXPENSES, PERSONNEL, PAY ROLL AND STOCKS

TYPES OF OPERATION BY KINDS OF BUSINESS—Continued

PITTSBURGH

TYPE OF OPERATION KIND OF BUSINESS	NUMBER OF ESTABLISHMENTS	SALES (add 000)	OPERATING EXPENSES (including pay roll) Amount (add 000)	OPERATING EXPENSES Percent of sales	Active proprietors of unincorporated businesses	Number of employees* (full-time and part-time) Average for year	PAY ROLL* Total (add 000)	PAY ROLL* Full-time (add 000)	PAY ROLL* Part-time (add 000)	Stocks on hand, end of year, at cost (add 000)
PITTSBURGH—Con.	AGENTS AND BROKERS—Con.									
KINDS OF BUSINESS										
AGENTS AND BROKERS—Con.										
Paper and its products	8	$281	$8	2.8	2	4	$2	$2	---	---
Petroleum and its products	4	233	18	7.7	3	5	7	7	---	---
Plumbing and heating equipment and supplies	16	892	114	12.8	13	23	58	58	---	$1
Heating (including stoves and ranges)	6	482	46	9.5	5	9	20	20	---	1
All other	10	410	68	16.6	8	14	38	38	---	---
Waste materials	13	9,985	453	4.5	8	41	246	246	---	---
All other [6]	17	1,737	141	8.1	17	36	50	48	2	56

* Employees and pay roll include paid executives of corporations but not the number and compensation of proprietors of unincorporated businesses.

** Sales include taxes.

[1] Some adjustments have been made in the 1935 figures for comparison purposes.

[2] Includes 2 independent bulk stations; and 1 distributing terminal.

[3] Includes 1 auction company; 25 manufacturers' agents (with stocks); and 1 other agent.

[4] Includes 1 beer, wines, and liquors; 1 clothing and furnishings; 2 drugs and drug sundries (specialty lines); 1 dry goods (specialty lines); 1 farm supplies; 1 hardware; 12 metals and metal work (except scrap); and 4 all other products.

[5] Includes 1 amusement and sporting goods; 1 automotive; 1 beer, wines, and liquors; 1 drugs and drug sundries (specialty lines); 2 farm products—consumer goods; 1 hardware; 1 petroleum and its products; 1 tobacco and products (except leaf); and 10 all other products.

[6] Includes 1 automotive; 1 beer, wines, and liquors; 1 drugs and drug sundries (specialty lines); 1 jewelry; 1 tobacco and products (except leaf); and 12 all other products.

GEOGRAPHY DEPARTMENT
UNIVERSITY OF MARYLAND
COLLEGE PARK, MARYLAND

TABLE 1.—SALES, EXPENSES, PERSONNEL, PAY ROLL AND STOCKS

TYPES OF OPERATION BY KINDS OF BUSINESS

PORTLAND, OREGON

TYPE OF OPERATION KIND OF BUSINESS	NUMBER OF ESTABLISHMENTS	SALES (add 000)	OPERATING EXPENSES (including pay roll) Amount (add 000)	OPERATING EXPENSES Percent of sales	Active proprietors of unincorporated businesses	Number of employees* (full-time and part-time) Average for year	PAY ROLL* Total (add 000)	PAY ROLL Full-time (add 000)	PAY ROLL Part-time (add 000)	Stocks on hand, end of year, at cost (add 000)
PORTLAND, TOTALS, 1939	956	$317,326	$35,293	11.1	433	10,337	$18,196	$17,800	$396	$28,351
1935	866	286,779	---	---	411	8,082	13,229	---	---	---
1929 [1]	867	383,432	42,242	11.0	---	11,526	19,956	---	---	34,145
TYPES OF OPERATION										
SERVICE AND LIMITED-FUNCTION WHOLESALERS	576	168,366	21,673	12.9	295	6,898	11,545	11,258	287	19,412
Wholesale merchants [2]	525	122,940	17,882	14.5	269	5,495	9,439	9,272	167	15,755
Voluntary group wholesalers	6	12,727	1,614	12.7	1	500	971	969	2	1,937
Export merchants	4	12,496	403	3.2	1	315	215	112	103	340
Importers	7	5,999	192	3.2	2	87	90	90	---	390
Industrial distributors	11	4,724	1,066	22.6	1	304	576	572	4	908
Cash-and-carry wholesalers	5	672	23	3.4	3	7	10	10	---	37
Drop shippers or desk jobbers	10	7,733	364	4.7	15	80	186	176	10	25
Magazine distributors	4	1,073	129	12.0	5	30	58	57	1	20
LIMITED-FUNCTION SALES OFFICES (with stocks)	136	58,129	7,980	13.7	4	2,047	3,956	3,897	59	6,780
LIMITED-FUNCTION SALES OFFICES (without stocks)	32	14,827	697	4.7	---	150	343	343	---	---
DISTRIBUTING STATIONS AND TERMINALS [3]	12	17,175	2,294	13.4	1	545	1,181	1,180	1	1,398
Bulk stations [3]	7	6,505	699	10.7	1	116	256	256	---	412
Distributing terminals	5	10,670	1,595	14.9	---	429	925	924	1	986
AGENTS AND BROKERS	181	47,720	2,033	4.3	130	457	835	799	36	323
Brokers (merchandise)	50	27,157	1,106	4.1	34	159	344	334	10	150
Commission merchants	8	3,708	140	3.8	7	54	73	65	8	18
Export agents	8	2,576	154	6.0	3	27	81	79	2	---
Manufacturers' agents (with stocks)	31	6,305	318	5.0	20	102	182	176	6	154
Manufacturers' agents (without stocks)	80	6,598	326	4.9	63	109	148	139	9	---
All other [4]	4	1,396	19	1.4	3	6	7	6	1	1
ASSEMBLERS (Mainly farm products)	17	11,109	586	5.3	3	240	336	323	13	438
Cooperative marketing associations	9	4,749	381	8.0	---	165	230	227	3	392
All other [5]	8	6,360	205	3.2	3	75	106	96	10	46
KINDS OF BUSINESS										
SERVICE AND LIMITED-FUNCTION WHOLESALERS	576	168,366	21,673	12.9	295	6,898	11,545	11,258	287	19,412
Amusement and sporting goods	16	821	168	27.1	10	61	99	81	8	99
Motion picture film exchanges	5	102	56	54.9	5	23	29	28	1	---
Sporting goods	4	247	47	19.0	1	16	22	22	---	47
Toys, novelties, and fireworks	4	85	23	27.7	3	8	11	4	7	13
All other	3	189	42	22.2	1	14	27	27	---	39
Automotive	58	26,153	2,442	9.3	35	758	1,363	1,351	12	1,986
Automobiles (new and used)	7	19,935	926	4.6	1	254	523	523	---	856
Trucks and tractors	7	1,513	284	18.8	3	65	129	128	1	189
Automotive accessories and equipment	14	2,632	613	23.3	7	211	343	334	9	624
Automotive parts	26	1,858	572	30.8	18	214	349	347	2	434
Tires and tubes	4	221	47	21.3	6	14	19	19	---	83
Beer, wines, and liquors	17	2,980	629	21.1	11	170	320	312	8	297
Beer and ale	9	2,162	466	21.6	9	128	233	227	6	176
Wines and liquors	8	818	163	19.9	2	42	87	85	2	121
Chemicals and paints	12	723	168	23.2	4	35	76	71	5	124
Paints and varnishes	4	206	54	26.2	3	15	24	24	---	34
All other	8	517	114	22.1	1	20	52	47	5	90
Clothing and furnishings	21	2,471	483	19.5	10	145	236	231	5	434
Men's and boys'	5	1,281	287	22.4	---	78	143	140	3	320
Women's and children's	7	729	96	13.2	2	29	44	44	---	87
All other	9	461	100	21.7	8	38	49	47	2	27
Drugs and drug sundries (specialty lines)	10	494	82	16.6	6	23	31	31	---	87
Drug specialties and sundries	4	286	30	10.4	3	9	13	13	---	54
All other	6	208	52	25.2	3	14	18	18	---	33
Dry goods (general line)	1	1,194	140	11.7	4	47	72	71	1	189
Dry goods (specialty lines)	6									
Farm products—raw materials	14	20,296	767	3.8	6	421	427	332	95	1,428
Grains	4	17,740	461	2.6	---	345	291	196	95	1,253
All other	10	2,556	306	12.0	6	76	136	136	---	175
Farm products—consumer goods	45	9,685	1,220	12.6	28	408	636	605	31	206
Dairy products	7	875	366	41.8	4	90	161	159	2	2
Dairy and poultry products	6	2,711	166	6.1	6	78	91	81	10	25
Fruits and vegetables (fresh)	26	5,758	642	11.1	15	219	364	343	18	176
All other	6	341	46	13.5	3	21	23	22	1	3
Farm supplies	14	2,284	301	13.2	9	82	160	157	3	363
Feed	6	1,196	99	8.3	3	24	45	44	1	95
Seeds	4	731	163	22.3	4	45	96	95	1	214
All other	4	357	39	10.9	2	13	19	18	1	54

For footnotes, see end of table.

TABLE 1.—SALES, EXPENSES, PERSONNEL, PAY ROLL AND STOCKS

TYPES OF OPERATION BY KINDS OF BUSINESS—Continued

PORTLAND, OREGON

TYPE OF OPERATION / KIND OF BUSINESS	NUMBER OF ESTABLISHMENTS	SALES (add 000)	OPERATING EXPENSES (excluding pay roll): Amount (add 000)	OPERATING EXPENSES (excluding pay roll): Percent of sales	Active proprietors of unincorporated businesses	Number of employees* (full-time and part-time) Average for year	PAY ROLL: Total (add 000)	PAY ROLL: Full-time (add 000)	PAY ROLL: Part-time (add 000)	Stocks, inventories, at end of year (add 000)
	SERVICE AND LIMITED-FUNCTION WHOLESALERS—Con.									
PORTLAND—Con.										
KINDS OF BUSINESS										
SERVICE AND LIMITED-FUNCTION WHOLESALERS—Con.										
Furniture and house furnishings	3	22,415	$406	16.9	4	143	$281	$262	$2	$554
Floor coverings	3	1,580	182	11.5	—	49	68	68	—	372
House furnishings (except as specified)	3	600	244	39.4	2	87	144	141	3	167
All other	3	145	22	15.2	2	7	9	9	—	15
Groceries (general line)	11	1,362	1,68	9.8	3	442	773	773	4	1,960
Not-sponsoring cooperative or voluntary groups	4	1,656	182	11.0	3	53	96	94	2	241
Voluntary group wholesalers	4	3,[illegible]	367	10.9	—	3[illegible]	6[illegible]	622	1	1,222
All other	3	1,143	48	4.2	—	[illegible]	54	54	—	265
Groceries and foods (specialty lines)	56	10,197	1,[illegible]	17.7	33	467	[illegible]	[illegible]	[illegible]	554
Coffee, tea, and spices	10	2,897	7[illegible]	[illegible]	2	151	317	3[illegible]	[illegible]	[illegible]
Coffee roasting and spice grinding	3	1,428	2[illegible]	10.7	—	37	[illegible]	[illegible]	[illegible]	6[illegible]
Confectionery	4	[illegible]	6[illegible]	20.4	2	[illegible]	[illegible]	[illegible]	[illegible]	[illegible]
Fish and seafoods	9	705	1[illegible]	18.3	8	[illegible]	[illegible]	[illegible]	[illegible]	[illegible]
Meats and provisions	18	1,564	3[illegible]	12.1	[illegible]	[illegible]	[illegible]	182	[illegible]	41
All other	10	2,314	376	16.3	14	92	170	167	3	1[illegible]
Hardware	13	1,[illegible]	1,281	1[illegible]	5	450	736	736	4	1,3[illegible]
General line with industrial department	2	4,873	[illegible]	18.2	1	3[illegible]	[illegible]	324	[illegible]	[illegible]
General line without industrial department	3	1,659	282	17.1	—	[illegible]	175	175	—	[illegible]
Specialty lines	7	57[illegible]	78	21.0	4	[illegible]	48	44	1	74
Jewelry	2	5[illegible]	[illegible]	17.5	1	31	[illegible]	[illegible]	—	86
Lumber and construction materials	30	2,[illegible]74	1,183	10.0	26	5[illegible]	[illegible]	[illegible]	26	4[illegible]
Lumber	19	8,316	445	5.4	14	[illegible]	[illegible]	[illegible]	10	[illegible]
Millwork	4	[illegible]	162	20.9	—	[illegible]	[illegible]	99	1	[illegible]
Brick, tile, and terra cotta	3	66	17	25.[illegible]	2	17	[illegible]	[illegible]	—	7
Glass	4	3[illegible]6	77	23.3	4	[illegible]	[illegible]	39	—	74
All other	[illegible]	2,298	462	20.1	5	[illegible]	[illegible]	267	[illegible]	[illegible]
Machinery—equipment—supplies	107	18,758	4,110	21.9	41	[illegible]	[illegible]	2,094	20	4,021
Commercial equipment and supplies:										
Office machines and equipment	3	[illegible]	[illegible]	30.8	[illegible]	3	4	4	—	[illegible]
Restaurant and hotel supply houses	2	[illegible]	174	33.1	1	[illegible]	[illegible]	94	—	[illegible]
All other	[illegible]	[illegible]	167	27.4	5	[illegible]	77	77	—	[illegible]
Farm and dairy:										
Dairy equipment	2	5[illegible]4	107	18.3	3	[illegible]	50	50	—	143
Farm machinery and equipment	[illegible]	1,461	[illegible]	[illegible]	1	78	[illegible]	[illegible]	1	[illegible]
Industrial machinery, equipment, and supplies:										
Melting, hose, and packing	6	[illegible]	[illegible]	22.9	1	[illegible]	[illegible]	[illegible]	[illegible]	[illegible]
Construction (except road building)	[illegible]	1,045	[illegible]	19.3	3	72	107	[illegible]	4	[illegible]
Road building	2	1,74[illegible]	[illegible]	[illegible]	1	[illegible]	174	174	—	34[illegible]
Mine and mill supplies	[illegible]	[illegible]	968	22.6	2	188	272	270	[illegible]	450
Power plant and power transmission	2	177	[illegible]	[illegible]	—	[illegible]	[illegible]	[illegible]	—	[illegible]
All other	22	5,541	1,085	19.6	1[illegible]	[illegible]	[illegible]	[illegible]	2	1,310
Professional equipment and supplies:										
Dental supply houses	4	[illegible]	[illegible]	27.5	—	[illegible]	[illegible]	[illegible]	—	[illegible]
Surgical, medical, and hospital	2	[illegible]	154	28.6	1	[illegible]	[illegible]	105	[illegible]	147
All other	3	415	[illegible]	22.5	—	[illegible]	[illegible]	[illegible]	3	[illegible]
Service equipment and supplies:										
Barber and beauty supply houses	7	[illegible]	121	[illegible]	[illegible]	40	72	71	[illegible]	[illegible]
Laundry and dry cleaning	[illegible]	937	240	[illegible]	—	[illegible]	73	72	[illegible]	134
All other	[illegible]	430	97	[illegible]	[illegible]	[illegible]	[illegible]	[illegible]	[illegible]	71
Transportation equipment and supplies	5	779	[illegible]	[illegible]	1	[illegible]	[illegible]	[illegible]	[illegible]	[illegible]
Metals and metal work (except scrap)	[illegible]	[illegible]	[illegible]	23.1	1	.47	576	[illegible]	[illegible]	991
Iron and steel finished products (N. E. C.)	[illegible]	4[illegible]	107	[illegible]	—	[illegible]	[illegible]	[illegible]	[illegible]	165
All other	[illegible]	[illegible]	409	[illegible]	1	[illegible]	234	230	4	[illegible]
Paper and its products	14	[illegible]	573	[illegible]	7	175	[illegible]	367	4	473
Wrapping or coarse paper and products	5	2,171	42[illegible]	19.3	1	[illegible]	[illegible]	237	[illegible]	[illegible]
Printing and writing papers	[illegible]	[illegible]	94	23.7	2	56	4[illegible]	[illegible]	[illegible]	[illegible]
Stationery and stationery supplies	[illegible]	[illegible]	[illegible]	[illegible]	3	[illegible]	[illegible]	[illegible]	[illegible]	[illegible]
Newsprint	[illegible]	132	46	34.1	1	[illegible]	[illegible]	[illegible]	1	[illegible]
Petroleum and its products	4	307	[illegible]	[illegible]	4	[illegible]	[illegible]	[illegible]	—	44
Plumbing and heating equipment and supplies	1[illegible]	3,014	535	17.8	[illegible]	[illegible]	[illegible]	[illegible]	—	[illegible]
Plumbing and heating (general line)	[illegible]	[illegible]	324	15.9	—	[illegible]	[illegible]	184	—	[illegible]
Plumbing fixtures, equipment, and supplies	[illegible]	[illegible]	214	17.6	4	[illegible]	51	[illegible]	—	[illegible]
All other	[illegible]	[illegible]	[illegible]	29.6	2	29	44	44	—	[illegible]
Tobacco and products (except leaf)	[illegible]	4,561	[illegible]	5.5	6	[illegible]	[illegible]	106	—	[illegible]
Waste materials	14	2,677	[illegible]	[illegible]	[illegible]	[illegible]	117	[illegible]	[illegible]	[illegible]
Iron and steel scrap	[illegible]	1,438	[illegible]	10.8	[illegible]	[illegible]	[illegible]	54	[illegible]	[illegible]
Junk and scrap (general line)	[illegible]	[illegible]	[illegible]	11.8	[illegible]	70	[illegible]	[illegible]	1	[illegible]
Waste paper, rags, and rubber	[illegible]	182	40	30.1	[illegible]	[illegible]	[illegible]	16	—	[illegible]
All other products	58	[illegible]	[illegible]	[illegible]	[illegible]	[illegible]	[illegible]	[illegible]	[illegible]	2,939
Books, periodicals, and newspapers	4	1,772	[illegible]	17.2	—	[illegible]	[illegible]	178		[illegible]
Flowers and nursery stock	3	[illegible]	44	14.8	6	14	[illegible]	11	4	[illegible]
Forest products (except lumber	4	[illegible]	16	[illegible]	[illegible]	28	[illegible]	10		—
Leather and shoe findings	[illegible]	[illegible]	[illegible]	23.9	—	[illegible]	[illegible]	[illegible]	—	[illegible]
Optical goods	3	343	[illegible]	[illegible]	[illegible]	49	[illegible]	[illegible]	—	[illegible]
Textiles and materials other than dry goods	4	[illegible]	[illegible]	[illegible]	[illegible]	42	[illegible]	[illegible]	[illegible]	45
Miscellaneous kinds of business [6]	31	18,717	[illegible]	11.6	[illegible]	[illegible]	[illegible]	1,139	[illegible]	2,404

For footnotes, see end of table.

TABLE 1.—SALES, EXPENSES, PERSONNEL, PAY ROLL AND STOCKS

TYPES OF OPERATION BY KINDS OF BUSINESS—Continued

PORTLAND, OREGON

TYPE OF OPERATION KIND OF BUSINESS	NUMBER OF ESTABLISHMENTS	SALES (add 000)	OPERATING EXPENSES (including pay roll) Amount (add 000)	OPERATING EXPENSES Per cent of sales	Active proprietors of unincorporated businesses	Number of employees* (full-time and part-time) Average for year	PAY ROLL* Total (add 000)	PAY ROLL Full-time (add 000)	PAY ROLL Part-time (add 000)	Stocks on hand, end of year, at cost (add 000)
PORTLAND—Con.	MANUFACTURERS' SALES BRANCHES (With stocks)									
KINDS OF BUSINESS										
MANUFACTURERS' SALES BRANCHES (With stocks)	136	$58,129	$7,980	13.7	4	2,047	$3,958	$3,897	$59	$6,780
Amusement and sporting goods	9	2,261	452	20.0	—	167	267	253	14	209
Automotive	18	5,734	917	16.0	—	247	490	488	2	1,018
Trucks and tractors	4	2,150	316	14.7	—	103	195	195	—	386
Tires and tubes	5	2,909	519	17.8	—	115	247	245	2	532
All other	6	675	82	12.3	—	29	48	48	—	100
Beer, wines, and liquors	4	705	165	23.4	—	22	45	45	—	24
Chemicals and paints	8	3,997	778	19.5	3	222	435	430	15	717
Drugs and drug sundries (specialty lines)	4	641	127	19.8	—	37	62	62	2	282
Electrical goods	7	8,785	659	7.5	—	157	327	327	—	569
Furniture and house furnishings	6	1,487	312	21.0	—	47	91	91	—	134
Groceries and foods (specialty lines)	17	14,558	1,694	11.6	—	370	743	734	9	453
Canned foods	4	2,213	226	10.2	—	58	128	128	—	61
Flour	4	4,548	511	11.2	—	76	151	150	1	101
All other	[illegible]	8,077	955	11.8	—	236	464	456	8	291
Machinery—equipment—supplies	36	6,805	1,362	20.0	1	378	715	703	12	1,373
Commercial equipment and supplies:										
Office machines and equipment	5	496	236	47.8	—	53	155	155	—	94
All other	4	277	87	31.4	—	29	54	53	1	17
Farm and dairy	5	3,756	558	14.9	—	147	278	273	5	921
Industrial machinery, equipment, and supplies	16	1,842	406	22.0	1	101	187	182	5	307
All other	6	432	73	16.9	—	16	41	40	1	34
Metals and metal work (except scrap)	11	5,989	478	8.0	—	125	257	257	—	1,030
Wire and wire products	6	1,113	169	15.2	—	33	74	74	—	330
All other	5	4,876	309	6.3	—	92	183	183	—	700
Paper and its products	5	2,960	341	11.5	—	89	160	160	—	451
All other [7]	14	3,937	699	17.8	—	186	364	359	5	520
	MANUFACTURERS' SALES OFFICES (Without stocks)									
KINDS OF BUSINESS										
MANUFACTURERS' SALES OFFICES (Without stocks)	32	14,827	697	4.7	—	150	343	343	—	—
Lumber and construction materials	5	920	158	17.2	—	32	75	75	—	—
Machinery—equipment—supplies	6	6,316	73	1.2	—	25	50	50	—	—
Paper and its products	4	1,364	59	4.3	—	9	39	39	—	—
Wrapping or coarse paper and products	4	1,364	59	4.3	—	9	39	39	—	—
All other [8]	17	6,227	407	6.5	—	84	179	179	—	—
	PETROLEUM BULK STATIONS AND TERMINALS									
Petroleum and its products	12	17,175	2,294	13.4	1	545	1,181	1,180	1	1,398
	AGENTS AND BROKERS									
KINDS OF BUSINESS										
AGENTS AND BROKERS	181	47,720	2,063	4.3	130	457	835	799	36	323
Automotive	7	741	67	9.0	4	20	30	28	2	1
Beer, wines, and liquors	3	390	8	2.1	2	3	5	5	—	—
Wines and liquors	3	390	8	2.1	2	3	5	5	—	—
Chemicals and paints	3	138	10	7.2	1	3	4	4	—	—
Paints and varnishes	3	138	10	7.2	1	3	4	4	—	—
Clothing and furnishings	7	648	18	2.8	6	4	4	4	—	6
Electrical goods	16	1,021	95	9.3	14	4	47	45	2	13
Apparatus and equipment	4	281	12	4.6	3	3	3	3	—	2
Wiring supplies and construction materials	3	170	7	4.1	2	4	4	4	2	—
Radios and equipment	3	324	16	4.9	3	3	4	4	—	—
All other	6	266	60	22.8	6	33	36	34	—	11
Farm products—raw materials	13	6,594	102	1.5	11	17	33	30	3	70
Grains	9	4,265	44	[illegible]	9	5	8	8	—	3
All other	4	2,331	58	2.5	2	14	27	24	3	67
Furniture and house furnishings	7	473	27	5.7	5	9	14	14	—	1
China, glassware, and crockery	3	347	22	6.3	2	6	12	12	—	1
House furnishings (except as specified)	4	126	5	4.0	3	1	2	2	—	—

*See footnotes, see end of table.

TABLE 1.—SALES, EXPENSES, PERSONNEL, PAY ROLL AND STOCKS

TYPES OF OPERATION BY KINDS OF BUSINESS—Continued

PORTLAND, OREGON

TYPE OF OPERATION KIND OF BUSINESS	NUMBER OF ESTABLISHMENTS	SALES (add 000)	OPERATING EXPENSES including pay roll: Amount (add 000)	OPERATING EXPENSES including pay roll: Percent of sales	Average number of employees (full-time and part-time equivalent) during the year	Number of employees (full-time and part-time equivalent) at the end of the year	PAY ROLL*: Total (add 000)	PAY ROLL*: Full-time (add 000)	PAY ROLL*: Part-time (add 000)	Stock at cost, end of year (add 000)
PORTLAND—Con.										
KINDS OF BUSINESS										
AGENTS AND BROKERS—Con.										
Groceries and foods (specialty lines)	32	[illegible]	$421	2.5	21	[illegible]	[illegible]	[illegible]	[illegible]	[illegible]
Canned foods	9	[illegible]	55	[illegible]	[illegible]	1	[illegible]	[illegible]	[illegible]	---
Coffee, tea, and spices	3	866	[illegible]	.7	4	[illegible]	1	1	—	—
All other	20	12,177	[illegible]	[illegible]	11	[illegible]	[illegible]	[illegible]	[illegible]	[illegible]
Hardware	11	[illegible]	[illegible]	[illegible]	[illegible]	7	[illegible]	[illegible]	—	4
Lumber and construction materials	[illegible]	[illegible]	[illegible]	5.7	11	[illegible]	[illegible]	240	[illegible]	[illegible]
Lumber	19	15,131	847	[illegible]	[illegible]	110	[illegible]	240	10	45
All other	3	12	15	12.3	3	[illegible]	[illegible]	---	[illegible]	[illegible]
Machinery—equipment—supplies	25	[illegible]	[illegible]	9.8	18	[illegible]	[illegible]	[illegible]	[illegible]	[illegible]
Commercial equipment and supplies	[illegible]	[illegible]	4	[illegible]	[illegible]	[illegible]	67	65	[illegible]	39
Industrial machinery, equipment, and supplies	13	[illegible]	[illegible]	6.8	1	[illegible]	40	4	--	[illegible]
All other	6	[illegible]	19	[illegible]	[illegible]	[illegible]	[illegible]	[illegible]	[illegible]	[illegible]
Metals and metal work (except scrap)	3	196	18	8.3	[illegible]	7	[illegible]	[illegible]	[illegible]	[illegible]
Paper and its products	4	193	[illegible]	18.3	[illegible]	[illegible]	[illegible]	16	—	[illegible]
Plumbing and heating equipment and supplies	6	337	18	5.3	[illegible]	4	[illegible]	5	—	[illegible]
All other [8]	22	2,248	144	6.4	[illegible]	[illegible]	78	76	—	[illegible]

* Employees and pay roll include paid executives of corporations but not the number and compensation of proprietors of unincorporated businesses.

** Sales include taxes.

1 Includes 1 chain-store warehouse not classified as a wholesale establishment in 1935 and 1939.

2 Includes 2 retailer-cooperative warehouses.

3 Includes 2 independent bulk stations.

4 Includes 2 import agents; and 2 selling agents.

5 Includes 2 assemblers of farm products; 3 cooperative sales agencies; 1 cream station; and 2 packers and shippers.

6 Includes 2 drugs (general line); 22 electrical goods; 1 general merchandise; 1 leather goods; 1 yarns; and 4 miscellaneous kinds of business.

7 Includes 1 clothing and furnishings; 1 farm products—consumer goods; 1 hardware; 3 lumber and construction materials; 1 petroleum and its products; 3 plumbing and heating equipment and supplies; 1 books, periodicals, and newspapers; 2 optical goods; and 1 yarns.

8 Includes 1 amusement and sporting goods; 1 beer, wines, and liquors; 1 chemicals and paints; 1 drugs and drug sundries (specialty lines); 3 electrical goods; 4 groceries and foods (specialty lines); 3 metals and metal work (except scrap); 1 petroleum and its products; 1 tobacco and products (except leaf); 1 books, periodicals, and newspapers; and 1 textiles and materials (other than dry goods).

9 Includes 1 amusement and sporting goods; 1 drugs and drug sundries (specialty lines); 7 dry goods (specialty lines); 5 farm products—consumer goods; 2 farm supplies; 1 petroleum and its products; 1 forest products (except lumber); 1 textiles and materials (other than dry goods); and 3 miscellaneous kinds of business.

TABLE 1.—SALES, EXPENSES, PERSONNEL, PAY ROLL AND STOCKS

TYPES OF OPERATION BY KINDS OF BUSINESS

ST. LOUIS

TYPE OF OPERATION / KIND OF BUSINESS	NUMBER OF ESTABLISHMENTS	SALES (add 000)	OPERATING EXPENSES (including pay roll) Amount (add 000)	OPERATING EXPENSES Percent of sales	Active proprietors of unincorporated businesses	Number of employees (full-time and part-time) Average for year	PAY ROLL Total (add 000)	PAY ROLL Full-time (add 000)	PAY ROLL Part-time (add 000)	Stocks on hand, end of year, at cost (add 000)
ST. LOUIS, TOTALS, 1939	2,663	$1,164,102	$128,315	11.0	1,464	34,367	$61,253	$60,797	$456	$89,425
1935	2,102	882,323	99,967	11.3	[1]1,055	[1]29,910	[1]49,372	[1]48,779	[1]593	77,400
1929	1,934	1,394,875	157,942	11.3	831	40,332	78,883	---	---	121,641
TYPES OF OPERATION										
SERVICE AND LIMITED-FUNCTION WHOLESALERS	1,650	509,259	63,839	12.5	967	21,583	34,712	34,410	302	59,661
Wholesale merchants [2]	1,547	446,462	54,712	12.3	910	18,298	29,619	29,326	293	49,977
Voluntary group wholesalers	7	23,089	3,278	14.2	1	1,062	1,625	1,620	5	3,875
Converters (textile)	4	491	27	5.5	3	9	19	19	---	57
Export merchants	4	1,582	158	10.0	---	22	66	66	---	738
Importers	9	2,442	119	4.9	7	51	62	62	---	136
Industrial distributors	13	23,082	4,723	20.5	1	1,972	2,907	2,906	1	4,760
Cash-and-carry wholesalers	23	1,101	71	6.4	18	38	45	44	1	72
Drop shippers or desk jobbers	22	10,329	649	6.3	7	117	317	315	2	30
Wagon distributors	21	681	102	15.0	20	34	52	52	---	16
MANUFACTURERS' SALES BRANCHES (With stocks)	282	331,358	47,235	14.3	---	9,848	19,493	19,397	96	27,947
MANUFACTURERS' SALES OFFICES (Without stocks)	112	112,883	8,970	7.9	1	1,231	3,152	3,147	5	---
PETROLEUM BULK STATIONS AND TERMINALS **	36	21,974	2,975	13.5	5	590	1,232	1,226	6	924
Independent bulk stations	18	9,479	1,079	11.4	3	267	612	610	2	355
Commission stations [3]	3	1,948	329	16.9	2	52	117	117	---	93
Salary stations	15	10,547	1,567	14.9	---	271	503	499	4	476
AGENTS AND BROKERS	571	180,142	5,056	2.8	490	1,235	2,530	2,486	44	655
Auction companies	3	4,807	129	2.7	---	52	92	91	1	15
Brokers (merchandise)	106	61,457	1,303	2.1	87	279	646	642	4	268
Commission merchants	46	19,132	439	2.3	40	139	243	238	5	48
Manufacturers' agents (with stocks)	34	4,072	538	13.2	22	151	317	314	3	225
Manufacturers' agents (without stocks)	338	58,997	1,607	2.7	317	398	698	674	24	---
Selling agents	39	30,801	998	3.2	22	207	519	512	7	96
All other [4]	5	476	42	8.8	2	9	15	15	---	3
ASSEMBLERS (Mainly farm products)	12	8,486	240	2.8	1	80	134	131	3	238
Cooperative marketing associations	5	1,815	79	4.4	---	38	44	42	2	19
All other [5]	7	6,671	161	2.4	1	42	90	89	1	219
KINDS OF BUSINESS										
SERVICE AND LIMITED-FUNCTION WHOLESALERS	1,650	509,259	63,839	12.5	967	21,583	34,712	34,410	302	59,661
Amusement and sporting goods	26	3,192	709	22.2	9	249	389	387	2	613
Motion picture film exchanges	6	224	84	37.5	---	32	56	56	---	4
Sporting goods	9	1,527	310	20.3	3	96	163	162	1	178
Toys, novelties, and fireworks	5	372	93	25.0	2	48	49	48	1	108
All other	6	1,069	222	20.8	4	73	121	121	---	323
Automotive	105	97,381	4,703	4.8	64	1,618	2,808	2,800	8	3,148
Automobiles (new and used)	15	84,864	1,920	2.3	7	592	1,216	1,216	---	1,039
Automotive accessories and equipment	26	5,031	939	18.7	10	388	579	574	5	970
Automotive parts	37	4,005	1,140	28.5	29	443	640	639	1	672
All other	27	3,481	704	20.2	18	195	373	371	2	467
Beer, wines, and liquors	28	13,931	1,605	11.5	6	462	778	775	3	1,650
Beer and ale	10	2,036	400	19.6	4	103	160	157	3	47
Wines and liquors	18	11,895	1,205	10.1	2	359	618	618	---	1,603
Chemicals and paints	27	2,479	493	19.9	13	149	312	310	2	319
Industrial chemicals	5	1,225	200	16.3	3	51	132	130	2	112
Paints and varnishes	10	497	108	21.7	5	41	72	72	---	95
Paints with glass and/or wallpaper	6	367	110	30.0	4	33	64	64	---	70
All other	6	390	75	19.2	1	24	44	44	---	42
Clothing and furnishings	109	27,238	3,580	13.1	78	1,019	1,862	1,861	1	2,482
Clothing and furnishings (general line)	15	2,323	372	16.0	4	109	239	239	---	308
Men's and boys'	20	5,587	981	17.6	19	265	541	540	1	900
Women's and children's	28	5,825	852	14.6	21	245	400	400	---	358
Shoes and other footwear	27	11,790	1,082	9.2	22	297	531	531	---	768
All other	19	1,733	293	17.0	12	103	151	151	---	148
Coal and coke	44	10,218	858	8.4	10	215	429	417	12	118
Drugs (general line)	4	7,821	1,129	14.4	---	527	778	777	1	1,239
Drugs and drug sundries (specialty lines)	31	2,402	565	23.5	17	232	293	290	3	245
Proprietary medicines	15	865	241	27.9	9	60	105	103	2	40
Toiletries	9	532	155	29.1	5	84	102	102	-	69
Drug specialties and sundries	7	1,005	169	16.8	3	88	[illegible]	85	1	136
Dry goods (general line)	5	44,254	6,024	13.6	1	1,863	3,410	3,394	16	10,417
Dry goods (specialty lines)	32	2,758	339	12.3	14	105	175	175	---	444
Hosiery and lingerie	5	849	98	11.5	1	26	49	49	---	99
Piece goods:										
Cotton	4	431	37	8.6	1	17	17	17	---	108
Silk, linen, rayon and velvet	5	471	78	16.6	1	22	53	53	---	40
Woolen and worsted	3	426	68	15.9	-	19	32	32	---	110
Other	3	328	20	6.1	3	7	15	15	---	20
All other	12	251	38	15.1	5	14	11	11	---	67

For footnotes, see end of table.

TABLE 1.—SALES, EXPENSES, PERSONNEL, PAY ROLL, AND STOCKS
[Type of Operation, by Kinds of Business, and Legal Form]

ST. LOUIS

TYPE OF OPERATION: KIND OF BUSINESS	NUMBER OF ESTABLISHMENTS	SALES (Dollars 000)	OPERATING EXPENSES (Percent of sales) Amount (000)	OPERATING EXPENSES (Percent of sales) Percent of sales	[illegible]	[illegible]	PAY ROLL Total	PAY ROLL Full-time employees	PAY ROLL Part-time employees	[illegible]
ST. LOUIS—Con.	SERVICE AND LIMITED-FUNCTION WHOLESALERS—Con.									
KINDS OF BUSINESS										
SERVICE AND LIMITED-FUNCTION WHOLESALERS—Con.										
Electrical goods	58	$19,042	$3,281	17.2	18	947	$1,880	$1,879	$1	$1,822
Electrical merchandise (general line)	4	7,206	1,061	14.7	---	320	705	705	---	579
Apparatus and equipment	4	172	46	26.7	1	10	22	22	---	24
Wiring supplies and construction materials	17	1,814	339	18.7	6	107	261	260	1	211
Radios and equipment	14	2,527	436	17.3	5	145	235	235	---	315
Refrigerators and equipment (household)	8	4,225	762	18.0	2	210	435	435	---	472
All other	11	3,098	637	20.6	4	153	282	282	---	231
Farm products--raw materials	37	29,998	1,868	6.2	13	415	894	885	9	4,874
Grains	9	22,166	782	3.5	---	156	309	308	1	3,282
Hides, skins, and raw furs	20	4,555	760	16.7	9	189	438	436	2	1,354
All other	8	3,277	326	9.9	4	58	147	141	6	238
Farm products--consumer goods	134	35,719	3,760	10.5	167	1,169	1,796	1,758	38	544
Dairy products	20	4,461	1,199	26.9	14	236	477	475	2	113
Dairy and poultry products	5	846	123	14.6	1	4	52	51	1	9
Poultry and poultry products	50	4,622	467	10.1	57	154	174	163	11	83
Fruits and vegetables (fresh)	97	22,994	1,857	8.1	78	600	1,042	1,019	23	318
Fresh fruits only	12	2,802	114	4.1	13	41	52	51	1	26
Farm supplies	15	4,818	750	16.6	4	342	396	395	1	1,385
Feed	8	532	99	18.6	3	47	37	37	---	31
Seeds	7	3,986	651	16.3	1	195	359	358	1	1,354
Furniture and house furnishings	34	5,455	998	18.3	23	212	551	548	3	1,049
China, glassware, and crockery	8	337	74	22.0	5	27	40	39	1	84
Floor coverings	4	3,434	569	16.6	1	143	342	342	---	619
Furniture (household)	10	654	184	28.1	5	69	88	88	---	150
Musical instruments and sheet music	5	425	97	22.8	5	34	50	50	---	103
All other	7	605	74	12.2	7	19	31	29	2	97
Groceries (general line)	25	20,496	2,242	10.9	6	709	1,119	1,117	2	3,609
Not sponsoring cooperative or voluntary groups	16	6,935	747	10.8	6	270	438	436	2	1,165
Voluntary group wholesalers	5	10,647	1,342	12.6	--	388	596	596	--	1,934
All other	4	2,914	153	5.3	---	51	85	85	---	510
Groceries and foods (specialty lines)	199	34,064	5,947	17.5	142	2,266	2,994	2,955	39	4,816
Canned foods	10	1,058	167	15.8	10	66	96	96	--	121
Coffee, tea, and spices	23	6,080	1,497	24.6	10	529	680	677	3	1,426
Coffee roasting and spice grinding	3	2,748	289	10.5	---	107	146	146	2	343
Confectionery	19	1,391	86	6.2	11	40	57	57	---	76
Fish and sea food	11	1,580	413	26.1	9	176	221	206	15	168
Flour	6	794	127	16.0	4	37	53	53	---	52
Meats and provisions	51	3,744	538	14.4	46	178	297	291	6	72
All other	76	16,669	2,830	17.0	42	1,127	1,442	1,427	15	2,526
Hardware	21	24,101	4,889	20.3	4	2,362	3,040	3,040	--	5,076
General line (with industrial department)	5	21,450	4,400	20.5	-	1,862	2,698	2,698	--	4,434
General line (without industrial department)	4	1,894	332	17.5	--	134	240	240	---	471
Specialty lines	12	757	157	20.7	4	66	102	102	---	171
Jewelry	21	3,338	726	21.7	12	182	296	296	---	915
Jewelry (general line)	4	2,111	478	22.6	---	125	205	205	---	646
Diamonds and other precious stones	4	289	22	7.6	6	3	3	3	--	76
All other	13	938	226	24.1	6	54	88	88	--	199
Lumber and construction materials	62	14,599	2,527	17.3	17	803	1,394	1,374	20	1,895
Lumber	29	9,267	1,271	13.7	8	403	700	694	6	1,166
Millwork	6	971	269	27.7	1	118	164	162	1	191
Brick, tile, and terra cotta	4	636	119	18.7	3	17	38	38	--	20
All other	23	3,725	868	23.3	5	265	492	479	13	518
Machinery--equipment--supplies	198	24,993	5,818	23.3	120	1,922	3,229	3,206	23	3,196
Commercial equipment and supplies:										
Office machines and equipment	4	193	72	37.3	1	31	55	55	---	40
Restaurant and hotel supply houses	4	435	89	20.5	---	44	72	72	--	80
Garage and filling station equipment	6	308	59	19.2	4	29	40	40	---	33
Store fixtures and equipment	16	2,961	441	14.9	12	89	156	153	3	55
All other	14	839	237	28.2	7	57	148	144	4	105
Farm and dairy	3	507	62	12.2	--	19	20	20	---	21
Industrial machinery, equipment, and supplies:										
Belting, hose, and packing	9	529	112	21.2	6	38	54	52	2	87
Construction (except road building)	8	1,068	315	29.5	4	98	159	159	-	70
Power plant and power transmission	3	219	49	22.4	2	17	23	23	---	36
Printing and lithographing (except paper)	4	45	8	17.8	3	2	2	2	---	4
Used machinery and equipment	6	301	42	14.0	8	16	18	18	-	52
All other	57	6,732	1,485	22.1	41	111	742	733	10	742
Professional equipment and supplies:										
Dental supply houses	5	866	253	29.2	1	90	158	158	---	192
School equipment and supplies	4	2,299	544	23.7	-	239	396	396	--	443
Surgical, medical, and hospital	5	3,701	1,143	30.9	2	321	726	726	--	542
All other	6	127	37	29.1	2	17	21	21	--	25
Service equipment and supplies:										
Barber and beauty supply houses	8	573	187	32.6	5	87	107	106	1	169
Laundry and dry cleaning	6	661	150	22.7	1	59	85	84	1	75
Upholsterers' supplies	4	335	70	20.9	1	22	36	36	--	132
All other	22	1,623	359	22.1	17	121	223	222	1	164
Transportation equipment and supplies	4	671	104	15.5	1	24	41	40	1	55

For footnotes, see end of table.

TABLE 1.—SALES, EXPENSES, PERSONNEL, PAY ROLL AND STOCKS

Types of Operation by Kinds of Business—Continued

ST. LOUIS

Type of Operation / Kind of Business	Number of establishments	Sales (add 000)	Operating expenses (add 000)	Ratio to sales	Average number of employees during pay period nearest to the middle of the year	Number of proprietors and firm members devoting their time to the business during the year	Pay roll (add 000)	Full time (add 000)	Part time (add 000)	Stock on hand, end of year, at cost (add 000)
ST. LOUIS—Con.										
KINDS OF BUSINESS										
SERVICE AND LIMITED-FUNCTION WHOLESALERS—Con.										
Metals and metal work except scrap	24	$1,999	$1,171	10.6	8	374	$600	$598	$2	$1,169
Iron and steel products (flat)	3	1,093	214	19.6	1	88	115	115	---	346
Iron and steel finished products (N. E. C.)	10	1,873	344	18.4	5	131	200	198	2	225
All other	11	8,032	613	7.6	2	155	285	285	---	598
Paper and its products	66	9,511	1,753	18.4	38	585	1,009	996	13	1,185
Wrapping or coarse paper and products	29	3,824	755	19.8	17	252	417	410	7	404
Printing and writing papers	10	4,350	674	15.4	---	204	419	416	3	559
Stationery and stationery supplies	19	547	138	25.2	6	61	88	86	2	63
Wallpaper	18	796	189	23.7	15	68	85	84	1	159
Petroleum and its products	22	1,295	326	25.2	8	80	169	169	---	116
Plumbing and heating equipment and supplies	30	4,425	904	20.5	16	332	503	492	11	792
Plumbing and heating (general line)	7	1,742	342	19.6	---	115	188	188	-	285
Heating (including stoves and ranges)	9	1,180	283	24.0	1	94	145	142	3	233
Plumbing fixtures, equipment, and supplies	8	1,155	189	16.4	9	94	125	123	2	211
All other	6	348	90	25.9	6	29	45	39	6	63
Tobacco and products (except leaf)	53	17,537	976	5.6	44	322	455	452	3	995
Waste materials	100	11,187	1,488	13.3	74	904	864	807	57	1,129
Iron and steel scrap	34	5,109	405	7.9	31	247	239	197	42	289
Junk and scrap (general line)	19	289	48	16.6	15	40	30	28	2	68
Waste paper, rags, and rubber	30	4,322	823	19.0	10	501	473	468	5	637
Non-ferrous metals	3	367	44	12.0	4	14	26	26	---	68
All other	17	1,099	168	15.3	14	102	96	88	8	67
All other products	90	26,369	4,410	16.8	41	1,524	2,289	2,257	32	4,363
Books, periodicals, and newspapers	6	1,269	232	18.3	5	94	125	125	--	44
Flowers and nursery stock	10	1,632	288	17.6	1	91	147	144	3	85
Forest products (except lumber)	15	5,583	778	13.9	9	211	291	287	4	1,409
Leather and shoe findings	17	2,387	332	13.9	6	98	186	186	---	411
Optical goods	6	618	243	39.3	4	91	149	149	---	69
Textiles and materials (other than dry goods)	8	623	101	16.2	5	58	70	63	7	73
Miscellaneous kinds of business	28	14,197	2,436	17.2	11	881	1,321	1,303	18	2,272
MANUFACTURERS' SALES BRANCHES (With stocks)										
KINDS OF BUSINESS										
MANUFACTURERS' SALES BRANCHES (With stocks)	282	331,358	47,235	14.3	--	9,648	19,493	19,397	96	27,947
Amusement and sporting goods	13	5,380	1,052	19.6	---	362	619	590	29	243
Chemicals and paints	22	10,016	2,020	20.2	---	404	839	838	1	933
Industrial chemicals	8	5,635	698	12.4	---	141	277	277	---	458
Paints and varnishes	7	1,717	492	28.8	---	112	213	212	1	195
All other	7	2,664	831	31.2	---	151	349	349	---	280
Clothing and furnishings	17	108,765	12,211	11.2	---	2,699	5,774	5,774	---	9,826
Shoes and other footwear	12	104,108	11,367	10.9	---	2,495	5,395	5,395	---	9,460
All other	5	4,657	844	18.1	--	204	379	379	---	366
Drugs (general line)	1									
Drug and drug sundries (specialty lines)	11	19,897	3,564	17.9	---	593	1,209	1,207	2	2,150
Dry goods (specialty lines)	4	3,855	461	12.5	---	116	223	223	---	347
Electrical goods	11	18,310	1,295	7.1	---	373	850	850	---	900
Apparatus and equipment	7	16,277	1,066	6.5	---	334	759	759	---	623
All other	4	2,033	229	11.3	---	39	91	91	---	277
Furniture and house furnishings	10	1,960	262	13.4	---	60	127	125	2	131
Groceries and foods (specialty lines)	24	25,403	3,637	14.3	---	748	1,415	1,412	3	604
Canned foods	5	3,473	661	19.0	---	155	314	312	2	164
All other	19	21,930	2,976	13.6	---	593	1,101	1,100	1	440
Lumber and construction materials	10	11,183	1,990	17.8	---	325	771	768	3	1,171
Machinery--equipment--supplies	83	28,064	5,707	20.3	---	1,576	3,020	3,007	13	3,778
Commercial equipment and supplies:										
Office machines and equipment	9	1,476	700	47.4	---	237	441	440	1	193
All other	7	1,102	275	25.0	---	116	205	202	3	40
Farm and dairy	6	8,802	1,707	19.4	---	459	762	758	4	1,886
Industrial machinery, equipment, and supplies:										
Belting, hose, and packing	6	776	237	30.5	--	39	103	103	---	[illegible]
Printing and lithographing (except paper)	9	767	239	31.2	---	[illegible]	127	127	---	93
All other	23	13,459	2,089	15.5	---	538	1,115	1,110	5	1,511
Professional equipment and supplies	9	877	239	27.3	---	68	144	144	---	79
Service equipment and supplies:										
Upholsterers' supplies	4	379	49	12.9	---	14	29	29	---	55
All other	5	426	172	40.4	---	45	94	94	---	52

For footnotes, see end of table.

TABLE 1.—SALES, EXPENSES, PERSONNEL, PAY ROLL AND STOCKS

TYPES OF OPERATION BY KINDS OF BUSINESS—Continued

ST. LOUIS

TYPE OF OPERATION KIND OF BUSINESS	NUMBER OF ESTABLISHMENTS	SALES (add 000)	OPERATING EXPENSES (including pay roll) Amount (add 000)	OPERATING EXPENSES Percent of sales	Active proprietorships and unincorporated businesses	Number of employees* (full-time and part time average for year)	PAY ROLL Total (add 000)	PAY ROLL Full-time (add 000)	PAY ROLL Part time (add 000)	Stocks on hand, end of year, at cost (add 000)
ST. LOUIS—Con.										
						MANUFACTURERS' SALES BRANCHES (With stocks)—Con.				
KINDS OF BUSINESS										
MANUFACTURERS' SALES BRANCHES (With stocks)—Con.										
Metals and metal work (except scrap)	14	$12,003	$1,159	9.6	---	328	$595	$580	$15	$1,339
Iron and steel products (general line)	5	6,057	634	10.5	---	174	306	293	13	823
All other	[illegible]	5,946	524	8.8	---	154	289	287	2	516
Paper and its products	10	5,827	1,301	22.3	---	543	987	987	-	855
Stationery and stationery supplies	5	446	148	33.2	---	54	89	89	- -	74
All other	5	5,381	1,153	21.4	---	489	898	898	--	781
Plumbing and heating equipment and supplies	[illegible]	5,431	851	15.7	--	273	436	427	9	512
Heating (including stoves and ranges)	4	557	122	21.9	---	25	64	63	1	60
All other	5	4,874	729	15.0	---	248	372	364	8	452
All other [6]	43	75,264	11,706	15.6	---	1,248	2,628	2,609	19	5,158
						MANUFACTURERS' SALES OFFICES (Without stocks)				
KINDS OF BUSINESS										
MANUFACTURERS' SALES OFFICES (Without stocks)	112	112,883	8,970	7.9	1	1,231	3,152	3,147	5	---
Chemicals and paints	4	2,017	336	16.7	---	29	97	96	1	---
Electrical goods	5	1,387	56	4.0	—	10	29	29	---	---
Furniture and house furnishings	4	883	59	6.7	---	12	32	32	--	---
Groceries and foods (specialty lines)	5	7,962	1,676	21.0	---	101	235	235	---	---
Lumber and construction materials	9	3,417	267	7.8	1	42	136	136	- -	---
Machinery--equipment--supplies	29	11,854	733	6.2	---	169	421	420	1	---
Commercial equipment and supplies	6	267	72	27.0	---	28	55	55	---	--
Industrial machinery, equipment, and supplies:										
Power plant and power transmission	4	2,071	245	11.8	---	48	100	100	---	---
All other	12	5,100	232	4.5	---	55	139	138	1	---
All other	7	4,416	184	4.2	---	38	127	127	- -	---
Metals and metal work (except scrap)	17	51,187	2,893	5.7	---	397	1,129	1,129	---	---
Iron and steel products (general line)	5	21,705	364	1.7	---	66	206	206	---	---
All other	12	29,482	2,529	8.6	---	331	923	923	---	--
Paper and its products	8	3,093	135	4.4	- -	34	93	93	---	--
Plumbing and heating equipment and supplies	7	3,270	523	16.0	--	106	219	218	1	---
All other [7]	24	27,813	2,292	8.2	---	331	761	759	2	---
						PETROLEUM BULK STATIONS AND TERMINALS				
Petroleum and its products	36	21,974	2,975	13.5	5	590	1,232	1,226	6	924
						AGENTS AND BROKERS				
KINDS OF BUSINESS										
AGENTS AND BROKERS	571	180,142	5,056	2.8	490	1,235	2,530	2,486	44	655
Amusement and sporting goods	3	124	12	9.7	2	5	5	4	1	---
Automotive	4	412	22	5.3	3	3	3	3	---	---
Automotive parts	4	412	22	5.3	3	3	3	3	---	---
Chemicals and paints	9	1,098	58	5.3	6	11	18	18	--	34
Paints and varnishes	3	173	13	7.5	2	2	5	5	---	--
All other	6	925	45	4.9	[illegible]	9	13	13	---	34
Clothing and furnishings	31	2,573	68	2.6	36	19	23	22	1	---
Women's and children's	11	1,025	42	4.1	16	13	18	18	---	---
Millinery and millinery supplies	8	306	4	1.3	8	---	---	---	---	---
Shoes and other footwear	[illegible]	1,109	14	1.3	8	2	3	2	1	---
All other	4	133	8	6.0	4	2	2	2	---	---
Coal and coke	10	5,929	376	6.3	---	63	206	206	---	---
Dry goods (specialty lines)	73	24,902	431	1.7	70	105	131	128	3	72
Hosiery and lingerie	3	570	5	.9	3	2	1	1	--	---
Notions	11	3,964	164	4.1	11	54	73	73	- -	4
Piece goods:										
Cotton	21	13,315	145	1.1	15	23	70	69	1	40
Silk, linen, rayon and velvet	6	1,466	39	2.7	7	10	21	20	1	27
Woolen and worsted	3	250	[illegible]	2.4	3	---	-		---	---
All other	20	2,689	38	1.4	22	6	5	5	- -	1
Other dry goods specialties	9	2,648	34	1.3	9	10	11	10	1	---

For footnotes, see end of table.

451724 O - 42 - 27

TABLE 1.—SALES, EXPENSES, PERSONNEL, PAY ROLL AND STOCKS

TYPES OF OPERATION BY KINDS OF BUSINESS—Continued

ST. LOUIS

TYPE OF OPERATION KIND OF BUSINESS	NUMBER OF ESTABLISHMENTS	SALES (add 000)	OPERATING EXPENSES (including pay roll) Amount (add 000)	OPERATING EXPENSES Percent of sales	Active proprietors of unincorporated businesses	Number of employees* (full-time and part-time) Average for year	PAY ROLL* Total (add 000)	PAY ROLL* Full-time (add 000)	PAY ROLL* Part-time (add 000)	Stocks on hand, end of year, at cost (add 000)
ST. LOUIS—Con.										
KINDS OF BUSINESS										
AGENTS AND BROKERS—Con.										
AGENTS AND BROKERS—Con.										
Electrical goods	37	$5,434	$268	4.9	31	60	$99	$97	$2	$31
Apparatus and equipment	10	667	58	8.7	9	15	19	17	2	26
Wiring supplies and construction materials	10	2,229	89	4.0	6	18	34	34	---	---
All other	17	2,538	121	4.8	16	27	46	46	---	5
Farm products--raw materials	34	13,664	277	1.5	29	82	152	148	4	8
Grains	19	11,024	173	1.6	15	46	94	94	---	4
Livestock	10	6,145	79	1.3	10	31	44	40	4	---
All other	5	1,495	25	1.7	4	5	14	14	---	4
Farm products--consumer goods	28	12,715	346	2.7	23	109	199	196	3	6
Poultry and poultry products	7	1,742	37	3.4	7	20	20	20	---	2
Fruits and vegetables (fresh)	17	5,730	203	3.5	12	52	105	103	2	2
All other	4	5,903	106	1.8	4	37	74	73	1	2
Farm supplies	9	4,474	143	3.2	4	25	71	70	1	---
Furniture and house furnishings	16	1,612	130	8.1	17	48	55	55	---	16
Furniture (general line)	6	886	33	12.1	7	27	34	34	---	16
Furniture (office)	3	290	24	8.3	3	12	11	11	-	---
All other	7	634	23	3.5	7	9	10	10	---	---
Groceries and foods (specialty lines)	62	38,610	656	1.7	52	158	360	357	3	256
Canned foods	11	6,096	146	2.4	6	43	89	89	---	2
Coffee, tea, and spices	8	7,407	46	.6	7	10	22	22	---	---
All other	43	25,107	462	1.8	39	105	249	246	3	254
Hardware	18	2,246	67	3.0	17	13	12	12	---	3
Lumber and construction materials	26	4,745	163	3.4	24	34	70	70	---	---
Lumber	18	3,908	111	2.8	17	26	48	48	---	---
All other	8	837	52	6.2	7	8	22	22	---	---
Machinery--equipment--supplies	98	11,945	1,008	8.5	71	261	574	557	17	139
Commercial equipment and supplies:										
Office machines and equipment	6	442	203	45.9	4	58	133	132	1	67
Garage and filling station equipment	3	280	11	3.9	3	2	1	1	---	---
All other	6	544	47	8.6	5	17	23	20	3	3
Industrial machinery, equipment, and supplies:										
Machine tools	3	892	60	6.7	1	12	38	38	---	---
Power plant and power transmission	4	429	18	4.2	4	5	7	7	---	3
All other	49	4,267	334	7.8	35	99	178	173	5	39
Transportation equipment and supplies:										
Railroad	22	4,785	303	6.3	14	52	180	179	1	23
All other	5	266	32	12.0	5	16	16	9	7	4
Metals and metal work (except scrap)	28	14,013	273	1.9	25	60	162	160	2	12
Building metal work	4	205	14	6.8	4	4	4	2	2	---
Iron and steel products (general line)	5	1,413	19	1.3	8	8	7	7	---	---
Iron and steel products (semi-finished)	8	6,975	110	1.6	6	26	60	60	---	12
Iron and steel finished products (N. E. C.)	3	908	20	2.2	2	4	7	7	---	---
All other	8	4,512	110	2.4	5	20	84	84	---	---
Paper and its products	10	2,242	95	4.2	9	24	53	46	7	59
Wrapping or coarse paper and products	7	2,156	92	4.3	6	23	52	45	7	59
All other	3	86	3	3.5	3	1	1	1	---	---
Plumbing and heating equipment and supplies	13	819	74	9.0	12	32	33	33	---	2
Heating (including stoves and ranges)	9	407	37	9.1	8	22	19	19	-	---
All other	4	412	37	9.0	4	10	14	14	---	2
Waste materials	4	1,685	61	3.6	5	14	15	15	---	3
All other products	58	25,940	528	2.0	54	109	239	239	- -	14
Leather and shoe findings	29	17,755	260	1.5	30	52	143	143	---	1
Textiles and materials (other than dry goods)	7	1,741	38	2.2	7	11	12	12	- -	---
Miscellaneous kinds of business [8]	22	6,444	230	3.6	17	46	84	84	---	13
ASSEMBLERS (Mainly farm products)										
KINDS OF BUSINESS										
ASSEMBLERS (Mainly farm products)	12	8,486	240	2.8	1	80	134	131	3	238
Farm products--raw materials	6	1,569	82	5.2	1	28	53	52	1	219
Grains	3	1,099	27	2.5	---	10	13	13	---	12
All other	3	470	55	11.7	1	18	40	39	1	207
Farm products--consumer goods	6	6,917	158	2.3	---	52	81	79	2	19

* Employees and pay roll include paid executives of corporations but not the number and compensation of proprietors of unincorporated businesses.

** Sales include taxes. Expenses as shown for commission stations represent commissions only.

[1] Data for 1935 exclude personnel and pay roll of 1 commission bulk station.

[2] Includes 2 retailer-cooperative warehouses.

[3] Includes 1 distributing terminal.

[4] Includes 1 export agent; 2 import agents; and 2 other agents.

[5] Includes 2 assemblers of farm products; 3 cooperative sales agencies; and 2 country grain elevators (independent).

[6] Includes 22 automotive; 2 farm products--consumer goods; 2 hardware; 2 tobacco and products (except leaf); and 15 all other products.

[7] Includes 1 amusement and sporting goods; 1 automotive; 2 beer, wines, and liquors; 2 clothing and furnishings; 3 dry goods (specialty lines); 2 farm products--consumer goods; 1 farm supplies; 2 hardware; 1 petroleum and its products; 1 tobacco and products (except leaf); and 7 all other products.

[8] Includes 2 beer, wines, and liquors; 1 drugs and drug sundries (specialty lines); 2 petroleum and its products; 1 tobacco and products (except leaf); 1 books, periodicals, and newspapers; 1 general merchandise; 2 leather goods; 1 oils and greases (animal and vegetable); and 11 miscellaneous kinds of business.

TABLE 1.—SALES, EXPENSES, PERSONNEL, PAY ROLL AND STOCKS

TYPES OF OPERATION BY KINDS OF BUSINESS

SAN FRANCISCO

TYPE OF OPERATION / KIND OF BUSINESS	NUMBER OF ESTABLISHMENTS	SALES (add 000)	OPERATING EXPENSES (including pay roll): Amount (add 000)	OPERATING EXPENSES: Percent of sales	Active proprietors and unincorporated businesses	Number of employees* (full-time and part-time) Average for year	PAY ROLL[1]: Total (add 000)	PAY ROLL: Full-time (add 000)	PAY ROLL: Part-time (add 000)	Stocks on hand, end of year, at cost (add 000)
SAN FRANCISCO, TOTALS, 1939	3,359	$1,377,614	$161,366	11.7	2,643	34,612	$70,999	$69,741	$1,258	$112,678
1935 [2]	2,942	1,107,289	124,165	11.2	2,307	29,322	53,534	52,283	971	94,138
1929	3,134	1,766,482	158,348	8.9	1,720	35,652	76,779	---	---	142,225
TYPES OF OPERATION										
SERVICE AND LIMITED-FUNCTION WHOLESALERS	1,733	484,237	70,593	14.6	1,720	19,150	37,102	36,419	683	63,662
Wholesale merchants	1,556	364,629	52,247	15.0	1,529	16,[illegible]	30,941	[illegible]	641	46,052
Voluntary group wholesalers	5	17,046	2,609	15.3	3	718	1,375	1,349	27	2,508
Converters (textile)	3	217	26	12.0	-	11	16	16	-	15
Export merchants	26	23,725	833	3.5	19	130	510	509	1	613
Importers	142	49,758	4,965	10.0	142	952	2,327	2,319	8	3,321
Industrial distributors	12	13,753	2,777	20.2	4	801	1,567	1,563	4	4,159
Cash-and-carry wholesalers	4	829	40	4.8	7	14	26	26		35
Drop shippers or desk jobbers	13	8,614	641	7.4	9	64	213	213		41
Wagon distributors	3	248	36	14.6	9	4	12	11	1	11
Retailer-cooperative warehouses	6	5,481	425	7.8	---	171	314	313	1	707
MANUFACTURERS' SALES BRANCHES (With stocks)	460	428,420	60,611	14.1	13	3,321	20,975	20,748	227	43,155
MANUFACTURERS' SALES OFFICES (Without stocks)	130	120,077	12,622	10.5	1	1,709	4,550	4,481	69	-
PETROLEUM BULK STATIONS AND TERMINALS	15	23,980	2,638	11.0	5	640	1,386	1,380	6	253
Commission stations	3	579	61	10.5	2	10	24	21	-	18
Salary stations	9	17,931	2,152	12.0	---	546	1,166	1,160	6	[illegible]
All other [2]	3	4,472	479	10.7	2	86	196	196	--	235
AGENTS AND BROKERS	994	297,398	11,310	3.8	894	2,347	5,226	5,076	150	3,476
Auction companies	4	596	58	9.7	5	33	38	28	10	72
Brokers (merchandise)	115	78,635	1,547	2.0	109	277	752	747	5	345
Commission merchants	23	13,140	813	6.2	19	214	512	505	7	564
Export agents	47	38,384	1,708	4.4	29	184	550	546	4	377
Import agents	40	41,062	790	1.9	34	175	459	452	7	713
Manufacturers' agents (with stocks)	155	20,926	2,151	10.3	137	583	1,225	1,173	52	1,262
Manufacturers' agents (without stocks)	597	63,237	3,465	5.5	532	541	973	909	64	---
Selling agents	31	38,584	1,647	4.3	22	248	614	613	1	304
Other agents	9	3,434	131	3.8	7	47	103	103	--	-
ASSEMBLERS (Mainly farm products)	25	24,500	3,538	14.4	10	1,443	1,760	1,637	123	1,532
Cooperative marketing associations	9	11,455	1,663	14.5	---	759	897	802	95	534
Cooperative sales agencies	3	6,045	623	10.3	---	119	155	154	1	416
Packers and shippers	8	4,892	1,037	21.2	4	512	682	555	27	562
All other [2]	5	2,010	197	9.8	6	53	126	126	--	26
KINDS OF BUSINESS										
SERVICE AND LIMITED-FUNCTION WHOLESALERS	1,733	484,237	70,593	14.6	1,720	19,150	37,102	36,419	683	63,662
Amusement and sporting goods	37	3,671	779	21.2	34	246	417	400	17	780
Cameras and photographic supplies	3	627	75	12.0	1	19	33	32		64
Sporting goods	7	1,274	249	19.5	4	80	137	134	3	354
Toys, novelties, and fireworks	19	1,105	295	26.7	26	62	146	137	9	295
All other	8	665	160	24.1	3	49	102	97	5	69
Automotive	95	42,850	5,010	11.7	77	1,4[illegible]	3,989	3,051	1[illegible]	3,401
Automobiles (new and used)	13	34,137	3,034	8.9	6	938	1,945	1,939	6	1,737
Trucks and tractors	3	1,143	163	14.1	7	57	95	92	3	181
Automotive accessories and equipment	20	2,766	643	23.2	14	209	371	365	6	863
Automotive parts	42	3,809	979	25.7	39	302	547	544	3	797
Tires and tubes	11	991	192	19.4	11	53	111	111	1	183
Beer, wines, and liquors	101	26,443	4,020	15.2	59	970	1,676	1,618	58	5,474
Beer and ale	16	5,322	1,137	21.4	13	233	357	330	27	240
Wines and liquors	85	21,121	2,883	13.6	46	747	1,319	1,288	31	3,234
Chemicals and paints	29	6,247	965	15.4	24	246	517	512	5	621
Industrial chemicals	5	4,051	607	15.0	5	198	380	379	1	420
Paints and varnishes	11	464	113	24.3	12	43	85	84	-	76
Paints with glass and or wallpaper	4	135	23	17.4	2	7	10	9	1	19
All other	9	1,577	212	13.4	5	38	77	77	--	106
Clothing and furnishings	32	12,206	2,040	16.7	46	520	939	925	14	1,844
Clothing and furnishings (general line)	9	802	40	19.1	4	16	24	24	-	25
Men's and boys'	21	3,106	588	17.4	17	148	291	288		421
Women's and girls'	27	4,308	731	17.0	24	164	392	387	6	356
Furs, dressed, and fur clothing	23	2,251	342	15.2	18	54	114	111	3	311
Millinery and millinery supplies	-	757	169	22.3	6	22	69	67	2	36
Shoes and other footwear	4	1,277	226	14.3	4	42	148	148		417
Coal and coke	2	222	30	13.4	2	12	34	34	-	126
Drugs (general line)	4	8,453	1,229	14.5	-	117	794	792	2	1,739
Drugs and drug sundries specialty line	32	4,498	1,039	23.1	39	3[illegible]	533	529	4	4[illegible]
Proprietary medicines	7	1,197	316	26.4	-	8	152	152		2[illegible]
Toiletries	5	1,188	344	31.7	2	107	198	197	1	[illegible]
Drug specialties and sundries	21	2,173	379	17.5	37	113	179	172	4	[illegible]

For footnotes, see end of table.

TABLE 1.—SALES, EXPENSES, PERSONNEL, PAY ROLL AND STOCKS

TYPES OF OPERATION BY KINDS OF BUSINESS—Continued

SAN FRANCISCO

TYPE OF OPERATION KIND OF BUSINESS	NUMBER OF ESTABLISHMENTS	SALES (add 000)	OPERATING EXPENSES (including pay roll) Amount (add 000)	OPERATING EXPENSES Percent of sales	Active proprietors of unincorporated businesses	Number of employees* (full-time and part-time) Average for year	PAY ROLL* Total (add 000)	PAY ROLL Full-time (add 000)	PAY ROLL Part-time (add 000)	Stocks on hand, end of year, at cost (add 000)
SAN FRANCISCO—Con.	SERVICE AND LIMITED-FUNCTION WHOLESALERS—Con.									
KINDS OF BUSINESS										
SERVICE AND LIMITED-FUNCTION WHOLESALERS—Con.										
Dry goods (general line)	2	$12,708	$1,731	13.6	18	612	$1,010	$998	$12	$2,778
Dry goods (specialty lines)	65									
Electrical goods	60	17,890	3,189	17.8	39	928	1,830	1,808	22	1,886
Electrical merchandise (general line)	4	6,254	988	15.8	---	291	594	594	---	569
Apparatus and equipment	9	1,367	302	22.1	4	102	170	168	2	196
Wiring supplies and construction materials	23	3,652	669	18.3	20	199	378	359	19	352
Radios and equipment	12	4,849	838	17.3	11	208	458	457	1	600
All other	12	1,768	392	22.2	4	128	230	230	---	169
Farm products--raw materials	34	24,061	1,586	6.6	45	191	606	602	4	1,819
Farm products--consumer goods	151	40,608	5,896	14.5	210	1,568	3,089	2,957	132	1,697
Dairy products	15	8,385	2,316	27.6	7	630	1,293	1,291	2	47
Dairy and poultry products	10	7,653	564	7.4	6	172	281	270	11	1,263
Poultry and poultry products	13	3,132	396	12.6	19	158	258	205	53	139
Fruits and vegetables (fresh)	99	18,280	2,508	13.7	165	572	1,198	1,136	62	245
Fresh fruits only	10	3,070	108	3.5	9	35	57	55	2	3
All other	4	88	4	4.5	1	1	2	---	2	---
Farm supplies	20	7,066	890	12.6	14	203	509	507	2	1,148
Feed	7	4,695	365	7.8	7	51	151	149	2	548
Seeds	9	1,080	403	37.3	5	135	293	293	---	540
All other	4	1,291	122	9.5	2	17	65	65	---	60
Furniture and house furnishings	62	9,830	2,012	20.5	54	569	1,081	1,052	29	2,822
China, glassware, and crockery	11	287	65	22.6	15	17	19	18	1	42
Floor coverings	11	6,451	1,086	16.8	8	280	608	595	13	2,018
Furniture (household)	7	752	195	25.9	4	44	95	91	4	173
Musical instruments and sheet music	3	190	64	33.7	2	21	35	35	---	83
All other	30	2,150	602	28.0	27	207	324	313	11	500
Groceries (general line)	20	26,302	3,245	12.3	28	838	1,775	1,722	53	4,552
Not sponsoring cooperative or voluntary groups	12	10,971	1,561	14.2	25	378	803	776	27	1,903
Voluntary group wholesalers	3	9,782	1,279	13.1	2	302	669	643	26	2,020
All other	5	5,549	405	7.3	1	158	303	303	---	629
Groceries and foods (specialty lines)	227	74,162	12,784	17.2	359	3,004	5,987	5,894	93	9,806
Canned foods	18	7,314	812	11.1	15	172	348	342	6	1,366
Coffee, tea, and spices	23	19,797	2,991	15.1	3	682	1,258	1,250	8	2,265
Coffee roasting and spice grinding	11	10,185	3,506	34.4	3	743	1,857	1,838	19	2,957
Confectionery	8	494	21	4.3	6	11	10	10	---	31
Fish and sea foods	24	2,657	659	24.8	33	278	426	397	29	128
Flour	7	1,848	306	16.6	5	34	70	68	2	62
Meats and provisions	38	13,759	1,647	12.0	61	447	875	874	1	306
All other	100	18,108	2,842	15.7	233	637	1,143	1,115	28	2,711
Hardware	33	14,078	2,864	20.3	24	911	1,637	1,630	7	4,367
General line (with industrial department)	4	9,668	1,854	19.2	---	599	1,107	1,106	1	3,104
General line (without industrial department)	8	1,443	224	15.5	5	83	115	114	1	264
Specialty lines	21	2,967	786	26.5	19	229	415	410	5	999
Jewelry	46	4,336	784	18.1	34	198	383	380	3	1,417
Jewelry (general line)	4	2,392	362	15.1	3	88	172	172	---	588
Clocks and watches	3	58	11	19.0	3	1	1	1	---	2
Diamonds and other precious stones	8	294	39	13.3	7	11	18	18	---	142
All other	31	1,592	372	23.4	21	98	192	189	3	687
Lumber and construction materials	49	17,335	2,655	15.3	25	614	1,246	1,218	28	1,575
Lumber	24	12,954	1,776	13.7	8	338	775	759	16	932
Lumber and millwork	6	1,392	197	14.2	5	44	85	83	2	272
Millwork	3	492	93	18.9	1	22	43	38	5	132
Glass	5	350	61	17.4	5	13	28	28	---	37
All other	11	2,147	528	24.6	6	197	315	310	5	202
Machinery equipment--supplies	205	24,737	5,818	23.5	139	1,723	3,258	3,182	76	5,329
Commercial equipment and supplies:										
Office machines and equipment	6	251	70	27.9	5	27	39	36	3	83
Restaurant and hotel supply houses	8	2,319	572	24.7	5	175	298	296	2	333
Store fixtures and equipment	5	207	41	19.8	3	19	23	22	1	7
All other	13	1,057	200	18.9	9	58	91	90	1	129
Farm and dairy	8	1,777	376	21.2	3	120	242	241	1	368
Industrial machinery, equipment, and supplies:										
Belting, hose, and packing	3	641	139	21.7	3	32	72	72	---	128
Construction (except road building)	3	214	43	20.1	3	11	18	17	1	22
Mine and mill supplies	11	1,558	419	26.9	7	133	227	224	3	329
Printing and lithographing (except paper)	7	484	156	32.2	5	49	107	107	---	137
Used machinery and equipment	6	111	34	30.6	3	8	10	9	1	35
All other	48	7,281	1,479	20.4	28	404	826	807	19	1,687
Professional equipment and supplies:										
Dental supply houses	12	898	293	32.6	7	113	181	178	3	282
Surgical, medical, and hospital	9	673	161	23.9	3	67	112	111	1	159
All other	8	543	163	30.0	2	58	94	83	11	115

For footnotes, see end of table.

TABLE 1.—SALES, EXPENSES, PERSONNEL, PAY ROLL AND STOCKS

TYPES OF OPERATION BY KINDS OF BUSINESS—Continued

SAN FRANCISCO

TYPE OF OPERATION KIND OF BUSINESS	NUMBER OF ESTABLISHMENTS	SALES (add 000)	OPERATING EXPENSES (including pay roll) Amount (add 000)	OPERATING EXPENSES (including pay roll) Percent of sales	Active proprietors of unincorporated businesses	Number of employees (full time and part time) Average for year	PAY ROLL Total (add 000)	PAY ROLL Full-time (add 000)	PAY ROLL Part-time (add 000)	Stocks on hand, end of year, at cost (add 000)
SAN FRANCISCO—Con.										
KINDS OF BUSINESS										
SERVICE AND LIMITED FUNCTION WHOLESALERS—Con.										
Machinery--equipment--supplies—Con.										
Service equipment and supplies:										
Barber and beauty supply houses	13	$1,507	$505	33.5	11	147	$279	$279		$332
Laundry and dry cleaning	6	1,397	299	21.4	4	63	154	153	$1	284
Upholsterers' supplies	10	406	82	20.2	7	26	43	43	-	72
All other	18	1,112	255	22.9	21	87	151	149	2	204
Transportation equipment and supplies	11	2,321	531	22.9	[illegible]	126	291	265	26	643
Metals and metal work (except scrap)	17	5,394	952	17.6	6	269	557	541	16	1,124
Iron and steel products (general line)	3	1,418	276	19.5	2	80	158	155	3	477
Iron and steel finished (N.E.C.)	7	1,091	254	23.3	3	59	124	118	6	304
All other	7	2,885	422	14.6	1	130	275	268	7	343
Paper and its products	47	10,773	2,651	24.6	28	983	1,737	1,708	29	1,780
Wrapping or coarse paper and products	22	4,255	834	19.6	17	309	533	513	20	550
Printing and writing papers	11	2,857	536	18.8	6	155	337	335	2	488
Stationery and stationery supplies	9	3,329	1,181	35.5	1	490	827	820	7	635
Wallpaper	5	332	100	30.1	4	29	40	40	-	107
Petroleum and its products	6	230	59	25.7	3	19	33	33	-	39
Plumbing and heating equipment and supplies	37	7,998	1,533	19.2	32	452	931	920	11	1,738
Heating (including stoves and ranges)	8	1,138	253	22.2	10	50	118	114	4	109
Plumbing fixtures, equipment, and supplies	21	4,306	782	18.2	18	242	422	418	4	1,132
All other	8	2,554	498	19.5	4	160	391	388	3	497
Tobacco and products (except leaf)	19	9,486	544	5.7	63	169	304	303	1	761
Waste materials	44	10,787	1,183	11.0	41	383	619	599	20	922
Iron and steel scrap	17	7,008	471	6.7	19	128	220	203	17	367
Junk and scrap (general line)	8	350	67	19.1	9	29	37	37	-	93
Waste paper, rags, and rubber	13	1,941	491	25.3	7	169	276	273	3	219
All other	6	1,488	154	10.3	6	57	86	86	-	243
All other products	193	61,569	5,039	8.2	208	1,321	2,534	2,505	29	5,613
Books, periodicals, and newspapers	[illegible]	2,949	543	18.4	5	151	254	252	2	289
Flowers and nursery stock	102	2,739	489	17.9	128	147	242	232	10	100
Forest products (except lumber)	18	1,573	213	13.5	32	51	115	114	1	81
General merchandise	9	36,747	2,190	6.0	4	566	1,155	1,154	1	1,829
Leather and shoe findings	9	1,444	280	19.4	10	51	138	138	-	1,205
Leather goods	6	778	173	22.2	[illegible]	47	111	109	2	122
Oils and greases (animal and vegetable)	5	10,841	548	5.1	-	84	165	156	9	1,085
Optical goods	13	918	337	36.7	9	112	200	200	-	183
Textiles and materials (other than dry goods)	5	2,943	153	5.2	5	65	95	95	-	615
Miscellaneous kinds of business	18	637	113	17.7	11	47	59	55	4	104
SERVICE AND LIMITED-FUNCTION WHOLESALERS—Con.										
KINDS OF BUSINESS										
MANUFACTURERS' SALES BRANCHES (With stocks)	460	428,420	60,611	14.1	13	9,321	20,975	20,748	227	43,155
Amusement and sporting goods	15	16,120	1,633	10.1	-	515	852	827	25	1,154
Motion picture film exchanges	9	6,568	682	10.4	-	241	420	395	25	199
All other	6	9,552	951	10.0	-	274	432	432	-	955
Automotive	28	13,748	2,437	17.7	2	596	1,249	1,233	16	2,728
Trucks and tractors	7	3,611	622	17.2	-	170	334	326	8	862
Tires and tubes	9	8,544	1,456	17.0	-	303	670	663	7	1,432
All other	12	1,591	359	22.6	2	123	245	244	1	434
Beer, wines, and liquors	18	16,925	3,476	20.5	-	440	1,027	1,013	14	972
Beer and ale	7	6,112	1,438	23.5	-	180	410	398	12	45
Wines and liquors	11	10,813	2,038	18.8	-	260	617	615	2	927
Chemicals and paints	29	14,543	3,213	22.1	-	534	1,209	1,197	12	1,651
Industrial chemicals	7	2,480	283	11.4	-	33	82	82	-	364
Paints and varnishes	13	5,597	1,447	25.9	-	263	608	600	8	751
All other	9	6,466	1,483	22.9	-	238	519	515	4	536
Clothing and furnishings	21	7,472	1,183	15.8	-	211	566	558	2	834
Men's and boys'	10	4,681	615	13.1	-	142	272	270	2	562
Women's and children's	7	1,654	285	17.2	-	47	145	145	-	142
All other	4	1,137	283	24.9	-	62	143	143	-	130
Drugs and drug sundries	22	11,968	2,955	24.7	-	509	1,170	1,167	3	1,502
Dry goods (specialty lines)	22	9,709	1,076	11.1	1	245	540	540		968
Hosiery and lingerie	9	5,111	560	11.0	-	113	296	296	-	383
Notions	8	2,278	358	15.7	-	109	195	195	-	430
All other	5	2,320	158	6.8	1	23	49	49	-	155
Farm products -consumer goods	6	4,127	908	22.0	-	139	243	230	13	1,196
Dairy products	6	4,127	908	22.0	-	139	243	230	13	1,196

For footnotes, see end of table.

TABLE 1.—SALES, EXPENSES, PERSONNEL, PAY ROLL AND STOCKS

TYPES OF OPERATION BY KINDS OF BUSINESS—Continued

SAN FRANCISCO

TYPE OF OPERATION KIND OF BUSINESS	NUMBER OF ESTABLISHMENTS	SALES (add 000)	OPERATING EXPENSES (including pay roll) Amount (add 000)	OPERATING EXPENSES Percent of sales	Active proprietors of unincorporated businesses	Number of employees* (full-time and part-time) Average for year	PAY ROLL* Total (add 000)	PAY ROLL Full-time (add 000)	PAY ROLL Part-time (add 000)	Stocks on hand, end of year, at cost (add 000)
SAN FRANCISCO—Con.										
KINDS OF BUSINESS	**MANUFACTURERS' SALES BRANCHES (With stocks)—Con.**									
MANUFACTURERS' SALES BRANCHES (With stocks)—Con.										
Furniture and house furnishings	13	$11,230	$2,540	22.6	---	394	$1,059	$1,042	$17	$2,542
Floor coverings	6	8,825	2,075	23.5	---	260	788	785	3	2,069
All other	7	2,405	465	19.3	---	134	271	257	14	473
Groceries and foods (specialty lines)	38	114,833	12,870	11.2	1	1,250	2,847	2,809	38	12,650
Canned foods	4	12,910	1,051	8.1	---	138	402	398	4	2,299
Confectionery	5	3,622	573	15.8	---	122	226	225	1	161
Meats and provisions	5	10,118	759	7.5	1	269	481	474	7	290
All other	24	88,183	10,487	11.9	---	721	1,738	1,712	26	9,900
Hardware	4	623	140	22.5	---	48	91	91	---	108
Specialty lines	4	623	140	22.5	---	48	91	91	---	108
Lumber and construction materials	13	9,218	1,219	13.2	---	222	605	602	3	481
Brick, tile, and terra cotta	5	685	81	11.8	---	23	59	58	1	118
All other	8	8,533	1,138	13.3	---	199	546	544	2	363
Machinery--equipment--supplies	113	31,539	6,395	20.3	3	1,670	3,583	3,570	13	6,406
Commercial equipment and supplies:										
Office machines and equipment	13	1,786	717	40.1	---	278	499	499	---	293
Garage and filling station equipment	5	882	253	28.7	---	49	94	94	---	91
All other	6	5,616	530	9.4	---	184	414	408	6	716
Farm and dairy	4	3,364	848	25.2	---	171	352	350	2	1,411
Industrial machinery, equipment, and supplies:										
Belting, hose, and packing	6	1,343	365	27.2	1	58	141	141	---	175
Printing and lithographing (except paper)	11	1,906	567	29.7	---	139	324	324	---	1,079
All other	40	10,475	1,484	14.2	2	379	869	866	3	1,527
Professional equipment and supplies:										
Surgical, medical, and hospital	8	2,582	525	20.3	---	113	255	253	2	283
All other	7	1,773	521	29.4	---	154	308	308	---	406
Service equipment and supplies:										
Laundry and dry cleaning	4	944	400	42.4	---	96	217	217	---	248
All other	9	868	185	21.3	---	49	110	110	---	177
Metals and metal work (except scrap)	23	32,182	1,515	4.7	---	333	763	735	28	2,859
Wire and wire products	9	5,570	606	11.3	---	118	277	277	---	653
All other	14	26,612	909	3.4	---	215	[illegible]	458	28	2,206
Paper and its products	21	31,390	5,885	18.7	---	608	1,609	1,602	7	1,253
Wrapping or coarse paper and products	12	30,192	5,729	19.0	---	550	1,520	1,520	---	1,095
All other	9	1,198	156	13.0	---	58	[illegible]	62	7	158
Petroleum and its products	4	351	142	40.5	---	36	82	77	5	74
Plumbing and heating equipment and supplies	18	8,586	1,309	15.2	2	312	615	602	13	999
Heating (including stoves and ranges)	6	961	192	20.0	---	27	78	78	---	75
All other	12	7,625	1,117	14.6	2	285	537	524	13	924
All other products	52	93,858	11,715	12.5	[illegible]	1,259	2,871	2,853	18	4,778
Books, periodicals, and newspapers	[illegible]	2,286	737	32.2	1	182	371	371	---	375
Optical goods	5	1,156	461	40.0	---	144	282	282	---	310
Miscellaneous kinds of business [4]	39	90,416	10,517	11.8	3	933	2,218	2,200	18	4,093
KINDS OF BUSINESS	**MANUFACTURERS' SALES OFFICES (Without stocks)**									
MANUFACTURERS' SALES OFFICES (Without stocks)	132	120,077	12,622	10.5	1	1,709	4,550	4,481	69	---
Chemicals and paints	6	7,354	1,650	22.4	---	280	570	570	---	---
Clothing and furnishings	5	928	56	6.0	---	21	44	44	---	---
Electrical goods	7	5,613	229	4.1	1	39	159	158	1	---
Furniture and house furnishings	6	2,623	266	10.1	---	[illegible]	121	121	---	---
Groceries and foods (specialty lines)	12	29,008	5,210	18.0	---	508	1,307	1,244	63	---
Canned foods	4	7,121	970	13.6	---	169	329	275	54	---
All other	[illegible]	21,887	4,240	19.4	---	339	978	969	9	---
Lumber and construction materials	9	3,516	562	16.0	---	92	281	281	---	---
Machinery--equipment--supplies	33	19,283	1,180	6.1	---	210	687	683	4	---
Industrial machinery, equipment, and supplies:										
Printing and lithographing (except paper)	4	313	125	39.9	---	21	57	57	---	---
All other	16	15,324	838	5.5	---	149	533	531	2	---
Transportation equipment and supplies	5	2,915	124	4.3	---	14	49	47	2	---
All other	[illegible]	731	93	12.7	---	26	48	48	---	---
Metals and metal work (except scrap)	17	21,065	733	3.5	---	147	435	434	1	---
Iron and steel products (general line)	4	5,711	114	2.0	---	16	66	66	---	---
Iron and steel finished products (N.E.C.)	5	10,333	374	3.6	---	67	194	194	---	---
All other	8	5,021	245	4.9	---	64	175	174	1	---

For footnotes, see end of table.

TABLE 1.—SALES, EXPENSES, PERSONNEL, PAY ROLL AND STOCKS

TYPES OF OPERATION BY KINDS OF BUSINESS—Continued

SAN FRANCISCO

TYPE OF OPERATION KIND OF BUSINESS	NUMBER OF ESTABLISHMENTS	SALES (add 000)	OPERATING EXPENSES (including pay roll) Amount (add 000)	OPERATING EXPENSES (including pay roll) Percent of sales	Active proprietors of unincorporated businesses	Number of employees (full-time and part-time) Average for year	PAY ROLL Total (add 000)	PAY ROLL Full-time (add 000)	PAY ROLL Part-time (add 000)	Stocks on hand, end of year, at cost (add 000)
SAN FRANCISCO—Con.										
KINDS OF BUSINESS										
MANUFACTURERS' SALES OFFICES (Without stocks)—Con.										
Paper and its products	11	$8,019	$493	6.1	---	87	$294	$294	-	---
Wrapping or coarse paper and products	7	7,335	419	5.7	---	67	239	239		---
All other	4	684	74	10.8	---	20	55	55	---	---
Plumbing and heating equipment and supplies	8	802	233	29.1	---	46	82	82	--	- -
All other [5]	18	21,866	2,010	9.2	---	231	570	570	- -	---
MANUFACTURERS' SALES OFFICES (Without stocks)—Con.										
PETROLEUM BULK STATIONS AND TERMINALS										
Petroleum and its products	15	22,982	2,692	11.7	5	642	1,386	1,380	$6	$853
AGENTS AND BROKERS										
KINDS OF BUSINESS										
AGENTS AND BROKERS	994	297,398	11,310	3.8	894	2,347	5,226	5,076	150	3,476
Amusement and sporting goods	25	2,751	138	5.0	28	28	47	46	1	70
Sporting goods	7	1,166	73	6.3	11	14	29	29	---	58
Toys, novelties, and fireworks	15	1,279	52	4.1	14	8	12	12	---	12
All other	3	306	13	4.2	3	6	6	5	1	---
Automotive	23	3,543	203	5.7	25	54	107	96	11	65
Automotive accessories and equipment	13	2,503	152	6.1	12	42	89	80	9	13
All other	10	1,040	51	4.9	13	12	18	16	2	52
Beer, wines, and liquors	14	1,771	93	5.3	13	24	41	37	4	---
Chemicals and paints	22	5,493	266	4.8	17	61	142	140	2	58
Industrial chemicals	7	2,170	171	7.9	6	38	89	88	1	47
Paints and varnishes	4	937	23	2.5	2	4	16	16	---	1
All other	11	2,386	72	3.0	[illegible]	19	37	36	1	10
Clothing and furnishings	85	8,085	284	3.5	80	58	74	72	2	44
Clothing and furnishings (general line)	12	1,014	38	3.7	11	6	5	3	2	---
Men's and boys'	18	2,451	37	1.5	19	6	5	5	--	3
Women's and children's	43	3,548	163	4.6	39	35	47	47	---	31
Millinery and millinery supplies	8	567	15	2.6	6	3	2	2	---	10
All other	4	485	31	6.4	5	8	15	15	---	---
Drugs and drug sundries (specialty lines)	15	6,647	260	3.9	14	90	150	149	1	9
Toiletries	7	3,053	113	3.7	6	47	66	66	---	3
Drug specialties and sundries	8	3,594	147	4.1	8	43	84	83	1	6
Dry goods (general line)	1	11,702	442	3.8	62	107	190	184	6	51
Dry goods (specialty lines)	74									
Electrical goods	50	5,889	412	7.0	42	128	234	225	9	33
Apparatus and equipment	10	1,114	81	7.3	9	20	50	50	---	5
Wiring supplies and construction materials	15	2,341	199	8.5	13	57	113	110	3	18
Radios and equipment	6	607	25	4.1	7	9	10	7	3	1
All other	19	1,827	107	5.9	13	42	61	58	3	9
Farm products--raw materials	24	9,603	193	2.0	27	35	77	77	---	583
Grains	17	8,578	150	1.7	20	26	61	61	---	578
All other	7	1,025	43	4.2	7	9	16	16	---	5
Farm products--consumer goods	23	9,907	624	6.3	17	179	388	379	9	66
Dairy and poultry products	3	3,149	37	1.2	2	9	12	11	1	31
Fruits and vegetables (fresh)	16	6,022	554	9.2	13	163	363	357	6	35
Fresh fruits only	4	736	33	4.5	2	7	13	11	2	---
Farm supplies	5	2,841	69	2.4	2	10	39	39	---	3
Furniture and house furnishings	82	6,421	410	6.4	81	96	172	161	11	85
China, glassware, and crockery	11	961	93	9.7	9	22	61	60	1	10
Floor coverings	3	146	7	4.8	3	2	3	3	---	1
Furniture (general line)	29	2,826	109	3.9	26	10	35	31	4	5
Furniture (household)	5	491	42	8.6	7	17	20	19	1	26
Furniture (office)	3	270	31	11.5	4	11	16	15	1	30
House furnishings (except as specified)	31	1,727	128	7.4	32	34	37	33	4	13
Groceries and foods (specialty lines)	141	121,734	2,779	2.3	121	537	1,401	1,395	6	691
Canned foods	62	44,525	1,461	3.3	53	263	723	721	2	197
Coffee, tea, and spices	8	9,138	130	1.4	5	31	74	74	---	45
Confectionery	4	872	37	4.2	4	13	22	21	1	---
Flour	8	5,965	65	1.1	[illegible]	8	31	31	---	9
All other	59	61,234	1,086	1.8	51	222	551	548	3	440

For footnotes, see end of table.

TABLE 1.—SALES, EXPENSES, PERSONNEL, PAY ROLL AND STOCKS

TYPES OF OPERATION BY KINDS OF BUSINESS—Continued

SAN FRANCISCO

TYPE OF OPERATION KIND OF BUSINESS	NUMBER OF ESTABLISHMENTS	SALES (add 000)	OPERATING EXPENSES (including pay roll) Amount (add 000)	OPERATING EXPENSES Percent of sales	Active proprietors of unincorporated businesses	Number of employees* (full-time and part-time) Average for year	PAY ROLL* Total (add 000)	PAY ROLL* Full-time (add 000)	PAY ROLL* Part-time (add 000)	Stocks on hand, end of year, at cost (add 000)
SAN FRANCISCO—Con.	**AGENTS AND BROKERS—Con.**									
BY KINDS OF BUSINESS										
AGENTS AND BROKERS—Con.										
Hardware	43	$5,009	$260	5.2	36	64	$105	$96	$9	$74
Specialty lines	39	4,634	246	5.3	33	63	103	94	9	73
All other	4	375	14	3.7	3	1	2	2	---	1
Jewelry	31	2,591	177	6.8	31	30	77	76	1	58
Lumber and construction materials	44	14,187	756	5.3	32	126	411	403	8	86
Lumber	27	12,027	588	4.9	21	88	330	328	2	15
Brick, tile, and terra cotta	3	315	17	5.4	3	4	8	8	---	40
All other	14	1,845	151	8.2	8	34	72	66	6	31
Machinery--equipment--supplies	149	15,771	1,112	7.1	139	306	532	491	41	487
Commercial equipment and supplies:										
Office machines and equipment	12	400	54	13.5	10	24	33	33	---	21
Restaurant and hotel supply houses	4	199	15	7.5	4	7	7	7	---	2
All other	9	1,021	110	10.8	6	34	56	52	4	93
Farm and dairy:										
Farm machinery and equipment	3	70	8	11.4	2	2	4	4	---	---
Industrial machinery, equipment, and supplies:										
Belting, hose and packing	5	303	34	11.2	6	9	14	13	1	---
Machine tools	3	148	15	10.1	3	4	2	2	---	8
Mine and mill supplies	6	506	32	6.3	6	8	20	19	1	---
Power plant and power transmission	8	696	23	3.3	9	7	8	5	1	3
Printing and lithographing (except paper)	4	120	16	13.3	5	2	3	3	---	8
All other	68	7,583	592	7.8	63	158	296	282	14	324
Professional equipment and supplies:										
Surgical, medical, and hospital	3	91	8	8.8	2	4	3	3	---	2
All other	4	403	64	15.9	7	21	30	15	15	11
Service equipment and supplies	4	160	16	10.0	2	6	8	6	2	---
Transportation equipment and supplies:										
Railroad	8	3,541	61	1.7	7	8	17	14	3	---
All other	8	530	64	12.1	7	12	33	33	---	15
Metals and metal work (except scrap)	19	3,326	183	5.5	18	53	126	120	6	10
Building metal work	4	532	86	16.2	4	36	75	73	2	1
Iron and steel products (general line)	6	2,113	54	2.6	5	8	24	24	---	8
Wire and wire products	3	62	8	12.9	4	2	3	2	1	---
All other	6	619	35	5.7	5	7	24	21	3	1
Paper and its products	25	2,838	245	8.6	26	74	146	134	12	59
Wrapping or coarse paper and products	15	1,920	201	10.5	15	60	132	122	10	47
All other	10	918	44	4.8	11	14	14	12	2	12
Petroleum and its products	4	249	15	6.0	4	2	5	5	---	5
Plumbing and heating equipment and supplies	29	2,908	162	5.6	24	43	69	61	8	27
Heating (including stoves and ranges)	6	274	31	11.3	4	10	13	13	---	6
Plumbing fixtures, equipment, and supplies	14	1,963	101	5.1	11	25	46	39	7	20
All other	8	669	30	4.5	9	8	10	9	1	1
Waste materials	7	2,732	423	15.5	7	11	48	48	---	---
All other products	59	51,422	1,804	3.5	48	231	645	642	3	912
Forest products (except lumber)	4	5,116	379	7.4	4	27	119	117	2	---
General merchandise	5	18,970	558	2.9	1	69	179	179	---	143
Leather and shoe findings	4	1,095	65	5.9	1	17	37	37	---	15
Leather goods	6	298	11	3.7	5	2	(6)	---	---	4
Oils and greases (animal and vegetable)	6	11,739	296	2.5	5	35	162	162	---	406
Textiles and materials (other than dry goods)	3	2,891	14	.5	2	2	6	6	---	---
Miscellaneous kinds of business [7]	31	11,513	481	4.3	30	79	142	141	1	341
	ASSEMBLERS (Mainly farm products)									
KINDS OF BUSINESS										
ASSEMBLERS (Mainly farm products)	25	24,500	3,538	14.4	10	1,443	1,760	1,637	123	1,532
Groceries and foods (specialty lines)	6	8,868	1,414	15.9	1	524	595	594	1	955
All other [8]	19	15,632	2,124	13.6	9	919	1,165	1,043	122	577

* Employees and pay roll include paid executives of corporations but not the number and compensation of proprietors of unincorporated businesses.

** Sales include taxes. Expenses as shown for commission stations represent commissions only.

1 Data for 1935 exclude personnel and pay roll of 3 commission bulk stations. Also, some adjustments have been made in the 1935 figures for comparison purposes.

2 Includes 1 independent bulk station; and 2 distributing terminals.

3 Includes 2 assemblers of farm products; 2 commission buyers; and 1 country grain elevator (independent).

4 Includes 22 electrical goods; 1 farm supplies; 4 jewelry; 4 tobacco and products (except leaf); 2 forest products (except lumber); 1 leather goods; 1 yarns; and 4 miscellaneous kinds of business.

5 Includes 2 amusement and sporting goods; 1 automotive; 2 beer, wines, and liquors; 1 drugs and drug sundries (specialty lines); 2 dry goods (specialty lines); 1 farm supplies: 1 hardware; 2 jewelry; 1 tobacco and products (except leaf); and 5 all other products.

6 Less than $1,000.

7 Includes 2 coal and coke; 2 tobacco and products (except leaf); 2 books, periodicals, and newspapers; 1 optical goods; and 24 miscellaneous kinds of business.

8 Includes 1 beer, wines, and liquors; 1 farm products--raw materials; and 17 farm products--consumer goods.

TABLE 1.—SALES, EXPENSES, PERSONNEL, PAY ROLL AND STOCKS

TYPES OF OPERATION BY KINDS OF BUSINESS

SEATTLE

TYPE OF OPERATION / KIND OF BUSINESS	NUMBER OF ESTABLISHMENTS	SALES (add 000)	OPERATING EXPENSES (including pay roll) Amount (add 000)	OPERATING EXPENSES Percent of sales	Active proprietors of unincorporated businesses	Number of employees[1] (full-time and part-time) Average for year	PAY ROLL[1] Total (add 000)	PAY ROLL Full-time (add 000)	PAY ROLL Part-time (add 000)	Stocks on hand, end of year, at cost (add 000)
SEATTLE, TOTALS, 1939	1,500	$451,292	$50,438	11.2	746	13,449	$24,957	$24,436	$521	$33,578
1935	1,276	329,668	36,523	11.1	540	10,989	18,381	18,002	379	29,460
1929[1]	1,220	574,707	60,083	10.5	472	14,421	29,768	---	---	47,039
TYPES OF OPERATION										
SERVICE AND LIMITED-FUNCTION WHOLESALERS	889	196,534	27,756	14.1	490	8,280	14,908	14,555	353	22,901
Wholesale merchants	790	156,050	23,456	15.0	424	7,163	12,756	12,420	336	18,489
Voluntary group wholesalers	3	4,102	365	8.9	---	131	230	229	1	728
Converters (textile)	3	152	15	9.9	1	6	11	10	1	10
Export merchants	11	7,896	499	6.3	4	77	174	167	7	[illegible]
Importers	28	9,424	865	9.2	37	228	433	432	1	1,105
Industrial distributors	15	8,777	1,757	19.6	3	556	1,028	1,025	3	1,938
Cash-and-carry wholesalers	17	1,611	83	5.2	3	26	33	33	---	132
Drop shippers or desk jobbers	9	5,259	504	9.6	[illegible]	[illegible]	93	93	---	1
All other [2]	13	3,263	232	7.1	14	81	150	146	[illegible]	399
MANUFACTURERS' SALES BRANCHES (With stocks)	175	88,714	12,591	14.2	---	2,794	5,699	5,616	83	7,961
MANUFACTURERS' SALES OFFICES (Without stocks)	51	33,386	1,824	5.5	---	285	684	680	4	---
PETROLEUM BULK STATIONS AND TERMINALS [3]	16	24,782	3,272	13.2	5	[illegible]	1,446	1,440	6	1,808
Salary stations	7	13,013	1,817	14.0	---	390	886	884	2	864
Distributing terminals	5	11,337	1,403	12.4	---	300	550	546	4	928
All other [3]	4	412	52	12.6	5	9	10	10	---	16
AGENTS AND BROKERS	356	95,999	3,542	3.7	248	799	1,731	1,686	45	624
Brokers (merchandise)	94	45,636	1,449	3.2	51	295	723	703	20	341
Commission merchants	11	6,204	223	3.6	[illegible]	49	145	141	[illegible]	21
Export agents	23	13,539	474	3.5	9	92	231	230	1	1
Import agents	4	545	10	1.8	3	2	5	5	---	---
Manufacturers' agents (with stocks)	69	7,049	539	7.6	47	174	280	270	10	245
Manufacturers' agents (without stocks)	140	12,799	619	4.8	126	138	245	235	10	---
Selling agents	[illegible]	4,599	136	3.0	4	28	58	58	---	[illegible]
All other [4]	6	5,628	92	1.6	4	21	44	44	---	8
ASSEMBLERS (Mainly farm products)	13	11,897	1,453	12.2	3	592	489	459	30	284
Cooperative marketing associations	6	9,462	1,262	13.3	---	534	390	367	23	184
All other [5]	7	2,435	191	7.8	3	58	99	92	7	100
KINDS OF BUSINESS	SERVICE AND LIMITED-FUNCTION WHOLESALERS									
SERVICE AND LIMITED-FUNCTION WHOLESALERS	889	196,534	27,756	14.1	490	8,280	14,908	14,555	353	22,901
Amusement and sporting goods	25	1,126	271	24.1	15	97	135	130	5	269
Sporting goods	6	418	83	19.9	1	[illegible]	41	41	---	113
Toys, novelties, and fireworks	9	247	64	25.9	11	17	24	22	2	64
All other	10	461	124	26.9	3	46	70	67	3	92
Automotive	60	10,732	1,577	14.7	28	493	940	927	13	1,239
Automobiles (new and used)	3	6,255	351	5.6	1	90	187	187	---	236
Automotive accessories and equipment	21	1,863	508	27.3	11	188	371	368	3	460
Automotive parts	30	2,282	666	29.2	14	197	355	346	9	520
All other	6	332	52	15.7	2	18	27	26	1	23
Beer, wines, and liquors	24	5,230	652	12.5	10	176	352	339	13	316
Beer and ale	17	2,316	301	13.0	10	110	177	166	11	78
Wines and liquors	7	2,914	351	12.0	---	66	175	173	2	238
Chemicals and paints	19	728	172	23.6	17	58	90	86	4	136
Paints and varnishes	12	274	78	28.5	12	29	42	41	1	68
All other	7	454	[illegible]	20.7	5	29	48	45	3	68
Clothing and furnishings	36	3,233	498	15.3	23	131	216	211	5	559
Men's and boys'	14	810	107	13.2	13	32	37	37	---	272
Women's and children's	14	1,530	238	15.6	7	67	115	114	1	147
Millinery and millinery supplies	3	135	24	17.8	1	8	13	12	1	3
All other	5	758	127	16.8	2	24	51	[illegible]	3	137
Coal and coke	6	1,300	117	9.0	---	25	39	38	1	84
Drugs (general line)	2	4,472	680	15.2	5	199	347	340	7	813
Drugs and drug sundries (specialty lines)	12									
Dry goods (general line)	1	1,737	268	15.4	6	87	144	141	3	322
Dry goods (specialty lines)	17									
Electrical goods	34	8,812	1,568	17.8	11	472	911	894	17	1,161
Electrical merchandise (general line)	3	3,451	569	16.5	---	146	321	320	1	349
Wiring supplies and construction materials	10	853	162	19.0	4	55	91	91	---	124
Radios and equipment	8	1,533	290	21.8	2	96	159	157	2	204
All other	13	3,175	547	17.2	5	173	340	326	14	484
Farm products—raw materials	15	5,087	377	7.4	11	93	212	209	3	433
Grains	3	3,296	200	6.1	---	46	110	110	---	155
All other	12	1,791	177	9.9	11	47	102	99	3	278

For footnotes, see end of table.

TABLE 1.—SALES, EXPENSES, PERSONNEL, PAY ROLL AND STOCKS

SEATTLE

TYPES OF OPERATION BY KINDS OF BUSINESS—Continued

TYPE OF OPERATION KIND OF BUSINESS	NUMBER OF ESTABLISHMENTS	SALES (add 000)	OPERATING EXPENSES (including pay roll) Amount (add 000)	OPERATING EXPENSES Percent of sales	Active proprietors of unincorporated businesses	Number of employees* (full-time and part-time) Average for year	PAY ROLL* Total (add 000)	PAY ROLL* Full-time (add 000)	PAY ROLL* Part-time (add 000)	Stocks on hand, end of year, at cost (add 000)
SEATTLE—Con.	SERVICE AND LIMITED-FUNCTION WHOLESALERS—Con.									
KINDS OF BUSINESS										
SERVICE AND LIMITED-FUNCTION WHOLESALERS—Con.										
Farm products--consumer goods	91	$30,248	$3,795	12.5	47	1,245	$2,164	$2,095	$69	$850
Dairy products	22	13,873	1,696	12.2	7	543	988	983	5	195
Dairy and poultry products	10	5,327	603	11.3	4	176	278	273	5	393
Fruits and vegetables (fresh)	18	9,101	1,426	15.7	29	492	862	810	52	247
All other	11	1,947	70	3.6	7	34	36	29	7	15
Farm supplies	8	1,102	111	10.1	2	42	73	71	2	54
Furniture and house furnishings	24	4,526	700	15.5	11	224	412	387	25	959
China, glassware, and crockery	3	531	121	22.8	1	45	91	90	1	79
Floor coverings	6	2,764	364	13.2	1	106	218	215	3	702
House furnishings (except as specified)	8	988	173	17.5	6	55	80	61	19	132
Musical instruments and sheet music	3	102	19	18.6	---	8	12	11	1	17
All other	4	141	23	16.3	3	10	11	10	1	28
Groceries (general line)	26	18,389	1,939	10.5	1	587	1,098	1,089	9	2,592
Groceries and foods (specialty lines)	106	21,856	2,898	13.3	101	736	1,331	1,289	42	2,421
Canned foods	7	6,536	269	4.1	3	53	134	133	1	895
Coffee, tea, and spices	6	1,640	371	22.6	2	95	186	184	2	266
Coffee roasting and spice grinding	3	1,205	144	12.0	---	45	73	72	1	182
Confectionery	12	121	17	14.0	15	10	7	5	2	5
Fish and sea foods	13	4,514	730	16.2	4	198	325	302	23	529
Meats and provisions	30	5,497	757	13.8	30	192	417	413	4	162
All other	35	2,343	610	26.0	47	140	189	180	9	382
Hardware	16	6,725	1,303	19.4	10	443	777	771	6	1,530
General line (with industrial department)	4	6,058	1,206	19.9	1	413	727	724	3	1,434
All other	12	667	97	14.5	9	30	50	47	3	96
Jewelry	16	1,977	360	18.2	11	122	208	198	10	450
Lumber and construction materials	43	14,652	1,688	11.5	16	311	634	616	18	659
Lumber	25	11,437	1,002	8.8	9	159	306	295	11	333
Millwork	3	304	60	19.7	1	22	32	32	---	70
Cement, lime, and plaster	3	142	25	17.6	---	8	16	15	1	4
Glass	3	348	121	35.0	3	41	86	86	---	82
All other	9	2,423	480	19.8	3	101	194	188	6	170
Machinery—equipment--supplies	161	21,759	4,790	22.0	72	1,413	2,618	2,553	65	4,159
Commercial equipment and supplies:										
Office machines and equipment	4	137	51	37.2	2	25	26	25	1	51
Restaurant and hotel supply houses	9	402	135	33.6	7	44	60	58	2	89
Store fixtures and equipment	3	200	72	36.0	3	24	49	46	3	40
All other	14	1,403	285	20.3	9	75	163	159	4	133
Farm and dairy:										
Dairy equipment	3	536	111	20.7	1	25	53	53	---	72
Farm machinery and equipment	3	423	92	21.7	---	26	56	56	---	152
Industrial machinery, equipment, and supplies:										
Belting, hose, and packing	5	260	63	24.2	3	18	39	39	---	45
Construction (except road building)	3	886	140	15.8	1	37	73	61	12	125
Road building	6	2,093	370	17.7	1	75	151	148	3	390
Machine tools	4	205	58	28.6	1	15	36	35	1	69
Mine and mill supplies	3	1,100	180	16.4	---	36	89	89	---	133
Power plant and power transmission	3	264	56	21.2	2	12	26	26	---	45
Printing and lithographing (except paper)	5	110	43	39.1	4	11	19	19	---	37
Used machinery and equipment	7	504	129	25.6	5	39	62	56	6	147
All other	39	4,964	1,106	22.3	12	306	656	633	23	961
Professional equipment and supplies:										
Dental supply houses	5	729	193	26.5	2	63	103	103	---	179
All other	6	466	123	26.4	2	36	80	79	1	94
Service equipment and supplies:										
Barber and beauty supply houses	8	722	310	42.9	1	189	194	194	---	175
Laundry and dry cleaning	7	1,905	306	16.1	1	76	159	158	1	260
All other	10	618	141	22.8	9	51	74	70	4	136
Transportation equipment and supplies:										
Marine	12	3,110	641	20.6	5	189	368	365	3	688
All other	4	724	185	25.6	1	41	82	81	1	129
Metals and metal work (except scrap)	12	2,692	623	23.1	6	153	313	310	3	978
Iron and steel products (general line)	3	1,910	433	22.7	---	113	232	231	1	697
Iron and steel finished products (N. E. C.)	5	345	69	20.0	3	18	40	39	1	98
All other	4	437	121	27.7	3	22	41	40	1	183
Paper and its products	22	2,713	500	18.4	15	176	287	284	3	419
Wrapping or coarse paper and products	11	1,720	297	17.3	10	106	178	175	3	241
Printing and writing papers	5	745	129	17.3	2	46	78	78	---	141
All other	6	248	74	29.8	3	22	31	31	---	37
Petroleum and its products	5	142	39	27.5	2	15	23	23	---	17
Plumbing and heating equipment and supplies	20	2,533	542	21.4	12	151	317	311	6	487
Plumbing and heating (general line)	3	1,095	228	20.8	1	57	137	136	1	201
Heating (including stoves and ranges)	4	303	57	18.8	1	18	28	27	1	48
Plumbing fixtures, equipment, and supplies	7	824	193	23.4	5	51	112	111	1	188
All other	6	311	64	20.6	5	25	40	37	3	50

For footnotes, see end of table.

TABLE 1.—SALES, EXPENSES, PERSONNEL, PAY ROLL AND STOCKS

TYPES OF OPERATION BY KINDS OF BUSINESS—Continued

SEATTLE

TYPE OF OPERATION KIND OF BUSINESS	NUMBER OF ESTABLISHMENTS	SALES (add 000)	OPERATING EXPENSES (including pay roll) Amount (add 000)	OPERATING EXPENSES (including pay roll) Per cent of sales	Active proprietors, partners, unincorporated businesses	Number of employees, full-time and part-time, Average for year	PAY ROLL Total (add 000)	PAY ROLL Full-time (add 000)	PAY ROLL Part-time (add 000)	Stocks on hand, end of year, at cost (add 000)
SEATTLE—Con.										
						SERVICE AND LIMITED-FUNCTION WHOLESALERS—Con.				
KINDS OF BUSINESS										
SERVICE AND LIMITED-FUNCTION WHOLESALERS—Con.										
Tobacco and products (except leaf)	13	$4,799	$309	6.4	9	99	$180	$179	$1	$240
Waste materials	27	7,865	711	9.0	22	281	401	396	5	681
Iron and steel scrap	6	5,972	349	5.8	3	125	206	202	[illegible]	326
Junk and scrap (general line)	9	1,266	270	21.3	8	121	146	145	1	271
Waste paper, rags, and rubber	[illegible]	406	81	20.0	5	31	46	46	---	54
All other	6	221	11	5.0	6	[illegible]	3	3	---	30
All other products	48	12,099	1,270	10.5	27	451	686	668	18	1,073
Books, periodicals, and newspapers	4	1,135	219	19.3	---	99	157	154	3	137
Forest products (except lumber)	10	1,007	252	25.0	5	89	119	109	10	114
General merchandise	3	7,469	294	3.9	---	59	156	154	2	348
Leather and shoe findings	7	402	103	25.6	3	33	56	55	1	144
Optical goods	5	316	102	32.3	3	42	62	62	---	31
Textiles and materials (other than dry goods)	7	849	179	21.1	6	92	86	85	1	160
Miscellaneous kinds of business	12	921	121	13.1	10	37	50	49	1	139
						MANUFACTURERS' SALES BRANCHES (With stocks)				
KINDS OF BUSINESS										
MANUFACTURERS' SALES BRANCHES (With stocks)	175	88,714	12,591	14.2	---	2,794	5,699	5,616	83	7,961
Amusement and sporting goods	12	3,383	665	19.7	---	223	374	353	21	144
Automotive	18	18,068	2,053	11.4	---	406	940	933	7	1,677
Trucks and tractors	4	2,302	403	17.5	---	109	237	236	1	356
Tires and tubes	6	4,070	817	20.1	---	163	373	367	6	863
All other	8	11,696	833	7.1	---	134	330	330	---	458
Chemicals and paints	10	5,603	1,281	22.9	---	248	544	544	---	765
Paints and varnishes	[illegible]	1,408	430	30.5	---	73	163	163	---	193
All other	4	4,195	851	20.3	---	175	381	381	---	572
Clothing and furnishings	5	814	128	15.7	---	24	47	47	---	168
Drugs and drug sundries (specialty lines)	7	2,478	572	23.1	---	100	262	261	1	234
Electrical goods	7	7,703	497	6.5	---	156	350	350	---	306
Groceries and foods (specialty lines)	25	23,866	3,076	12.9	---	623	1,211	1,183	28	1,000
Canned foods	6	4,407	462	10.5	---	108	246	244	2	270
Meats and provisions	5	8,323	680	8.2	---	225	434	428	6	239
All other	14	11,136	1,934	17.4	---	290	531	511	20	491
Lumber and construction materials	4	1,505	324	21.5	---	97	137	137	---	311
Machinery—equipment—supplies	46	7,473	1,495	20.0	---	438	913	907	[illegible]	939
Commercial equipment and supplies	11	2,368	549	23.2	---	172	375	372	3	166
Industrial machinery, equipment, and supplies:										
Belting, hose, and packing	5	237	72	30.4	---	16	28	28	---	38
All other	19	3,577	602	16.8	---	180	367	364	3	522
Service equipment and supplies	4	478	98	20.5	---	28	56	56	---	149
All other	7	813	174	21.4	---	42	87	87	---	64
Metals and metal work (except scrap)	10	6,099	502	8.2	---	122	260	260	---	1,124
Wire and wire products	4	619	122	19.7	---	31	62	62	---	201
All other	6	5,480	380	6.9	---	91	198	198	---	923
Paper and its products	11	4,104	654	15.9	---	123	228	227	1	545
Plumbing and heating equipment and supplies	5	3,172	430	13.6	---	111	203	201	2	477
All other [6]	15	4,446	914	20.6	---	123	230	213	17	271
						MANUFACTURERS' SALES OFFICES (Without stocks)				
KINDS OF BUSINESS										
MANUFACTURERS' SALES OFFICES (Without stocks)	51	33,386	1,824	5.5	---	285	684	680	4	---
Electrical goods	5	1,247	63	5.1	---	16	29	29	---	---
Groceries and foods (specialty lines)	8	3,295	755	22.9	---	76	147	147	---	---
Lumber and construction materials	5	1,365	119	8.7	---	21	49	45	4	---
Machinery—equipment—supplies	7	5,931	133	2.2	---	34	81	81	---	---
Metals and metal work (except scrap)	7	7,999	175	2.2	---	33	99	99	---	---
All other [7]	19	13,549	579	4.3	---	105	279	279	---	---
						PETROLEUM BULK STATIONS AND TERMINALS				
Petroleum and its products	16	24,762	3,272	13.2	5	699	1,446	1,440	6	1,808

For footnotes, see end of table.

TABLE 1.—SALES, EXPENSES, PERSONNEL, PAY ROLL AND STOCKS

TYPES OF OPERATION BY KINDS OF BUSINESS—Continued

SEATTLE

TYPE OF OPERATION KIND OF BUSINESS	NUMBER OF ESTABLISHMENTS	SALES (add 000)	OPERATING EXPENSES (including pay roll) Amount (add 000)	OPERATING EXPENSES Percent of sales	Active proprietors of unincorporated businesses	Number of employees* (full-time and part-time) Average for year	PAY ROLL* Total (add 000)	PAY ROLL* Full-time (add 000)	PAY ROLL* Part-time (add 000)	Stocks on hand, end of year, at cost (add 000)
SEATTLE—Con.	AGENTS AND BROKERS									
KINDS OF BUSINESS										
AGENTS AND BROKERS	356	$95,999	$3,542	3.7	248	799	$1,731	$1,686	$45	$624
Amusement and sporting goods	4	209	16	7.7	3	6	5	5	—	5
Automotive	8	448	24	5.4	10	7	11	11	—	1
Chemicals and paints	8	319	63	19.7	6	20	32	31	1	24
Paints and varnishes	5	84	18	21.4	4	6	6	6	—	4
All other	3	235	45	19.1	2	14	26	25	1	20
Clothing and furnishings	8	820	22	2.7	8	5	5	4	1	8
Men's and boys'	3	504	11	2.2	3	4	4	4	—	1
All other	5	316	11	3.5	5	1	1	—	1	7
Dry goods (specialty lines)	15	832	25	3.0	14	3	2	2	—	14
Hosiery and lingerie	3	143	8	5.6	3	—	—	—	—	2
Piece goods	9	559	11	2.0	9	2	1	1	—	11
All other	3	130	6	4.6	2	1	1	1	—	1
Electrical goods	27	2,308	130	5.6	25	43	58	54	4	23
Apparatus and equipment	10	628	40	6.4	10	11	18	18	—	11
Wiring supplies and construction materials	6	468	31	6.7	2	10	16	14	2	11
Radios and equipment	3	273	16	5.9	4	5	6	6	—	1
All other	8	941	43	4.6	9	17	18	16	2	—
Farm products—raw materials	20	9,427	209	2.2	10	38	106	106	—	10
Grains	4	3,596	57	1.6	3	6	21	21	—	10
Hides, skins, and raw furs	11	3,328	98	2.9	6	16	41	41	—	—
All other	5	2,503	54	2.2	1	16	44	44	—	—
Farm products—consumer goods	14	5,740	313	5.5	7	82	199	192	7	8
Fresh fruits only	4	2,520	163	6.5	1	32	108	108	—	—
All other	10	3,220	150	4.7	6	50	91	84	7	8
Farm supplies	4	4,042	118	2.9	1	14	75	75	—	16
Furniture and house furnishings	15	1,047	68	6.5	13	21	33	33	—	7
China, glassware, and crockery	5	289	24	8.3	2	8	18	18	—	2
Furniture (general line)	3	291	14	4.8	4	3	6	6	—	—
Furniture (household)	4	365	25	6.8	4	10	9	9	—	5
All other	3	102	5	4.9	3	—	—	—	—	—
Groceries and foods (specialty lines)	67	36,828	983	2.6	41	210	497	497	—	371
Canned foods	26	18,450	457	2.5	13	98	245	245	—	278
Coffee, tea, and spices	4	975	15	1.5	2	4	8	8	—	4
Confectionery	4	413	20	4.8	3	4	8	8	—	2
Fish and sea foods	3	503	9	1.8	2	3	6	6	—	6
All other	30	16,507	462	2.8	21	101	230	230	—	81
Hardware	13	662	41	6.2	8	13	18	18	—	2
Lumber and construction materials	49	20,690	910	4.4	28	175	381	357	24	13
Lumber	42	20,411	894	4.4	21	165	372	353	19	7
All other	7	279	16	5.7	7	10	9	4	5	6
Machinery—equipment—supplies	51	2,887	289	10.0	40	86	149	145	4	67
Commercial equipment and supplies:										
Office machines and equipment	5	327	83	25.4	3	32	64	54	—	24
All other	4	147	28	19.0	1	9	14	14	—	17
Industrial machinery, equipment, and supplies	36	2,093	151	7.2	32	38	63	58	4	25
Professional equipment and supplies:										
Surgical, medical, and hospital	3	118	11	9.3	2	3	3	3	—	1
All other	3	202	16	7.9	2	4	5	5	—	—
Metals and metal work (except scrap)	8	671	48	7.2	4	13	22	22	—	38
Paper and its products	9	847	48	5.7	8	13	22	22	—	10
Plumbing and heating equipment and supplies	12	1,093	64	5.9	8	13	27	26	1	2
Heating (including stoves and ranges)	7	407	35	8.6	6	7	11	10	1	2
Plumbing fixtures, equipment, and supplies	5	686	29	4.2	2	6	16	16	—	—
All other products	24	7,129	191	2.7	14	37	89	86	3	5
Forest products (except lumber)	3	1,681	78	4.6	1	12	45	44	1	—
General merchandise	3	2,360	11	0.5	2	5	8	8	—	2
Miscellaneous kinds of business [8]	18	3,088	102	3.3	11	20	36	34	2	3

* Employees and pay roll include paid executives of corporations but not the number and compensation of proprietors of unincorporated businesses.

** Sales include taxes. Expenses as shown for commission stations represent commissions only.

1 Includes 2 chain-store warehouses not classified as wholesale establishments in 1935 and 1939.

2 Includes 11 wagon distributors; and 2 retailer-cooperative warehouses.

3 Includes 1 independent bulk station; and 3 commission stations.

4 Includes 1 auction company; and 5 other agents.

5 Includes 1 assembler of farm products; 1 cooperative sales agency; and 5 packers and shippers.

6 Includes 2 beer, wines, and liquors; 2 farm products—consumer goods; 3 furniture and house furnishings; 3 hardware; 2 petroleum and its products; 1 forest products (except lumber); 1 optical goods; and 1 miscellaneous kinds of business.

7 Includes 2 amusement and sporting goods; 1 automotive; 2 beer, wines, and liquors; 1 chemicals and paints; 1 dry goods (specialty lines); 2 furniture and house furnishings; 3 paper and its products; 2 plumbing and heating equipment and supplies; 1 tobacco and products (except leaf); 2 books, periodicals, and newspapers; 1 forest products (except lumber); and 1 oils and greases (animal and vegetable).

8 Includes 2 beer, wines, and liquors; 2 drugs and drug sundries (specialty lines); 2 petroleum and its products; 2 waste materials; 1 books, periodicals, and newspapers; 1 leather goods; 1 oils and greases (animal and vegetable); and 7 miscellaneous kinds of business.

WASHINGTON, D. C.

See District of Columbia, page 219.

Table 2.—MONTHLY EMPLOYMENT AND SEX OF EMPLOYEES

Table 2 for each State, the District of Columbia, and for each of the 13 cities of more than 500,000 population follows. This table presents data on the number of active proprietors and firm members of unincorporated businesses, the number of male and female employees, and the number of employees monthly, together with the average for the year. The data are by kind-of-business groups, all types of operation combined.

INDEX TO DATA BY STATES AND CITIES IN TABLE 2

	Page
States:	
Alabama	417
Arizona	417
Arkansas	418
California	418
Colorado	419
Connecticut	419
Delaware	420
District of Columbia	420
Florida	421
Georgia	421
Idaho	422
Illinois	422
Indiana	423
Iowa	423
Kansas	424
Kentucky	424
Louisiana	425
Maine	425
Maryland	426
Massachusetts	426
Michigan	427
Minnesota	427
States—Continued.	
Mississippi	428
Missouri	428
Montana	429
Nebraska	429
Nevada	430
New Hampshire	430
New Jersey	431
New Mexico	431
New York	432
North Carolina	432
North Dakota	433
Ohio	433
Oklahoma	434
Oregon	434
Pennsylvania	435
Rhode Island	435
South Carolina	436
South Dakota	436
Tennessee	437
Texas	437
Utah	438
Vermont	438
States—Continued.	
Virginia	439
Washington	439
West Virginia	440
Wisconsin	440
Wyoming	441
Cities:	
Baltimore	442
Boston	442
Buffalo	443
Chicago	443
Cleveland	444
Detroit	444
Los Angeles	445
Milwaukee	445
New York	446
Philadelphia	446
Pittsburgh	447
St. Louis	447
San Francisco	448
Washington, D. C	420

TABLE 2.—MONTHLY EMPLOYMENT AND SEX OF EMPLOYEES

STATES, BY KINDS OF BUSINESS

STATE AND KIND OF BUSINESS	Number of establishments reported, October	SEX OF EMPLOYEES* (full-time and part-time combined)			Number of All Paid Employees on Pay Roll for Period Ended Nearest 15th of Each Month** (full-time and part-time combined)												
		Men	Women	Percent women	Average number	January	February	March	April	May	June	July	August	September	October	November	December
ALABAMA	4,571	12,332	1,870	13.2	14,202	13,842	13,829	13,889	14,012	14,305	14,222	14,087	13,923	14,237	14,885	14,636	14,560
Amusement and sporting goods	3	12	4	---	16	10	10	14	15	15	15	15	15	18	18	21	20
Automotive	78	668	71	9.6	739	714	720	750	757	729	756	746	738	750	754	730	729
Beer, wines, and liquors	18	241	7	2.9	248	252	232	232	253	230	244	256	264	265	263	261	264
Chemicals and paints	4	259	57	18.0	316	302	302	306	313	320	321	320	320	325	325	323	322
Clothing and furnishings	20	55	13	18.8	68	70	70	69	69	67	66	66	68	71	69	68	68
Coal and coke	4	70	24	25.0	94	94	93	89	85	86	86	91	98	98	101	103	100
Drugs (general line)	---	221	53	19.2	274	278	270	269	271	271	275	285	276	276	269	273	276
Drugs and drug sundries (specialty lines)	9	40	7	---	47	46	46	46	46	46	48	48	48	48	48	48	48
Dry goods (general line)	4	176	31	14.8	207	207	206	207	205	205	204	206	208	206	209	210	208
Dry goods (specialty lines)	18	45	15	25.4	60	54	54	55	60	63	61	62	60	62	63	62	60
Electrical goods	7	240	59	19.6	299	287	290	292	299	294	300	308	314	304	297	295	302
Farm products--raw materials	242	589	212	27.2	781	802	772	760	705	658	835	810	869	754	1,185	956	880
Farm products--consumer goods	168	790	159	16.8	949	801	801	827	932	1,341	1,221	1,061	799	909	951	905	845
Farm supplies	26	237	23	8.9	260	263	262	274	292	279	264	251	244	252	250	248	246
Furniture and house furnishings	2	70	27	27.7	97	84	94	93	97	96	92	91	104	114	102	102	98
Groceries (general line)	112	1,307	109	7.7	1,416	1,389	1,393	1,399	1,396	1,412	1,405	1,409	1,427	1,440	1,448	1,439	1,440
Groceries and foods (specialty lines)	232	1,590	354	18.2	1,944	1,949	1,918	1,910	1,912	1,893	1,883	1,883	1,870	1,917	2,025	2,073	2,091
Hardware	11	1,083	159	12.8	1,242	1,214	1,223	1,221	1,216	1,229	1,234	1,242	1,262	1,235	1,271	1,268	1,291
Jewelry	1	7	---	---	7	7	7	7	7	7	7	7	7	7	7	7	7
Lumber and construction materials	52	782	85	9.8	867	877	862	855	859	859	850	869	864	877	874	878	880
Machinery--equipment--supplies	62	989	147	12.9	1,136	1,101	1,109	1,123	1,154	1,136	1,135	1,142	1,135	1,142	1,161	1,157	1,141
Metals and metal work (except scrap)	5	122	34	21.6	156	200	200	189	186	161	187	135	125	135	134	120	122
Paper and its products	8	164	22	11.8	186	184	182	184	186	188	189	181	187	189	182	187	187
Petroleum and its products	393	1,292	54	4.0	1,346	1,322	1,332	1,333	1,337	1,339	1,366	1,380	1,358	1,368	1,346	1,341	1,334
Plumbing and heating equipment and supplies	9	210	30	12.3	240	233	234	229	234	235	234	236	237	239	257	253	253
Tobacco and products (except leaf)	8	223	43	16.1	266	257	255	251	259	261	270	271	269	282	275	271	276
Waste materials	47	658	24	3.5	682	607	635	646	636	640	646	664	690	695	749	776	805
All other products	26	212	47	18.0	259	258	257	259	251	245	248	252	267	265	272	261	267
ARIZONA	390	3,447	407	10.6	3,854	4,393	3,938	4,433	4,101	3,588	3,681	3,591	3,328	3,310	3,602	3,831	4,446
Automotive	15	178	19	9.6	197	184	186	186	192	194	197	201	201	203	202	208	205
Beer, wines, and liquors	26	181	17	8.6	198	196	195	198	195	198	195	199	199	198	198	200	206
Chemicals and paints	6	41	2	---	43	40	40	40	40	42	44	44	46	45	45	46	44
Clothing and furnishings	1	9	---	---	9	9	9	9	9	9	9	9	9	9	9	9	9
Coal and coke	---	3	---	---	3	3	3	3	3	3	3	3	3	3	3	3	3
Drugs (general line)	---	54	11	16.2	65	66	67	68	64	61	61	60	60	65	68	68	74
Drugs and drug sundries (specialty lines)	---	2	---	---	2	2	2	2	2	2	2	2	2	2	2	2	2
Dry goods (specialty lines)	3	4	---	---	4	4	4	4	4	4	4	4	4	4	3	3	3
Electrical goods	6	66	11	14.7	77	79	79	73	79	76	75	74	76	77	75	77	80
Farm products--raw materials	21	109	10	8.7	119	124	124	120	118	113	116	114	109	113	127	127	128
Farm products--consumer goods	57	912	152	14.3	1,064	1,651	1,203	1,627	1,343	843	876	845	581	508	743	973	1,580
Farm supplies	3	116	5	4.2	121	97	98	98	99	95	147	144	146	146	144	145	98
Furniture and house furnishings	---	25	8	---	31	28	28	28	27	29	43	29	27	25	35	25	35
Groceries (general line)	9	281	26	8.5	307	311	300	311	312	299	301	298	303	320	317	310	309
Groceries and foods (specialty lines)	28	301	45	13.0	346	332	351	353	329	345	337	328	328	350	356	373	364
Hardware	---	144	15	9.7	159	156	152	169	175	167	162	156	139	161	155	155	163
Lumber and construction materials	3	72	7	8.5	79	73	72	81	74	73	76	84	84	78	82	83	88
Machinery--equipment--supplies	10	180	21	10.3	201	210	209	214	215	212	198	193	193	198	196	191	188
Metals and metal work (except scrap)	1	5	---	---	5	5	5	5	5	5	5	5	5	5	5	5	5
Paper and its products	2	34	4	---	38	39	34	41	36	39	34	34	41	38	40	37	37
Petroleum and its products	172	522	33	5.9	555	554	555	560	550	556	558	547	548	539	564	564	564
Plumbing and heating equipment and supplies	3	55	10	15.5	65	66	64	64	65	64	65	64	65	64	69	64	64
Tobacco and products (except leaf)	7	35	10	---	45	45	44	44	49	44	47	44	44	44	45	45	45
Waste materials	9	31	1	---	32	30	30	30	30	31	31	31	32	34	35	32	32
All other products	8	87	2	2.8	89	89	84	107	88	84	95	81	83	81	84	86	100

* Based on count for October. Percent women not shown for kinds of business where total employees is less than 50.

** Employees include paid executives of corporations but not proprietors of unincorporated businesses.

TABLE 2.—MONTHLY EMPLOYMENT AND SEX OF EMPLOYEES

STATES, BY KINDS OF BUSINESS—Continued

STATE AND KIND OF BUSINESS	Active proprietors of unincorporated businesses	SEX OF EMPLOYEES* (full-time and part-time combined)			Number of All Paid Employees on Pay Roll for Period Ended Nearest 15th of Each Month** (full time and part-time combined)												
		Men	Women	Per-cent women	Average number	January	February	March	April	May	June	July	August	September	October	November	December
ARKANSAS	1,488	7,052	838	10.6	7,890	7,608	7,641	7,681	7,770	7,946	8,121	7,919	7,793	7,948	8,086	8,071	8,090
Amusement and sporting goods	---	65	13	16.5	76	73	71	74	73	78	77	80	79	85	79	80	82
Automotive	54	430	37	7.9	467	435	438	436	444	447	446	456	496	503	511	494	500
Beer, wines, and liquors	35	500	59	16.5	559	556	553	555	559	552	555	555	561	563	564	553	557
Chemicals and paints	1	29	5	---	34	32	32	38	38	32	32	32	32	32	32	38	34
Clothing and furnishings	4	32	4	---	36	36	36	36	36	36	36	36	36	36	36	36	36
Coal and coke	2	5	2	---	7	7	7	7	7	7	7	7	8	8	8	8	8
Drugs (general line)	1	159	29	15.3	188	194	188	188	188	188	188	187	190	181	189	187	186
Drugs and drug sundries (specialty lines)	11	34	9	---	43	41	40	40	40	40	41	46	46	45	45	44	44
Dry goods (general line)	3	140	22	13.5	162	168	165	160	166	164	167	174	155	153	155	153	159
Dry goods (specialty lines)	2	4	4	---	8	8	8	8	8	8	8	8	8	8	8	8	8
Electrical goods	9	76	17	18.1	93	83	92	91	95	94	95	100	82	88	94	96	106
Farm products--raw materials	255	226	25	10.1	251	239	212	210	208	232	223	197	200	306	315	324	340
Farm products--consumer goods	230	681	58	7.9	739	664	711	717	753	922	1,022	780	629	601	668	698	699
Farm supplies	40	147	9	5.6	156	150	168	170	168	153	149	147	147	160	158	154	150
Furniture and house furnishings	3	48	10	17.5	58	56	58	59	58	56	56	58	59	57	57	64	65
Groceries (general line)	67	1,550	106	6.4	1,656	1,603	1,596	1,610	1,627	1,620	1,659	1,679	1,651	1,693	1,716	1,702	1,719
Groceries and foods (specialty lines)	139	779	99	11.2	877	845	849	855	853	860	877	884	896	910	913	909	876
Hardware	3	220	138	38.5	358	354	357	353	355	358	352	354	357	360	360	362	369
Lumber and construction materials	24	208	26	11.3	234	227	229	225	227	232	233	242	235	229	241	240	247
Machinery--equipment--supplies	24	528	59	10.0	587	570	572	579	577	585	596	597	600	601	603	594	574
Metals and metal work (except scrap)	1	11	1	---	12	12	11	12	10	15	11	11	12	12	10	11	13
Paper and its products	5	83	9	10.0	92	94	96	89	91	89	99	84	91	96	90	90	91
Petroleum and its products	489	785	22	2.7	807	777	777	785	806	815	817	822	819	820	826	816	804
Plumbing and heating equipment and supplies	4	79	9	9.9	88	85	83	87	88	84	90	88	95	90	92	90	89
Tobacco and products (except leaf)	11	84	7	7.7	91	92	91	91	91	91	89	91	91	89	88	90	93
Waste materials	29	202	29	12.5	231	225	221	226	236	218	219	222	236	235	242	248	248
All other products	22	147	31	17.2	178	172	169	172	170	170	177	182	182	187	186	182	183
CALIFORNIA	10,569	106,781	31,517	22.8	138,278	129,965	129,921	131,884	136,523	141,038	141,785	141,466	143,175	144,156	148,582	138,596	132,958
Amusement and sporting goods	152	1,364	757	35.7	2,121	2,095	2,135	2,132	2,140	2,138	2,112	2,138	2,117	2,088	2,074	2,080	2,208
Automotive	737	7,301	1,014	12.2	8,315	8,003	8,082	8,107	8,205	8,302	8,502	8,396	8,439	8,448	8,586	8,478	8,435
Beer, wines, and liquors	431	4,653	618	15.0	5,451	5,239	5,200	5,233	5,358	5,425	5,546	5,583	5,609	5,632	5,596	5,463	5,533
Chemicals and paints	154	2,353	527	18.3	2,880	2,824	2,848	2,855	2,865	2,891	2,905	2,910	2,920	2,904	2,884	2,895	2,884
Clothing and furnishings	491	1,278	505	28.3	1,783	1,756	1,756	1,760	1,780	1,765	1,761	1,758	1,793	1,843	1,832	1,829	1,788
Coal and coke	4	17	5	---	22	22	21	21	21	22	22	22	22	19	21	21	24
Drugs (general line)	3	1,081	354	24.7	1,435	1,465	1,442	1,437	1,431	1,424	1,411	1,418	1,424	1,449	1,452	1,433	1,433
Drugs and drug sundries (specialty lines)	139	1,021	597	36.9	1,618	1,555	1,559	1,509	1,586	1,605	1,605	1,637	1,653	1,670	1,679	1,690	1,695
Dry goods (general line)	7	195	102	34.4	297	296	295	297	297	295	298	297	298	300	300	298	298
Dry goods (specialty lines)	436	1,212	520	30.0	1,732	1,705	1,735	1,729	1,724	1,714	1,705	1,725	1,742	1,741	1,760	1,750	1,748
Electrical goods	292	5,334	957	22.3	4,291	4,178	4,219	4,237	4,249	4,251	4,261	4,301	4,308	4,353	4,356	4,365	4,419
Farm products--raw materials	263	1,034	283	21.5	1,317	1,318	1,261	1,218	1,227	1,232	1,332	1,313	1,271	1,353	1,446	1,420	1,407
Farm products--consumer goods	1,706	27,337	11,439	29.5	38,776	35,603	34,885	36,409	40,332	43,099	43,281	43,542	43,744	41,811	40,793	35,420	30,387
Farm supplies	144	1,265	245	16.2	1,510	1,392	1,364	1,428	1,468	1,478	1,533	1,564	1,607	1,607	1,610	1,564	1,510
Furniture and house furnishings	300	1,624	574	26.1	2,198	2,159	2,152	2,168	2,177	2,185	2,171	2,184	2,199	2,231	2,252	2,246	2,250
Groceries (general line)	60	3,004	501	14.3	3,505	3,509	3,419	3,455	3,478	3,450	3,497	3,526	3,546	3,661	3,568	3,496	3,449
Groceries and foods (specialty lines)	1,448	10,963	5,279	32.5	16,242	15,341	15,952	15,994	13,917	15,298	15,319	14,250	15,053	17,401	22,458	20,124	17,802
Hardware	147	2,369	499	17.4	2,868	2,847	2,845	2,846	2,848	2,848	2,846	2,859	2,870	2,891	2,895	2,896	2,925
Jewelry	179	469	227	32.6	696	653	667	676	675	675	685	692	700	712	727	737	747
Lumber and construction materials	206	3,479	415	10.6	3,892	3,855	3,884	3,926	3,930	3,913	3,856	3,552	3,958	3,972	4,003	3,941	3,908
Machinery--equipment--supplies	887	9,756	2,084	17.6	11,840	11,499	11,495	11,630	11,823	11,820	11,869	12,022	12,049	12,038	11,982	11,931	11,918
Metals and metal work (except scrap)	90	1,782	429	19.4	2,211	2,129	2,168	2,172	2,190	2,189	2,214	2,225	2,252	2,247	2,259	2,248	2,244
Paper and its products	182	2,714	910	25.1	3,624	3,507	3,498	3,507	3,522	3,561	3,589	3,653	3,658	3,676	3,714	3,746	3,851
Petroleum and its products	779	8,346	375	4.3	8,721	8,589	8,592	8,616	8,650	8,699	8,785	8,844	8,861	8,832	8,774	8,720	8,704
Plumbing and heating equipment and supplies	169	2,055	389	15.9	2,444	2,401	2,398	2,404	2,405	2,427	2,486	2,463	2,475	2,492	2,486	2,440	2,456
Tobacco and products (except leaf)	185	1,205	247	17.0	1,452	1,395	1,400	1,404	1,441	1,455	1,449	1,518	1,512	1,497	1,463	1,468	1,447
Waste materials	328	2,045	566	15.2	2,411	2,281	2,310	2,317	2,318	2,540	2,555	2,587	2,586	2,413	2,566	2,600	2,653
All other products	670	5,525	1,101	23.8	4,626	4,407	4,563	4,597	4,468	4,559	4,592	4,685	4,709	4,857	4,846	4,797	4,837

* Based on count for October. Percent women not shown for kinds of business where total employees is less than 50.

** Employees include paid executives of corporations but not proprietors of unincorporated businesses.

TABLE 2.—MONTHLY EMPLOYMENT AND SEX OF EMPLOYEES

STATES, BY KINDS OF BUSINESS—Continued

STATE AND KIND OF BUSINESS	Active proprietors of unincorporated businesses	SEX OF EMPLOYEES* (full-time and part-time combined)			Number of All Paid Employees on Pay Roll for Period Ended Nearest 15th of Each Month** (full-time and part-time combined)												
		Men	Women	Percent women	Average number	January	February	March	April	May	June	July	August	September	October	November	December
COLORADO	1,576	11,365	2,310	16.9	13,875	13,141	12,840	12,931	12,913	13,013	13,292	13,758	14,251	14,647	14,356	14,562	14,403
Amusement and sporting goods	13	212	146	40.9	358	348	348	353	351	357	354	355	373	364	364	365	371
Automotive	78	1,468	229	13.5	1,697	1,636	1,616	1,637	1,657	1,697	1,717	1,725	1,709	1,752	1,760	1,734	1,724
Beer, wines, and liquors	38	410	74	15.3	484	472	465	469	466	482	498	502	510	505	463	478	483
Chemicals and paints	9	185	50	21.3	233	230	229	229	241	232	230	230	233	237	236	228	235
Clothing and furnishings	37	123	54	30.4	177	174	175	175	175	173	176	175	178	181	181	181	180
Coal and coke	11	48	7	13.6	55	54	54	70	54	46	47	54	51	55	59	55	57
Drugs (general line)	---	216	67	23.7	283	277	282	279	278	278	279	289	291	285	283	287	288
Drugs and drug sundries (specialty lines)	4	62	26	30.0	88	84	84	84	84	89	88	87	89	91	88	91	91
Dry goods (general line)	1	34	11	---	45	46	44	44	43	42	43	47	49	45	44	45	44
Dry goods (specialty lines)	4	39	30	42.9	69	68	68	69	67	70	70	70	70	70	70	68	68
Electrical goods	26	397	80	16.8	477	455	462	465	464	469	480	480	488	483	490	495	498
Farm products—raw materials	122	859	57	6.2	916	876	853	808	816	809	834	969	972	1,047	1,069	1,028	905
Farm products—consumer goods	335	1,477	307	17.2	1,784	1,640	1,440	1,420	1,250	1,243	1,404	1,705	2,158	2,515	2,111	2,379	2,343
Farm supplies	23	98	81	45.0	179	143	165	203	215	199	165	146	134	181	193	196	206
Furniture and house furnishings	17	165	73	30.6	238	236	233	231	232	238	235	241	240	237	232	244	251
Groceries (general line)	12	712	114	13.8	826	803	791	795	810	806	833	850	850	903	838	819	819
Groceries and foods (specialty lines)	112	907	210	18.8	1,117	1,087	1,069	1,091	1,101	1,094	1,118	1,126	1,133	1,138	1,141	1,164	1,147
Hardware	9	168	20	10.8	188	180	180	181	177	191	186	193	188	193	203	190	191
Jewelry	4	17	6	---	23	23	23	23	23	23	23	23	23	23	23	23	23
Lumber and construction materials	16	368	54	12.8	422	368	373	398	444	471	466	442	428	427	409	417	421
Machinery—equipment—supplies	104	1,193	262	18.0	1,455	1,435	1,430	1,442	1,445	1,443	1,456	1,458	1,456	1,479	1,473	1,481	1,467
Metals and metal work (except scrap)	7	160	41	20.4	201	194	189	191	192	202	214	206	202	203	206	206	207
Paper and its products	8	225	59	20.9	284	283	281	279	280	285	283	287	290	288	279	288	287
Petroleum and its products	475	940	70	6.9	1,010	976	970	975	997	1,013	1,029	1,036	1,046	1,028	1,029	1,015	1,011
Plumbing and heating equipment and supplies	17	219	43	16.4	262	248	245	246	255	258	264	265	267	274	275	274	278
Tobacco and products (except leaf)	21	216	44	17.0	260	258	257	260	258	261	263	261	262	260	260	262	265
Waste materials	46	137	20	12.6	157	146	148	148	167	161	161	158	157	158	157	165	155
All other products	27	312	75	19.4	387	403	368	368	371	381	376	376	404	425	400	384	388
CONNECTICUT	815	12,850	2,525	16.4	15,375	15,932	15,401	14,997	14,590	14,778	14,945	15,353	15,442	15,230	15,217	16,277	16,332
Amusement and sporting goods	11	104	80	43.4	184	188	190	185	180	178	184	180	182	182	183	187	193
Automotive	55	1,014	146	12.6	1,160	1,123	1,104	1,107	1,128	1,135	1,159	1,170	1,186	1,216	1,197	1,196	1,196
Beer, wines, and liquors	25	772	168	17.9	940	924	915	913	900	928	945	959	956	958	947	953	987
Chemicals and paints	11	186	31	14.4	217	214	213	216	220	219	216	217	217	219	219	217	216
Clothing and furnishings	23	85	31	26.9	116	112	114	113	114	114	117	113	117	118	119	121	117
Coal and coke	---	147	29	16.3	176	180	178	184	174	172	189	175	168	187	172	172	181
Drugs (general line)	2	238	82	25.6	320	318	322	317	317	317	316	317	316	319	324	327	326
Drugs and drug sundries (specialty lines)	5	74	34	31.8	108	116	107	111	109	105	109	104	103	112	110	102	102
Dry goods (general line)	2	13	4	---	17	17	17	17	17	17	17	17	17	17	16	16	16
Dry goods (specialty lines)	9	39	17	29.5	56	57	57	57	57	50	51	52	52	56	61	61	61
Electrical goods	25	556	157	22.0	713	678	683	690	700	716	721	724	727	721	725	735	730
Farm products—raw materials	24	615	329	34.9	944	1,667	1,250	785	371	489	560	909	1,039	572	523	1,548	1,600
Farm products—consumer goods	147	1,119	138	11.0	1,257	1,218	1,201	1,228	1,235	1,251	1,290	1,313	1,306	1,301	1,276	1,237	1,222
Farm supplies	8	135	72	34.6	207	225	226	207	199	198	193	189	198	206	221	216	211
Furniture and house furnishings	8	92	34	26.6	126	120	121	123	123	123	121	121	123	129	137	137	136
Groceries (general line)	17	408	83	17.0	491	500	490	486	487	490	486	487	492	502	494	492	490
Groceries and foods (specialty lines)	115	1,660	112	6.3	1,772	1,759	1,755	1,775	1,778	1,751	1,776	1,788	1,755	1,773	1,777	1,787	1,785
Hardware	9	46	12	21.1	58	58	56	56	56	57	58	58	57	60	59	59	60
Jewelry	7	5	3	---	8	8	8	8	8	8	8	8	8	8	8	9	9
Lumber and construction materials	5	417	58	12.2	475	448	442	450	438	448	452	469	475	520	525	519	519
Machinery—equipment—supplies	44	988	208	17.4	1,196	1,178	1,173	1,177	1,190	1,182	1,180	1,184	1,193	1,201	1,220	1,233	1,241
Metals and metal work (except scrap)	10	216	40	15.8	256	248	245	244	249	258	253	260	263	261	272	262	259
Paper and its products	31	297	78	20.9	375	355	360	364	364	374	362	363	379	393	369	389	411
Petroleum and its products	55	1,725	140	7.5	1,863	1,866	1,866	1,874	1,857	1,853	1,849	1,844	1,844	1,860	1,870	1,895	1,880
Plumbing and heating equipment and supplies	29	622	73	10.5	695	705	692	689	690	693	694	694	694	694	697	701	691
Tobacco and products (except leaf)	36	278	89	24.3	367	365	364	365	365	364	364	367	363	368	371	374	373
Waste materials	58	581	166	22.2	747	756	724	726	736	763	743	740	679	744	773	797	788
All other products	46	420	111	20.9	531	529	528	530	528	525	532	531	533	531	532	535	532

* Based on count for October. Percent women not shown for kinds of business where total employees is less than 50.

** Employees include paid executives of corporations but not proprietors of unincorporated businesses.

TABLE 2.—MONTHLY EMPLOYMENT AND SEX OF EMPLOYEES

STATES, BY KINDS OF BUSINESS—Continued

STATE AND KIND OF BUSINESS	Active proprietors of unincorporated businesses	SEX OF EMPLOYEES* (full time and part-time combined)			Number of All Paid Employees on Pay Roll for Period Ended Nearest 15th of Each Month** (full-time and part-time combined)												
		Men	Women	Percent women	Average number	January	February	March	April	May	June	July	August	September	October	November	December
DELAWARE	189	2,407	559	18.8	2,946	2,870	2,875	2,875	2,870	2,911	2,926	3,061	3,109	2,947	2,974	2,982	2,989
Automotive	5	107	18	14.6	125	126	126	124	123	125	121	124	125	124	124	130	130
Beer, wines, and liquors	2	120	13	9.8	133	123	124	126	133	134	133	135	135	137	136	139	143
Chemicals and paints	2	562	259	31.5	821	810	811	812	811	813	814	816	816	818	837	846	848
Clothing and furnishings	1	4	1	---	5	5	5	5	5	5	5	5	5	5	5	5	5
Coal and coke	1	---	---	---	---	---	---	---	---	---	---	---	---	---	---	---	---
Drugs (general line)	---	49	23	31.9	72	72	72	72	72	72	72	72	72	72	72	72	72
Drugs and drug sundries (specialty lines)	---	7	2	---	9	11	11	11	10	9	8	8	8	8	8	8	8
Electrical goods	4	58	10	14.5	68	69	72	84	67	66	67	66	69	68	68	72	73
Farm products--raw materials	27	73	4	4.7	77	83	78	82	78	76	72	74	71	81	75	71	77
Farm products--consumer goods	75	333	41	11.0	374	309	324	326	322	370	382	486	547	577	372	329	349
Farm supplies	3	36	5	---	41	48	46	46	43	39	38	45	44	36	38	36	36
Furniture and house furnishings	---	19	1	---	20	20	19	19	22	22	22	19	19	20	20	20	20
Groceries (general line)	2	80	44	35.2	124	126	124	124	124	122	124	125	125	122	122	122	122
Groceries and foods (specialty lines)	13	162	9	5.3	171	173	170	171	171	170	172	172	171	171	172	171	170
Hardware	---	40	14	25.0	54	53	53	53	53	53	55	54	54	54	52	54	54
Jewelry	---	12	6	---	18	18	18	18	18	18	18	18	18	18	18	18	18
Lumber and construction materials	---	102	12	10.3	114	118	117	113	112	110	102	103	104	109	119	128	127
Machinery--equipment--supplies	4	93	18	16.3	111	111	111	111	111	111	111	111	112	112	112	112	112
Metals and metal work (except scrap)	---	7	1	---	8	8	8	8	8	8	8	8	8	8	8	8	9
Paper and its products	5	16	5	---	21	21	21	21	22	21	21	22	23	21	21	21	21
Petroleum and its products	21	232	9	3.8	241	227	226	227	235	235	237	250	245	246	262	251	247
Plumbing and heating equipment and supplies	1	93	20	17.9	113	112	106	109	106	113	114	113	112	116	116	121	120
Tobacco and products (except leaf)	4	46	10	17.8	56	61	61	53	53	53	53	56	58	56	57	55	56
Waste materials	12	70	2	2.7	72	65	68	78	70	67	73	68	67	66	74	87	86
All other products	7	86	12	12.0	98	101	102	102	103	101	102	101	101	103	87	86	86
DISTRICT OF COLUMBIA	437	8,734	1,516	14.8	10,250	9,991	9,993	10,043	10,086	10,110	10,189	10,232	10,302	10,444	10,516	10,554	10,534
Amusement and sporting goods	6	303	237	43.8	540	520	535	534	526	526	544	544	542	549	553	547	565
Automotive	31	787	92	10.5	879	816	826	849	869	884	896	904	914	901	913	889	881
Beer, wines, and liquors	2	681	54	7.4	735	726	735	762	739	731	756	743	736	721	720	734	722
Chemicals and paints	5	97	20	16.7	117	117	116	115	116	120	116	117	114	118	121	117	115
Clothing and furnishings	5	4	---	---	4	4	4	4	4	4	4	4	5	5	5	5	5
Coal and coke	8	106	4	3.6	110	121	119	117	109	95	94	98	100	102	116	128	126
Drugs (general line)	---	56	47	46.1	103	102	103	102	102	102	102	103	102	102	102	103	104
Drugs and drug sundries (specialty lines)	1	26	19	---	45	45	45	45	45	45	45	45	45	45	45	45	45
Dry goods (general line)	---	30	---	---	30	30	30	30	30	30	30	30	30	30	30	31	31
Dry goods (specialty lines)	4	13	1	---	14	13	13	13	14	14	14	15	15	15	15	15	15
Electrical goods	20	618	146	19.1	764	757	739	735	750	753	760	777	781	784	772	786	788
Farm products--raw materials	---	16	4	---	20	20	20	20	20	20	21	21	21	20	20	20	20
Farm products--consumer goods	55	919	44	4.8	963	944	957	934	953	966	975	959	959	979	987	982	975
Farm supplies	---	15	---	---	15	16	16	16	16	14	14	14	11	15	15	14	15
Furniture and house furnishings	10	81	14	14.4	95	89	91	91	91	92	93	94	95	100	103	103	103
Groceries (general line)	5	373	40	9.8	413	423	397	396	393	409	408	416	419	428	417	431	413
Groceries and foods (specialty lines)	68	1,070	134	11.1	1,204	1,178	1,189	1,181	1,192	1,181	1,173	1,174	1,179	1,251	1,250	1,258	1,265
Hardware	4	234	43	15.5	277	268	268	272	271	272	274	279	284	283	283	284	282
Jewelry	1	38	22	37.3	60	60	60	60	61	61	60	60	57	59	59	59	59
Lumber and construction materials	8	532	52	8.9	584	543	540	555	560	564	581	568	608	625	608	642	628
Machinery--equipment--supplies	56	926	229	19.8	1,155	1,131	1,146	1,141	1,150	1,148	1,157	1,163	1,159	1,161	1,170	1,169	1,170
Metals and metal work (except scrap)	13	157	38	21.7	175	168	166	170	177	179	187	178	178	171	171	174	175
Paper and its products	27	305	43	12.3	348	360	334	332	340	340	342	341	335	346	348	358	394
Petroleum and its products	9	259	10	3.7	269	277	281	268	245	239	237	261	268	293	296	283	285
Plumbing and heating equipment and supplies	14	494	104	17.4	598	569	563	581	590	594	604	586	600	619	637	624	614
Tobacco and products (except leaf)	13	177	10	5.4	187	185	183	183	183	184	185	188	192	193	194	193	186
Waste materials	41	200	53	21.0	253	245	251	253	255	256	247	253	256	252	254	254	245
All other products	31	237	56	19.0	293	284	286	284	285	287	290	297	297	297	302	304	308

* Based on count for October. Percent women not shown for kinds of business where total employees is less than 50.

** Employees include paid executives of corporations but not proprietors of unincorporated businesses.

TABLE 2.—MONTHLY EMPLOYMENT AND SEX OF EMPLOYEES

STATES, BY KINDS OF BUSINESS—Continued

STATE AND KIND OF BUSINESS	Average proprietors of unincorporated businesses	SEX OF EMPLOYEES* (full-time and part-time combined)			Number of All Paid Employees on Pay Roll for Period Ended Nearest 15th of Each Month** (full-time and part-time combined)												
		Men	Women	Per cent women	Average number	January	February	March	April	May	June	July	August	September	October	November	December
FLORIDA	1,699	26,355	6,087	18.8	32,442	37,765	38,085	37,282	36,318	32,843	28,208	23,914	21,224	23,098	32,541	37,227	40,793
Amusement and sporting goods	7	52	21	28.6	73	75	77	77	73	70	71	70	67	72	69	75	84
Automotive	57	1,186	100	7.8	1,286	1,258	1,260	1,248	1,258	1,278	1,263	1,281	1,285	1,312	1,343	1,324	1,324
Beer, wines, and liquors	15	801	88	9.9	889	860	879	875	871	861	858	894	876	871	915	932	976
Chemicals and paints	16	273	35	11.3	308	304	297	308	307	300	305	309	313	313	314	318	314
Clothing and furnishings	21	45	14	23.3	59	59	58	59	58	59	58	58	60	58	60	59	57
Coal and coke	---	29	1	---	30	32	34	31	30	30	30	29	29	30	30	30	30
Drugs (general line)	---	228	65	22.2	293	296	296	295	286	279	281	280	281	291	297	305	325
Drugs and drug sundries (specialty lines)	9	44	11	20.4	55	59	58	55	54	53	53	53	54	53	54	56	56
Dry goods (general line)	2	77	12	13.3	89	88	88	86	89	91	89	89	88	90	90	90	89
Dry goods (specialty lines)	3	5	2	---	7	7	7	7	7	7	7	7	7	7	8	8	8
Electrical goods	25	508	86	14.5	594	556	556	559	567	569	586	592	607	618	631	640	641
Farm products—raw materials	35	185	110	37.4	295	152	115	112	114	117	147	505	681	520	369	353	349
Farm products--consumer goods	385	11,382	3,875	25.4	15,257	20,301	20,734	20,199	19,702	16,547	11,956	7,414	4,499	6,105	14,989	18,985	21,647
Farm supplies	15	469	66	12.3	535	594	574	568	503	492	477	463	467	507	574	595	607
Furniture and house furnishings	4	181	44	19.5	225	254	238	217	207	211	216	212	207	217	228	237	260
Groceries (general line)	33	1,000	79	7.3	1,079	1,092	1,108	1,092	1,084	1,070	1,061	1,047	1,049	1,071	1,078	1,098	1,094
Groceries and foods (specialty lines)	326	3,251	733	18.4	3,984	4,569	4,511	4,338	3,910	3,519	3,330	3,262	3,253	3,470	4,013	4,461	5,173
Hardware	4	379	54	12.4	433	421	427	427	430	431	428	424	427	444	439	445	454
Jewelry	1	11	5	---	16	17	16	16	19	15	16	16	17	16	10	16	16
Lumber and construction materials	34	1,171	121	9.4	1,292	1,197	1,191	1,171	1,228	1,269	1,297	1,282	1,342	1,355	1,372	1,406	1,411
Machinery--equipment--supplies	66	997	189	15.9	1,186	1,157	1,147	1,155	1,155	1,185	1,184	1,187	1,181	1,211	1,234	1,228	1,233
Metals and metal work (except scrap)	10	119	14	10.8	133	135	134	117	126	125	127	135	139	129	141	145	144
Paper and its products	8	340	63	15.6	403	409	396	405	395	388	384	404	414	417	404	411	413
Petroleum and its products	466	1,905	88	4.4	1,993	2,074	2,057	2,025	2,000	1,976	1,990	1,910	1,928	1,948	1,892	2,022	2,096
Plumbing and heating equipment and supplies	11	488	54	9.9	542	453	460	480	500	553	603	604	601	607	571	541	548
Tobacco and products (except leaf)	38	442	35	7.4	477	479	477	480	479	475	476	467	469	470	478	477	492
Waste materials	47	337	42	11.0	379	333	337	337	332	384	390	404	375	388	416	441	416
All other products	61	450	80	15.1	530	534	555	545	534	529	525	516	508	528	522	530	536
GEORGIA	2,094	19,819	4,682	19.1	24,501	23,351	23,230	23,475	23,405	23,463	23,758	24,937	26,317	25,548	26,171	25,361	25,001
Amusement and sporting goods	7	364	253	41.0	617	597	603	601	596	605	626	610	634	627	634	637	634
Automotive	59	1,610	262	14.0	1,872	1,753	1,754	1,781	1,814	1,858	1,864	1,898	1,900	1,917	1,990	1,968	1,989
Beer, wines, and liquors	24	435	49	10.2	484	484	480	484	485	494	493	483	479	476	471	484	500
Chemicals and paints	6	376	78	17.2	454	430	430	444	444	446	459	457	457	468	478	478	462
Clothing and furnishings	36	251	92	26.7	343	335	331	345	344	345	340	343	348	347	350	346	342
Coal and coke	3	21	10	---	31	30	33	31	29	26	27	27	29	34	36	36	36
Drugs (general line)	1	360	67	15.7	427	422	421	422	426	425	428	427	427	427	428	432	439
Drugs and drug sundries (specialty lines)	18	305	169	35.7	474	487	461	470	476	440	495	495	499	459	473	475	458
Dry goods (general line)	26	190	52	21.3	242	247	236	234	245	246	238	240	239	240	239	247	253
Dry goods (specialty lines)	21	117	60	33.7	177	187	178	178	178	176	176	183	175	176	178	179	180
Electrical goods	42	858	286	23.7	1,124	1,089	1,096	1,106	1,101	1,118	1,145	1,156	1,133	1,119	1,133	1,140	1,147
Farm products—raw materials	472	1,839	826	31.0	2,665	1,999	1,997	2,052	2,202	2,102	1,882	3,095	4,889	3,824	3,513	2,417	2,203
Farm products--consumer goods	167	1,029	100	8.9	1,129	1,099	1,101	1,116	1,053	1,106	1,354	1,410	994	1,020	1,077	1,105	1,108
Farm supplies	46	275	66	19.4	341	336	337	355	356	344	327	328	334	342	350	344	344
Furniture and house furnishings	4	218	53	19.5	271	252	254	263	274	260	255	274	270	289	303	281	282
Groceries (general line)	80	1,592	122	7.1	1,714	1,679	1,686	1,688	1,670	1,684	1,691	1,720	1,717	1,756	1,735	1,783	1,757
Groceries and foods (specialty lines)	287	2,608	1,092	29.5	3,700	3,676	3,681	3,604	3,445	3,437	3,489	3,446	3,375	3,557	4,126	4,341	4,225
Hardware	15	416	80	12.5	476	487	461	485	475	478	460	454	454	474	483	498	498
Jewelry	3	18	13	---	31	31	31	31	31	31	31	31	31	31	31	31	31
Lumber and construction materials	52	600	98	14.1	698	658	675	685	689	688	703	703	710	715	714	719	721
Machinery—equipment--supplies	114	2,079	303	12.7	2,382	2,285	2,228	2,311	2,272	2,364	2,440	2,353	2,331	2,529	2,500	2,479	2,491
Metals and metal work (except scrap)	11	249	58	18.3	305	289	286	290	302	310	306	301	301	325	297	333	324
Paper and its products	15	354	64	15.3	418	422	418	418	416	419	410	410	412	422	418	426	421
Petroleum and its products	459	1,806	83	4.4	1,889	1,873	1,867	1,887	1,888	1,876	1,877	1,886	1,899	1,903	1,906	1,915	1,905
Plumbing and heating equipment and supplies	18	467	121	20.5	588	556	569	570	587	571	590	595	608	600	615	606	592
Tobacco and products (except leaf)	17	262	30	10.2	292	292	290	292	294	296	296	294	292	292	293	285	289
Waste materials	61	533	32	5.7	565	556	542	545	552	551	573	546	569	572	597	604	573
All other products	30	587	205	25.9	792	820	781	787	781	769	783	774	801	809	801	774	819

* Based on count for October. Percent women not shown for kinds of business where total employees is less than 50.

** Employees include paid executives of corporations but not proprietors of unincorporated businesses.

TABLE 2.—MONTHLY EMPLOYMENT AND SEX OF EMPLOYEES

STATES, BY KINDS OF BUSINESS—Continued

STATE AND KIND OF BUSINESS	Active proprietors of unincorporated businesses	SEX OF EMPLOYEES* (full-time and part-time combined)			Number of All Paid Employees on Pay Roll for Period Ended Nearest 15th of Each Month** (full-time and part-time combined)												
		Men	Women	Percent women	Average number	January	February	March	April	May	June	July	August	September	October	November	December
IDAHO	606	3,960	735	15.7	4,695	4,551	4,535	4,268	4,091	3,608	4,091	3,749	4,525	5,871	6,196	5,821	5,030
Automotive	15	208	25	10.9	233	224	222	231	231	235	235	232	233	240	240	239	239
Beer, wines, and liquors	42	107	6	5.6	113	106	100	104	106	113	115	128	123	123	119	113	111
Chemicals and paints	---	52	7	11.7	59	58	57	59	57	59	58	59	59	59	60	61	62
Clothing and furnishings	---	12	1	---	13	14	13	13	13	13	13	13	13	13	13	13	14
Electrical goods	2	21	3	---	24	23	25	24	24	23	24	24	23	23	23	24	23
Farm products--raw materials	80	706	47	6.2	753	639	679	608	582	619	626	647	885	1,023	928	926	869
Farm products--consumer goods	114	1,437	400	21.8	1,837	1,877	1,816	1,648	1,482	1,025	1,474	1,062	1,522	2,628	2,960	2,612	1,935
Farm supplies	14	134	47	26.0	181	207	184	170	148	128	126	171	136	190	227	240	239
Furniture and house furnishings	1	10	2	---	12	11	11	11	11	11	12	13	13	12	12	12	12
Groceries (general line)	---	197	23	10.4	220	202	198	197	197	201	206	210	244	257	249	237	236
Groceries and foods (specialty lines)	15	169	99	36.8	268	277	309	267	273	184	194	189	261	297	356	334	280
Hardware	---	180	29	14.1	209	213	218	217	210	216	204	198	198	200	207	210	222
Lumber and construction materials	4	6	2	---	8	8	8	8	6	8	8	8	8	8	8	8	8
Machinery--equipment--supplies	10	178	17	8.9	195	165	172	178	191	196	206	200	204	205	206	212	210
Paper and its products	1	10	1	---	11	12	13	11	11	11	11	11	11	12	11	11	11
Petroleum and its products	291	427	11	2.5	438	398	396	405	430	445	456	463	472	462	452	444	433
Plumbing and heating equipment and supplies	1	21	2	---	23	20	20	21	21	22	23	23	23	22	22	23	28
Tobacco and products (except leaf)	9	43	8	16.3	51	49	49	50	51	52	52	51	52	51	50	50	51
Waste materials	4	13	1	---	14	15	12	13	12	14	13	13	11	14	20	17	14
All other products	3	29	4	---	33	33	33	33	33	33	33	34	34	34	33	33	33
ILLINOIS	9,555	97,289	25,452	20.7	122,741	119,926	120,048	120,587	121,147	121,340	121,918	122,827	123,062	124,868	125,901	125,848	125,642
Amusement and sporting goods	73	1,405	791	36.0	2,196	2,075	2,077	2,076	2,130	2,166	2,265	2,309	2,291	2,282	2,231	2,209	2,246
Automotive	393	5,194	982	15.9	6,176	5,892	5,898	5,950	6,038	6,103	6,184	6,224	6,277	6,327	6,402	6,428	6,396
Beer, wines, and liquors	482	4,615	727	13.6	5,342	5,296	5,280	5,271	5,294	5,333	5,363	5,339	5,348	5,380	5,388	5,403	5,403
Chemicals and paints	61	2,524	828	24.7	3,352	3,294	3,285	3,322	3,359	3,380	3,375	3,392	3,381	3,391	3,368	3,350	3,332
Clothing and furnishings	396	1,806	838	31.7	2,644	2,580	2,624	2,658	2,686	2,620	2,574	2,556	2,651	2,681	2,708	2,704	2,687
Coal and coke	25	761	201	20.9	962	1,001	1,007	980	947	904	913	933	932	953	986	986	998
Drugs (general line)	4	782	319	29.0	1,101	1,106	1,129	1,127	1,104	1,068	1,068	1,075	1,087	1,097	1,131	1,113	1,106
Drugs and drug sundries (specialty lines)	52	1,110	957	46.3	2,067	2,070	2,031	2,036	2,018	2,003	2,007	2,022	2,051	2,078	2,191	2,197	2,105
Dry goods (general line)	11	1,030	425	29.2	1,455	1,442	1,442	1,435	1,424	1,412	1,410	1,425	1,453	1,489	1,507	1,517	1,509
Dry goods (specialty lines)	267	1,163	530	31.3	1,693	1,682	1,690	1,700	1,694	1,684	1,673	1,678	1,681	1,704	1,716	1,713	1,706
Electrical goods	182	4,115	1,364	24.9	5,479	5,385	5,357	5,368	5,372	5,388	5,389	5,466	5,440	5,476	5,559	5,634	5,917
Farm products--raw materials	1,122	4,830	426	8.1	5,258	5,161	5,133	5,119	5,087	5,098	5,115	5,351	5,240	5,387	5,638	5,429	5,310
Farm products--consumer goods	1,617	8,159	1,550	14.2	9,509	8,892	8,999	9,178	9,338	9,613	9,769	9,752	9,818	9,815	9,682	9,676	9,581
Farm supplies	108	921	277	23.1	1,198	1,285	1,300	1,327	1,252	1,194	1,055	1,204	1,131	1,281	1,116	1,113	1,123
Furniture and house furnishings	217	1,838	669	26.7	2,507	2,443	2,455	2,453	2,479	2,517	2,485	2,494	2,534	2,541	2,584	2,572	2,525
Groceries (general line)	39	4,145	885	17.6	5,030	4,973	4,953	4,942	4,992	4,974	4,985	5,027	5,036	5,188	5,128	5,113	5,056
Groceries and foods (specialty lines)	932	10,057	2,664	21.1	12,721	12,577	12,508	12,525	12,628	12,591	12,651	12,778	12,597	12,796	12,953	13,069	12,955
Hardware	86	1,897	560	22.8	2,457	2,372	2,373	2,380	2,400	2,416	2,437	2,450	2,429	2,440	2,591	2,592	2,601
Jewelry	171	881	417	32.1	1,298	1,290	1,263	1,252	1,242	1,234	1,253	1,244	1,284	1,288	1,321	1,369	1,358
Lumber and construction materials	155	3,092	711	18.7	3,803	3,685	3,718	3,741	3,782	3,769	3,800	3,836	3,868	3,880	3,888	3,879	3,800
Machinery--equipment--supplies	606	11,613	3,294	22.1	14,907	14,606	14,699	14,846	14,837	14,891	14,968	14,983	15,012	15,010	14,991	15,111	14,924
Metals and metal work (except scrap)	72	4,965	1,142	18.7	6,107	5,954	5,936	5,966	6,082	6,013	6,001	6,016	6,001	6,269	6,501	6,506	6,253
Paper and its products	180	3,051	953	23.8	4,004	4,047	4,013	3,967	3,969	3,930	3,939	3,949	3,973	3,988	4,078	4,063	4,096
Petroleum and its products	1,340	5,853	394	6.3	6,247	6,167	6,223	6,230	6,258	6,205	6,224	6,226	6,250	6,287	6,292	6,299	6,308
Plumbing and heating equipment and supplies	79	2,004	446	18.2	2,450	2,404	2,400	2,405	2,408	2,427	2,427	2,460	2,473	2,473	2,517	2,498	2,502
Tobacco and products (except leaf)	151	1,225	235	16.1	1,460	1,443	1,437	1,446	1,442	1,450	1,453	1,472	1,480	1,486	1,462	1,463	1,491
Waste materials	356	3,193	828	20.6	4,021	3,792	3,780	3,871	3,916	3,958	4,047	4,016	4,012	4,032	4,287	4,287	4,248
All other products	376	5,060	2,219	30.4	7,299	7,030	7,043	6,996	6,973	7,001	7,088	7,150	7,352	7,849	7,687	7,705	7,908

* Based on count for October. Percent women not shown for kinds of business where total employees is less than 50.

** Employees include paid executives of corporations but not proprietors of unincorporated businesses.

TABLE 2.—MONTHLY EMPLOYMENT AND SEX OF EMPLOYEES

STATES, BY KINDS OF BUSINESS—Continued

STATE AND KIND OF BUSINESS	Active proprietors of unincorporated businesses	SEX OF EMPLOYEES* (full-time and part-time combined)			Number of All Paid Employees on Pay Roll for Period Ended Nearest 15th of Each Month** (full-time and part-time combined)												
		Men	Women	Percent women	Average number	January	February	March	April	May	June	July	August	September	October	November	December
INDIANA	3,558	24,510	4,045	14.2	28,555	27,893	27,609	27,655	27,970	28,347	28,587	28,901	29,055	29,064	29,174	29,067	29,323
Amusement and sporting goods	13	224	185	44.9	407	391	399	402	409	408	406	400	402	407	401	425	433
Automotive	140	2,132	324	13.2	2,456	2,281	2,317	2,336	2,385	2,454	2,470	2,518	2,578	2,577	2,543	2,506	2,505
Beer, wines, and liquors	72	1,187	173	12.9	1,340	1,275	1,264	1,261	1,273	1,290	1,357	1,417	1,415	1,416	1,380	1,363	1,363
Chemicals and paints	18	259	52	16.8	311	286	289	298	313	320	325	314	322	321	314	315	310
Clothing and furnishings	19	146	82	36.0	228	224	230	232	232	223	224	217	225	236	236	231	227
Coal and coke	8	117	43	26.9	160	162	159	160	163	150	149	151	160	167	174	173	156
Drugs (general line)	5	584	100	20.7	484	481	477	487	483	485	485	485	486	481	488	485	486
Drugs and drug sundries (specialty lines)	10	110	32	22.3	142	142	148	144	141	143	143	143	138	140	140	140	136
Dry goods (general line)	4	228	48	17.6	274	280	273	270	270	257	261	265	266	274	278	283	315
Dry goods (specialty lines)	12	23	8	---	31	31	31	31	31	31	31	31	31	31	31	31	32
Electrical goods	50	648	177	21.4	825	802	802	802	812	821	821	838	840	839	835	837	845
Farm products--raw materials	402	1,925	163	7.8	2,088	2,292	2,006	1,934	1,939	1,968	2,011	2,093	2,063	2,045	2,105	2,143	2,462
Farm products--consumer goods	734	3,137	469	13.0	3,606	3,459	3,461	3,461	3,572	3,685	3,694	3,720	3,695	3,673	3,641	3,599	3,617
Farm supplies	55	625	111	15.1	736	740	744	747	740	734	711	720	722	729	749	749	752
Furniture and house furnishings	16	300	136	31.1	436	414	416	422	442	458	447	430	438	437	450	446	446
Groceries (general line)	26	1,576	255	13.9	1,831	1,850	1,848	1,841	1,840	1,842	1,847	1,834	1,836	1,837	1,838	1,822	1,742
Groceries and foods (specialty lines)	239	1,613	241	13.0	1,854	1,800	1,808	1,810	1,809	1,826	1,861	1,865	1,884	1,896	1,901	1,900	1,893
Hardware	12	822	170	17.1	992	981	981	983	983	983	992	997	1,003	1,002	1,000	1,000	1,001
Jewelry	3	16	7	---	23	21	22	21	23	25	21	21	20	22	24	26	27
Lumber and construction materials	80	789	104	11.7	893	818	819	836	844	861	876	900	952	942	955	949	958
Machinery--equipment--supplies	148	2,075	398	16.1	2,473	2,422	2,421	2,444	2,445	2,452	2,479	2,482	2,512	2,516	2,505	2,498	2,494
Metals and metal work (except scrap)	17	185	38	17.0	221	190	200	203	194	227	207	220	241	234	231	256	244
Paper and its products	19	465	113	19.6	578	570	569	571	586	594	587	584	574	575	575	575	577
Petroleum and its products	868	2,646	102	3.7	2,748	2,667	2,657	2,673	2,728	2,751	2,750	2,800	2,800	2,800	2,793	2,773	2,789
Plumbing and heating equipment and supplies	43	631	125	16.6	756	731	732	729	731	740	760	764	769	771	784	780	775
Tobacco and products (except leaf)	69	475	82	14.7	557	560	559	553	559	559	559	558	555	555	556	558	555
Waste materials	197	1,262	185	12.8	1,447	1,380	1,341	1,350	1,361	1,422	1,446	1,470	1,467	1,477	1,586	1,555	1,514
All other products	99	534	124	18.9	658	643	636	652	661	660	667	664	659	664	661	659	669
IOWA	4,507	20,642	3,478	14.4	24,120	22,858	22,858	23,304	23,775	24,031	24,529	24,685	24,612	25,035	24,966	24,548	24,239
Amusement and sporting goods	5	173	118	40.7	292	292	292	291	284	286	291	292	295	296	292	292	300
Automotive	148	1,675	203	10.8	1,876	1,819	1,825	1,850	1,869	1,887	1,885	1,881	1,889	1,915	1,916	1,899	1,901
Beer, wines, and liquors	116	682	67	9.2	729	678	668	699	712	736	767	785	785	769	735	714	697
Chemicals and paints	17	254	50	16.5	304	290	283	294	301	318	317	316	303	312	307	307	302
Clothing and furnishings	17	116	29	20.0	145	153	151	149	148	145	144	142	140	143	145	141	140
Coal and coke	2	36	8	---	44	50	50	46	43	40	38	38	38	43	43	47	48
Drugs (general line)	2	258	84	24.5	342	344	336	342	342	341	337	347	346	347	343	343	341
Drugs and drug sundries (specialty lines)	9	22	20	---	42	50	51	53	43	43	38	35	28	36	37	43	48
Dry goods (general line)	---	99	43	30.3	142	139	139	139	138	141	142	143	144	142	142	143	143
Dry goods (specialty lines)	7	7	49	87.0	56	51	60	64	54	40	56	55	63	64	69	44	57
Electrical goods	21	462	106	18.7	568	560	564	554	557	554	554	582	574	572	592	583	570
Farm products--raw materials	859	3,111	153	4.7	3,264	3,190	3,109	3,117	3,119	3,147	3,134	3,193	3,238	3,411	3,700	3,468	3,343
Farm products--consumer goods	998	2,907	759	20.7	3,666	3,255	3,259	3,464	3,737	3,826	3,613	3,788	3,769	3,786	3,786	3,781	3,733
Farm supplies	57	526	106	16.7	632	487	488	513	507	501	909	901	851	867	609	484	487
Furniture and house furnishings	9	223	49	17.9	272	260	260	265	269	272	274	275	272	277	280	277	278
Groceries (general line)	13	1,700	438	20.5	2,138	2,093	2,101	2,109	2,135	2,146	2,161	2,180	2,143	2,172	2,145	2,141	2,145
Groceries and foods (specialty lines)	156	1,420	262	15.5	1,682	1,604	1,623	1,656	1,670	1,691	1,685	1,687	1,684	1,702	1,672	1,763	1,725
Hardware	6	420	82	16.3	502	494	496	494	496	501	504	502	503	507	510	509	512
Jewelry	---	7	2	---	9	9	9	9	9	9	9	9	9	9	9	9	9
Lumber and construction materials	22	527	106	16.7	633	568	575	571	611	604	613	631	641	708	712	699	660
Machinery--equipment--supplies	67	1,626	265	14.0	1,891	1,794	1,797	1,825	1,868	1,883	1,921	1,944	1,935	1,964	1,936	1,917	1,902
Metals and metal work (except scrap)	2	73	6	7.5	79	66	64	66	73	82	85	115	100	93	80	66	63
Paper and its products	9	325	63	16.3	388	381	383	387	390	391	384	391	395	391	387	389	397
Petroleum and its products	1,570	2,478	101	3.9	2,579	2,486	2,494	2,568	2,607	2,618	2,624	2,618	2,612	2,606	2,591	2,572	2,555
Plumbing and heating equipment and supplies	9	427	88	17.1	515	480	488	493	501	500	518	524	527	531	547	534	542
Tobacco and products (except leaf)	50	260	47	15.2	307	298	300	298	300	305	307	309	308	312	313	314	316
Waste materials	122	420	65	13.4	485	438	461	448	455	477	480	483	497	518	532	521	504
All other products	36	428	108	20.2	536	529	532	535	537	547	541	539	543	542	533	528	531

* Based on count for October. Percent women not shown for kinds of business where total employees is less than 50.
** Employees include paid executives of corporations but not proprietors of unincorporated businesses.

TABLE 2.—MONTHLY EMPLOYMENT AND SEX OF EMPLOYEES

STATES, BY KINDS OF BUSINESS—Continued

STATE AND KIND OF BUSINESS	Active proprietors of unincorporated businesses	SEX OF EMPLOYEES* (full-time and part-time combined)			Number of All Paid Employees on Pay Roll for Period Ended Nearest 15th of Each Month** (full-time and part-time combined)												
		Men	Women	Per cent women	Average number	January	February	March	April	May	June	July	August	September	October	November	December
KANSAS	3,521	13,219	1,778	11.9	14,997	13,991	13,886	14,120	14,380	14,649	15,888	16,605	15,530	15,431	15,139	15,157	15,190
Amusement and sporting goods	4	9	6	---	15	15	15	15	15	15	15	15	15	15	15	15	15
Automotive	105	926	103	10.0	1,029	981	979	990	1,003	1,011	1,019	1,058	1,052	1,064	1,077	1,052	1,067
Beer	66	310	14	4.4	324	298	288	287	303	318	331	345	343	329	300	371	369
Chemicals and paints	2	19	3	---	22	23	23	23	22	23	21	22	24	22	26	19	18
Clothing and furnishings	2	18	4	---	22	23	23	23	23	23	23	22	21	20	21	22	20
Coal and coke	4	21	6	---	27	29	29	27	27	25	26	26	25	28	28	29	30
Drugs (general line)	1	150	43	22.5	193	195	191	191	191	196	193	191	192	192	191	195	195
Drugs and drug sundries (specialty lines)	2	2	2	---	4	4	4	4	4	4	4	4	4	4	4	6	6
Dry goods (general line)	---	47	8	14.8	55	58	58	55	58	54	55	54	56	55	54	54	54
Dry goods (specialty lines)	2	---	---	---	---	---	---	---	---	---	---	---	---	---	---	---	---
Electrical goods	15	156	34	18.0	190	190	189	190	189	190	190	190	190	190	191	191	191
Farm products—raw materials	593	2,569	164	6.0	2,733	2,416	2,389	2,404	2,398	2,457	3,520	4,010	2,986	2,593	2,529	2,543	2,570
Farm products—consumer goods	845	1,716	512	23.0	2,228	1,985	1,941	2,024	2,139	2,220	2,216	2,252	2,237	2,476	2,384	2,405	2,452
Farm supplies	47	242	25	9.4	267	278	286	300	265	238	259	261	268	263	267	258	265
Furniture and house furnishings	1	35	8	---	43	43	43	43	42	42	42	43	43	44	44	44	43
Groceries (general line)	14	1,240	147	10.6	1,387	1,357	1,359	1,387	1,385	1,370	1,377	1,406	1,392	1,457	1,418	1,376	1,361
Groceries and foods (specialty lines)	91	984	117	10.6	1,101	1,070	1,068	1,067	1,089	1,107	1,099	1,151	1,126	1,125	1,119	1,113	1,122
Hardware	1	311	51	14.2	362	370	360	356	367	360	372	367	365	360	354	356	361
Jewelry	1	5	4	---	9	9	3	9	9	9	9	9	9	9	9	9	9
Lumber and construction materials	24	269	34	11.2	303	280	276	274	279	307	313	317	318	321	323	323	305
Machinery—equipment—supplies	69	1,172	148	11.2	1,320	1,242	1,259	1,266	1,334	1,367	1,433	1,378	1,359	1,329	1,291	1,298	1,288
Metals and metal work (except scrap)	2	184	10	5.4	194	135	137	152	138	144	160	273	261	290	223	195	222
Paper and its products	4	119	22	15.9	141	141	140	140	140	141	141	142	141	141	140	142	142
Petroleum and its products	1,477	1,614	60	3.8	1,674	1,609	1,603	1,620	1,689	1,691	1,737	1,762	1,734	1,698	1,661	1,652	1,629
Plumbing and heating equipment and supplies	8	272	87	24.1	359	355	353	357	352	350	358	356	372	360	362	367	367
Tobacco and products (except leaf)	39	154	32	17.0	186	174	178	178	185	183	183	189	195	191	191	192	193
Waste materials	78	475	67	12.3	542	458	447	484	507	549	523	503	532	545	639	669	643
All other products	24	200	67	25.2	267	255	245	254	249	256	269	279	290	310	278	261	253
KENTUCKY	1,673	16,646	2,853	14.8	19,499	28,145	22,454	18,864	17,440	17,260	16,701	16,560	17,000	17,231	16,950	17,383	28,014
Amusement and sporting goods	5	112	45	28.8	157	141	143	148	149	157	147	150	152	155	160	167	217
Automotive	58	644	102	13.7	746	733	722	727	735	738	744	743	750	750	767	778	764
Beer, wines, and liquors	78	592	89	13.1	681	682	676	672	668	666	664	675	683	684	689	699	710
Chemicals and paints	7	200	35	14.9	235	231	229	232	237	233	233	233	230	237	242	238	240
Clothing and furnishings	33	184	40	17.8	224	230	225	226	226	225	229	224	230	236	211	214	210
Coal and coke	2	32	11	---	43	43	41	41	43	43	44	45	45	44	44	44	44
Drugs (general line)	3	167	49	22.7	216	217	216	215	215	216	215	218	218	217	216	213	218
Drugs and drug sundries (specialty lines)	6	29	15	---	44	50	45	46	45	44	44	44	43	43	43	43	43
Dry goods (general line)	---	195	33	14.6	228	228	228	226	226	225	225	223	225	233	233	232	228
Dry goods (specialty lines)	16	26	6	---	32	59	59	25	25	25	25	25	25	26	26	29	30
Electrical goods	15	276	67	19.6	343	338	337	338	341	342	346	349	350	348	348	343	342
Farm products—raw materials	283	4,186	780	15.7	4,966	13,979	8,316	4,611	3,078	2,627	2,116	1,975	2,461	2,523	2,107	2,570	13,225
Farm products—consumer goods	370	1,094	151	12.1	1,245	1,135	1,186	1,210	1,252	1,448	1,369	1,270	1,220	1,212	1,223	1,201	1,215
Farm supplies	24	357	28	7.3	385	351	358	368	379	370	430	438	380	434	394	384	354
Furniture and house furnishings	3	91	27	22.7	118	109	111	115	134	139	119	119	113	116	119	114	113
Groceries (general line)	70	1,454	204	12.3	1,658	1,644	1,649	1,661	1,645	1,640	1,646	1,649	1,657	1,666	1,666	1,654	1,691
Groceries and foods (specialty lines)	118	1,059	175	14.2	1,234	1,232	1,222	1,220	1,229	1,230	1,231	1,215	1,234	1,242	1,247	1,248	1,252
Hardware	15	1,503	419	21.8	1,922	1,900	1,869	1,859	1,877	1,895	1,900	1,914	1,941	1,961	2,028	1,953	1,968
Jewelry	1	19	7	---	26	29	28	26	24	23	23	24	25	27	29	29	29
Lumber and construction materials	28	640	52	7.5	692	627	630	653	658	680	671	706	711	736	747	777	704
Machinery—equipment—supplies	77	921	160	14.8	1,081	1,072	1,072	1,077	1,062	1,075	1,084	1,088	1,080	1,109	1,087	1,079	1,063
Metals and metal work (except scrap)	7	91	11	10.5	102	94	93	103	108	115	103	104	102	104	103	102	97
Paper and its products	9	189	37	16.5	228	226	227	222	221	220	222	224	226	226	228	233	237
Petroleum and its products	307	1,317	45	3.5	1,362	1,347	1,339	1,349	1,354	1,370	1,374	1,380	1,376	1,374	1,351	1,360	1,369
Plumbing and heating equipment and supplies	11	238	37	13.4	275	267	266	265	271	273	274	276	272	278	281	289	288
Tobacco and products (except leaf)	31	114	33	22.5	147	144	142	140	143	144	147	147	153	152	152	153	152
Waste materials	60	515	78	13.2	593	530	534	572	583	589	567	586	587	572	655	677	662
All other products	36	401	117	22.5	518	507	511	519	512	506	507	516	511	524	534	530	531

* Based on count for October. Percent women not shown for kinds of business where total employees is less than 50.

** Employees include paid executives of corporations but not proprietors of unincorporated businesses.

TABLE 2.—MONTHLY EMPLOYMENT AND SEX OF EMPLOYEES

STATES, BY KINDS OF BUSINESS—Continued

STATE AND KINDS OF BUSINESS	Active proprietors of unincorporated businesses	SEX OF EMPLOYEES* (full-time and part-time combined)			Number of All Paid Employees on Pay Roll for Period Ended Nearest 15th of Each Month** (full time and part-time combined)												
		Men	Women	Percent women	Average number	January	February	March	April	May	June	July	August	September	October	November	December
LOUISIANA	1,434	20,665	3,359	14.0	24,024	23,501	23,400	24,109	23,936	23,762	23,528	24,057	23,778	24,291	24,640	24,713	24,573
Amusement and sporting goods	3	188	140	42.8	328	334	319	325	316	324	318	327	327	339	328	341	338
Automotive	54	1,149	133	10.4	1,282	1,225	1,223	1,254	1,267	1,289	1,284	1,286	1,324	1,336	1,307	1,297	1,312
Beer, wines, and liquors	38	735	101	12.1	836	819	817	813	803	811	815	829	832	865	868	879	881
Chemicals and paints	14	188	40	17.6	228	216	215	231	231	223	225	227	239	237	228	231	233
Clothing and furnishings	19	194	46	19.2	240	234	231	238	241	238	242	238	241	244	245	245	245
Coal and coke	1	85	2	1.9	87	98	91	91	88	84	83	82	83	85	87	88	88
Drugs (general line)	3	424	70	14.2	494	493	483	488	482	490	497	499	498	502	492	502	504
Drugs and drug sundries (specialty lines)	8	141	37	20.9	178	174	177	178	172	175	175	177	183	179	180	185	181
Dry goods (general line)	---	297	101	25.3	398	380	366	383	383	383	383	477	393	425	430	432	439
Dry goods (specialty lines)	20	114	51	30.9	165	161	164	162	165	166	164	164	167	165	168	167	167
Electrical goods	19	598	150	20.1	748	732	743	759	746	748	752	753	759	750	744	749	761
Farm products--raw materials	122	815	155	16.0	970	1,087	1,089	957	913	884	815	885	883	1,002	1,024	1,060	1,041
Farm products--consumer goods	130	2,092	94	4.3	2,186	2,107	2,114	2,223	2,342	2,354	2,194	2,100	2,128	2,132	2,229	2,191	2,118
Farm supplies	6	71	21	22.5	92	91	89	90	87	94	96	91	91	92	90	98	95
Furniture and house furnishings	10	241	53	17.9	294	289	289	284	292	291	287	290	298	289	308	310	303
Groceries (general line)	50	2,153	210	8.9	2,363	2,342	2,354	2,482	2,350	2,344	2,347	2,332	2,350	2,373	2,381	2,364	2,377
Groceries and foods (specialty lines)	268	3,094	867	21.9	3,961	3,865	3,717	4,107	3,961	3,871	3,855	3,785	3,769	4,098	4,204	4,245	4,057
Hardware	4	805	95	10.6	900	901	905	896	898	899	895	895	898	910	903	901	903
Jewelry	3	36	21	36.4	57	60	59	58	56	55	54	56	57	56	55	57	61
Lumber and construction materials	38	1,102	116	9.5	1,218	1,214	1,189	1,249	1,219	1,227	1,228	1,158	1,191	1,180	1,233	1,245	1,283
Machinery—equipment—supplies	84	2,287	397	14.8	2,684	2,584	2,568	2,668	2,658	2,649	2,674	2,710	2,733	2,773	2,727	2,704	2,762
Metals and metal work (except scrap)	11	607	62	9.2	669	547	644	684	729	657	583	1,045	657	579	627	655	641
Paper and its products	7	271	57	11.9	308	307	304	307	308	309	302	306	307	318	317	305	306
Petroleum and its products	422	1,584	72	4.4	1,638	1,617	1,633	1,620	1,621	1,593	1,630	1,646	1,661	1,642	1,667	1,663	1,637
Plumbing and heating equipment and supplies	15	230	39	14.4	269	265	267	269	260	265	267	265	265	268	276	276	285
Tobacco and products (except leaf)	14	271	69	20.4	340	345	347	345	342	339	333	340	336	339	339	339	338
Waste materials	38	535	103	16.2	638	576	580	579	603	619	610	637	672	650	692	710	728
All other products	33	378	77	16.9	455	458	441	431	425	441	440	457	460	465	471	476	495
MAINE	608	6,419	867	11.9	7,286	7,261	7,376	7,509	7,444	7,289	6,999	6,893	6,897	7,434	7,446	7,454	7,434
Amusement and sporting goods	1	8	8	---	16	14	14	14	14	14	14	24	24	24	12	12	12
Automotive	19	309	58	15.7	367	357	349	358	362	362	365	369	374	375	380	375	375
Beer, wines, and liquors	17	229	34	13.0	263	236	242	247	255	263	280	282	280	279	270	263	264
Chemicals and paints	1	14	4	---	18	18	18	18	16	17	17	19	19	18	19	18	17
Clothing and furnishings	5	74	13	15.3	87	86	85	86	86	86	86	86	87	87	89	89	89
Coal and coke	---	357	31	8.0	388	402	422	403	383	369	379	334	324	412	378	439	416
Drugs (general line)	---	94	34	26.6	128	128	128	129	127	127	128	131	130	129	128	127	127
Drugs and drug sundries (specialty lines)	1	14	4	---	18	18	18	18	18	18	18	18	18	18	18	18	18
Dry goods (general line)	---	50	4	7.1	54	55	53	54	54	54	54	55	55	54	56	55	53
Dry goods (specialty lines)	---	2	1	---	3	3	3	3	3	3	3	3	3	3	3	3	3
Electrical goods	4	119	23	16.2	142	142	143	142	139	142	144	145	142	142	144	144	140
Farm products--raw materials	38	47	19	29.5	66	66	70	74	69	69	57	47	49	71	64	74	80
Farm products--consumer goods	177	1,357	97	6.7	1,454	1,680	1,756	1,869	1,775	1,500	1,096	898	922	1,383	1,501	1,481	1,583
Farm supplies	2	33	9	---	42	33	31	69	70	69	37	34	34	32	32	32	33
Furniture and house furnishings	1	20	5	---	25	24	25	25	25	26	26	26	26	26	26	25	25
Groceries (general line)	9	438	90	17.1	528	516	520	523	515	521	528	535	538	544	535	530	529
Groceries and foods (specialty lines)	121	1,029	144	12.3	1,173	1,105	1,102	1,087	1,095	1,152	1,193	1,290	1,291	1,272	1,194	1,164	1,154
Hardware	1	329	72	18.0	401	405	405	403	404	402	398	398	402	402	399	400	400
Jewelry	---	3	---	---	3	2	2	2	2	2	2	3	3	3	3	3	3
Lumber and construction materials	19	109	15	11.8	124	109	107	110	123	128	128	126	126	135	136	134	130
Machinery—equipment—supplies	17	221	37	14.3	258	250	249	251	255	257	254	259	260	260	265	265	266
Metals and metal work (except scrap)	1	2	---	---	2	2	2	2	2	2	2	2	2	2	2	2	2
Paper and its products	6	119	40	25.0	159	158	159	156	158	157	157	156	154	157	161	165	166
Petroleum and its products	87	828	33	3.8	861	821	834	832	838	857	892	877	887	870	878	879	865
Plumbing and heating equipment and supplies	3	177	26	12.7	203	197	195	195	194	193	202	210	208	207	211	209	211
Tobacco and products (except leaf)	21	92	17	15.2	109	103	103	103	106	108	109	113	113	113	110	110	111
Waste materials	23	134	22	14.4	156	136	135	134	156	162	160	159	162	153	163	190	165
All other products	34	211	27	11.3	238	195	206	202	202	229	270	296	264	263	269	248	217

* Based on count for October. Percent women not shown for kinds of business where total employees is less than 50.

** Employees include paid executives of corporations but not proprietors of unincorporated businesses.

TABLE 2.—MONTHLY EMPLOYMENT AND SEX OF EMPLOYEES

STATES, BY KINDS OF BUSINESS.—Continued

STATE AND KIND OF BUSINESS	Active proprietors (unincorporated) Businesses	SEX OF EMPLOYEES* (full time and part-time combined) Men	Women	Per-cent women	Number of All Paid Employees on Pay Roll for Period Ended Nearest 15th of Each Month** (full-time and part-time combined) Average number	January	February	March	April	May	June	July	August	September	October	November	December
MARYLAND	1,906	19,132	4,401	18.7	23,533	23,848	23,663	23,143	21,903	22,254	22,447	22,955	22,713	23,965	25,032	25,315	25,163
Amusement and sporting goods	16	111	36	24.2	147	142	142	141	140	145	149	149	149	151	153	150	147
Automotive	59	1,089	116	9.6	1,205	1,169	1,168	1,166	1,175	1,188	1,192	1,216	1,231	1,224	1,255	1,243	1,256
Beer, wines, and liquors	59	767	177	18.8	944	923	921	922	926	938	948	948	953	964	966	955	971
Chemicals and paints	15	270	51	15.8	321	300	300	300	320	328	333	322	335	331	332	332	324
Clothing and furnishings	90	456	85	16.3	523	522	520	524	526	523	519	523	525	531	525	521	511
Coal and coke	9	122	31	20.0	153	162	164	162	154	144	141	141	141	141	154	163	163
Drugs (general line)	7	229	68	22.8	297	301	303	300	297	296	296	293	294	296	298	296	297
Drugs and drug sundries (specialty lines)	11	231	121	34.3	352	345	350	354	355	354	353	347	346	349	355	357	357
Dry goods (general line)	3	177	[illegible]	15.0	208	208	209	208	209	208	209	209	209	208	207	207	210
Dry goods (specialty lines)	71	199	61	23.5	260	267	271	261	256	249	252	256	264	264	265	262	253
Electrical goods	33	576	141	19.7	717	707	709	715	717	715	714	720	724	720	719	721	727
Farm products--raw materials	112	317	32	9.1	349	303	297	306	297	374	380	440	436	401	326	315	310
Farm products--consumer goods	280	1,487	214	12.6	1,701	1,548	1,549	1,579	1,581	1,753	1,756	2,116	1,854	1,734	1,694	1,678	1,615
Farm supplies	18	252	54	17.8	306	302	299	319	324	318	309	297	312	299	301	295	297
Furniture and house furnishings	26	143	61	29.9	204	199	204	203	202	204	204	202	204	205	207	208	206
Groceries (general line)	31	786	83	9.6	869	837	839	830	828	832	856	883	885	899	900	915	929
Groceries and foods (specialty lines)	500	4,002	1,642	29.1	5,644	6,467	6,251	5,698	4,429	4,489	4,569	4,564	4,538	5,814	6,793	7,081	7,050
Hardware	23	238	30	11.2	268	267	262	262	265	265	268	268	271	270	272	272	273
Jewelry	18	87	23	21.0	110	110	110	110	110	109	109	109	109	110	110	110	110
Lumber and construction materials	28	876	87	9.0	963	934	915	903	923	918	943	994	1,020	1,001	1,010	1,013	1,018
Machinery--equipment--supplies	112	1,540	320	17.2	1,860	1,815	1,813	1,855	1,833	1,854	1,891	1,897	1,895	1,894	1,872	1,863	1,853
Metals and metal work (except scrap)	25	465	66	12.5	531	496	525	520	527	546	555	528	534	544	543	543	530
Paper and its products	41	487	151	23.6	638	666	664	621	621	618	618	622	626	620	626	680	679
Petroleum and its products	102	1,608	67	4.0	1,675	1,687	1,704	1,687	1,669	1,656	1,648	1,643	1,609	1,620	1,702	1,750	1,747
Plumbing and heating equipment and supplies	22	547	98	15.2	645	623	627	635	632	661	658	644	630	656	659	651	658
Tobacco and products (except leaf)	47	344	42	11.0	386	384	384	384	385	385	386	388	388	385	387	386	390
Waste materials	105	796	175	17.9	969	915	932	938	936	975	956	969	972	1,021	1,036	993	987
All other products	45	948	340	26.4	1,288	1,279	1,253	1,258	1,266	1,251	1,257	1,267	1,277	1,313	1,365	1,355	1,315
MASSACHUSETTS	3,190	47,339	11,816	20.0	59,155	58,133	58,108	58,061	58,009	58,589	59,220	59,501	59,647	59,864	60,195	60,134	60,398
Amusement and sporting goods	37	642	491	43.3	1,133	1,129	1,130	1,137	1,132	1,132	1,115	1,130	1,132	1,133	1,129	1,134	1,164
Automotive	99	2,867	486	14.5	3,353	3,268	3,264	3,281	3,328	3,347	3,371	3,394	3,398	3,394	3,398	3,397	3,398
Beer, wines, and liquors	34	1,866	418	18.3	2,284	2,206	2,190	2,190	2,224	2,272	2,287	2,345	2,345	2,343	2,340	2,323	2,344
Chemicals and paints	41	1,041	364	25.9	1,405	1,375	1,377	1,401	1,391	1,419	1,414	1,407	1,404	1,432	1,424	1,408	1,402
Clothing and furnishings	231	1,656	478	22.4	2,134	2,067	2,078	2,097	2,110	2,102	2,109	2,069	2,131	2,193	2,204	2,218	2,211
Coal and coke	18	773	192	19.9	965	1,027	1,021	1,017	961	953	950	928	918	950	964	949	947
Drugs (general line)	----	517	188	28.6	705	689	688	689	696	691	687	691	697	729	775	715	714
Drugs and drug sundries (specialty lines)	6	194	69	26.3	263	264	262	256	257	255	256	256	261	267	271	276	274
Dry goods (general line)	2	80	18	18.2	98	96	96	98	97	98	96	97	97	99	99	99	99
Dry goods (specialty lines)	211	693	328	32.1	1,021	1,005	1,011	1,010	1,011	1,012	1,011	1,016	1,025	1,032	1,042	1,040	1,042
Electrical goods	74	1,821	559	23.5	2,380	2,382	2,376	2,376	2,374	2,380	2,364	2,375	2,380	2,382	2,390	2,391	2,391
Farm products--raw materials	224	1,122	296	20.9	1,418	1,565	1,546	1,419	1,165	1,215	1,390	1,433	1,486	1,390	1,459	1,474	1,474
Farm products--consumer goods	411	4,711	773	14.1	5,484	5,286	5,271	5,312	5,388	5,603	5,617	5,658	5,614	5,612	5,557	5,487	5,403
Farm supplies	4	378	122	24.3	500	499	506	510	517	514	515	506	493	492	491	477	484
Furniture and house furnishings	79	638	300	32.0	938	914	917	922	927	927	920	927	912	954	975	974	988
Groceries (general line)	11	1,865	784	29.6	2,649	2,584	2,576	2,598	2,563	2,581	2,606	2,619	2,576	2,679	2,874	2,719	3,031
Groceries and foods (specialty lines)	416	7,735	1,551	16.7	9,286	8,955	8,920	9,088	9,269	9,377	9,621	9,541	9,554	9,395	9,301	9,211	9,200
Hardware	19	681	191	21.9	872	867	867	872	872	871	872	863	856	870	882	880	892
Jewelry	29	185	96	34.1	281	282	277	278	279	279	282	276	276	278	287	288	290
Lumber and construction materials	43	1,243	224	15.3	1,467	1,399	1,411	1,410	1,419	1,440	1,472	1,448	1,551	1,514	1,510	1,527	1,503
Machinery--equipment--supplies	242	4,320	1,247	22.4	5,567	5,603	5,570	5,460	5,477	5,498	5,515	5,551	5,612	5,627	5,628	5,630	5,629
Metals and metal work (except scrap)	33	1,063	252	19.2	1,315	1,244	1,252	1,259	1,266	1,290	1,279	1,310	1,323	1,368	1,398	1,398	1,395
Paper and its products	110	1,287	595	31.6	1,882	1,794	1,798	1,800	1,772	1,763	1,784	1,855	1,881	1,935	2,022	2,095	2,085
Petroleum and its products	88	3,399	142	4.0	3,541	3,616	3,676	3,585	3,496	3,494	3,493	3,495	3,493	3,488	3,514	3,562	3,581
Plumbing and heating equipment and supplies	75	1,512	319	17.4	1,831	1,770	1,767	1,763	1,777	1,815	1,824	1,826	1,828	1,866	1,919	1,913	1,905
Tobacco and products (except leaf)	76	743	176	19.1	919	914	914	911	919	913	917	920	920	921	922	924	933
Waste materials	265	1,474	497	25.2	1,971	1,878	1,877	1,876	1,887	1,920	1,972	2,016	1,997	2,004	2,070	2,077	2,078
All other products	310	2,833	660	18.9	3,493	3,455	3,470	3,465	3,435	3,428	3,483	3,529	3,489	3,517	3,552	3,548	3,541

* Based on count for October.

** Employees include paid executives of corporations but not proprietors of unincorporated businesses.

TABLE 2.—MONTHLY EMPLOYMENT AND SEX OF EMPLOYEES

STATES, BY KINDS OF BUSINESS—Continued

STATE AND KIND OF BUSINESS	Active proprietors of unincorporated businesses	SEX OF EMPLOYEES* (full-time and part-time combined)			Number of All Paid Employees on Pay Roll for Period Ended Nearest 15th of Each Month** (full-time and part-time combined)												
		Men	Women	Per cent women	Average number	January	February	March	April	May	June	July	August	September	October	November	December
MICHIGAN	4,878	42,438	9,854	18.8	52,292	50,825	50,527	50,759	50,755	51,257	52,198	52,510	52,959	54,124	54,735	53,695	53,365
Amusement and sporting goods	29	310	198	38.9	508	492	483	496	491	497	518	508	517	510	528	527	531
Automotive	314	5,416	1,279	19.1	6,695	6,519	6,582	6,573	6,590	6,662	6,689	6,728	6,712	6,738	6,806	6,861	6,874
Beer, wines, and liquors	238	1,841	132	6.7	1,973	1,906	1,878	1,842	1,861	1,958	2,027	2,067	2,071	2,040	2,014	1,976	2,050
Chemicals and paints	44	712	163	18.6	875	820	853	864	882	890	886	892	898	904	895	873	865
Clothing and furnishings	89	317	170	34.9	487	429	441	473	490	500	506	506	504	503	497	502	493
Coal and coke	27	396	94	19.1	490	494	486	498	479	479	466	473	495	500	499	500	518
Drugs (general line)	1	534	91	21.4	425	422	422	422	429	427	428	428	424	422	424	425	423
Drugs and drug sundries (specialty lines)	37	121	79	39.5	200	184	189	196	193	193	196	200	194	209	210	216	224
Dry goods (general line)	---	227	46	16.8	273	271	268	268	266	265	273	271	266	275	280	292	284
Dry goods (specialty lines)	41	153	74	32.8	227	219	221	218	220	223	226	228	229	231	232	236	238
Electrical goods	109	1,986	461	19.0	2,427	2,393	2,391	2,411	2,424	2,438	2,436	2,440	2,439	2,435	2,437	2,441	2,444
Farm products--raw materials	289	1,502	1,349	47.3	2,851	2,785	2,826	2,816	2,873	2,837	2,790	2,725	2,799	3,038	3,289	2,946	2,883
Farm products--consumer goods	796	4,267	982	18.7	5,249	4,875	4,828	4,855	4,912	5,007	5,533	5,366	5,462	5,918	6,043	5,306	5,090
Farm supplies	58	283	126	30.6	409	482	371	391	396	382	361	382	368	449	472	482	437
Furniture and house furnishings	42	400	118	22.7	518	480	481	507	518	522	540	529	525	503	510	550	545
Groceries (general line)	64	1,855	309	14.5	2,162	2,148	2,154	2,151	2,109	2,117	2,162	2,194	2,192	2,253	2,198	2,162	2,129
Groceries and foods (specialty lines)	551	4,061	711	14.9	4,772	4,681	4,671	4,707	4,707	4,752	4,813	4,828	4,792	4,850	4,827	4,832	4,829
Hardware	41	1,277	304	19.2	1,581	1,517	1,518	1,515	1,518	1,551	1,574	1,601	1,608	1,610	1,649	1,652	1,664
Jewelry	27	106	44	29.5	150	145	143	142	143	142	142	144	147	148	152	157	159
Lumber and construction materials	92	1,457	221	13.2	1,678	1,559	1,508	1,569	1,559	1,625	1,691	1,704	1,737	1,780	1,802	1,816	1,800
Machinery--equipment--supplies	383	4,213	1,033	19.7	5,246	5,148	5,146	5,150	5,157	5,186	5,218	5,266	5,322	5,348	5,362	5,318	5,325
Metals and metal work (except scrap)	80	1,616	292	15.3	1,908	1,813	1,804	1,858	1,835	1,850	1,850	1,880	1,949	2,048	2,058	2,006	1,972
Paper and its products	55	985	224	18.5	1,209	1,202	1,187	1,189	1,198	1,196	1,197	1,205	1,201	1,200	1,229	1,242	1,263
Petroleum and its products	840	3,703	224	5.7	3,927	3,885	3,838	3,827	3,861	3,903	3,942	3,984	4,009	4,007	3,933	3,992	3,948
Plumbing and heating equipment and supplies	63	1,126	221	16.4	1,347	1,295	1,281	1,300	1,306	1,311	1,323	1,330	1,369	1,426	1,426	1,410	1,381
Tobacco and products (except leaf)	103	757	160	17.4	917	900	901	903	907	914	916	925	926	928	929	928	930
Waste materials	278	1,800	400	18.2	2,200	2,032	2,046	2,080	2,063	2,070	2,122	2,151	2,207	2,272	2,416	2,495	2,451
All other products	189	1,239	349	22.0	1,588	1,571	1,650	1,562	1,570	1,580	1,573	1,575	1,595	1,599	1,618	1,572	1,605
MINNESOTA	4,077	30,975	6,548	17.5	37,523	36,542	36,213	36,452	36,396	36,624	36,958	37,413	38,080	39,058	39,234	39,002	38,548
Amusement and sporting goods	13	335	248	42.5	583	561	562	570	573	565	592	610	603	604	584	592	585
Automotive	127	1,945	504	13.5	2,249	2,129	2,142	2,150	2,219	2,260	2,266	2,312	2,314	2,317	2,319	2,288	2,274
Beer, wines, and liquors	231	1,264	161	11.3	1,425	1,358	1,349	1,354	1,394	1,446	1,499	1,495	1,491	1,457	1,423	1,397	1,434
Chemicals and paints	36	546	74	17.7	420	385	391	405	417	437	434	421	425	431	425	427	438
Clothing and furnishings	85	306	176	36.6	482	472	475	484	490	476	465	471	491	504	495	486	471
Coal and coke	6	807	104	11.4	911	954	1,105	1,069	829	798	843	836	888	869	939	906	870
Drugs (general line)	---	294	88	23.1	382	381	375	376	377	380	384	381	383	388	388	385	394
Drugs and drug sundries (specialty lines)	13	124	105	45.7	229	223	228	227	229	225	221	218	215	229	239	238	254
Dry goods (general line)	1	408	147	26.4	555	537	530	501	502	526	550	557	578	594	598	593	593
Dry goods (specialty lines)	28	82	41	33.6	123	122	127	124	117	119	123	114	116	121	129	133	135
Electrical goods	73	896	253	22.0	1,149	1,142	1,133	1,136	1,133	1,143	1,137	1,143	1,155	1,160	1,156	1,170	1,176
Farm products--raw materials	551	4,072	340	7.7	4,412	4,223	4,121	4,138	4,135	4,242	4,401	4,414	4,737	4,878	4,664	4,522	4,471
Farm products--consumer goods	596	2,921	848	22.5	3,769	3,606	3,577	3,776	3,646	3,545	3,508	3,432	3,460	4,004	4,223	4,272	4,182
Farm supplies	58	557	252	31.1	809	914	853	750	744	709	619	779	799	876	893	907	889
Furniture and house furnishings	31	306	95	23.5	401	375	391	390	398	401	406	406	415	410	409	405	404
Groceries (general line)	14	1,894	385	16.8	2,277	2,303	2,277	2,290	2,233	2,243	2,268	2,302	2,284	2,330	2,303	2,259	2,232
Groceries and foods (specialty lines)	257	2,296	473	17.1	2,769	2,737	2,754	2,737	2,682	2,670	2,704	2,759	2,800	2,806	2,883	2,919	2,797
Hardware	13	1,751	424	19.5	2,175	2,109	2,118	2,119	2,157	2,165	2,180	2,211	2,209	2,215	2,213	2,206	2,196
Jewelry	17	60	29	33.0	89	89	88	90	88	89	88	87	86	87	88	90	95
Lumber and construction materials	56	938	177	15.9	1,115	1,051	1,039	1,049	1,077	1,121	1,153	1,166	1,150	1,161	1,172	1,144	1,101
Machinery--equipment--supplies	195	2,865	698	19.6	3,561	3,405	3,404	3,449	3,586	3,588	3,550	3,606	3,664	3,759	3,659	3,592	3,523
Metals and metal work (except scrap)	21	446	70	13.5	518	442	428	445	487	489	507	560	557	548	593	593	587
Paper and its products	28	700	123	14.9	823	827	821	820	818	809	820	815	822	835	836	830	827
Petroleum and its products	1,271	2,744	219	7.4	2,963	2,854	2,872	2,921	2,963	2,984	2,978	3,001	3,006	3,018	3,027	2,975	2,962
Plumbing and heating equipment and supplies	48	823	170	17.1	993	953	945	960	961	977	999	998	1,015	1,032	1,024	1,029	1,020
Tobacco and products (except leaf)	100	270	36	11.7	306	300	298	298	301	307	310	313	317	314	305	305	308
Waste materials	138	535	77	12.5	612	491	419	435	499	542	569	594	642	689	814	859	811
All other products	92	988	435	30.6	1,423	1,401	1,415	1,389	1,363	1,368	1,364	1,410	1,428	1,442	1,453	1,500	1,549

* Based on count for October.

** Employees include paid executives of corporations but not proprietors of unincorporated businesses.

TABLE 2.—MONTHLY EMPLOYMENT AND SEX OF EMPLOYEES

STATES, BY KINDS OF BUSINESS—Continued

STATE AND KIND OF BUSINESS	All employees of business product [illegible]	SEX OF EMPLOYEES* (full-time and part-time combined) Men	Women	Per cent women	Number of All Paid Employees on Pay Roll for Period Ended Nearest 15th of Each Month** (full-time and part-time combined) Average number	January	February	March	April	May	June	July	August	September	October	November	December
MISSISSIPPI	1,136	6,037	991	14.1	7,028	6,645	6,634	6,690	6,860	6,977	8,006	6,764	6,841	7,123	7,267	7,270	7,264
Amusement and sporting goods	1	---	---	---	---	---	---	---	---	---	---	---	---	---	---	---	---
Automotive	54	461	44	8.8	505	482	482	490	499	502	507	502	505	517	528	523	522
Beer and wines	16	172	12	6.4	184	175	174	174	186	187	189	189	189	187	187	188	188
Chemicals and paints	---	8	---	---	8	7	8	8	8	8	8	7	7	7	7	8	7
Clothing and furnishings	5	7	2	---	9	9	9	9	9	9	9	9	9	9	9	9	9
Drugs (general line)	---	91	15	14.5	106	108	106	105	105	106	107	104	104	107	106	108	107
Drugs and drug sundries (specialty lines)	6	6	1	---	7	6	6	6	6	6	6	6	6	8	8	9	9
Dry goods (general line)	4	53	12	17.9	65	63	62	65	65	65	64	64	64	66	67	65	65
Dry goods (specialty lines)	3	4	1	---	5	5	5	5	5	5	5	5	5	5	5	5	5
Electrical goods	4	38	14	26.9	52	52	52	52	52	52	52	52	52	53	52	53	52
Farm products--raw materials	294	318	74	18.9	392	385	381	324	304	301	301	323	359	507	523	508	493
Farm products--consumer goods	65	345	11	3.2	356	199	211	217	376	514	1,504	214	209	191	210	207	225
Farm supplies	11	81	8	9.2	89	92	91	91	91	88	87	87	88	90	87	90	91
Furniture and house furnishings	---	4	---	---	4	---	3	3	4	4	4	4	4	5	6	6	6
Groceries (general line)	58	1,652	164	10.0	1,836	1,744	1,743	1,807	1,808	1,797	1,840	1,861	1,848	1,895	1,888	1,905	1,903
Groceries and foods (specialty lines)	107	732	361	33.0	1,093	1,061	1,062	1,059	1,058	1,045	1,045	1,055	1,063	1,117	1,202	1,158	1,149
Hardware	---	196	37	15.7	233	233	234	235	229	231	231	231	236	233	231	236	241
Lumber and construction materials	15	198	18	8.5	216	208	210	215	209	217	218	217	209	214	218	228	229
Machinery--equipment--supplies	16	286	5	1.7	291	294	293	288	282	293	288	282	291	298	298	295	297
Metals and metal work (except scrap)	4	16	6	---	22	22	22	22	21	22	21	23	21	25	22	21	21
Paper and its products	4	48	6	11.3	54	54	56	56	55	54	53	53	54	54	53	51	52
Petroleum and its products	406	909	126	12.2	1,035	985	979	1,027	1,043	1,016	1,024	1,035	1,043	1,065	1,077	1,069	1,051
Plumbing and heating equipment and supplies	---	19	5	---	22	21	21	22	22	23	23	23	23	23	22	23	23
Tobacco and products (except leaf)	14	135	17	10.9	152	149	147	143	151	153	154	153	154	158	155	155	154
Waste materials	40	159	21	11.8	180	179	165	157	160	163	160	155	161	172	195	241	247
All other products	9	99	13	11.7	112	112	112	110	112	108	108	110	109	119	111	109	118
MISSOURI	5,202	51,389	13,004	20.2	64,373	62,777	62,786	63,186	63,486	63,797	65,003	66,082	64,750	64,794	65,372	65,361	65,076
Amusement and sporting goods	27	774	485	38.5	1,259	1,257	1,254	1,262	1,232	1,258	1,275	1,286	1,278	1,244	1,261	1,282	1,244
Automotive	235	3,945	647	14.1	4,592	4,372	4,386	4,463	4,526	4,574	4,821	4,639	4,656	4,672	4,714	4,731	4,749
Beer, wines, and liquors	151	1,331	213	13.8	1,544	1,507	1,496	1,506	1,533	1,570	1,590	1,583	1,549	1,554	1,545	1,547	1,544
Chemicals and paints	44	1,032	374	26.6	1,406	1,379	1,370	1,387	1,389	1,408	1,401	1,405	1,461	1,454	1,410	1,408	1,595
Clothing and furnishings	161	3,257	1,127	25.7	4,384	4,273	4,290	4,314	4,307	4,273	4,369	4,409	4,435	4,501	4,513	4,511	4,407
Coal and coke	15	346	77	18.3	423	426	423	419	411	397	404	412	435	440	438	439	432
Drugs (general line)	---	822	329	28.6	1,151	1,144	1,138	1,137	1,140	1,136	1,126	1,139	1,143	1,165	1,206	1,168	1,174
Drugs and drug sundries (specialty lines)	29	696	434	38.4	1,130	1,127	1,130	1,135	1,136	1,137	1,131	1,120	1,116	1,124	1,146	1,134	1,125
Dry goods (general line)	1	1,703	450	20.9	2,153	2,145	2,117	2,126	2,116	2,102	2,103	2,153	2,173	2,165	2,202	2,202	2,207
Dry goods (specialty lines)	105	277	112	28.9	389	385	383	387	385	379	383	387	394	394	393	395	397
Electrical goods	93	1,727	530	23.5	2,257	2,198	2,200	2,224	2,228	2,234	2,237	2,260	2,283	2,306	2,282	2,310	2,327
Farm products--raw materials	588	2,791	392	12.3	3,183	3,264	3,182	2,984	2,966	3,067	3,258	3,464	3,190	3,101	3,184	3,193	3,357
Farm products--consumer goods	1,021	3,891	526	11.9	4,417	4,230	4,245	4,342	4,456	4,549	4,601	4,544	4,379	4,361	4,389	4,457	4,451
Farm supplies	117	1,000	133	11.7	1,133	956	967	988	989	943	1,441	1,897	1,143	1,082	1,103	1,089	1,018
Furniture and house furnishings	57	730	241	24.8	971	921	945	963	969	972	988	972	974	981	984	989	994
Groceries (general line)	39	2,110	321	13.2	2,431	2,420	2,402	2,409	2,403	2,445	2,426	2,427	2,436	2,448	2,483	2,448	2,432
Groceries and foods (specialty lines)	405	4,429	1,422	24.3	5,851	5,882	5,840	5,835	5,768	5,743	5,819	5,909	5,841	5,868	5,914	5,906	5,881
Hardware	35	2,417	654	21.3	3,071	3,003	3,024	3,064	3,069	3,053	3,048	3,072	3,062	3,094	3,104	3,112	3,093
Jewelry	18	168	106	38.7	274	270	271	272	273	272	265	265	266	266	275	298	300
Lumber and construction materials	90	1,980	306	13.4	2,286	2,204	2,196	2,200	2,202	2,301	2,281	2,310	2,317	2,355	2,376	2,374	2,316
Machinery--equipment--supplies	344	5,202	1,904	26.8	7,106	6,902	7,016	7,057	7,134	7,123	7,168	7,184	7,104	7,123	7,191	7,150	7,125
Metals and metal work (except scrap)	38	1,327	268	16.8	1,595	1,450	1,455	1,564	1,558	1,610	1,634	1,640	1,642	1,673	1,680	1,607	1,632
Paper and its products	75	1,272	438	25.6	1,710	1,724	1,700	1,691	1,692	1,692	1,697	1,712	1,705	1,683	1,740	1,744	1,745
Petroleum and its products	1,087	2,876	180	5.9	3,056	2,999	3,007	3,016	3,043	3,039	3,040	3,083	3,109	3,079	3,077	3,103	3,077
Plumbing and heating equipment and supplies	50	1,119	251	18.3	1,370	1,334	1,325	1,339	1,358	1,350	1,371	1,376	1,365	1,391	1,414	1,416	1,375
Tobacco and products (except leaf)	81	982	104	9.6	1,086	1,069	1,076	1,074	1,085	1,085	1,086	1,095	1,095	1,092	1,092	1,092	1,094
Waste materials	173	973	347	26.3	1,320	1,247	1,256	1,253	1,284	1,288	1,287	1,324	1,320	1,343	1,434	1,407	1,402
All other products	143	2,192	633	22.4	2,825	2,709	2,712	2,775	2,804	2,796	2,951	3,015	2,839	2,837	2,824	2,849	2,765

* Based on count for October. Percent women not shown for kinds of business where total employees is less than 50.

** Employees include paid executives of corporations but not proprietors of unincorporated businesses.

TABLE 2.—MONTHLY EMPLOYMENT AND SEX OF EMPLOYEES

STATES, BY KINDS OF BUSINESS—Continued

STATE AND KIND OF BUSINESS	Active proprietors of unincorporated businesses	SEX OF EMPLOYEES* (full-time and part-time combined)			Number of All Paid Employees on Pay Roll for Period Ended Nearest 15th of Each Month** (full-time and part-time combined)												
		Men	Women	Percent women	Average number	January	February	March	April	May	June	July	August	September	October	November	December
MONTANA	599	3,640	492	11.9	4,132	3,925	3,913	3,917	3,922	3,995	4,038	4,185	4,377	4,459	4,375	4,274	4,209
Amusement and sporting goods	3	9	10	---	19	19	19	19	19	19	19	20	20	20	19	19	19
Automotive	9	300	58	15.7	358	342	341	341	345	350	353	361	357	370	388	365	364
Beer, wines, and liquors	20	55	6	9.6	61	58	58	58	58	63	66	71	66	66	61	59	60
Chemicals and paints	3	35	2	---	37	34	35	36	38	36	40	40	38	40	38	35	35
Drugs (general line)	---	65	20	24.1	85	79	83	83	88	85	85	83	84	87	87	91	91
Electrical goods	4	85	26	23.7	111	107	107	109	110	110	110	111	112	113	113	113	115
Farm products--raw materials	55	809	17	2.1	826	767	756	757	729	742	755	794	935	1,005	951	891	855
Farm products--consumer goods	27	203	37	15.4	240	229	220	223	225	240	253	253	253	241	253	243	249
Farm supplies	9	35	26	43.1	61	92	92	92	51	31	24	22	26	51	58	98	100
Furniture and house furnishings	2	9	---	---	9	8	10	11	10	10	8	2	10	9	8	8	9
Groceries (general line)	1	424	60	12.5	484	450	448	449	454	475	489	510	521	547	508	480	478
Groceries and foods (specialty lines)	14	200	45	18.2	245	239	243	245	237	241	237	246	253	250	245	253	245
Hardware	1	227	59	20.7	286	288	271	278	282	287	279	286	283	289	290	303	301
Lumber and construction materials	5	48	17	26.0	65	55	54	53	59	60	66	72	70	72	73	72	68
Machinery--equipment--supplies	11	424	45	9.6	469	430	436	444	463	480	473	498	519	486	480	468	455
Metals and metal work (except scrap)	2	10	1	---	11	10	12	12	11	11	11	12	16	12	12	10	7
Paper and its products	2	42	11	20.4	53	49	49	51	50	52	54	56	56	56	55	54	54
Petroleum and its products	403	419	10	2.3	429	394	409	399	426	429	442	455	461	458	439	420	419
Plumbing and heating equipment and supplies	1	63	17	21.3	80	76	71	77	74	73	76	84	91	83	89	83	77
Tobacco and products (except leaf)	12	88	18	17.0	106	108	106	106	107	107	104	107	104	103	103	105	106
Waste materials	6	22	---	---	22	19	19	21	21	21	21	22	22	25	27	26	22
All other products	9	68	9	12.2	77	74	76	75	73	73	73	80	80	76	80	78	80
NEBRASKA	2,338	12,951	2,087	13.9	15,038	14,329	14,285	14,549	14,556	14,742	15,050	15,571	15,384	15,337	15,480	15,635	15,553
Amusement and sporting goods	6	154	108	41.4	262	257	259	260	258	259	256	260	259	270	269	266	276
Automotive	58	1,019	146	12.5	1,165	1,109	1,113	1,149	1,128	1,163	1,169	1,174	1,192	1,185	1,224	1,187	1,181
Beer, wines, and liquors	56	410	44	9.8	454	377	372	384	396	480	501	509	505	503	473	468	485
Chemicals and paints	8	151	33	17.7	184	175	175	184	188	188	192	188	189	183	183	186	182
Clothing and furnishings	7	17	17	---	34	28	29	30	32	33	33	34	35	39	38	40	37
Coal and coke	6	44	13	22.0	57	56	56	55	55	54	54	58	59	59	59	59	60
Drugs (general line)	---	121	38	23.8	159	164	159	159	158	157	157	163	158	157	157	158	158
Drugs and drug sundries (specialty lines)	12	7	6	---	13	13	13	13	13	14	13	13	13	12	13	13	13
Dry goods (general line)	---	56	9	13.6	65	64	64	64	65	65	65	65	65	65	66	66	65
Dry goods (specialty lines)	1	22	27	---	49	49	49	49	49	49	49	49	49	49	49	49	49
Electrical goods	16	378	71	15.9	449	436	435	441	430	442	449	447	459	454	456	463	473
Farm products--raw materials	520	2,003	153	7.1	2,156	2,025	2,019	2,014	2,011	2,033	2,108	2,524	2,354	2,219	2,197	2,193	2,169
Farm products--consumer goods	653	1,544	189	10.9	1,733	1,588	1,540	1,600	1,531	1,553	1,597	1,637	1,682	1,727	1,918	2,196	2,232
Farm supplies	38	176	44	19.9	220	221	233	231	223	222	214	215	220	224	225	230	181
Furniture and house furnishings	14	210	57	21.2	267	258	258	261	261	262	266	268	265	270	275	271	287
Groceries (general line)	4	1,131	264	18.9	1,395	1,374	1,380	1,368	1,390	1,386	1,406	1,412	1,396	1,437	1,430	1,393	1,393
Groceries and foods (specialty lines)	86	725	111	13.3	836	834	819	830	812	819	872	915	841	823	819	824	818
Hardware	---	213	41	16.0	254	245	243	244	251	261	261	258	254	258	257	258	257
Jewelry	---	16	6	---	22	22	22	22	22	22	22	22	22	22	22	22	22
Lumber and construction materials	11	421	45	9.7	466	418	416	419	452	446	475	470	509	512	514	509	448
Machinery--equipment--supplies	46	1,604	310	16.2	1,914	1,826	1,872	1,919	1,957	1,942	1,992	1,966	1,934	1,898	1,889	1,884	1,883
Metals and metal work (except scrap)	2	19	4	---	23	20	19	18	20	28	25	35	23	26	24	23	20
Paper and its products	9	289	76	20.9	365	374	366	362	360	354	354	362	365	392	374	361	361
Petroleum and its products	705	1,371	69	4.8	1,440	1,362	1,366	1,429	1,439	1,458	1,464	1,484	1,469	1,471	1,463	1,439	1,443
Plumbing and heating equipment and supplies	9	270	49	15.5	319	317	312	311	319	319	323	319	318	338	321	319	318
Tobacco and products (except leaf)	28	128	12	8.9	140	140	139	139	140	139	139	141	142	142	140	142	142
Waste materials	47	175	59	25.1	234	219	219	236	234	232	228	225	226	237	262	254	241
All other products	16	277	88	23.7	363	360	358	358	362	364	366	364	361	369	363	364	361

* Based on count for October. Percent women not shown for kinds of business where total employees is less than 50.

** Employees include paid executives of corporations but not proprietors of unincorporated businesses.

TABLE 2.—MONTHLY EMPLOYMENT AND SEX OF EMPLOYEES
STATES, BY KINDS OF BUSINESS—Continued

STATE AND KIND OF BUSINESS	Active proprietors of unincorporated businesses	SEX OF EMPLOYEES* (full-time and part-time combined)			Number of All Paid Employees on Pay Roll for Period Ended Nearest 15th of Each Month** (full-time and part-time combined)												
		Men	Women	Per-cent women	Average number	January	February	March	April	May	June	July	August	September	October	November	December
NEVADA	108	680	53	7.2	733	682	663	694	696	709	735	765	784	790	753	768	761
Automotive	5	61	12	16.1	73	67	66	67	67	68	76	72	80	76	81	76	78
Beer, wines, and liquors	11	57	6	9.4	63	60	60	61	60	62	63	65	68	65	64	60	65
Chemicals and paints	---	5	2	---	7	7	7	7	7	7	7	7	7	7	7	7	7
Electrical goods	---	10	2	---	12	12	12	12	12	12	12	12	12	12	12	12	12
Farm products--raw materials	1	32	3	---	35	24	22	36	34	35	42	37	41	42	39	37	26
Farm products--consumer goods	2	90	4	3.9	94	85	80	87	86	94	100	104	102	101	86	101	102
Farm supplies	---	7	---	---	7	6	6	7	7	7	6	6	7	7	7	7	7
Groceries (general line)	---	47	3	6.3	50	45	45	47	45	48	52	51	55	54	48	49	49
Groceries and foods (specialty lines)	7	55	3	5.7	58	67	56	55	62	63	54	56	57	58	53	62	57
Hardware	---	22	2	---	24	22	26	22	26	23	26	25	25	24	23	26	24
Lumber and construction materials	3	21	2	---	23	19	21	25	25	25	23	24	25	24	24	24	24
Machinery--equipment--supplies	4	31	4	---	35	24	24	24	23	24	23	43	42	45	46	49	49
Metals and metal work (except scrap)	1	11	---	---	11	9	10	12	12	12	12	13	10	11	6	10	8
Paper and its products	---	7	---	---	7	7	7	7	7	7	7	7	7	7	7	7	7
Petroleum and its products	72	172	4	2.2	176	171	162	166	166	166	173	184	186	188	187	181	186
Plumbing and heating equipment and supplies	---	6	1	---	7	6	7	7	7	7	7	7	8	7	8	7	7
Tobacco and products (except leaf)	1	23	3	---	26	26	27	26	26	26	27	27	27	27	25	27	26
All other products	1	23	2	---	25	25	25	26	24	25	25	25	25	25	26	26	28
NEW HAMPSHIRE	198	2,215	319	12.6	2,534	2,428	2,434	2,432	2,456	2,495	2,549	2,620	2,610	2,630	2,588	2,570	2,590
Amusement and sporting goods	1	---	---	---	---	---	---	---	---	---	---	---	---	---	---	---	---
Automotive	17	151	17	11.5	148	143	142	149	151	151	145	148	148	152	152	145	144
Beer, wines, and liquors	11	93	20	17.5	113	101	103	102	105	107	116	126	128	125	118	116	114
Chemicals and paints	1	2	---	---	2	2	2	2	2	2	2	2	2	2	2	2	2
Clothing and furnishings	---	42	8	16.0	50	53	52	51	49	50	49	50	49	51	50	50	49
Coal and coke	---	2	1	---	3	3	3	3	3	3	3	3	3	3	3	3	3
Drugs and drug sundries (specialty lines)	1	16	13	---	29	27	28	28	29	29	29	29	30	30	30	29	30
Electrical goods	5	32	6	---	38	36	36	36	38	38	39	41	40	39	41	37	37
Farm products--raw materials	3	2	---	---	2	1	1	3	1	1	1	3	1	1	1	3	1
Farm products--consumer goods	35	314	37	10.6	351	319	323	321	339	358	376	378	377	380	357	348	341
Farm supplies	---	8	1	---	7	7	7	7	7	7	7	7	7	7	7	7	7
Furniture and house furnishings	2	5	1	---	6	6	6	6	6	6	6	6	6	6	6	6	6
Groceries (general line)	1	214	47	17.9	261	256	256	254	256	258	264	272	266	269	263	255	257
Groceries and foods (specialty lines)	24	373	24	6.0	397	379	379	376	376	382	395	399	402	417	407	425	421
Hardware	---	172	45	20.7	217	213	213	213	213	213	213	214	214	213	213	217	260
Lumber and construction materials	7	27	10	---	37	33	33	34	35	39	42	43	39	40	36	36	34
Machinery--equipment--supplies	6	86	16	15.5	102	99	101	102	99	100	103	105	104	104	103	103	102
Paper and its products	1	4	2	---	6	6	5	5	5	6	7	6	7	8	8	7	7
Petroleum and its products	53	443	18	3.9	461	450	451	448	448	451	448	467	476	473	483	472	462
Plumbing and heating equipment and supplies	3	59	18	22.8	77	76	76	76	76	76	77	78	78	79	79	76	76
Tobacco and products (except leaf)	6	94	21	18.3	115	112	112	112	109	111	113	128	117	117	111	114	118
Waste materials	12	45	3	---	48	43	43	43	45	42	49	50	51	49	54	55	55
All other products	9	53	11	17.2	64	63	62	63	64	65	65	65	65	65	64	64	64

* Based on count for October. Percent women not shown for kinds of business where total employees is less than 50.
** Employees include paid executives of corporations but not proprietors of unincorporated businesses.

TABLE 2.—MONTHLY EMPLOYMENT AND SEX OF EMPLOYEES

STATES, BY KINDS OF BUSINESS—Continued

STATE AND KIND OF BUSINESS	Active proprietors of unincorporated businesses	SEX OF EMPLOYEES* (full-time and part-time combined)			Number of All Paid Employees on Pay Roll for Period Ended Nearest 15th of Each Month** (full-time and part-time combined)												
		Men	Women	Per cent women	Average number	January	February	March	April	May	June	July	August	September	October	November	December
NEW JERSEY	1,928	31,174	5,455	14.8	36,809	35,479	35,436	35,758	35,949	36,054	36,621	36,922	37,060	37,415	37,483	37,806	37,519
Amusement and sporting goods	15	81	36	31.1	117	101	103	108	107	114	118	124	132	132	125	123	122
Automotive	123	2,340	298	11.3	2,638	2,617	2,597	2,605	2,571	2,614	2,641	2,667	2,651	2,679	2,679	2,667	2,673
Beer, wines, and liquors	78	1,811	256	12.4	2,067	1,966	1,975	2,008	2,019	2,043	2,082	2,090	2,110	2,117	2,107	2,112	2,169
Chemicals and paints	25	645	202	23.9	847	802	810	813	812	855	884	850	851	849	880	913	880
Clothing and furnishings	7	114	38	24.7	152	150	150	151	152	155	155	150	148	149	149	154	157
Coal and coke	14	158	13	7.8	171	182	182	182	165	160	155	155	155	169	179	179	183
Drugs (general line)	---	212	81	27.8	293	302	296	292	293	291	291	294	292	290	291	293	295
Drugs and drug sundries (specialty lines)	9	260	165	38.8	425	400	400	430	419	426	425	432	428	441	441	432	420
Dry goods (general line)	1	11	1	---	12	12	12	12	12	12	12	12	12	12	12	12	12
Dry goods (specialty lines)	21	160	86	35.1	246	243	254	261	251	249	240	238	233	245	255	258	244
Electrical goods	42	1,179	304	20.5	1,483	1,462	1,469	1,475	1,487	1,495	1,490	1,488	1,487	1,484	1,494	1,487	1,483
Farm products--raw materials	35	131	10	7.2	141	140	142	139	139	137	135	142	139	141	142	144	149
Farm products--consumer goods	358	3,425	449	11.6	3,874	3,596	3,613	3,689	3,793	3,853	4,004	4,147	4,148	4,048	3,922	3,898	3,782
Farm supplies	9	211	23	10.0	234	230	233	247	257	254	261	217	218	228	219	226	223
Furniture and house furnishings	22	209	54	20.7	263	261	251	250	256	255	261	258	255	260	277	285	282
Groceries (general line)	24	735	144	16.4	879	852	859	861	840	856	890	891	912	939	892	889	883
Groceries and foods (specialty lines)	282	5,312	997	15.8	6,309	6,009	6,040	6,161	6,242	6,116	6,302	6,436	6,419	6,556	6,493	6,481	6,458
Hardware	22	593	112	22.1	505	505	505	505	505	500	500	505	500	500	505	519	511
Jewelry	5	27	9	---	36	34	35	35	36	36	36	35	35	34	37	38	38
Lumber and construction materials	25	1,502	211	12.3	1,713	1,639	1,628	1,639	1,650	1,670	1,653	1,711	1,746	1,771	1,804	1,825	1,823
Machinery--equipment--supplies	147	1,910	431	18.4	2,341	2,312	2,310	2,308	2,350	2,350	2,350	2,350	2,361	2,350	2,348	2,346	2,351
Metals and metal work (except scrap)	23	1,109	156	12.3	1,265	1,197	1,205	1,202	1,209	1,227	1,238	1,238	1,255	1,313	1,356	1,391	1,363
Paper and its products	80	644	158	19.7	802	795	792	788	789	798	789	795	797	806	822	829	831
Petroleum and its products	97	3,984	223	5.3	4,207	4,205	4,185	4,160	4,156	4,159	4,157	4,157	4,144	4,192	4,255	4,368	4,369
Plumbing and heating equipment and supplies	65	1,067	219	17.0	1,286	1,225	1,227	1,263	1,250	1,265	1,302	1,302	1,310	1,318	1,324	1,324	1,318
Tobacco and products (except leaf)	102	652	118	15.3	770	769	768	766	771	753	771	775	778	776	769	771	778
Waste materials	211	1,363	163	10.7	1,526	1,450	1,434	1,488	1,498	1,490	1,530	1,515	1,533	1,547	1,583	1,604	1,640
All other products	88	1,529	478	23.9	2,007	2,025	1,965	1,920	1,920	1,923	1,951	1,988	2,031	2,069	2,123	2,088	2,082
NEW MEXICO	414	2,206	257	10.4	2,463	2,344	2,337	2,330	2,401	2,444	2,497	2,543	2,535	2,546	2,558	2,522	2,501
Automotive	15	106	12	9.9	118	118	110	113	116	119	120	118	124	114	118	123	123
Beer, wines, and liquors	12	128	35	21.5	163	144	147	145	158	171	166	173	169	174	166	165	173
Chemicals and paints	---	12	---	---	12	12	12	12	12	12	13	13	13	12	12	12	12
Drugs and drug sundries (specialty lines)	3	4	1	---	5	4	4	4	4	4	4	5	6	6	6	6	6
Dry goods (specialty lines)	---	4	---	---	4	4	4	4	4	4	4	4	4	4	4	4	4
Electrical goods	1	2	---	---	2	---	---	---	2	2	2	2	2	2	4	4	4
Farm products--raw materials	22	170	11	6.2	181	157	152	147	162	173	205	214	173	184	222	199	199
Farm products--consumer goods	24	168	40	19.2	208	181	191	197	197	206	220	227	239	224	215	203	201
Farm supplies	7	17	---	---	17	17	16	17	17	20	18	15	18	19	18	16	16
Furniture and house furnishings	3	26	25	49.0	51	51	51	51	51	51	51	51	51	51	51	51	51
Groceries (general line)	18	324	32	8.9	356	354	349	348	355	353	353	354	356	375	365	358	350
Groceries and foods (specialty lines)	30	104	11	9.8	115	101	102	105	104	105	108	120	121	127	127	130	130
Hardware	---	59	10	14.5	69	65	63	66	70	72	69	71	68	69	69	70	71
Jewelry	2	2	1	---	3	3	3	3	3	3	3	3	3	3	3	3	3
Lumber and construction materials	4	56	7	10.6	63	61	61	60	61	63	62	63	62	65	66	65	64
Machinery--equipment--supplies	16	198	18	8.5	216	212	211	200	223	222	216	212	220	219	219	220	212
Metals and metal work (except scrap)	---	53	---	---	53	53	48	51	52	50	53	54	56	52	57	55	60
Paper and its products	---	16	2	---	18	19	16	17	17	16	16	18	18	20	19	18	18
Petroleum and its products	248	417	20	4.6	437	426	430	425	428	430	436	436	447	448	446	445	441
Plumbing and heating equipment and supplies	2	65	13	16.5	78	74	74	77	75	76	81	78	79	81	79	85	82
Tobacco and products (except leaf)	2	9	1	---	10	10	10	10	10	11	11	11	11	11	9	10	10
Waste materials	1	9	---	---	9	10	10	10	8	7	7	6	8	10	11	11	11
All other products	6	257	18	6.6	275	270	275	288	272	274	279	293	287	277	272	269	270

* Based on count for October. Percent women not shown for kinds of business where total employees is less than 50.

** Employees include paid executives of corporations but not proprietors of unincorporated businesses.

TABLE 2.—MONTHLY EMPLOYMENT AND SEX OF EMPLOYEES

STATES, BY KINDS OF BUSINESS—Continued

STATE AND KIND OF BUSINESS	Average number of employees during period	SEX OF EMPLOYEES* (Full-time and part-time combined) Men	Women	Percent of women	Number of All Paid Employees on Pay Roll for Period Ended Nearest 15th of Each Month** (Full-time and part-time combined) Average number	January	February	March	April	May	June	July	August	September	October	November	December
NEW YORK	19,577	219,941	72,866	24.9	292,807	285,292	285,967	287,653	288,320	289,431	291,399	292,787	294,926	297,859	300,299	300,324	299,421
Amusement and sporting goods	342	3,743	1,971	34.5	5,714	5,551	5,517	5,528	5,547	5,593	5,758	5,710	5,757	5,792	5,849	5,938	6,033
Automotive	395	8,435	1,764	17.3	10,199	9,779	9,829	10,010	10,147	10,253	10,295	10,340	10,363	10,448	10,498	10,261	10,182
Beer, wines, and liquors	292	7,936	1,922	19.5	9,858	9,417	9,443	9,779	9,566	9,764	9,853	9,897	9,891	10,008	10,065	10,301	10,317
Chemicals and paints	241	5,976	2,301	27.8	8,277	8,053	8,120	8,144	8,293	8,393	8,350	8,297	8,254	8,316	8,369	8,346	8,383
Clothing and furnishings	2,389	13,382	7,111	34.7	20,493	19,794	19,976	20,196	20,320	20,202	20,129	20,269	20,504	20,987	21,327	21,215	21,002
Coal and coke	66	1,831	478	20.7	2,309	2,417	2,483	2,442	2,374	2,266	2,198	2,158	2,150	2,240	2,316	2,343	2,337
Drugs (general line)	---	1,504	439	22.6	1,943	1,943	1,929	1,931	1,939	1,935	1,934	1,943	1,942	1,946	1,955	1,950	1,985
Drugs and drug sundries (specialty lines)	233	4,592	5,241	53.3	9,833	9,452	9,452	9,500	9,529	9,512	9,542	9,553	9,955	10,177	10,597	10,338	10,583
Dry goods (general line)	25	757	628	45.3	1,383	1,382	1,386	1,399	1,382	1,369	1,374	1,386	1,398	1,400	1,410	1,369	1,387
Dry goods (specialty lines)	2,454	24,752	10,308	29.4	35,060	34,133	34,533	34,722	34,707	34,607	34,528	34,882	35,307	35,790	36,012	35,838	35,657
Electrical goods	404	7,731	2,415	23.8	10,148	10,071	10,016	10,084	10,064	10,104	10,083	10,083	10,159	10,197	10,226	10,306	10,353
Farm products--raw materials	649	2,609	1,123	30.1	3,732	3,844	3,758	3,824	3,658	3,614	3,655	3,544	3,552	3,694	3,859	3,903	3,884
Farm products--consumer goods	1,786	16,552	2,605	13.6	19,157	18,256	18,259	18,327	18,521	18,947	19,164	19,611	19,764	20,216	20,145	19,608	19,071
Farm supplies	52	789	444	36.0	1,233	1,371	1,361	1,245	1,161	1,112	1,066	1,109	1,198	1,254	1,279	1,315	1,321
Furniture and house furnishings	901	6,802	2,725	28.6	9,527	9,315	9,303	9,340	9,379	9,358	9,387	9,311	9,497	9,796	9,902	9,918	9,863
Groceries (general line)	90	5,121	1,155	18.4	6,276	6,204	6,213	6,236	6,219	6,245	6,228	6,285	6,297	6,400	6,369	6,323	6,298
Groceries and foods (specialty lines)	1,939	22,206	4,974	18.3	27,180	26,414	26,454	26,603	26,820	27,040	27,290	27,373	27,393	27,620	27,706	27,998	27,454
Hardware	255	3,742	1,093	22.8	4,835	4,795	4,767	4,797	4,798	4,860	4,887	4,819	4,819	4,840	4,881	4,882	4,880
Jewelry	1,081	3,417	2,610	43.3	6,027	5,955	5,994	6,035	5,935	5,941	5,881	5,849	6,191	5,955	6,208	6,288	6,086
Lumber and construction materials	271	7,277	1,274	14.9	8,551	8,276	8,225	8,302	8,438	8,549	8,713	8,701	8,675	8,699	8,658	8,639	8,731
Machinery--equipment--supplies	1,345	20,977	6,195	22.8	27,172	26,807	26,750	26,804	26,965	27,086	27,278	27,419	27,237	27,314	27,357	27,447	27,594
Metals and metal work (except scrap)	198	4,997	1,417	22.1	6,414	6,215	6,195	6,232	6,244	6,324	6,357	6,402	6,413	6,544	6,675	6,674	6,687
Paper and its products	877	8,205	2,913	26.2	11,118	10,957	10,993	11,020	11,031	10,947	10,943	10,928	10,990	11,195	11,392	11,469	11,556
Petroleum and its products	433	9,023	882	8.9	9,905	9,824	9,880	9,868	9,870	9,864	9,913	9,773	9,759	9,843	9,858	10,051	10,251
Plumbing and heating equipment and supplies	259	4,535	1,098	19.5	5,633	5,450	5,489	5,517	5,536	5,559	5,614	5,690	5,713	5,755	5,771	5,757	5,750
Tobacco and products (except leaf)	304	4,823	981	16.9	5,804	5,294	5,312	5,397	5,436	5,649	5,532	6,824	6,787	5,771	5,583	5,567	5,501
Waste materials	1,225	4,774	1,149	19.4	5,923	5,691	5,632	5,624	5,650	5,652	5,714	5,760	5,866	6,112	6,467	6,447	6,466
All other products	1,283	13,453	5,652	29.6	19,105	18,552	18,718	18,747	18,791	18,706	18,755	18,891	19,097	19,550	19,785	19,833	19,849
NORTH CAROLINA	2,075	23,076	7,271	24.0	30,347	23,557	20,773	20,319	19,555	19,633	19,996	20,766	44,729	47,537	49,054	43,972	34,294
Amusement and sporting goods	7	246	178	42.0	424	398	400	407	409	430	423	420	430	429	436	448	480
Automotive	104	1,497	148	9.0	1,645	1,568	1,582	1,591	1,613	1,621	1,645	1,661	1,669	1,667	1,705	1,694	1,718
Beer, wines, and liquors	26	309	27	8.0	336	307	302	303	305	311	337	341	361	368	366	368	359
Chemicals and paints	14	264	51	16.2	315	308	311	316	318	318	321	322	315	316	316	314	310
Clothing and furnishings	15	83	22	21.2	105	104	104	106	103	101	101	102	107	106	107	111	110
Coal and coke	1	11	4	---	15	15	15	15	15	15	15	15	15	15	15	15	15
Drugs (general line)	2	211	52	19.8	263	256	258	259	259	259	261	265	267	269	269	268	271
Drugs and drug sundries (specialty lines)	14	31	5	---	36	34	35	35	35	34	36	37	39	38	36	35	35
Dry goods (general line)	12	91	34	27.2	125	124	126	126	126	127	127	127	126	126	126	126	118
Dry goods (specialty lines)	18	102	76	42.5	178	175	175	175	175	174	174	175	178	178	179	186	186
Electrical goods	18	408	130	24.1	538	532	532	532	530	529	530	533	539	555	548	553	548
Farm products--raw materials	450	8,295	5,192	38.5	13,487	7,677	4,805	3,900	3,110	3,003	3,124	3,892	27,117	29,805	31,517	26,891	17,197
Farm products--consumer goods	171	1,166	63	5.1	1,229	1,091	1,094	1,123	1,218	1,299	1,447	1,408	1,172	1,174	1,231	1,235	1,261
Farm supplies	60	338	50	12.8	388	416	416	432	453	406	389	342	357	363	356	346	384
Furniture and house furnishings	11	89	11	11.0	100	99	98	100	100	99	99	99	100	100	100	100	101
Groceries (general line)	142	1,527	135	8.1	1,662	1,627	1,620	1,671	1,629	1,665	1,674	1,667	1,674	1,711	1,671	1,672	1,668
Groceries and foods (specialty lines)	291	2,185	270	11.0	2,455	2,309	2,337	2,362	2,479	2,487	2,491	2,471	2,500	2,546	2,422	2,448	2,402
Hardware	5	598	95	13.7	693	644	656	658	655	660	664	719	727	741	726	734	726
Jewelry	---	2	---	---	2	2	2	2	2	2	2	2	2	2	3	3	3
Lumber and construction materials	50	590	80	9.4	640	598	614	638	618	620	614	659	647	666	666	669	686
Machinery--equipment--supplies	60	1,093	200	15.5	1,293	1,240	1,258	1,263	1,307	1,312	1,299	1,285	1,285	1,283	1,310	1,350	1,329
Metals and metal work (except scrap)	4	23	2	---	25	25	26	26	26	26	26	26	24	24	24	24	24
Paper and its products	12	220	39	15.2	259	252	253	253	258	254	257	261	261	264	267	266	267
Petroleum and its products	435	2,007	75	3.6	2,082	2,016	2,004	2,039	2,042	2,071	2,103	2,117	2,149	2,116	2,108	2,103	2,110
Plumbing and heating equipment and supplies	10	344	107	23.7	451	429	430	440	445	464	453	452	452	452	461	462	457
Tobacco and products (except leaf)	47	472	13	2.6	485	281	289	288	284	287	291	291	1,069	1,069	1,072	295	303
Waste materials	49	459	83	15.4	542	479	481	510	493	510	538	531	540	546	583	653	643
All other products	47	425	149	26.0	574	551	550	549	548	549	555	566	597	608	614	603	603

* Based on count for October. Percent women not shown for kinds of business where total employees is less than 50.

** Employees include paid executives of corporations but not proprietors of unincorporated businesses.

TABLE 2.—MONTHLY EMPLOYMENT AND SEX OF EMPLOYEES

STATES, BY KINDS OF BUSINESS—Continued

STATE AND KIND OF BUSINESS	[illegible]	SEX OF EMPLOYEES (including part-time employees)			Number of All Part Employees on Pay Roll for Period Ended Nearest 15th of Each Month** (full-time and part-time combined)												
	[illegible]	Men	Women	[illegible]	Average number	January	February	March	April	May	June	July	August	September	October	November	December
NORTH DAKOTA	1,300	5,394	507	8.6	5,901	5,492	5,411	5,512	5,505	5,541	5,596	5,814	6,246	6,605	6,371	6,335	6,388
Amusement and sporting goods	---	1	---	---	1	1	1	1	1	1	1	1	1	1	1	1	1
Automotive	12	334	44	11.7	378	348	350	364	369	380	384	383	384	392	400	395	384
Beer, wines, and liquors	26	205	36	14.9	241	229	230	232	235	240	260	254	255	240	245	240	234
Chemicals and paints	2	52	5	9.1	57	51	51	54	59	57	59	56	65	59	66	51	53
Coal and coke	---	8	4	---	12	13	13	13	13	11	11	11	11	13	13	13	12
Drugs and drug sundries (specialty lines)	---	4	---	---	4	4	4	4	4	4	4	4	4	4	4	4	4
Dry goods (general line)	---	19	2	---	21	21	21	21	21	21	21	22	21	21	21	21	21
Dry goods (specialty lines)	1	3	1	---	4	4	4	4	4	4	4	4	4	4	4	4	4
Electrical goods	7	60	12	17.0	72	70	69	69	68	69	72	75	76	75	77	74	75
Farm products--raw materials	280	1,946	30	1.5	1,976	1,813	1,747	1,790	1,788	1,803	1,800	1,942	2,325	2,350	2,171	2,121	2,065
Farm products--consumer goods	306	418	144	25.7	560	531	528	544	402	378	374	564	381	711	711	624	974
Farm supplies	14	81	6	7.1	87	88	92	90	91	85	73	74	82	89	98	87	96
Groceries (general line)	---	591	58	9.0	649	617	608	614	621	649	664	689	680	703	666	642	638
Groceries and foods (specialty lines)	17	163	15	8.4	178	175	175	176	179	179	181	178	176	178	177	178	178
Hardware	--	12	4	---	16	14	14	16	16	17	18	17	17	17	19	16	16
Lumber and construction materials	4	61	13	17.5	74	61	63	70	76	75	79	79	77	82	78	78	75
Machinery--equipment--supplies	10	512	79	13.3	591	532	534	516	572	563	604	666	666	649	613	596	586
Paper and its products	2	22	4	---	26	25	25	25	25	25	25	25	26	27	27	28	28
Petroleum and its products	601	739	24	3.2	763	706	693	717	781	797	776	788	809	802	789	754	740
Plumbing and heating equipment and supplies	5	35	5	---	40	38	39	40	38	38	40	40	39	43	44	41	40
Tobacco and products (except leaf)	1	29	6	---	35	33	33	34	35	35	36	35	35	34	35	36	36
Waste materials	4	31	1	---	32	33	33	33	24	28	28	27	28	29	29	46	45
All other products	8	70	14	16.5	84	85	84	85	85	82	82	82	84	82	83	85	83
OHIO	6,021	62,804	13,171	17.3	75,975	73,907	73,919	74,054	74,700	75,127	75,736	76,377	76,596	77,339	78,000	78,061	77,889
Amusement and sporting goods	32	768	318	40.3	1,286	1,274	1,267	1,297	1,255	1,282	1,272	1,305	1,293	1,311	1,298	1,288	1,295
Automotive	401	5,511	890	13.9	6,401	6,252	6,262	6,309	6,325	6,328	6,359	6,408	6,461	6,497	6,550	6,548	6,558
Beer, wines, and liquors	132	1,833	231	11.2	2,064	1,934	1,930	1,950	1,969	2,001	2,116	2,146	2,155	2,169	2,150	2,144	2,109
Chemicals and paints	65	1,062	334	23.9	1,396	1,364	1,337	1,364	1,396	1,414	1,417	1,418	1,409	1,435	1,422	1,395	1,386
Clothing and furnishings	147	889	245	26.0	944	912	905	910	914	902	903	911	981	1,021	1,021	987	966
Coal and coke	33	1,257	451	26.4	1,708	1,753	1,951	1,691	1,678	1,605	1,658	1,629	1,658	1,681	1,718	1,745	1,745
Drugs (general line)	---	576	169	22.7	745	739	732	732	731	740	763	753	753	751	747	753	751
Drugs and drug sundries (specialty lines)	52	342	230	40.2	572	570	559	566	556	556	563	569	579	592	579	595	574
Dry goods (general line)	---	298	58	16.4	356	353	347	348	352	349	354	358	357	362	362	362	362
Dry goods (specialty lines)	80	365	116	24.2	481	477	475	475	474	474	471	480	479	478	494	494	495
Electrical goods	132	3,094	822	21.0	3,916	3,836	3,839	3,866	3,933	3,893	3,935	3,939	3,930	3,936	3,953	3,959	3,978
Farm products—raw materials	582	2,756	372	11.9	3,128	3,312	3,217	3,056	3,074	2,987	2,946	3,088	3,073	3,131	3,140	3,117	3,400
Farm products—consumer goods	1,136	5,109	717	12.3	5,826	5,373	5,374	5,490	5,770	5,985	6,024	6,053	6,023	5,986	5,991	5,942	5,916
Farm supplies	109	948	170	15.2	1,118	1,050	1,074	1,095	1,155	1,126	1,127	1,157	1,179	1,141	1,100	1,102	1,117
Furniture and house furnishings	78	634	256	28.8	890	873	842	868	867	876	901	893	890	903	919	919	923
Groceries (general line)	31	3,350	453	11.9	3,803	3,813	3,802	3,824	3,774	3,773	3,785	3,802	3,802	3,857	3,837	3,807	3,765
Groceries and foods (specialty lines)	644	5,212	1,215	18.9	6,427	6,264	6,213	6,259	6,325	6,407	6,500	6,497	6,559	6,585	6,651	6,628	6,441
Hardware	41	2,002	463	18.8	2,465	2,406	2,417	2,424	2,420	2,432	2,465	2,488	2,485	2,506	2,508	2,510	2,513
Jewelry	24	189	97	33.9	286	280	279	279	279	279	279	282	281	287	291	293	317
Lumber and construction materials	178	3,086	469	13.2	3,555	3,361	3,368	3,376	3,398	3,451	3,528	3,562	3,623	3,641	3,736	3,817	3,799
Machinery—equipment—supplies	516	6,714	1,524	18.5	8,238	8,003	8,071	8,140	8,143	8,240	8,246	8,333	8,355	8,368	8,353	8,355	8,254
Metals and metal work (except scrap)	35	2,433	484	16.6	2,917	2,797	2,811	2,817	2,817	2,798	2,818	2,883	2,948	3,009	3,071	3,122	3,107
Paper and its products	71	1,783	482	21.3	2,265	2,292	2,251	2,234	2,240	2,236	2,249	2,237	2,243	2,259	2,282	2,293	2,358
Petroleum and its products	569	4,685	331	6.6	5,016	4,853	4,851	4,908	4,976	5,058	5,103	5,121	5,108	5,106	5,024	5,051	5,058
Plumbing and heating equipment and supplies	98	1,435	391	21.4	1,826	1,792	1,783	1,783	1,786	1,803	1,794	1,801	1,827	1,878	1,878	1,893	1,888
Tobacco and products (except leaf)	100	958	246	20.4	1,204	1,189	1,183	1,195	1,192	1,190	1,207	1,214	1,216	1,214	1,213	1,214	1,227
Waste materials	493	3,385	664	16.6	4,069	3,797	3,758	3,767	3,851	3,865	3,889	3,965	4,037	4,113	4,232	4,624	4,537
All other products	267	2,320	753	24.5	3,073	2,998	3,021	3,047	3,052	3,077	3,084	3,085	3,093	3,122	3,100	3,106	3,090

* Based on cost for estimates. Cement water not shown for kinds of business where total employees is less than 50.

** Employees include and executives of corporations but not proprietors of unincorporated businesses.

TABLE 2.—MONTHLY EMPLOYMENT AND SEX OF EMPLOYEES

STATES, BY KINDS OF BUSINESS—Continued

STATE AND KIND OF BUSINESS	Active proprietors of unincorporated businesses	SEX OF EMPLOYEES* (full-time and part-time combined)			Number of All Paid Employees on Pay Roll for Period Ended Nearest 15th of Each Month** (full-time and part-time combined)												
		Men	Women	Percent women	Average number	January	February	March	April	May	June	July	August	September	October	November	December
OKLAHOMA	2,769	13,958	1,601	10.3	15,559	14,858	14,875	14,998	15,053	15,177	16,074	16,230	15,658	15,856	15,728	16,234	16,168
Amusement and sporting goods	11	164	116	41.4	280	270	269	270	287	266	284	304	282	285	288	285	291
Automotive	126	1,164	116	9.1	1,280	1,250	1,247	1,244	1,248	1,263	1,286	1,303	1,307	1,296	1,320	1,306	1,314
Beer	29	327	13	3.8	340	284	295	315	320	343	368	400	396	388	352	315	304
Chemicals and paints	9	75	4	5.0	79	79	79	78	79	77	78	79	78	83	80	79	77
Clothing and furnishings	5	6	6	---	12	11	14	14	13	10	10	11	12	14	14	13	11
Coal and coke	4	27	12	---	39	39	38	38	38	38	38	39	39	39	39	38	39
Drugs (general line)	---	174	31	15.1	205	205	204	206	206	205	207	205	206	205	205	204	206
Drugs and drug sundries (specialty lines)	11	30	18	---	48	49	47	48	47	47	50	49	50	49	50	48	46
Dry goods (general line)	1	30	5	---	35	37	36	36	37	36	35	35	35	35	34	35	34
Dry goods (specialty lines)	6	10	1	---	11	11	11	11	11	11	11	11	11	11	11	11	11
Electrical goods	19	276	71	20.4	347	338	339	339	345	350	345	345	345	352	355	353	352
Farm products—raw materials	346	1,244	165	11.7	1,409	1,246	1,235	1,228	1,245	1,283	1,993	1,951	1,427	1,306	1,345	1,328	1,315
Farm products—consumer goods	740	1,827	102	5.3	1,929	1,740	1,738	1,780	1,788	1,836	1,842	1,865	1,843	1,865	1,908	2,462	2,459
Farm supplies	42	209	15	6.9	224	221	220	224	226	221	219	228	229	224	226	226	229
Furniture and house furnishings	2	41	7	---	48	39	39	42	42	50	53	53	50	54	53	52	49
Groceries (general line)	25	1,373	124	8.3	1,497	1,467	1,466	1,468	1,480	1,479	1,479	1,515	1,527	1,586	1,543	1,492	1,467
Groceries and foods (specialty lines)	152	1,058	180	14.5	1,238	1,250	1,241	1,206	1,195	1,180	1,187	1,184	1,189	1,247	1,273	1,339	1,359
Hardware	4	224	23	9.2	247	243	246	248	245	246	252	252	244	245	247	251	245
Jewelry	1	4	4	---	8	8	8	8	8	8	8	8	8	8	8	8	8
Lumber and construction materials	23	481	35	6.8	516	487	486	496	534	535	527	542	545	509	520	507	498
Machinery—equipment—supplies	142	2,269	252	10.0	2,521	2,473	2,499	2,517	2,526	2,510	2,516	2,550	2,530	2,526	2,522	2,530	2,556
Metals and metal work (except scrap)	7	190	13	6.3	203	186	211	246	188	181	196	247	208	186	197	193	197
Paper and its products	1	224	44	16.3	268	264	268	264	264	266	269	268	272	270	270	268	270
Petroleum and its products	951	1,519	68	4.3	1,587	1,505	1,490	1,515	1,556	1,565	1,657	1,648	1,651	1,630	1,616	1,615	1,599
Plumbing and heating equipment and supplies	3	260	45	14.9	305	325	308	302	300	306	296	293	297	302	309	313	308
Tobacco and products (except leaf)	42	164	36	17.8	200	198	199	199	198	199	200	203	201	202	202	201	202
Waste materials	62	304	15	4.7	319	288	279	294	298	313	315	289	298	335	362	401	383
All other products	25	284	80	22.1	364	365	363	362	351	351	353	355	380	384	379	361	359
OREGON	1,025	12,157	3,286	21.3	15,443	14,086	14,202	14,101	14,059	14,082	14,973	16,089	17,433	17,720	16,782	15,894	15,920
Amusement and sporting goods	12	152	93	37.8	245	244	248	241	248	246	244	253	239	247	248	241	248
Automotive	82	1,124	186	14.2	1,310	1,208	1,210	1,237	1,275	1,323	1,326	1,356	1,377	1,357	1,375	1,343	1,338
Beer, wines, and liquors	51	315	51	13.8	366	341	344	344	352	358	370	388	388	387	377	374	374
Chemicals and paints	11	239	30	11.2	269	266	266	267	268	274	275	272	267	266	267	268	268
Clothing and furnishings	16	115	49	29.9	164	157	158	161	159	158	157	163	169	173	174	173	160
Drugs (general line)	1	132	58	30.4	190	190	188	189	185	181	194	193	194	193	195	191	192
Drugs and drug sundries (specialty lines)	7	43	22	33.3	65	63	63	63	64	64	65	66	66	65	65	65	65
Dry goods (general line)	2	28	6	---	34	33	33	33	33	33	33	33	33	36	35	35	35
Dry goods (specialty lines)	11	12	4	---	16	15	16	16	16	16	16	17	17	17	17	17	17
Electrical goods	23	427	120	21.9	547	547	547	546	549	549	547	547	547	547	548	547	548
Farm products—raw materials	59	674	72	9.7	746	644	672	651	751	736	752	1,010	1,027	950	597	592	575
Farm products—consumer goods	126	1,447	1,022	41.4	2,469	1,744	1,771	1,637	1,395	1,493	2,167	2,565	3,721	4,125	3,386	2,894	2,935
Farm supplies	31	410	53	11.5	463	451	466	449	424	387	338	335	612	538	487	422	443
Furniture and house furnishings	9	158	41	20.5	199	198	192	194	198	193	195	198	201	207	200	204	206
Groceries (general line)	9	552	107	16.3	659	660	650	649	649	644	659	666	661	683	676	662	650
Groceries and foods (specialty lines)	104	1,002	424	29.7	1,426	1,295	1,340	1,323	1,351	1,269	1,330	1,414	1,433	1,435	1,668	1,706	1,531
Hardware	15	443	118	21.1	561	566	566	570	559	564	563	561	558	558	558	556	558
Jewelry	1	24	7	---	31	30	30	30	30	30	31	32	32	32	32	32	32
Lumber and construction materials	44	464	112	19.4	576	550	548	562	563	574	576	589	596	612	597	590	580
Machinery—equipment—supplies	75	1,571	229	12.7	1,800	1,726	1,723	1,741	1,746	1,767	1,809	1,835	1,856	1,843	1,859	1,842	1,847
Metals and metal work (except scrap)	3	247	44	15.2	291	283	283	291	298	279	285	304	302	299	292	289	281
Paper and its products	9	229	61	21.2	290	284	277	278	277	284	287	292	299	287	299	305	306
Petroleum and its products	242	1,557	123	7.3	1,680	1,584	1,592	1,604	1,647	1,657	1,726	1,769	1,773	1,760	1,715	1,668	1,647
Plumbing and heating equipment and supplies	16	174	36	17.1	210	200	200	202	203	206	212	219	216	216	215	215	216
Tobacco and products (except leaf)	23	102	15	13.1	117	114	114	113	114	115	117	121	120	120	121	120	120
Waste materials	20	107	26	19.3	133	136	124	127	126	122	131	109	120	131	150	150	165
All other products	23	409	177	30.2	586	557	581	583	561	560	570	582	607	636	611	573	605

* Based on count for October. Percent women not shown for kinds of business where total employees is less than 50.

** Employees include paid executives of corporations but not proprietors of unincorporated businesses.

TABLE 2.—MONTHLY EMPLOYMENT AND SEX OF EMPLOYEES

STATES, BY KINDS OF BUSINESS—Continued

STATE AND KIND OF BUSINESS	Active proprietors of unincorporated businesses	SEX OF EMPLOYEES* full-time and part-time combined. Men	Women	Percent women	Number of All Paid Employees on Pay Roll for Period Ended Nearest 15th of Each Month** full-time and part-time combined. Average number	January	February	March	April	May	June	July	August	September	October	November	December
PENNSYLVANIA	8,671	82,058	16,954	17.1	98,972	98,703	96,960	97,469	97,845	98,098	98,708	99,216	99,362	100,078	101,012	101,400	101,018
Amusement and sporting goods	76	1,098	612	35.8	1,710	1,715	1,739	1,711	1,651	1,683	1,687	1,708	1,713	1,712	1,710	1,718	1,767
Automotive	388	6,716	890	11.7	7,606	7,286	7,328	7,427	7,536	7,588	7,597	7,651	7,657	7,668	7,893	7,825	7,821
Beer, wines, and liquors	823	2,509	266	9.6	2,775	2,661	2,860	2,663	2,713	2,746	2,829	2,860	2,870	2,864	2,815	2,815	2,798
Chemicals and paints	71	1,756	522	22.9	2,278	2,257	2,282	2,286	2,276	2,287	2,290	2,297	2,282	2,294	2,280	2,289	2,241
Clothing and furnishings	358	1,155	383	25.2	1,518	1,490	1,495	1,508	1,508	1,514	1,508	1,501	1,489	1,538	1,562	1,558	1,552
Coal and coke	52	774	228	22.8	1,002	1,015	1,020	1,011	1,003	987	965	957	975	1,010	1,027	1,022	1,032
Drugs (general line)	3	841	285	25.3	1,126	1,115	1,111	1,115	1,113	1,126	1,126	1,130	1,134	1,134	1,135	1,134	1,135
Drugs and drug sundries (specialty lines)	58	759	310	29.0	1,069	1,074	1,058	1,058	1,057	1,061	1,077	1,060	1,070	1,076	1,080	1,070	1,070
Dry goods (general line)	13	492	116	19.1	606	606	599	595	606	602	604	605	583	618	626	623	620
Dry goods (specialty lines)	243	844	621	42.4	1,465	1,457	1,452	1,461	1,473	1,459	1,455	1,460	1,479	1,476	1,476	1,462	1,475
Electrical goods	207	3,810	1,056	21.7	4,866	4,683	4,718	4,793	4,784	4,755	4,791	4,936	4,931	4,930	4,963	5,015	5,087
Farm products—raw materials	314	1,000	119	10.6	1,119	1,208	1,290	1,229	1,136	1,047	1,060	1,106	1,045	1,045	1,067	1,088	1,061
Farm products—consumer goods	1,241	7,144	1,144	13.8	8,288	7,941	8,025	8,049	8,113	8,293	8,592	8,595	8,443	8,434	8,561	8,342	8,263
Farm supplies	102	569	118	17.2	687	676	690	717	707	693	677	670	697	700	672	671	671
Furniture and house furnishings	193	1,317	407	23.6	1,724	1,641	1,654	1,672	1,666	1,724	1,715	1,718	1,728	1,772	1,793	1,798	1,800
Groceries (general line)	147	3,628	676	15.7	4,304	4,295	4,285	4,300	4,283	4,282	4,279	4,289	4,291	4,347	4,347	4,344	4,326
Groceries and foods (specialty lines)	1,101	10,456	1,773	14.5	12,229	12,084	12,093	12,111	12,187	12,143	12,203	12,146	12,173	12,330	12,362	12,482	12,439
Hardware	73	1,653	338	17.0	1,991	1,951	1,951	1,954	1,963	1,976	1,980	1,984	1,983	1,990	2,043	2,059	2,082
Jewelry	104	340	128	27.3	468	452	453	459	461	461	464	462	464	473	484	489	491
Lumber and construction materials	229	4,018	595	12.9	4,613	4,414	4,420	4,442	4,486	4,613	4,627	4,690	4,702	4,722	4,708	4,697	4,730
Machinery—equipment—supplies	728	9,046	2,191	19.5	11,237	11,011	11,038	11,146	11,181	11,217	11,218	11,253	11,281	11,352	11,457	11,426	11,263
Metals and metal work (except scrap)	109	2,552	575	18.4	3,127	3,029	3,025	3,028	3,032	3,058	3,075	3,086	3,152	3,234	3,290	3,277	3,298
Paper and its products	196	2,349	569	19.5	2,918	2,921	2,875	2,892	2,888	2,903	2,882	2,882	2,891	2,913	2,954	2,980	3,005
Petroleum and its products	345	6,753	296	4.2	7,049	7,016	7,031	7,047	6,952	6,895	6,898	6,973	7,007	6,991	7,107	7,331	7,341
Plumbing and heating equipment and supplies	152	2,382	471	16.5	2,853	2,755	2,738	2,778	2,778	2,807	2,813	2,843	2,871	2,934	2,989	2,998	2,936
Tobacco and products (except leaf)	265	1,715	439	20.4	2,152	2,126	2,128	2,137	2,143	2,156	2,135	2,187	2,187	2,160	2,165	2,178	2,187
Waste materials	677	2,993	1,041	25.8	4,034	3,715	3,885	3,772	3,844	3,920	4,063	4,088	4,142	4,127	4,395	4,399	4,281
All other products	405	3,391	765	18.4	4,156	4,069	4,128	4,110	4,105	4,122	4,097	4,129	4,182	4,184	4,231	4,251	4,275
RHODE ISLAND	456	5,958	1,472	19.8	7,430	7,293	7,243	7,311	7,359	7,322	7,434	7,451	7,424	7,498	7,587	7,626	7,[illegible]
Amusement and sporting goods	6	30	26	46.3	56	49	51	53	53	51	58	60	59	61	59	60	6[illegible]
Automotive	24	408	46	10.1	454	455	443	451	464	421	452	477	452	456	458	455	459
Beer, wines, and liquors	12	288	51	14.9	339	331	331	333	330	332	339	345	346	347	350	346	346
Chemicals and paints	12	230	60	20.8	290	287	288	289	290	287	287	288	289	298	295	295	294
Clothing and furnishings	10	26	12	---	38	36	38	37	38	37	37	36	36	37	43	43	4[illegible]
Coal and coke	3	41	3	---	44	45	44	41	40	40	40	40	40	42	51	51	5[illegible]
Drugs (general line)	---	128	57	30.9	185	178	180	180	191	188	182	185	188	189	191	187	184
Drugs and drug sundries (specialty lines)	5	6	2	---	8	8	8	8	8	8	8	8	8	8	9	10	1[illegible]
Dry goods (general line)	1	23	8	---	31	31	31	31	31	31	30	30	30	31	32	32	32
Dry goods (specialty lines)	14	41	64	60.7	105	93	92	106	106	126	129	108	105	103	101	107	[illegible]
Electrical goods	12	148	48	24.4	196	188	186	187	189	186	196	197	198	204	205	204	204
Farm products—raw materials	1	57	17	22.8	74	77	72	70	68	71	71	77	75	75	79	78	7[illegible]
Farm products—consumer goods	52	546	61	10.1	607	577	566	576	598	612	625	624	641	650	647	621	62[illegible]
Farm supplies	---	9	1	---	10	10	10	11	12	12	12	6	8	9	9	9	[illegible]
Furniture and house furnishings	10	98	32	24.8	130	124	125	127	130	126	130	126	132	136	133	132	13[illegible]
Groceries (general line)	6	164	36	18.1	200	202	199	203	201	200	201	201	199	200	199	199	20[illegible]
Groceries and foods (specialty lines)	62	[illegible]	117	12.3	953	948	946	937	924	926	930	948	941	958	974	999	1,0[illegible]
Hardware	3	48	11	18.8	59	57	57	57	59	59	59	59	59	59	59	59	5[illegible]
Jewelry	18	229	188	44.9	415	398	398	410	410	404	404	389	417	428	434	4[illegible]	437
Lumber and construction materials	6	229	37	15.5	276	255	255	254	269	278	298	296	291	284	274	[illegible]	[illegible]
Machinery—equipment—supplies	36	412	134	24.5	546	547	543	547	553	545	551	543	536	539	544	[illegible]	[illegible]
Metals and metal work (except scrap)	3	[illegible]	29	23.0	128	123	121	126	126	126	130	128	141	126	129	126	13[illegible]
Paper and its products	15	190	59	23.7	249	245	245	241	248	249	250	251	252	254	254	248	25[illegible]
Petroleum and its products	19	[illegible]	41	5.6	731	761	751	755	733	725	713	714	712	696	719	734	757
Plumbing and heating equipment and supplies	8	[illegible]	83	22.8	364	353	352	353	356	353	359	365	367	368	377	379	3[illegible]
Tobacco and products (except leaf)	22	[illegible]	49	21.9	192	178	175	178	179	182	201	199	198	201	199	202	20[illegible]
Waste materials	62	264	104	28.9	359	352	366	362	357	354	354	355	356	357	364	366	3[illegible]
All other products	34	[illegible]	105	26.7	393	385	370	388	396	391	391	396	396	396	434	434	423

* Based on count for October. Percent women not shown for kinds of business where total employees is less than 50.

** Employees include paid executives of corporations but not proprietors of unincorporated businesses.

451724 O - 42 - 29

TABLE 2.—MONTHLY EMPLOYMENT AND SEX OF EMPLOYEES

STATES, BY KINDS OF BUSINESS—Continued

STATE AND KIND OF BUSINESS	NO. OF EMPLOYEES*				Number of All Paid Employees in Pay Roll for Pay Period Ended Nearest 15th of Each Month**												
	All	Men	Women	Percent Women	January	February	March	April	May	June	July	August	September	October	November	December
SOUTH CAROLINA	1,102	7,263	978	11.9	8,241	7,117	7,202	7,240	7,316	7,316	7,538	7,972	10,098	10,110	10,153	8,892	7,943
Amusement and sporting goods	2	---	---	---	---	---	---	---	---	---	---	---	---	---	---	---	---
Automotive	20	340	28	7.7	368	347	350	350	366	368	374	376	369	378	385	381	380
Beer, wines, and liquors	8	300	19	5.8	319	294	294	301	311	312	320	326	335	337	329	331	332
Chemicals and paints	---	61	10	14.3	71	70	70	70	70	70	70	70	70	73	73	73	73
Coal and coke	3	13	4	---	17	16	16	16	16	16	16	17	17	19	19	19	19
Dry goods and furnishings	2	21	12	---	33	33	33	33	33	33	33	33	33	33	33	33	33
Drugs (general line)	---	119	23	16.3	142	139	139	140	140	139	142	144	143	143	146	144	146
Drugs and drug sundries (specialty lines)	4	11	6	---	17	17	17	17	17	17	17	17	17	17	17	17	17
Dry goods (general line)	3	21	6	---	27	25	25	25	25	26	26	27	27	27	28	29	28
Dry goods (specialty lines)	8	11	4	---	15	15	15	15	14	14	14	14	14	14	15	15	15
Electrical goods	7	82	20	19.4	102	93	94	94	94	100	101	103	107	107	108	108	109
Farm products--raw materials	379	991	227	18.6	1,218	433	434	435	440	430	420	743	3,032	2,940	2,923	1,648	742
Farm products--consumer goods	76	609	31	4.9	640	588	580	586	616	687	758	844	599	585	609	636	637
Farm supplies	15	136	17	10.8	153	127	138	172	196	163	138	128	150	158	156	176	128
Furniture and house furnishings	3	13	3	---	16	13	13	13	14	15	15	18	18	18	17	17	16
Groceries (general line)	38	928	93	9.1	1,021	1,005	1,006	1,005	1,004	1,007	1,010	1,018	1,025	1,031	1,055	1,048	1,045
Groceries and foods (specialty lines)	134	929	102	9.9	1,031	1,037	1,042	1,042	1,042	998	1,006	1,012	1,021	1,035	1,049	1,045	1,044
Hardware	6	275	46	14.4	321	304	298	303	307	307	311	333	337	336	341	335	345
Jewelry	2	---	---	---	---	---	---	---	---	---	---	---	---	---	---	---	---
Lumber and construction materials	20	137	34	19.6	171	158	165	163	167	168	171	173	174	176	177	178	178
Machinery--equipment--supplies	18	348	57	14.1	405	382	381	385	387	388	411	419	427	430	419	421	414
Metals and metal work (except scrap)	3	103	6	5.1	109	100	106	104	103	104	109	110	115	110	119	116	116
Paper and its products	4	103	15	12.4	118	116	123	120	119	120	115	112	114	117	119	120	122
Petroleum and its products	271	1,070	70	6.1	1,140	1,108	1,106	1,105	1,109	1,118	1,146	1,161	1,182	1,175	1,153	1,173	1,187
Plumbing and heating equipment and supplies	4	160	43	21.3	203	197	198	197	197	197	199	201	203	217	210	212	212
Tobacco and products (except leaf)	20	117	22	16.1	139	138	139	138	138	138	137	137	140	140	141	140	142
Waste materials	25	215	28	11.6	243	203	230	211	204	204	272	232	235	289	279	288	289
All other products	27	150	52	25.6	202	179	190	200	187	199	205	204	214	225	237	189	194
SOUTH DAKOTA	1,100	4,093	604	12.9	4,697	4,387	4,356	4,396	4,519	4,554	4,682	4,843	4,876	4,897	4,899	4,984	4,971
Amusement and sporting goods	1	7	6	---	13	13	13	13	13	13	13	14	14	13	13	14	13
Automotive	26	267	32	10.8	299	284	282	286	292	294	303	305	305	304	312	313	314
Beer, wines, and liquors	23	179	43	19.3	222	209	208	210	214	219	229	244	243	231	220	217	218
Chemicals and paints	1	27	3	---	30	29	29	29	29	29	37	33	31	29	29	29	29
Coal and coke	1	1	---	---	1	2	2	1	1	1	1	1	1	2	2	2	1
Drugs (general line)	---	47	12	20.7	59	59	58	60	57	58	59	59	57	58	60	58	59
Electrical goods	6	41	14	25.5	55	54	54	55	53	53	55	57	57	56	55	55	55
Farm products--raw materials	225	1,120	33	2.9	1,153	1,118	1,095	1,090	1,054	1,090	1,106	1,197	1,224	1,213	1,211	1,209	1,234
Farm products--consumer goods	216	439	250	34.4	689	517	514	523	578	611	649	683	708	746	761	884	850
Farm supplies	10	80	7	8.4	87	77	80	86	92	93	98	87	83	84	90	84	98
Groceries (general line)	6	486	70	12.8	556	533	536	532	598	555	560	555	563	575	554	557	550
Groceries and foods (specialty lines)	28	128	12	8.8	140	141	141	141	141	141	140	140	137	141	140	139	139
Hardware	---	59	13	18.1	72	70	70	70	71	71	73	75	75	75	72	72	72
Jewelry	1	---	---	---	---	---	---	---	---	---	---	---	---	---	---	---	---
Lumber and construction materials	2	43	8	14.8	51	40	42	43	51	51	59	49	49	49	54	55	75
Machinery--equipment--supplies	12	331	48	12.7	379	358	361	368	382	377	390	417	395	391	388	388	355
Paper and its products	1	35	5	---	40	39	39	41	41	39	40	41	42	40	40	40	42
Petroleum and its products	509	665	21	3.1	686	661	651	669	680	684	695	705	702	706	704	692	681
Plumbing and heating equipment and supplies	1	37	8	---	45	53	52	51	41	42	41	45	45	41	44	43	44
Tobacco and products (except leaf)	8	21	---	---	21	21	21	21	21	21	21	21	21	22	22	22	22
Waste materials	19	37	20	35.6	57	48	48	47	51	51	54	56	60	61	65	68	69
All other products	8	43	19	30.4	62	61	60	60	59	61	60	63	64	64	63	63	61

* Based on count for October. Percent women not shown for kinds of business where total employees is less than 50.

** Employees include paid executives of corporations but not proprietors of unincorporated businesses.

TABLE 2.—MONTHLY EMPLOYMENT AND SEX OF EMPLOYEES

STATES, BY KINDS OF BUSINESS—Continued

STATE AND KINDS OF BUSINESS	[illegible]	NO. OF EMPLOYEES [illegible]		[illegible]	NUMBER OF WAGE-EARNERS PAID FOR PAY PERIOD NEAREST 15TH OF EACH MONTH** [illegible]													
		Men	Women	[illegible]	[illegible]	[illegible]	[illegible]	[illegible]	[illegible]	[illegible]	[illegible]	[illegible]	[illegible]	[illegible]	[illegible]	[illegible]	[illegible]	[illegible]
TENNESSEE	1,912	19,872	3,499	15.1	23,171	23,753	23,132	22,893	22,348	21,980	22,718	23,537	22,656	23,027	23,340	23,742	23,342	
Amusement and sporting goods	7	134	115	46.1	249	241	238	243	243	244	247	245	245	259	250	259	275	
Automotive	68	1,208	205	14.5	1,413	1,348	1,370	1,386	1,409	1,397	1,414	1,417	1,422	1,431	1,469	1,446	1,452	
Books, maps, and liquors	39	383	43	10.1	428	272	275	288	289	287	438	537	544	543	543	543	549	
Chemicals and paints	8	135	28	21.2	133	130	133	133	132	135	131	132	133	134	135	136	135	
Industrial and farm supplies	48	447	81	15.4	528	505	504	514	519	530	523	540	543	550	551	541	513	
Jewelry and watches	11	177	58	24.6	235	233	234	235	233	231	232	232	234	235	236	238	241	
Drugs (general line)	---	338	111	24.8	449	447	445	448	437	444	452	451	460	450	448	451	454	
Drugs and drug sundries (specialty lines)	20	202	100	33.2	302	273	297	296	301	303	306	308	307	309	313	306	303	
Dry goods (general line)	11	512	71	12.2	583	571	571	579	580	578	574	580	587	590	587	596	597	
Dry goods (specialty lines)	17	94	21	17.9	115	110	112	112	115	117	115	115	120	114	108	114	124	
Electrical goods	19	485	114	18.3	599	553	554	558	564	566	574	580	588	560	591	593	589	
Farm products—raw materials	428	2,145	553	20.5	2,698	4,238	3,518	2,679	2,441	1,916	1,644	2,033	2,055	2,230	2,299	2,743	4,379	
Farm products—consumer goods	375	1,931	278	12.6	2,209	1,946	1,943	1,996	2,041	2,183	3,031	2,940	2,123	2,091	2,104	2,046	2,084	
Farm supplies	40	267	16	5.8	283	274	280	286	279	259	248	254	262	285	323	328	323	
Furniture and home furnishings	9	105	18	14.9	123	113	116	118	117	117	120	122	126	131	134	134	130	
Groceries (general line)	19	1,795	243	12.0	2,028	1,987	1,988	2,031	2,003	2,018	1,986	2,033	2,027	2,075	2,055	2,070	2,068	
Groceries and food specialty lines	187	1,947	413	17.5	2,360	2,326	2,328	2,330	2,335	2,332	2,360	2,360	2,360	2,381	2,413	2,402	2,387	
Hardware	12	1,057	132	11.1	1,189	1,155	1,163	1,181	1,162	1,162	1,173	1,171	1,183	1,216	1,246	1,239	1,231	
Hardware—specialty	4	9	2	---	11	11	11	11	11	11	11	11	11	11	11	11	11	
Heavy construction materials	69	927	106	10.3	1,033	994	977	1,020	1,032	1,051	1,046	1,027	1,048	1,048	1,058	1,054	1,046	
Industrial equipment supplies	108	1,855	299	13.9	2,154	2,088	2,082	2,096	2,123	2,123	2,144	2,157	2,209	2,200	2,222	2,228	2,175	
Metals and metal work (except scrap)	14	317	19	5.6	336	346	366	336	340	319	308	336	315	332	346	348	344	
Paper and its products	24	496	95	16.1	591	566	567	572	578	581	578	598	587	593	603	638	635	
Petroleum and its products	240	1,326	64	4.6	1,390	1,353	1,358	1,362	1,352	1,366	1,373	1,427	1,421	1,423	1,422	1,409	1,419	
Plumbing and heating equipment and supplies	10	316	71	18.4	387	385	384	381	375	373	380	390	394	398	400	399	390	
Tobacco and products (except leaf)	22	151	31	16.9	182	182	181	181	161	182	182	182	182	182	181	179	183	
Raw materials	58	592	61	9.4	653	580	609	612	627	613	602	650	650	698	732	727	731	
All other products	47	391	161	29.7	542	526	528	531	527	522	526	531	540	556	562	566	594	
TEXAS	7,627	55,885	8,594	13.3	64,479	62,595	62,806	64,015	64,147	64,923	64,126	61,597	60,854	62,152	65,031	70,206	71,490	
Amusement and sporting goods	37	495	353	41.6	848	840	825	850	832	842	832	842	862	842	860	866	904	
Automotive	308	3,886	490	11.2	4,376	4,202	4,245	4,284	4,327	4,348	4,370	4,417	4,439	4,458	4,465	4,463	4,499	
Books, maps, and liquors	243	1,773	93	5.0	1,866	1,748	1,740	1,781	1,835	1,876	1,887	1,883	1,898	1,934	1,949	1,914	1,946	
Chemicals and paints	18	898	104	13.0	802	775	764	764	760	789	806	824	839	812	817	829	841	
Industrial and farm supplies	51	290	196	40.3	486	486	491	486	481	474	457	493	531	513	517	475	435	
Jewelry and watches	4	33	5	---	38	37	40	37	39	39	39	37	36	39	39	40	38	
Drugs (general line)	1	643	123	16.0	766	760	762	769	768	783	760	760	769	771	760	775	771	
Drugs and drug sundries (specialty lines)	55	599	117	23.2	506	492	498	495	495	497	502	507	511	514	521	521	519	
Dry goods (general line)	5	518	114	18.1	632	616	624	612	606	609	618	630	658	654	644	651	656	
Dry goods (specialty lines)	45	111	63	36.1	174	179	170	169	186	170	170	172	174	172	178	174	176	
Electrical goods	68	1,318	340	20.5	1,658	1,593	1,615	1,637	1,656	1,660	1,669	1,699	1,694	1,709	1,657	1,654	1,655	
Farm products—raw materials	1,008	3,995	424	9.6	4,419	3,869	3,765	3,754	3,630	4,172	5,104	5,146	4,498	5,052	4,915	4,488	4,451	
Farm products—consumer goods	987	8,094	1,080	11.8	9,154	9,457	9,644	9,742	9,401	10,145	8,422	5,720	5,580	5,984	8,097	13,280	14,370	
Farm supplies	94	608	62	9.3	670	695	681	701	658	646	640	633	643	679	687	687	710	
Furniture and home furnishings	81	399	118	22.9	517	493	490	505	514	515	513	512	506	527	533	549	552	
Groceries (general line)	164	4,559	300	6.2	4,852	4,782	4,757	4,790	4,800	4,732	4,782	4,865	4,881	4,965	4,961	4,826	4,836	
Groceries and food (specialty lines)	[illegible]	[illegible]	2,127	27.1	7,847	7,411	7,497	8,354	8,366	7,851	7,748	7,305	6,982	7,293	7,899	8,586	8,872	
Hardware	13	[illegible]	288	13.6	1,970	1,939	1,929	1,958	1,948	1,968	1,974	1,960	1,990	1,998	1,996	1,997	1,997	
Hardware—specialty	[illegible]	[illegible]	35	21.2	157	151	150	149	150	153	155	158	157	158	158	167	172	
Heavy construction materials	[illegible]	1,[illegible]	164	8.4	1,958	1,795	1,806	1,882	1,907	2,009	1,989	1,999	2,033	2,045	2,051	2,004	1,973	
Industrial equipment supplies	411	7,413	805	9.8	8,217	8,055	8,113	8,113	8,199	8,275	8,241	8,350	8,297	8,255	8,365	8,217	8,128	
Metals and metal work (except scrap)	33	907	88	9.8	995	943	932	959	1,028	949	965	1,046	1,002	1,050	1,037	1,043	1,023	
Paper and its products	29	707	142	16.8	850	830	829	835	843	851	856	853	857	858	878	859	856	
Petroleum and its products	2,410	5,063	882	4.4	5,945	5,775	5,800	5,802	5,855	5,924	5,990	6,035	6,041	6,001	6,022	6,038	6,057	
Plumbing and heating equipment and supplies	69	1,062	201	15.9	1,263	1,230	1,240	1,224	1,236	1,246	1,281	1,292	1,275	1,272	1,290	1,271	1,299	
Tobacco and products (except leaf)	86	590	77	11.6	667	663	655	664	659	665	672	674	668	669	674	673	673	
Raw materials	179	1,188	73	5.2	1,181	1,072	1,068	1,086	1,123	1,100	1,069	1,121	1,156	1,219	1,341	1,429	1,393	
All other products	169	1,326	359	21.3	1,685	1,799	1,678	1,653	1,649	1,654	1,625	1,664	1,679	1,729	1,740	1,730	1,710	

[illegible] on [illegible] for October. Percent women not shown for kinds of business where total employees is less than 50.

[illegible] includes partnerships and executives of corporations but not proprietors of unincorporated businesses.

TABLE 2.—MONTHLY EMPLOYMENT AND SEX OF EMPLOYEES

STATES, BY KINDS OF BUSINESS—Continued

STATE AND KIND OF BUSINESS	[illegible]	SEX OF EMPLOYEES (Including part-time employees)			Number of All Paid Employees [illegible]												
	[illegible]	Men	Women	Per cent women	Average number	January	February	March	April	May	June	July	August	[illegible]	October	November	[illegible]
UTAH	804	5,706	999	14.9	6,705	6,346	6,360	6,404	6,491	6,559	6,673	6,766	6,965	7,048	7,082	6,915	6,807
Amusement and sporting goods	6	173	111	39.0	284	275	285	282	284	277	284	283	288	290	287	294	284
Automotive	36	707	87	10.9	794	740	750	756	789	787	803	811	817	812	829	827	820
Beer, wines, and liquors	18	87	5	5.7	92	77	82	82	89	91	101	108	107	99	92	89	87
Chemicals and paints	4	197	30	13.3	227	223	221	222	228	227	230	229	230	233	229	227	227
Clothing and furnishings	7	35	9	---	44	43	43	44	44	44	44	45	47	42	42	47	47
Coal and coke	5	30	1	---	31	33	32	32	29	28	28	28	30	31	33	33	33
Drugs (general line)	---	114	37	24.3	151	152	150	153	148	149	150	149	152	151	152	153	153
Drugs and drug sundries (specialty lines)	2	10	3	---	13	12	11	12	12	12	12	13	11	12	16	14	16
Dry goods (general line)	---	68	8	10.4	76	72	72	74	76	74	76	73	74	75	78	82	80
Dry goods (specialty lines)	---	3	---	---	3	3	3	3	3	3	3	3	2	2	3	3	3
Electrical goods	8	228	64	21.8	292	282	287	294	288	290	290	303	301	297	294	292	291
Farm products--raw materials	84	212	21	8.8	233	202	209	194	212	218	234	233	276	246	282	261	253
Farm products--consumer goods	117	807	125	13.4	932	811	829	844	840	858	926	981	1,072	1,115	1,069	905	913
Farm supplies	16	96	17	15.4	113	123	103	122	148	125	96	80	88	107	112	127	129
Furniture and house furnishings	2	50	17	25.8	67	69	68	67	65	65	64	64	65	66	66	67	74
Groceries (general line)	---	293	47	13.9	340	352	341	338	321	317	321	337	340	373	365	345	339
Groceries and foods (specialty lines)	74	466	83	15.2	549	520	513	521	543	546	549	551	570	566	568	572	569
Hardware	4	426	90	17.4	516	511	504	499	494	494	507	511	514	528	530	544	548
Jewelry	5	15	1	---	16	14	13	13	[illegible]	14	17	13	15	[illegible]	17	23	23
Lumber and construction materials	3	205	39	16.1	244	210	220	221	230	253	249	254	259	258	268	255	248
Machinery--equipment--supplies	37	563	108	16.1	671	655	662	653	668	677	676	675	674	688	677	680	673
Metals and metal work (except scrap)	5	17	6	---	23	26	25	22	21	21	20	23	23	26	24	24	26
Paper and its products	3	137	21	13.1	158	155	157	158	158	157	157	158	162	160	159	162	160
Petroleum and its products	134	413	21	4.9	434	408	407	410	425	439	447	452	449	448	451	456	441
Plumbing and heating equipment and supplies	8	159	16	9.1	175	162	159	167	161	168	174	170	180	190	193	189	189
Tobacco and products (except leaf)	5	51	7	11.5	58	59	56	56	56	56	57	59	59	59	59	60	60
Waste materials	12	52	6	10.8	58	48	48	52	52	56	54	59	58	57	65	78	67
All other products	10	92	19	17.0	111	109	110	113	116	115	104	108	108	114	113	108	112
VERMONT	209	2,066	288	12.2	2,354	2,244	2,244	2,244	2,280	2,335	2,431	2,498	2,458	2,426	2,373	2,364	2,352
Automotive	10	143	22	13.4	165	166	163	163	162	162	162	163	167	168	167	168	167
Beer, wines, and liquors	17	93	14	13.0	107	98	98	97	97	105	112	121	123	117	109	107	106
Chemicals and paints	---	2	1	---	3	3	3	3	3	3	3	3	3	3	3	3	3
Clothing and furnishings	2	89	31	26.2	120	108	122	122	124	122	120	120	119	119	122	123	124
Coal and coke	---	5	3	---	8	8	8	8	8	8	8	8	8	8	8	8	8
Drugs (general line)	---	27	7	---	34	34	34	34	34	34	34	34	34	34	34	34	34
Drugs and drug sundries (specialty lines)	1	5	2	---	7	6	7	7	6	7	6	7	7	7	7	7	7
Electrical goods	4	22	4	---	26	24	24	25	25	27	28	27	27	28	29	29	30
Farm products--raw materials	45	73	3	4.5	76	66	67	69	70	79	89	93	87	78	72	72	71
Farm products--consumer goods	13	532	51	8.7	583	555	555	540	528	564	580	633	664	623	602	581	561	559
Farm supplies	3	18	6	---	24	24	25	25	24	24	24	24	24	24	25	25	25
Groceries (general line)	3	147	25	14.7	172	167	164	167	165	166	167	174	184	187	177	174	176
Groceries and foods (specialty lines)	11	215	12	5.3	227	215	216	220	217	221	235	244	238	236	229	226	225
Hardware	---	50	16	24.2	66	66	66	66	66	66	66	66	66	66	66	66	65
Lumber and construction materials	6	24	10	---	34	33	33	33	33	36	34	34	35	36	36	35	35
Machinery--equipment--supplies	12	75	12	13.6	87	84	84	84	86	87	86	86	88	88	89	90	90
Metals and metal work (except scrap)	1	2	2	---	4	4	4	4	4	4	4	4	4	4	4	4	4
Paper and its products	---	47	15	24.2	62	61	61	61	61	61	62	63	62	61	63	66	59
Petroleum and its products	51	355	22	5.9	377	364	366	367	368	375	389	389	384	386	375	378	377
Plumbing and heating equipment and supplies	---	49	9	15.6	58	54	53	53	56	57	60	62	59	62	64	61	62
Tobacco and products (except leaf)	6	38	8	---	46	44	46	46	46	47	47	46	46	46	47	44	45
Waste materials	17	36	4	---	40	35	33	37	33	38	36	38	40	40	42	55	51
All other products	7	19	9	---	28	27	27	27	28	28	28	28	28	28	28	28	28

* Based on count for October. Percent women not shown for kinds of business where total employees is less than 50.

** Employees include paid executives of corporations but not proprietors of unincorporated businesses.

TABLE 2. MONTHLY EMPLOYMENT AND SEX OF EMPLOYEES

STATES, BY KINDS OF BUSINESS — Continued

STATE AND KIND OF BUSINESS	[illegible]	SEX OF EMPLOYEES		[illegible]	Number of Full-Time Employees [illegible]												
	[illegible]	Men	Women	[illegible]	[illegible]	[illegible]	[illegible]	[illegible]	[illegible]	[illegible]	[illegible]	[illegible]	[illegible]	[illegible]	[illegible]	[illegible]	[illegible]
VIRGINIA	1,500	21,414	6,822	24.2	28,236	29,085	27,600	26,261	24,902	24,121	24,329	24,579	28,813	30,700	32,865	33,131	32,820
Amusement and sporting goods	1	13	9	---	22	32	22	22	25	19	18	17	20	20	21	21	23
Automotive	41	980	99	9.2	1,079	1,027	1,027	1,054	1,069	1,082	1,103	1,130	1,099	1,108	1,113	1,076	1,084
Beer, wines, and liquors	31	559	60	9.7	619	580	573	574	597	653	624	627	631	639	622	649	654
Chemicals and paints	7	215	50	18.9	265	251	251	254	264	265	260	279	281	281	268	265	263
Clothing and furnishings	17	232	40	14.8	272	267	270	270	270	267	268	267	274	278	281	280	275
Coal and coke	6	139	52	27.2	191	204	205	206	196	178	179	180	178	182	199	193	198
Drugs (general line)	---	237	73	23.7	310	311	309	310	302	301	310	310	307	311	318	313	314
Drugs and drug sundries (specialty lines)	6	51	28	35.4	79	77	77	76	78	79	79	80	78	79	80	80	80
Dry goods (general line)	2	252	45	15.0	297	293	285	285	285	283	289	304	301	315	317	312	309
Dry goods (specialty lines)	11	74	10	12.2	84	83	84	84	84	83	84	84	83	83	84	83	83
Electrical goods	17	421	107	20.2	528	518	517	517	516	519	525	526	533	537	539	538	544
Farm products—raw materials	196	3,749	3,660	49.4	7,409	8,151	8,837	5,453	4,588	4,861	4,685	4,685	8,986	9,264	11,384	10,789	10,700
Farm products—consumer goods	233	1,498	305	17.8	1,711	1,377	1,393	1,430	1,397	1,831	1,743	1,883	1,996	2,088	2,254	1,903	1,827
Farm supplies	29	822	110	11.8	932	875	926	967	998	973	963	964	898	912	925	908	904
Furniture and house furnishings	---	43	9	18.9	52	43	47	45	52	45	51	53	58	61	57	63	59
Groceries (general line)	55	1,275	132	9.4	1,407	1,415	1,469	1,426	1,402	1,398	1,356	1,295	1,398	1,356	1,399	1,419	1,375
Groceries and foods (specialty lines)	341	4,256	1,132	21.9	5,188	6,032	5,857	5,574	4,766	3,924	4,022	4,227	5,945	5,855	6,341	6,174	6,446
Hardware	8	597	71	10.7	668	658	658	660	665	660	659	677	678	677	676	679	679
Jewelry	2	7	---	-	7	7	7	7	7	7	7	7	7	7	7	7	7
Lumber and construction materials	40	910	79	8.0	989	885	948	940	992	1,002	976	998	1,016	1,011	1,017	1,047	1,052
Machinery—equipment—supplies	75	1,166	217	15.8	1,373	1,347	1,347	1,362	1,377	1,367	1,376	1,361	1,383	1,428	1,423	1,378	1,344
Metals and metal work (except scrap)	8	129	22	14.3	151	145	141	140	146	147	150	158	159	163	159	156	149
Paper and its products	7	347	81	19.0	428	427	422	426	422	426	429	429	425	435	426	426	424
Petroleum and its products	283	1,949	88	4.3	2,037	2,077	2,015	2,038	2,002	2,014	2,039	2,066	2,066	2,049	2,067	2,066	2,057
Plumbing and heating equipment and supplies	9	547	180	24.8	727	686	693	708	694	722	723	738	739	742	765	764	755
Tobacco and products (except leaf)	14	285	23	7.5	308	300	301	300	300	301	307	309	311	312	316	321	321
Waste materials	57	516	63	10.8	579	559	573	582	575	588	560	596	592	585	600	601	600
All other products	26	467	77	14.2	544	541	548	571	579	571	564	555	532	525	515	522	511
WASHINGTON	1,820	21,060	6,365	23.2	27,425	28,139	24,589	24,765	24,762	25,062	29,168	28,829	29,306	30,577	31,891	[illegible]	[illegible]
Amusement and sporting goods	29	265	153	36.7	418	403	404	416	415	413	426	422	427	423	419	419	421
Automotive	112	1,478	198	11.8	1,676	1,600	1,602	1,647	1,665	1,650	1,681	1,702	1,750	1,732	1,891	1,866	[illegible]
Beer, wines, and liquors	37	494	49	9.0	543	526	519	519	535	551	559	561	562	558	547	544	546
Chemicals and paints	29	494	72	13.5	536	506	519	522	532	539	539	545	546	566	546	565	579
Clothing and furnishings	39	128	49	27.6	177	172	177	179	180	178	170	178	179	179	180	180	178
Coal and coke	---	40	7	--	47	46	45	49	45	47	42	43	54	51	51	41	45
Drugs (general line)	-	305	77	27.4	382	277	278	274	280	283	283	282	287	282	281	279	281
Drugs and drug sundries (specialty lines)	10	104	42	28.7	146	141	138	139	140	141	140	147	148	144	[illegible]	59	58
Dry goods (general line)	---	52	19	26.7	71	75	70	69	74	70	70	69	72	73	75	73	74
Dry goods (specialty lines)	23	49	23	31.9	72	75	83	76	67	68	69	64	69	74	71	72	72
Electrical goods	46	603	224	27.1	857	833	842	839	854	843	865	872	884	885	881	878	874
Farm products—raw materials	197	892	70	6.6	1,032	955	952	929	953	1,025	1,049	1,079	1,081	1,[illegible]	919	[illegible]	843
Farm products—consumer goods	327	4,602	2,792	41.1	6,764	5,267	4,879	4,648	4,550	4,594	5,545	7,416	7,[illegible]	8,841	[illegible]	[illegible]	[illegible]
Farm supplies	54	137	72	26.8	289	286	332	352	341	327	320	320	296	302	311	[illegible]	[illegible]
Furniture and house furnishings	12	232	63	19.1	315	299	298	299	311	305	310	312	310	312	311	[illegible]	[illegible]
Groceries (general line)	4	1,[illegible]	200	15.6	1,282	1,258	1,248	1,273	1,253	1,262	1,261	1,211	1,212	1,[illegible]	[illegible]	[illegible]	1,[illegible]
Groceries and foods (specialty lines)	112	2,[illegible]	481	17.6	2,618	2,542	2,570	2,565	2,[illegible]	2,641	2,[illegible]	2,[illegible]	2,[illegible]	2,[illegible]	2,[illegible]	[illegible]	1,[illegible]
Hardware	13	683	180	16.9	1,063	1,037	1,042	1,051	1,[illegible]	1,[illegible]	1,[illegible]	1,[illegible]	1,[illegible]	1,[illegible]	1,[illegible]	[illegible]	[illegible]
Jewelry	21	73	59	43.4	126	126	125	124	125	124	124	127	132	132	132	132	131
Lumber and construction materials	42	984	277	29.8	981	923	909	984	989	998	994	949	977	957	957	957	973
Machinery—equipment—supplies	57	1,121	308	21.7	1,349	1,314	1,309	1,[illegible]	1,[illegible]	1,[illegible]	1,[illegible]	1,[illegible]	1,[illegible]	1,[illegible]	1,[illegible]	[illegible]	[illegible]
Metals and metal work (except scrap)	11	365	48	13.6	413	397	415	417	419	428	431	431	434	434	434	[illegible]	[illegible]
Paper and its products	24	392	49	18.5	441	470	475	479	479	479	479	482	485	486	484	[illegible]	[illegible]
Petroleum and its products	29	1,[illegible]	51	3.7	1,[illegible]	1,[illegible]	1,[illegible]	1,[illegible]	1,[illegible]	1,440	1,[illegible]	1,[illegible]	1,[illegible]	1,[illegible]	1,[illegible]	[illegible]	[illegible]
Plumbing and heating equipment and supplies	34	[illegible]	69	16.4	421	401	399	413	414	425	424	427	431	430	430	430	[illegible]
Tobacco and products (except leaf)	27	[illegible]	35	11.7	258	249	246	241	244	241	242	249	247	244	246	247	[illegible]
Waste materials	57	[illegible]	54	15.4	396	346	349	343	344	344	354	361	4[illegible]	434	42[illegible]	[illegible]	[illegible]
All other products	93	11	294	26.8	1,107	1,077	1,072	1,[illegible]	1,[illegible]	1,[illegible]	1,[illegible]	1,[illegible]	1,[illegible]	1,[illegible]	1,[illegible]	[illegible]	[illegible]

* Based on count for another [illegible] where total employees is less than 50.

** Employees included [illegible] of corporations but not proprietors [illegible] unincorporated businesses.

TABLE 2.—MONTHLY EMPLOYMENT AND SEX OF EMPLOYEES

STATES, BY KINDS OF BUSINESS—Continued

[illegible]	[illegible]	SEX OF EMPLOYEES* (Full-time and part-time combined)			Number of All Paid Employees on Pay Roll for Pay Period Ended Nearest 15th of Each Month** (Full-time and part-time combined)												
	[illegible]	Men	Women	Women	Yearly average	January	February	March	April	May	June	July	August	September	October	November	December
WEST VIRGINIA	757	10,126	1,399	12.1	11,525	11,212	11,115	11,214	11,214	11,244	11,470	11,653	11,713	11,846	11,894	11,837	11,884
Amusement and sporting goods	4	4	1	---	5	5	5	5	5	5	5	5	5	5	5	5	5
Automotive	67	702	88	11.2	790	745	759	754	751	768	784	786	803	859	857	840	836
Beer, wines, and liquors	58	470	31	6.1	501	465	468	484	498	496	518	533	524	523	507	498	501
Chemicals and paints	1	89	15	14.9	104	103	101	105	106	107	106	107	105	104	103	104	99
Clothing and furnishings	3	147	84	36.2	231	226	229	231	230	229	228	229	230	231	232	235	237
Coal and coke	6	132	35	21.2	167	170	168	168	165	162	159	166	166	168	170	169	168
Drugs (general line)	---	96	58	37.4	154	149	149	150	152	155	153	158	158	157	156	154	156
Drugs and drug sundries (specialty lines)	3	85	78	47.9	163	159	159	161	166	166	165	165	163	165	163	161	163
Dry goods (general line)	1	279	77	21.5	356	334	335	328	329	323	287	359	365	405	404	404	399
Dry goods (specialty lines)	---	17	--	---	17	17	17	17	17	17	17	17	17	17	17	17	17
Electrical goods	17	304	95	23.7	399	379	380	388	383	392	396	401	404	404	409	429	426
Farm products--raw materials	43	208	19	8.4	227	292	182	176	175	184	221	234	243	244	241	217	310
Farm products--consumer goods	148	1,050	91	8.0	1,141	1,065	1,053	1,064	1,069	1,088	1,176	1,208	1,201	1,224	1,197	1,167	1,176
Farm supplies	54	187	22	10.6	209	197	200	203	203	202	207	210	212	221	215	220	215
Furniture and house furnishings	2	102	10	9.0	112	112	109	107	107	109	115	115	115	113	115	116	115
Groceries (general line)	9	1,054	128	10.8	1,182	1,192	1,193	1,184	1,175	1,172	1,177	1,186	1,177	1,189	1,175	1,185	1,178
Groceries and foods (specialty lines)	89	1,116	108	8.8	1,224	1,224	1,220	1,215	1,207	1,196	1,200	1,225	1,232	1,238	1,239	1,247	1,247
Hardware	4	693	120	14.8	813	782	785	799	792	797	818	819	827	833	837	835	835
Lumber and construction materials	28	474	46	8.9	520	468	464	492	518	524	530	552	552	530	558	539	520
Machinery--equipment--supplies	44	941	146	13.4	1,087	1,082	1,082	1,053	1,052	1,053	1,095	1,099	1,085	1,108	1,140	1,124	1,116
Metals and metal work (except scrap)	---	97	7	6.9	104	94	95	100	93	97	98	92	108	109	108	129	134
Paper and its products	9	60	17	21.9	77	71	73	81	83	72	75	74	83	76	77	74	79
Petroleum and its products	92	1,016	27	2.6	1,043	1,032	1,047	1,047	1,051	1,059	1,057	1,040	1,054	1,056	1,050	1,045	1,042
Plumbing and heating equipment and supplies	2	103	18	14.8	121	121	119	118	118	118	119	121	122	123	125	124	124
Tobacco and products (except leaf)	18	231	38	14.2	269	265	269	267	268	269	270	263	263	272	274	271	275
Waste materials	36	328	18	5.1	346	325	333	337	347	342	350	338	337	343	375	365	345
All other products	19	141	22	13.8	163	158	161	160	156	162	164	163	164	169	169	166	166
WISCONSIN	3,017	22,553	4,175	15.6	26,728	25,879	26,118	26,390	26,484	26,694	26,716	26,751	27,029	27,155	27,137	27,182	27,201
Amusement and sporting goods	14	266	171	39.2	437	420	419	414	431	422	444	450	453	449	442	450	448
Automotive	94	1,589	213	11.8	1,802	1,735	1,740	1,769	1,789	1,762	1,787	1,809	1,823	1,823	1,885	1,850	1,852
Beer, wines, and liquors	269	1,375	205	13.0	1,580	1,517	1,540	1,516	1,524	1,552	1,584	1,623	1,628	1,609	1,604	1,620	1,637
Chemicals and paints	22	209	40	16.1	249	240	241	249	249	257	249	249	251	254	253	254	242
Clothing and furnishings	24	274	82	23.0	356	351	358	358	350	348	343	350	357	361	368	369	359
Coal and coke	4	1,184	65	5.2	1,249	1,266	1,322	1,275	1,215	1,202	1,244	1,244	1,229	1,216	1,311	1,232	1,226
Drugs (general line)	---	280	65	18.8	345	344	343	342	344	339	338	342	346	345	352	355	355
Drugs and drug sundries (specialty lines)	5	30	10	---	40	41	39	40	38	39	40	40	41	41	41	41	41
Dry goods (specialty lines)	9	70	40	36.7	110	109	110	109	109	111	108	107	109	109	111	111	113
Electrical goods	49	732	207	22.0	939	904	942	943	941	937	954	936	942	937	948	955	954
Farm products--raw materials	349	1,112	212	16.0	1,324	1,382	1,422	1,629	1,516	1,404	1,188	1,092	1,259	1,256	1,199	1,185	1,370
Farm products--consumer goods	323	2,448	356	12.7	2,804	2,677	2,586	2,675	2,799	2,929	2,992	2,931	2,968	2,962	2,793	2,716	2,725
Farm supplies	33	432	66	13.2	498	486	494	505	510	501	473	483	486	506	507	510	514
Furniture and house furnishings	9	109	51	32.0	160	146	150	154	156	161	162	160	166	170	169	166	161
Groceries (general line)	9	1,313	284	17.8	1,597	1,590	1,570	1,578	1,557	1,572	1,605	1,623	1,610	1,626	1,620	1,611	1,606
Groceries and foods (specialty lines)	281	1,847	438	19.1	2,285	2,194	2,209	2,206	2,216	2,254	2,264	2,252	2,292	2,312	2,285	2,520	2,366
Hardware	7	733	178	19.5	911	891	893	895	896	897	918	930	921	931	925	921	919
Jewelry	6	36	17	32.7	53	52	50	52	51	52	52	52	52	53	55	58	58
Lumber and construction materials	44	700	111	13.7	811	765	777	776	777	800	799	822	838	866	845	841	830
Machinery--equipment--supplies	164	2,186	473	17.8	2,659	2,596	2,597	2,608	2,633	2,625	2,659	2,693	2,722	2,714	2,699	2,678	2,689
Metals and metal work (except scrap)	23	293	70	19.5	363	340	341	346	352	369	356	383	357	383	381	375	374
Paper and its products	35	521	173	24.9	694	671	674	671	674	683	692	705	708	708	714	715	707
Petroleum and its products	911	2,672	138	4.9	2,810	2,716	2,716	2,728	2,787	2,817	2,849	2,854	2,862	2,858	2,855	2,857	2,848
Plumbing and heating equipment and supplies	33	557	85	13.6	622	621	621	618	622	613	618	613	624	625	633	634	624
Tobacco and products (except leaf)	60	333	100	23.1	433	423	422	419	427	429	430	434	428	435	444	448	451
Waste materials	151	695	199	22.3	894	803	804	824	851	919	894	875	870	898	995	1,000	1,000
All other products	89	577	128	18.1	705	699	758	691	690	700	694	699	707	708	715	710	712

* Based on count for October. Percent women not shown for kinds of business where total employees is less than 50.

** Employees include paid executives of corporations but not proprietors of unincorporated businesses.

TABLE 2.—MONTHLY EMPLOYMENT AND SEX OF EMPLOYEES

STATES, BY KINDS OF BUSINESS—Continued

STATE AND KIND OF BUSINESS	Number of proprietors, firm members, and officers	SEX OF EMPLOYEES* (full time and part-time combined)			Number of All Paid Employees on Pay Roll for Period Ended Nearest 15th of Each Month** (full-time and part-time combined)												
		Men	Women	Per cent women	Average number	January	February	March	April	May	June	July	August	September	October	November	December
WYOMING	312	1,094	116	9.6	1,210	1,172	1,111	1,147	1,166	1,218	1,219	1,256	1,217	1,306	1,282	1,204	1,254
Automotive	9	93	8	8.0	101	97	97	99	102	103	102	104	103	103	100	100	100
Beer, wines, and liquors	23	57	7	10.8	64	65	61	65	60	60	64	66	62	66	65	62	66
Chemicals and paints	---	11	---	---	11	11	11	11	11	11	11	11	11	11	11	11	11
Coal and coke	---	2	---	---	2	2	2	2	1	1	1	1	1	2	2	2	2
Farm products--raw materials	42	116	8	6.4	124	100	96	125	122	137	114	106	112	179	154	120	123
Farm products--consumer goods	28	182	32	14.9	214	228	193	190	193	210	220	233	219	207	217	221	256
Farm supplies	4	18	6	---	24	25	9	9	13	20	26	16	18	33	45	34	45
Groceries (general line)	---	158	18	10.1	176	185	175	175	179	181	175	184	179	197	176	159	152
Groceries and foods (specialty lines)	14	34	1	---	35	33	33	34	34	34	35	36	36	36	36	37	37
Lumber and construction materials	---	1	---	---	1	---	---	---	---	---	---	---	---	---	---	4	4
Machinery--equipment--supplies	8	134	13	8.6	147	141	141	141	144	146	150	150	143	149	154	146	154
Metals and metal work (except scrap)	1	30	2	---	32	22	29	30	40	41	36	33	35	29	30	32	32
Petroleum and its products	165	219	17	7.0	236	222	223	225	227	233	244	251	252	250	247	251	230
Plumbing and heating equipment and supplies	1	4	---	---	4	4	4	4	4	4	4	4	4	4	4	4	4
Tobacco and products (except leaf)	10	24	2	---	26	25	25	26	26	26	26	26	26	25	25	25	25
Waste materials	6	4	---	---	4	4	4	3	4	3	2	4	7	4	5	7	4
All other products	1	7	2	---	9	8	8	8	8	8	9	9	9	9	9	9	9

* Based on count for October. Percent women not shown for kinds of business where total employees is less than 50.

** Employees include paid executives of corporations but not proprietors of unincorporated businesses.

TABLE 2.—MONTHLY EMPLOYMENT AND SEX OF EMPLOYEES

CITIES, BY KINDS OF BUSINESS

City and kind of business	[illegible]	Sex of employees*			Number of All Paid Employees, Pay Period Including the 15th of Each Month**												
		Men	Women	Percent women	Average number	January	February	March	April	May	June	July	August	September	October	November	December
BALTIMORE	1,219	14,700	3,015	17.0	17,715	17,683	17,629	17,549	17,338	17,316	17,378	17,498	17,595	17,869	18,171	18,299	18,260
Amusement and sporting goods	16	111	36	24.2	147	142	142	140	141	145	149	149	149	151	153	150	147
Automotive	46	964	106	9.9	1,070	1,037	1,034	1,033	1,044	1,057	1,061	1,079	1,095	1,088	1,108	1,100	1,098
Beer, wines, and liquors	18	561	169	23.2	730	721	729	727	725	731	732	730	731	732	735	732	740
Chemicals and paints	14	270	50	15.5	320	299	299	299	319	327	332	321	334	330	331	331	323
Clothing and furnishings	87	425	79	15.6	504	497	495	499	501	502	501	508	512	518	512	508	497
Coal and coke	9	114	28	20.0	142	150	152	150	142	134	133	133	132	132	144	150	151
Drugs (general line)	7	229	68	22.8	297	301	303	300	297	298	298	293	294	298	298	298	297
Drugs and drug sundries (specialty lines)	11	231	121	34.3	352	345	350	354	355	354	353	347	348	349	355	357	357
Dry goods (general line)	3	177	31	15.0	208	208	208	208	208	208	208	208	208	208	207	207	208
Dry goods (specialty lines)	71	199	61	23.5	260	267	271	261	256	249	252	256	264	264	285	282	253
Electrical goods	29	525	132	20.1	657	648	650	656	658	656	655	659	659	659	659	659	661
Farm products—raw materials	33	116	22	15.9	140	124	119	117	112	149	152	185	201	172	115	116	119
Farm products—consumer goods	192	1,074	154	12.5	1,228	1,207	1,209	1,235	1,232	1,240	1,238	1,237	1,236	1,236	1,220	1,223	1,230
Farm supplies	17	249	54	17.7	303	299	295	316	321	314	305	294	309	294	298	292	293
Furniture and house furnishings	25	142	61	30.1	203	197	204	203	202	204	204	202	204	204	205	207	205
Groceries (general line)	15	470	42	8.3	512	492	492	482	476	476	494	521	523	533	537	552	569
Groceries and foods (specialty lines)	216	2,332	501	17.7	2,833	3,099	2,988	2,925	2,684	2,568	2,567	2,576	2,562	2,792	3,007	3,113	3,116
Hardware	18	146	22	12.9	168	167	162	162	165	165	168	169	172	171	172	172	173
Jewelry	18	87	23	21.0	110	111	110	110	110	110	110	110	110	111	111	111	111
Lumber and construction materials	22	797	87	9.8	884	832	845	826	845	843	861	903	931	911	927	935	943
Machinery—equipment—supplies	103	1,466	311	17.5	1,777	1,735	1,732	1,754	1,751	1,770	1,805	1,813	1,817	1,817	1,785	1,779	1,771
Metals and metal work (except scrap)	21	380	64	14.4	444	413	442	457	442	457	450	441	447	455	454	454	457
Paper and its products	39	462	144	23.8	606	635	633	590	590	587	587	591	595	589	595	643	642
Petroleum and its products	17	785	40	4.9	825	830	843	832	827	799	810	803	788	789	838	865	873
Plumbing and heating equipment and supplies	19	476	74	13.5	550	537	541	541	541	564	560	546	539	560	561	551	553
Tobacco and products (except leaf)	38	305	38	10.5	339	338	338	338	338	338	338	339	339	339	341	340	343
Waste materials	77	722	175	19.5	897	847	864	870	865	900	888	900	906	941	958	918	911
All other products	38	885	324	26.8	1,209	1,205	1,179	1,184	1,191	1,173	1,173	1,182	1,192	1,228	1,280	1,278	1,239
BOSTON	1,737	28,204	8,094	22.3	36,298	35,719	35,673	35,630	35,795	36,147	36,534	36,592	36,647	36,530	36,849	36,848	37,021
Amusement and sporting goods	25	623	480	43.6	1,103	1,102	1,100	1,106	1,101	1,100	1,084	1,097	1,101	1,107	1,095	1,105	1,134
Automotive	18	1,767	332	15.8	2,099	2,081	2,072	2,081	2,088	2,093	2,103	2,096	2,094	2,095	2,129	2,116	2,144
Beer, wines, and liquors	4	951	271	22.2	1,222	1,189	1,175	1,174	1,199	1,217	1,213	1,247	1,257	1,236	1,251	1,244	1,259
Chemicals and paints	15	732	230	23.9	962	954	954	973	963	963	964	955	949	969	964	967	963
Clothing and furnishings	209	1,578	432	21.5	2,010	1,945	1,950	1,983	1,988	1,962	1,985	1,965	2,008	2,066	2,074	2,089	2,079
Coal and coke	9	559	172	23.5	731	756	772	764	731	722	740	732	728	713	706	710	703
Drugs (general line)	---	420	155	26.9	575	572	580	557	568	580	546	581	570	598	643	585	580
Drugs and drug sundries (specialty lines)	3	172	64	27.1	236	240	237	231	232	228	228	227	232	238	242	247	245
Dry goods (general line)	---	68	15	18.1	81	82	83	79	79	79	77	80	82	84	85	84	83
Dry goods (specialty lines)	182	642	300	31.9	942	931	937	935	929	930	930	933	942	949	986	981	985
Electrical goods	46	1,175	406	25.7	1,581	1,595	1,590	1,585	1,585	1,585	1,572	1,574	1,576	1,575	1,581	1,585	1,574
Farm products—raw materials	184	920	254	21.6	1,174	1,121	1,088	1,065	1,055	1,107	1,283	1,325	1,346	1,252	1,219	1,115	1,116
Farm products—consumer goods	197	2,589	425	14.1	3,014	2,904	2,906	2,923	2,986	3,140	3,215	3,226	3,131	2,986	2,905	2,936	2,935
Farm supplies	2	179	71	28.2	250	251	253	252	253	249	252	251	248	244	249	245	248
Furniture and house furnishings	64	606	278	31.4	884	862	884	883	885	873	872	879	866	900	916	922	930
Groceries (general line)	2	898	530	37.1	1,428	1,396	1,387	1,390	1,373	1,367	1,386	1,388	1,348	1,420	1,423	1,473	1,789
Groceries and foods (specialty lines)	211	4,514	1,108	19.7	5,622	5,442	5,450	5,484	5,659	5,766	5,861	5,778	5,746	5,589	5,556	5,541	5,586
Hardware	12	424	102	19.3	526	516	520	523	527	533	536	523	516	527	535	534	527
Jewelry	27	180	93	34.1	273	274	269	274	271	271	274	268	268	270	281	284	287
Lumber and construction materials	17	859	143	14.3	1,002	944	962	971	983	985	1,000	986	1,068	1,034	1,032	1,035	1,008
Machinery—equipment—supplies	126	2,950	876	22.9	3,828	3,886	3,853	3,752	3,729	3,754	3,764	3,792	3,850	3,871	3,870	3,916	3,900
Metals and metal work (except scrap)	26	663	177	21.1	840	808	811	817	824	830	828	843	850	865	868	866	872
Paper and its products	47	720	321	30.8	1,041	1,017	1,014	1,020	997	980	982	1,024	1,040	1,072	1,109	1,118	1,126
Petroleum and its products	5	615	41	6.2	656	690	684	683	662	638	641	641	645	650	650	646	667
Plumbing and heating equipment and supplies	42	876	184	17.4	1,060	1,010	1,011	1,012	1,013	1,048	1,060	1,068	1,065	1,089	1,119	1,113	1,108
Tobacco and products (except leaf)	22	305	64	17.4	367	368	368	368	367	364	366	367	369	368	367	367	372
Waste materials	70	365	93	20.2	458	451	451	455	455	457	454	451	450	454	473	470	469
All other products	182	1,858	479	20.5	2,355	2,332	2,332	2,332	2,335	2,328	2,318	2,317	2,304	2,329	2,363	2,374	2,352

* Based on count for October.

** Employees include paid executives of corporations but not proprietors of unincorporated businesses.

TABLE 2.—MONTHLY EMPLOYMENT AND SEX OF EMPLOYEES

Cities, by Kinds of Business—Continued

CITY AND KIND OF BUSINESS	Number of establishments	Sex of employees*: Men	Women	Percent women	Number of all paid employees** ([illegible] part-time employees): Average number	January	February	March	April	May	June	July	August	September	October	November	December
BUFFALO	527	8,499	2,140	20.1	10,839	10,370	10,388	10,413	10,511	10,533	10,590	10,612	10,643	10,797	10,945	10,936	10,930
Amusement and sporting goods	10	176	125	41.6	301	294	295	294	289	286	302	306	302	307	309	310	310
Automotive	10	1,052	184	14.9	1,236	1,204	1,204	1,204	1,225	1,234	1,245	1,270	1,248	1,244	1,278	1,232	1,238
Beer, wines, and liquors	7	277	55	16.7	332	308	308	317	317	316	333	343	340	345	340	361	357
Chemicals and paints	11	173	50	22.3	223	226	224	224	222	221	224	224	221	221	221	221	221
Clothing and furnishings	12	53	17	23.6	71	68	70	68	68	69	67	70	68	74	72	70	70
Coal and coke	3	203	47	18.8	250	287	284	286	278	262	212	199	194	221	247	260	264
Drugs (general line)	–	145	31	17.7	176	171	175	175	175	176	177	177	176	177	176	176	176
Drugs and drug sundries (specialty lines)	4	32	47	58.9	79	78	79	79	78	78	78	78	75	80	80	80	79
Dry goods (general line)	1	20	6	---	26	22	23	23	23	23	23	23	25	30	30	30	30
Dry goods (specialty lines)	15	23	11	---	34	31	31	32	35	36	33	33	33	36	34	35	34
Electrical goods	18	513	161	23.9	674	656	655	652	654	651	666	667	689	695	700	700	712
Farm products—raw materials	22	188	47	17.5	236	226	228	227	233	240	247	233	234	253	245	243	243
Farm products—consumer goods	97	510	138	21.3	648	640	641	647	646	640	649	646	558	653	656	651	654
Farm supplies	2	119	34	22.3	153	158	162	171	180	168	147	153	141	146	147	143	143
Furniture and house furnishings	9	108	44	28.9	152	145	147	156	155	146	163	144	154	167	159	149	144
Groceries (general line)	4	265	62	19.0	327	328	324	326	324	331	330	333	328	333	332	320	320
Groceries and foods (specialty lines)	63	766	163	17.5	929	924	918	925	923	924	931	931	938	933	932	939	941
Hardware	1	384	130	25.2	514	508	504	501	499	506	515	513	518	522	527	529	531
Jewelry	12	55	29	34.4	84	87	88	89	89	89	88	87	79	75	90	90	63
Lumber and construction materials	17	562	101	15.2	663	631	640	626	653	656	679	673	674	678	669	688	672
Machinery—equipment—supplies	60	900	198	18.0	1,098	1,062	1,076	1,079	1,085	1,102	1,097	[illegible]	1,107	1,107	1,115	1,112	1,129
Metals and metal work (except scrap)	7	381	83	17.8	464	448	448	448	451	455	460	467	471	482	482	482	479
Paper and its products	20	272	98	26.5	370	365	365	365	366	368	372	371	369	373	375	374	362
Petroleum and its products	5	337	15	4.3	352	354	354	352	349	350	349	352	353	357	349	350	353
Plumbing and heating equipment and supplies	14	221	67	23.2	288	280	272	280	282	284	294	287	286	293	302	301	294
Tobacco and products (except leaf)	22	120	40	24.8	160	150	151	148	152	151	151	167	167	172	171	172	173
Waste materials	67	413	68	14.1	481	406	411	406	446	456	448	461	481	505	563	592	596
All other products	24	223	94	29.5	317	312	311	311	312	315	310	320	314	320	324	326	329
CHICAGO	4,747	[illegible]	[illegible]	23.3	95,494	93,840	93,973	94,228	94,618	94,724	94,836	[illegible]	[illegible]	96,254	97,202	97,628	97,914
Amusement and sporting goods	67	1,389	782	36.0	2,171	2,165	2,110	2,105	2,163	[illegible]	2,187	[illegible]	[illegible]	2,203	2,161	2,137	2,175
Automotive	193	[illegible]	875	18.0	4,583	[illegible]	4,413	4,446	4,513	4,555	4,610	4,641	4,556	4,667	4,689	4,691	4,718
Beer, wines, and liquors	138	3,087	532	14.7	3,619	3,579	3,600	3,585	3,589	3,600	3,590	3,559	3,576	3,621	3,660	3,690	3,716
Chemicals and paints	53	[illegible]	777	24.6	[illegible]	[illegible]	3,090	3,115	3,158	3,198	3,193	[illegible]	[illegible]	3,158	3,178	3,159	3,146
Clothing and furnishings	387	1,798	[illegible]	[illegible]	[illegible]	[illegible]	2,694	2,638	2,665	2,604	2,554	2,521	2,624	2,654	2,665	[illegible]	2,693
Coal and coke	18	[illegible]	187	21.0	890	931	931	[illegible]	876	840	846	[illegible]	856	879	[illegible]	914	926
Drugs (general line)	4	[illegible]	[illegible]	[illegible]	[illegible]	[illegible]	989	965	964	931	927	937	945	955	[illegible]	973	965
Drugs and drug sundries (specialty lines)	48	978	[illegible]	[illegible]	1,861	1,862	[illegible]	1,873	1,866	1,843	1,856	[illegible]	[illegible]	1,914	[illegible]	[illegible]	[illegible]
Dry goods (general line)	9	[illegible]	484	[illegible]	1,435	1,420	1,428	1,420	1,409	1,368	[illegible]	[illegible]	[illegible]	1,473	1,494	[illegible]	1,491
Dry goods (specialty lines)	[illegible]	1,126	520	31.6	1,646	1,634	1,642	1,661	1,646	1,626	1,626	1,631	[illegible]	1,657	1,657	1,664	1,667
Electrical goods	140	[illegible]	[illegible]	[illegible]	5,057	4,998	4,980	4,976	4,977	4,991	4,992	[illegible]	[illegible]	5,028	[illegible]	5,134	5,418
Farm products—raw materials	204	1,316	188	12.4	1,504	1,535	1,541	1,504	1,511	1,530	1,519	1,488	[illegible]	1,459	1,484	1,513	1,517
Farm products—consumer goods	642	[illegible]	[illegible]	14.6	5,706	5,596	5,487	5,589	5,647	5,782	5,850	5,788	[illegible]	5,759	5,798	5,791	5,778
Farm supplies	8	382	117	[illegible]	496	647	680	709	636	500	366	[illegible]	[illegible]	409	396	414	[illegible]
Furniture and house furnishings	[illegible]	[illegible]	642	[illegible]	2,424	2,394	2,405	2,404	2,428	2,466	2,437	2,430	[illegible]	[illegible]	[illegible]	2,514	2,473
Groceries (general line)	[illegible]	[illegible]	[illegible]	18.9	[illegible]	3,424	3,499	3,499	3,460	3,444	3,443	[illegible]	[illegible]	[illegible]	[illegible]	3,449	3,401
Groceries and foods (specialty lines)	[illegible]	[illegible]	[illegible]	[illegible]	[illegible]	[illegible]	10,108	10,113	10,246	10,246	10,238	10,270	[illegible]	10,246	10,343	10,483	10,441
Hardware	[illegible]	[illegible]	[illegible]	[illegible]	[illegible]	[illegible]	1,988	1,997	2,018	2,031	2,044	[illegible]	[illegible]	[illegible]	2,184	2,198	2,204
Jewelry	174	[illegible]	[illegible]	[illegible]	[illegible]	[illegible]	1,303	[illegible]	1,292	1,244	1,303	1,284	[illegible]	[illegible]	1,311	1,319	1,306
Lumber and construction materials	[illegible]	[illegible]	[illegible]	[illegible]	[illegible]	[illegible]	3,249	[illegible]	3,297	3,305	3,311	[illegible]	[illegible]	[illegible]	3,357	3,351	3,322
Machinery—equipment—supplies	494	[illegible]	[illegible]	[illegible]	[illegible]	13,069	13,059	13,084	13,031	13,145	13,272	[illegible]	[illegible]	[illegible]	[illegible]	13,307	13,225
Metals and metal work (except scrap)	64	[illegible]	[illegible]	[illegible]	[illegible]	[illegible]	5,354	5,383	5,487	5,421	5,417	[illegible]	[illegible]	[illegible]	5,565	5,847	5,892
Paper and its products	[illegible]	[illegible]	[illegible]	[illegible]	3,657	3,647	3,612	3,615	3,619	3,620	3,638	[illegible]	3,674	[illegible]	3,681	3,716	3,726
Petroleum and its products	54	1,841	[illegible]	[illegible]	2,036	2,037	2,078	2,067	2,048	1,993	1,992	[illegible]	1,974	[illegible]	2,063	[illegible]	2,064
Plumbing and heating equipment and supplies	67	[illegible]	[illegible]	[illegible]	1,845	1,865	1,865	1,877	1,904	1,943	1,941	[illegible]	[illegible]	[illegible]	1,891	1,991	1,991
Tobacco and products (except leaf)	[illegible]	[illegible]	[illegible]	[illegible]	[illegible]	[illegible]	872	877	877	880	882	[illegible]	[illegible]	[illegible]	888	[illegible]	945
Waste materials	[illegible]	[illegible]	[illegible]	[illegible]	[illegible]	[illegible]	2,836	2,898	2,941	2,950	[illegible]	[illegible]	[illegible]	[illegible]	3,136	[illegible]	3,111
All other products	[illegible]	[illegible]	[illegible]	21.1	[illegible]	[illegible]	6,111	[illegible]	6,357	[illegible]	[illegible]	[illegible]	[illegible]	[illegible]	6,929	[illegible]	[illegible]

* Based on count for October. Percent women not shown for kinds of business where total employees is less than [illegible].

** Employees include paid executives of corporations but not proprietors of unincorporated businesses.

TABLE 2.- MONTHLY EMPLOYMENT AND SEX OF EMPLOYEES

[illegible] KINDS OF BUSINESS [illegible]

[illegible] AND KINDS OF BUSINESS	[illegible] OF MONTH				Number of Full-Time Employees on Payroll [illegible] Last Day of Month**													
		Men	Women	[illegible]	Women together	January	February	March	April	May	June	July	August	September	October	November	December
CLEVELAND	1,977	18,803	4,736	20.1	23,539	22,851	22,755	22,868	23,068	23,241	23,475	23,630	23,787	24,085	24,306	24,294	24,094
Amusement and sporting goods	8	302	203	40.2	506	494	486	501	497	505	505	529	518	520	521	498	496
Automotive	64	1,766	369	17.1	2,155	2,037	2,032	2,082	2,102	2,197	2,157	2,157	2,202	2,227	2,249	2,259	2,254
Beer, wines, and liquors	9	331	37	10.0	368	352	352	363	364	358	380	368	379	379	385	374	369
Chemicals and paints	33	46	201	20.2	759	760	750	741	756	771	774	772	767	769	773	746	742
Clothing and furnishings	22	396	124	29.7	419	382	369	388	388	384	386	394	454	483	481	449	443
Coal and coke	6	520	177	25.1	707	701	703	698	695	697	700	703	709	712	719	722	722
Drugs (general line)	—	126	37	22.5	163	158	155	154	155	162	185	163	167	161	160	165	165
Drugs and drug sundries (specialty lines)	18	146	54	27.1	200	196	197	196	199	196	197	197	209	210	199	211	198
Dry goods (general line)	--	129	29	18.2	158	157	154	154	158	156	157	158	157	163	163	163	163
Dry goods (specialty lines)	26	126	51	28.9	177	160	178	179	170	169	168	176	173	174	185	184	182
Electrical goods	45	1,126	307	21.4	1,433	1,406	1,396	1,405	1,421	1,420	1,435	1,437	1,435	1,437	1,458	1,469	1,482
Farm products--raw materials	15	97	15	13.4	112	109	107	110	108	108	109	115	113	130	113	108	112
Farm products--consumer goods	134	1,192	156	11.6	1,348	1,295	1,283	1,283	1,400	1,368	1,378	1,364	1,343	1,364	1,384	1,366	1,373
Farm supplies	3	103	37	26.2	140	143	140	139	143	141	140	133	137	142	141	139	138
Furniture and house furnishings	32	290	108	27.1	398	349	359	368	377	391	412	410	410	411	432	427	440
Groceries (general line)	10	834	96	19.3	930	947	945	943	913	918	917	910	919	939	941	941	931
Groceries and foods (specialty lines)	101	1,237	518	29.5	1,755	1,762	1,644	1,661	1,696	1,737	1,759	1,766	1,684	1,846	1,889	1,863	1,758
Hardware	27	983	235	19.3	1,218	1,187	1,197	1,200	1,189	1,200	1,222	1,236	1,232	1,237	1,238	1,240	1,241
Jewelry	18	58	20	26.4	78	75	77	76	76	76	76	77	79	79	79	79	81
Lumber and construction materials	26	1,269	181	12.6	1,450	1,396	1,398	1,401	1,399	1,422	1,458	1,458	1,478	1,473	1,486	1,520	1,511
Machinery--equipment--supplies	154	2,742	703	20.4	3,445	3,328	3,417	3,431	3,434	3,468	3,466	3,487	3,490	3,482	3,469	3,480	3,393
Metals and metal work (except scrap)	43	1,232	242	16.4	1,474	1,404	1,409	1,414	1,407	1,403	1,420	1,463	1,499	1,522	1,575	1,593	1,573
Paper and its products	20	547	181	24.9	728	778	730	716	704	711	706	704	721	719	724	731	790
Petroleum and its products	9	721	90	11.1	811	742	742	753	774	801	824	881	888	859	817	826	831
Plumbing and heating equipment and supplies	24	428	120	21.9	548	537	538	536	523	546	537	528	554	564	567	573	571
Tobacco and products (except leaf)	12	166	62	28.6	217	220	216	218	219	219	219	220	216	214	216	216	216
Waste materials	83	960	206	19.3	1,066	1,017	1,019	1,020	1,041	1,041	1,021	1,036	1,049	1,075	1,162	1,161	1,144
All other products	60	599	177	22.8	776	758	760	761	762	766	767	766	807	794	782	796	767
DETROIT	1,811	22,436	4,914	18.0	27,350	26,844	26,781	26,878	26,915	27,130	27,334	27,415	27,351	27,621	27,867	27,994	28,064
Amusement and sporting goods	21	298	195	39.6	493	483	474	474	483	476	480	501	492	496	498	512	511
Automotive	182	2,632	618	19.0	3,250	3,267	3,191	3,220	3,223	3,257	3,293	3,299	3,250	3,276	3,268	3,277	3,273
Beer, wines, and liquors	27	565	43	7.0	608	644	592	587	557	594	598	610	604	596	631	611	689
Chemicals and paints	23	532	130	19.6	662	629	640	657	667	675	673	665	670	678	673	660	651
Clothing and furnishings	72	169	76	28.1	265	247	249	261	259	264	267	264	263	273	272	283	283
Coal and coke	11	154	53	25.8	207	213	213	214	215	201	202	200	201	201	207	210	209
Drugs (general line)	1	219	70	24.3	289	286	289	285	294	293	291	290	287	285	288	289	287
Drugs and drug sundries (specialty lines)	32	104	68	39.5	172	159	164	158	167	167	171	173	167	180	182	187	194
Dry goods (general line)	--	227	46	18.8	273	271	268	268	266	265	273	271	266	275	280	292	284
Dry goods (specialty lines)	38	127	56	30.4	183	177	178	176	178	181	183	185	184	185	184	188	191
Electrical goods	68	1,524	364	19.3	1,888	1,860	1,862	1,876	1,873	1,897	1,898	1,895	1,901	1,888	1,891	1,903	1,906
Farm products--raw materials	9	171	21	11.1	192	197	196	197	188	184	190	189	191	192	190	190	205
Farm products--consumer goods	215	2,183	298	12.0	2,481	2,416	2,415	2,429	2,472	2,556	2,605	2,595	2,489	2,404	2,437	2,470	2,498
Farm supplies	9	54	4	6.9	58	59	58	59	57	58	55	49	55	60	60	60	60
Furniture and house furnishings	39	311	94	23.1	405	379	373	400	411	413	425	416	414	388	390	426	421
Groceries (general line)	30	573	92	13.8	665	667	674	668	654	649	651	669	655	681	690	676	651
Groceries and foods (specialty lines)	241	2,455	443	15.3	2,898	2,878	2,878	2,878	2,882	2,882	2,885	2,883	2,875	2,910	2,937	2,949	2,944
Hardware	35	591	151	20.3	742	710	710	706	709	727	739	757	764	759	761	767	798
Jewelry	26	102	43	29.7	145	146	139	137	139	137	136	140	143	144	148	153	183
Lumber and construction materials	40	753	112	12.8	865	820	819	831	842	839	860	868	878	895	909	913	905
Machinery--equipment--supplies	288	2,865	785	21.6	3,650	3,691	3,671	3,625	3,610	3,631	3,622	3,618	3,620	3,657	3,671	3,699	3,690
Metals and metal work (except scrap)	72	1,455	261	15.2	1,716	1,643	1,630	1,660	1,662	1,650	1,673	1,701	1,738	1,837	1,845	1,793	1,767
Paper and its products	41	638	156	19.6	794	790	779	775	781	781	789	788	782	784	812	817	844
Petroleum and its products	21	1,075	55	4.9	1,130	1,129	1,130	1,115	1,102	1,102	1,108	1,130	1,140	1,148	1,119	1,179	1,154
Plumbing and heating equipment and supplies	39	734	150	17.0	884	850	850	861	854	862	867	866	907	941	938	918	888
Tobacco and products (except leaf)	34	340	45	11.7	385	381	381	382	381	383	387	385	389	386	389	387	392
Waste materials	126	801	250	23.8	1,051	998	976	993	1,000	1,000	1,005	1,030	1,044	1,095	1,146	1,207	1,155
All other products	93	764	235	23.5	999	984	982	997	996	1,002	987	987	996	1,011	1,039	979	1,029

* Based on count for October.

** Employees include paid executives of corporations but not proprietors of unincorporated businesses.

TABLE 2. MONTHLY EMPLOYMENT AND SEX OF EMPLOYEES

CITIES, BY KINDS OF BUSINESS—Continued

CITY AND KIND OF BUSINESS	TOTAL EMPLOYEES*				Number of All Paid Employees on Pay Roll for Period Ended Nearest 15th of Each Month** (Including Executives)												
		M.	W.	Percent Women	Week Ended	January	February	March	April	May	June	July	August	September	October	November	December
LOS ANGELES	5,758	33,624	7,787	18.8	41,411	40,971	39,497	39,721	40,144	41,374	41,665	40,540	40,909	42,521	43,811	43,143	42,636
Amusement and sporting goods	71	764	437	36.4	1,201	1,201	1,220	1,210	1,237	1,204	1,196	1,202	1,195	1,169	1,182	1,173	1,243
Automotive	252	3,082	424	12.2	3,476	3,369	3,440	3,439	3,483	3,489	3,470	3,483	3,483	3,483	3,560	3,509	3,509
Beer, wines, and liquors	45	1,367	268	16.2	1,655	1,642	1,618	1,627	1,641	1,657	1,653	1,675	1,675	1,709	1,692	1,627	1,668
Chemicals and paints	50	855	161	15.8	1,016	1,009	1,006	1,007	1,014	1,014	1,021	1,017	1,020	1,033	1,022	1,015	1,019
Clothing and furnishings	314	644	251	28.0	895	872	877	907	899	883	882	877	900	900	909	916	903
Coal and coke	--	2	1	--	3	3	3	3	3	3	3	3	3	3	3	3	3
Drugs (general line)	3	531	185	25.8	716	715	709	707	716	717	703	703	712	729	722	726	727
Drugs and drug sundries (specialty lines)	62	380	258	40.5	638	578	588	550	624	645	637	660	657	670	676	699	655
Dry goods (general line)	5	33	17	--	47	46	45	47	47	45	48	47	48	50	51	47	48
Dry goods (specialty lines)	317	700	271	27.9	971	943	960	954	954	948	956	969	991	996	1,002	992	991
Electrical goods	124	1,525	427	21.9	1,952	1,951	1,934	1,946	1,948	1,944	1,956	1,976	1,985	1,931	1,921	1,914	2,036
Farm products--raw materials	31	249	49	16.3	298	323	318	269	263	268	295	291	289	307	350	314	327
Farm products--consumer goods	699	4,021	783	16.3	4,804	4,525	4,495	4,642	4,796	4,736	4,978	4,942	4,916	4,934	5,016	5,011	4,681
Farm supplies	17	239	53	18.1	292	263	280	277	290	305	300	301	302	314	293	291	291
Furniture and house furnishings	144	783	236	23.2	1,019	999	995	1,000	1,013	1,017	1,009	1,012	1,024	1,028	1,039	1,047	1,047
Groceries (general line)	12	858	100	10.7	936	933	911	931	932	917	917	940	980	992	921	932	955
Groceries and foods (specialty lines)	455	4,597	1,281	21.9	5,878	6,256	4,866	4,883	4,758	6,001	6,042	4,933	5,148	6,452	7,576	6,964	6,882
Hardware	72	1,062	210	16.5	1,270	1,257	1,248	1,260	1,254	1,257	1,269	1,276	1,270	1,273	1,279	1,290	1,301
Jewelry	105	252	127	33.4	379	354	362	365	363	366	370	378	382	391	398	403	410
Lumber and construction materials	68	1,408	167	10.5	1,575	1,581	1,605	1,628	1,635	1,622	1,552	1,391	1,611	1,590	1,580	1,562	1,537
Machinery--equipment--supplies	341	4,256	922	17.8	5,178	5,177	5,001	5,061	5,188	5,205	5,220	5,250	5,082	5,298	5,221	5,229	5,199
Metals and metal work (except scrap)	47	776	155	16.6	951	883	913	911	925	916	929	946	960	944	950	945	946
Paper and its products	61	1,048	201	16.1	1,249	1,218	1,220	1,212	1,220	1,245	1,235	1,242	1,250	1,256	1,288	1,296	1,312
Petroleum and its products	53	1,149	66	5.4	1,215	1,185	1,190	1,197	1,210	1,219	1,210	1,214	1,222	1,232	1,242	1,238	1,228
Plumbing and heating equipment and supplies	58	778	148	16.0	926	919	905	907	900	911	943	954	941	924	958	937	933
Tobacco and products except leaf	33	247	54	17.9	301	294	296	297	300	303	304	303	300	302	300	305	306
Waste materials	45	867	156	15.4	1,021	982	980	993	987	1,001	1,004	1,006	1,010	999	1,103	1,118	1,111
All other products	781	1,188	379	24.2	1,567	1,511	1,514	1,491	1,544	1,558	1,563	1,569	1,593	1,612	1,587	1,623	1,640
MILWAUKEE	777	10,221	2,382	18.9	12,807	12,356	12,341	12,423	12,493	12,479	12,537	12,617	12,710	12,724	12,894	12,886	12,829
Amusement and sporting goods	11	243	189	41.1	412	400	398	394	407	395	418	422	425	421	413	421	423
Automotive	32	897	129	12.7	959	927	930	935	956	954	943	968	981	979	985	976	984
Beer, wines, and liquors	16	366	66	15.2	432	441	434	436	428	429	428	420	423	421	424	447	454
Chemicals and paints	11	128	27	17.6	155	151	152	157	155	159	153	157	158	159	159	154	151
Clothing and furnishings	16	256	62	19.5	288	288	291	288	281	280	278	285	289	293	297	297	294
Coal and coke	3	61	14	18.8	705	743	742	723	719	672	697	698	712	655	752	679	662
Drugs (general line)	--	208	51	19.8	259	258	256	256	257	256	255	257	258	259	265	268	268
Drugs and drug sundries (specialty lines)	3	24	8	--	32	34	32	33	32	32	32	32	32	32	32	32	32
Dry goods (general line)	7	62	39	38.4	107	106	109	108	106	105	105	105	107	107	106	109	111
Electrical goods	277	489	188	27.8	770	749	716	767	763	773	770	767	774	785	775	779	765
Farm products--raw materials	6	248	33	11.9	279	292	277	275	273	268	268	268	274	284	289	296	292
Farm products--consumer goods	67	524	77	12.0	591	546	579	589	628	648	632	606	587	585	599	604	569
Farm supplies	2	127	23	17.0	146	141	150	153	155	150	128	140	134	144	146	142	142
Furniture and house furnishings	8	149	40	21.5	157	145	148	151	153	156	159	157	163	167	168	167	169
Groceries (general line)	1	477	127	21.5	597	597	592	592	598	591	597	596	597	607	606	605	605
Groceries and foods (specialty lines)	1	3	14	1.7	1,220	1,189	1,197	1,203	1,198	1,194	1,202	1,194	1,209	1,207	1,243	1,206	1,243
Hardware	1	499	95	17.1	583	498	493	493	496	498	502	503	503	506	502	504	505
Jewelry	1	34	17	34.1	51	51	48	48	49	51	51	51	51	51	52	51	51
Lumber and construction materials	18	398	49	12.1	432	438	447	444	440	442	447	450	474	461	456	453	441
Machinery--equipment--supplies	[illegible]	1,495	369	19.8	1,864	1,846	1,843	1,858	1,864	1,843	1,864	1,878	1,889	1,861	1,874	1,817	1,869
Metals and metal work (except scrap)	[illegible]	216	64	22.8	242	265	264	267	262	266	270	303	279	297	291	297	294
Paper and its products	14	392	104	24.4	426	411	412	414	413	421	426	424	439	437	446	441	431
Petroleum and its products	13	495	31	5.9	496	496	495	498	475	491	505	519	529	[illegible]	543	535	501
Plumbing and heating equipment and supplies	[illegible]	[illegible]	90	17.1	445	446	446	441	441	454	441	439	448	447	454	453	448
Tobacco and products except leaf	[illegible]	157	39	24.1	192	191	190	190	191	191	191	194	197	192	196	197	199
Waste materials	[illegible]	[illegible]	121	[illegible]	457	417	414	427	424	429	430	421	442	486	518	524	529
All other products	[illegible]	[illegible]	[illegible]	21.2	365	362	361	359	363	362	361	364	367	371	372	372	371

* Based on total for 12 months. Percent women not shown for kinds of business where total employees is less than 50.

** Employees include executives of corporations but not proprietors or unincorporated businesses.

TABLE 2.--MONTHLY EMPLOYMENT AND SEX OF EMPLOYEES

CITIES, BY KINDS OF BUSINESS--Continued

CITY AND KIND OF BUSINESS	[illegible]	SEX OF EMPLOYEES*			NUMBER OF EMPLOYEES**												
	[illegible]	M	W	[illegible]	[illegible]	January	February	March	April	May	June	July	August	September	October	November	December
NEW YORK CITY	15,827	177,582	63,823	26.4	241,405	235,001	235,887	237,336	238,054	238,539	239,976	240,977	242,660	245,338	247,520	248,105	247,463
Amusement and sporting goods	305	5,344	1,719	33.9	5,059	4,906	4,879	4,883	4,912	4,953	5,108	5,044	5,103	5,132	5,177	5,270	5,335
Automotive	222	4,896	1,136	19.5	5,834	[illegible]	5,648	5,695	5,767	5,862	5,879	5,894	5,937	6,021	6,046	5,871	5,761
Beer, wines, and liquors	73	5,577	1,601	22.3	7,178	[illegible]	6,979	7,145	7,082	7,171	7,098	7,052	7,014	7,219	7,318	7,543	7,574
Chemicals and paints	206	5,359	2,133	28.5	7,492	[illegible]	7,351	7,371	7,506	7,599	7,550	7,503	7,487	7,515	7,557	7,562	7,597
Clothing and furnishings	2,334	13,038	6,929	34.7	19,967	19,[illegible]	19,449	19,677	19,806	19,700	19,623	19,758	19,980	20,419	20,758	20,658	20,494
Coal and coke	28	1,264	358	21.8	1,642	1,866	1,729	1,717	1,675	1,598	1,590	1,561	1,579	1,613	1,646	1,658	1,646
Drugs (general line)	--	1,000	307	23.5	1,307	1,300	1,301	1,302	1,308	1,303	1,302	1,305	1,306	1,307	1,314	1,312	1,326
Drugs and drug sundries (specialty lines)	218	4,472	5,103	53.3	9,575	9,129	9,157	9,257	9,288	9,276	9,305	9,319	9,717	9,923	10,127	10,058	10,308
Dry goods (general line)	24	549	484	46.9	1,033	1,012	1,014	1,048	1,040	1,034	1,037	1,032	1,042	1,044	1,051	1,016	1,051
Dry goods (specialty lines)	2,415	24,670	10,273	29.4	34,943	34,013	34,419	34,607	34,589	34,488	34,410	34,767	35,192	35,672	35,895	35,720	35,538
Electrical goods	293	6,163	1,925	23.8	8,088	7,948	7,906	7,982	7,979	8,050	8,098	8,097	8,145	8,189	8,176	8,253	8,287
Farm products--raw materials	450	2,066	582	21.8	2,867	2,669	2,681	2,658	2,813	2,599	2,617	2,855	2,845	2,668	2,717	2,764	2,789
Farm products--consumer goods	1,769	12,507	1,641	11.6	14,148	13,614	13,844	13,698	13,999	14,282	14,423	14,541	14,421	14,504	14,793	14,278	14,088
Farm supplies	27	320	152	32.3	472	478	478	478	478	482	483	469	469	470	465	463	445
Furniture and house furnishings	871	6,483	2,610	28.7	8,693	8,905	8,860	8,916	8,937	8,908	8,925	8,899	9,063	9,326	9,461	9,483	9,418
Groceries (general line)	41	3,164	714	18.4	3,878	3,817	3,828	3,845	3,838	3,843	3,825	3,843	3,860	4,024	3,953	3,933	3,921
Groceries and foods (specialty lines)	1,466	17,315	4,275	19.8	21,590	21,024	21,091	21,206	21,350	21,429	21,517	21,563	21,585	21,906	22,047	22,429	21,958
Hardware	235	2,482	771	23.7	3,253	3,195	3,180	3,206	3,213	3,238	3,254	3,279	3,281	3,275	3,313	3,307	3,296
Jewelry	1,050	3,315	2,552	43.5	5,867	5,637	5,673	5,709	5,813	5,817	5,584	5,545	5,876	6,114	6,557	6,432	6,261
Lumber and construction materials	189	5,542	1,025	15.6	6,567	6,193	6,192	6,234	6,304	6,377	6,455	6,445	6,423	6,419	6,487	6,449	6,427
Machinery--equipment--supplies	1,071	17,517	5,349	23.6	22,866	22,401	22,368	22,456	22,546	22,588	22,755	22,860	22,884	22,741	22,789	22,877	22,981
Metals and metal work (except scrap)	169	4,329	1,286	22.9	5,615	5,442	5,443	5,485	5,468	5,533	5,557	5,583	5,591	5,708	5,834	5,858	5,874
Paper and its products	580	7,202	2,624	28.7	9,826	9,706	9,733	9,752	9,760	9,872	9,669	9,626	9,701	9,875	10,058	10,150	10,217
Petroleum and its products	48	3,337	808	15.4	3,945	4,031	3,954	3,961	3,906	3,852	3,866	3,821	3,807	3,871	3,943	4,069	4,262
Plumbing and heating equipment and supplies	173	3,111	782	20.1	3,893	3,752	3,803	3,816	3,821	3,837	3,874	3,935	3,939	3,965	4,024	3,982	3,973
Tobacco and products (except leaf)	160	4,016	754	15.8	4,770	4,321	4,329	4,408	4,449	4,657	5,510	5,781	5,701	4,683	4,508	4,495	4,425
Waste materials	839	3,204	856	21.1	4,058	4,009	3,980	3,987	3,904	3,832	3,884	3,896	3,985	4,153	4,408	4,341	4,585
All other products	1,088	11,911	5,277	30.7	17,188	16,707	16,878	16,884	16,883	16,779	16,818	16,944	17,169	17,804	17,804	17,874	17,906
PHILADELPHIA	3,190	33,980	8,297	19.6	42,257	41,503	41,589	41,747	41,725	41,919	41,987	42,003	42,231	42,697	43,098	43,390	43,209
Amusement and sporting goods	29	621	370	37.3	991	988	1,006	987	981	983	983	985	997	998	984	992	1,025
Automotive	86	2,304	354	13.3	2,658	2,569	2,602	2,629	2,648	2,672	2,673	2,669	2,629	2,617	2,736	2,724	2,725
Beer, wines, and liquors	95	466	43	8.5	509	525	518	506	511	497	510	497	497	503	510	512	516
Chemicals and paints	29	1,028	354	25.6	1,382	1,339	1,349	1,364	1,365	1,391	1,398	1,400	1,397	1,412	1,395	1,389	1,384
Clothing and furnishings	206	632	234	27.0	866	851	858	864	866	867	867	855	841	879	887	882	874
Coal and coke	23	451	129	22.3	580	590	590	588	585	577	562	561	565	577	590	590	590
Drugs (general line)	--	425	161	27.5	586	576	577	578	580	583	588	590	592	592	596	593	590
Drugs and drug sundries (specialty lines)	33	593	224	27.4	817	818	807	804	807	813	826	829	820	827	828	817	813
Dry goods (general line)	5	148	40	21.5	188	189	187	185	192	190	191	182	181	193	191	191	189
Dry goods (specialty lines)	189	708	556	44.0	1,264	1,274	1,285	1,289	1,270	1,260	1,256	1,260	1,276	1,279	1,272	1,245	1,247
Electrical goods	98	1,903	524	21.6	2,427	2,360	2,387	2,365	2,364	2,390	2,418	2,453	2,448	2,448	2,468	2,507	2,541
Farm products--raw materials	68	212	49	18.8	281	259	281	259	260	260	263	258	267	265	260	259	260
Farm products--consumer goods	475	1,955	423	17.8	2,378	2,311	2,317	2,343	2,366	2,398	2,424	2,434	2,421	2,421	2,374	2,363	2,358
Farm supplies	16	116	25	17.5	141	140	149	155	143	141	132	138	143	143	137	138	138
Furniture and house furnishings	128	760	231	23.3	991	959	951	962	953	998	996	988	992	1,023	1,029	1,030	1,028
Groceries (general line)	43	890	204	19.2	1,064	1,098	1,067	1,066	1,063	1,054	1,048	1,050	1,048	1,078	1,074	1,077	1,074
Groceries and foods (specialty lines)	371	4,411	923	17.3	5,334	5,255	5,270	5,272	5,330	5,331	5,334	5,278	5,308	5,401	5,402	5,434	5,398
Hardware	29	449	108	19.3	557	540	535	537	540	546	552	556	555	558	587	591	583
Jewelry	77	222	78	25.9	300	291	290	294	296	295	299	298	294	302	310	316	314
Lumber and construction materials	75	1,736	246	12.4	1,982	1,913	1,930	1,947	1,913	1,980	1,942	1,986	1,994	2,021	2,015	2,099	2,047
Machinery--equipment--supplies	342	4,354	1,165	21.1	5,519	5,474	5,482	5,527	5,514	5,520	5,528	5,484	5,500	5,558	5,561	5,568	5,517
Metals and metal work (except scrap)	62	1,514	308	19.0	1,622	1,585	1,583	1,582	1,586	1,586	1,592	1,579	1,628	1,685	1,719	1,722	1,711
Paper and its products	99	1,315	349	21.0	1,664	1,726	1,650	1,647	1,642	1,639	1,637	1,635	1,635	1,642	1,689	1,702	1,720
Petroleum and its products	13	1,889	84	4.3	1,953	1,951	1,962	1,968	1,907	1,845	1,847	1,901	1,906	1,903	1,970	2,116	2,154
Plumbing and heating equipment and supplies	77	1,129	250	18.1	1,379	1,351	1,351	1,357	1,356	1,357	1,358	1,364	1,387	1,398	1,432	1,442	1,389
Tobacco and products (except leaf)	70	529	140	20.9	669	659	666	669	663	659	660	665	667	671	679	683	681
Waste materials	244	1,461	283	16.2	1,744	1,637	1,653	1,640	1,669	1,690	1,702	1,698	1,796	1,833	1,901	1,901	1,853
All other products	208	1,989	442	18.2	2,431	2,345	2,366	2,403	2,395	2,419	2,401	2,410	2,447	2,472	2,502	2,507	2,410

* Based on count for October.

** Employees include paid executives of corporations but not proprietors of unincorporated businesses.

TABLE 2.—MONTHLY EMPLOYMENT AND SEX OF EMPLOYEES

CITIES, BY KINDS OF BUSINESS—Continued

CITY AND KIND OF BUSINESS	Active proprietors of unincorporated businesses	SEX OF EMPLOYEES* (full-time and part-time combined)			Number of All Paid Employees on Pay Roll for Period Ended Nearest 15th of Each Month** (full-time and part-time combined)												
		Men	Women	Percent women	Average number	January	February	March	April	May	June	July	August	September	October	November	December
PITTSBURGH	1,191	16,862	3,925	18.9	20,787	20,259	20,253	20,398	20,499	20,616	20,822	20,956	20,897	21,056	21,167	21,277	21,251
Amusement and sporting goods	21	414	223	35.0	637	646	648	638	608	620	623	642	637	637	645	643	651
Automotive	30	1,584	235	12.9	1,819	1,705	1,709	1,731	1,788	1,796	1,821	1,854	1,866	1,884	1,900	1,893	1,886
Beer, wines, and liquors	64	197	26	11.7	223	217	217	215	221	223	227	229	228	225	223	228	224
Chemicals and paints	9	445	118	21.0	563	557	557	566	586	569	572	575	566	569	568	569	545
Clothing and furnishings	102	338	106	23.8	444	432	430	438	438	438	439	445	446	454	459	455	459
Coal and coke	9	155	48	26.1	183	189	189	184	179	172	166	169	176	189	195	190	194
Drugs (general line)	---	302	101	25.0	403	403	400	400	396	406	405	403	405	405	400	403	407
Drugs and drug sundries (specialty lines)	14	90	47	34.1	137	140	138	136	134	133	136	132	137	135	138	137	142
Dry goods	22	246	64	20.6	310	302	296	296	303	302	304	317	310	314	324	323	325
Electrical goods	46	1,184	366	23.6	1,550	1,506	1,526	1,547	1,533	1,521	1,528	1,574	1,569	1,565	1,569	1,566	1,569
Farm products--raw materials	23	67	6	8.5	73	76	72	72	71	71	75	76	74	76	74	73	71
Farm products--consumer goods	194	1,674	316	15.9	1,990	1,915	1,899	1,920	1,947	1,991	2,137	2,063	1,990	2,006	1,987	2,017	1,989
Farm supplies	5	132	22	14.4	154	152	154	154	156	155	152	148	160	170	166	148	147
Furniture and house furnishings	38	355	108	23.3	463	458	451	455	456	461	458	466	460	463	473	477	476
Groceries (general line)	11	331	43	11.5	374	370	365	368	377	372	371	371	372	383	379	381	383
Groceries and foods (specialty lines)	154	2,121	422	16.6	2,543	2,516	2,499	2,489	2,511	2,488	2,532	2,518	2,535	2,536	2,566	2,678	2,653
Hardware	4	359	81	18.4	440	438	436	435	435	439	441	439	437	437	445	449	450
Jewelry	20	85	36	30.8	123	116	118	120	120	121	121	120	125	128	127	127	121
Lumber and construction materials	41	914	182	18.3	996	952	955	958	990	1,001	1,015	1,024	1,007	1,006	1,011	1,015	1,010
Machinery--equipment--supplies	167	2,546	637	20.0	3,183	3,110	3,129	3,150	3,146	3,169	3,175	3,219	3,219	3,232	3,239	3,198	3,209
Metals and metal work (except scrap)	28	778	205	20.9	983	956	958	964	981	988	969	972	988	1,005	1,024	1,014	1,022
Paper and its products	19	529	88	14.2	617	608	598	615	619	628	610	614	616	628	627	626	620
Petroleum and its products	11	602	32	5.1	634	640	642	653	632	626	609	615	617	617	627	666	661
Plumbing and heating equipment and supplies	32	556	111	16.7	667	622	618	637	643	661	663	674	682	702	706	704	697
Tobacco and products (except leaf)	17	226	56	19.7	282	282	279	278	278	296	278	281	280	281	278	280	287
Waste materials	57	286	84	22.8	370	347	342	345	359	364	371	375	374	385	397	393	395
All other products	53	466	160	25.6	626	624	628	630	630	625	624	621	619	623	630	631	632
ST. LOUIS	1,464	26,799	7,568	22.0	34,367	33,893	33,983	34,017	33,978	34,099	34,128	34,351	34,539	34,785	34,845	34,870	34,916
Amusement and sporting goods	11	424	231	35.3	655	640	640	653	644	643	647	663	674	649	648	677	681
Automotive	67	1,944	332	14.6	2,276	2,186	2,202	2,237	2,252	2,267	2,293	2,295	2,304	2,310	2,311	2,318	2,336
Beer, wines, and liquors	8	532	103	16.2	635	640	631	636	631	646	655	627	629	621	628	629	652
Chemicals and paints	19	433	160	27.0	593	566	568	572	578	583	585	586	639	643	602	598	595
Clothing and furnishings	114	2,889	887	23.5	3,776	3,765	3,722	3,740	3,741	3,790	3,762	3,814	3,816	3,853	3,837	3,789	3,784
Coal and coke	10	231	47	17.0	278	281	283	279	271	260	263	266	286	287	263	294	279
Drugs (general line)	---	472	242	33.9	714	706	698	699	704	703	692	700	706	729	771	730	728
Drugs and drug sundries (specialty lines)	17	354	287	44.8	641	642	641	638	640	639	638	642	641	644	644	643	641
Dry goods (general line)	1	1,485	378	20.3	1,863	1,839	1,843	1,826	1,821	1,806	1,818	1,857	1,876	1,896	1,920	1,925	1,925
Dry goods (specialty lines)	84	237	95	28.6	332	336	336	343	333	326	324	330	327	330	330	326	330
Electrical goods	49	1,058	332	23.9	1,390	1,343	1,349	1,370	1,378	1,381	1,383	1,399	1,414	1,422	1,403	1,421	1,422
Farm products--raw materials	43	437	88	16.7	525	611	567	510	497	499	495	516	504	499	503	501	595
Farm products--consumer goods	190	1,236	145	10.5	1,381	1,345	1,361	1,381	1,378	1,373	1,392	1,394	1,389	1,381	1,398	1,396	1,394
Farm supplies	8	224	48	17.5	272	281	276	267	268	250	241	237	248	291	311	308	275
Furniture and house furnishings	40	334	98	22.6	432	413	412	412	414	433	432	434	433	445	453	452	453
Groceries (general line)	8	627	82	11.6	709	685	757	741	735	700	703	708	691	716	697	696	698
Groceries and foods (specialty lines)	194	2,244	1,025	31.3	3,267	3,282	3,284	3,292	3,250	3,229	3,272	3,256	3,253	3,249	3,274	3,258	3,299
Hardware	21	1,624	493	23.3	2,117	2,088	2,091	2,122	2,141	2,103	2,078	2,100	2,110	2,134	2,156	2,114	2,140
Jewelry	12	153	29	15.9	182	181	179	179	183	179	177	174	174	175	186	203	205
Lumber and construction materials	42	1,050	154	12.8	1,204	1,168	1,156	1,147	1,177	1,172	1,198	1,224	1,221	1,24[illegible]	1,251	1,269	1,224
Machinery--equipment--supplies	191	3,060	868	22.1	3,928	3,883	3,868	3,890	3,872	3,936	3,942	3,945	3,973	3,977	3,958	3,949	3,917
Metals and metal work (except scrap)	33	939	220	19.0	1,159	1,070	1,086	1,141	1,137	1,185	1,167	1,164	1,183	1,193	1,207	1,182	1,195
Paper and its products	47	865	318	26.8	1,186	1,181	1,183	1,183	1,167	1,180	1,185	1,181	1,174	1,171	1,213	1,214	1,217
Petroleum and its products	15	633	52	7.6	685	687	684	679	683	677	680	674	674	679	693	702	709
Plumbing and heating equipment and supplies	28	643	100	13.5	743	730	719	723	734	737	738	740	746	748	769	776	757
Tobacco and products (except leaf)	45	661	50	7.0	711	708	711	710	714	711	708	713	709	711	711	706	712
Waste materials	79	627	291	31.7	918	885	893	882	909	916	900	915	913	936	962	989	997
All other products	90	1,380	415	23.1	1,795	1,751	1,783	1,763	1,748	1,777	1,762	1,797	1,821	1,857	1,858	1,851	1,795

* Based on count for October.

** Employees include paid executives of corporations but not proprietors of unincorporated businesses.

TABLE 2.—MONTHLY EMPLOYMENT AND SEX OF EMPLOYEES

CITIES, BY KINDS OF BUSINESS [illegible]

CITY AND KIND OF BUSINESS	[illegible]	[illegible]	[illegible]	[illegible]	Number of full-time employees [illegible]	[illegible]	[illegible]	Number**	[illegible]	[illegible]	[illegible]	[illegible]	[illegible]	[illegible]	[illegible]	[illegible]
SAN FRANCISCO	[illegible]	[illegible]	[illegible]	[illegible]	34,612	33,817	33,887	[illegible]	[illegible]	[illegible]	[illegible]	[illegible]	[illegible]	[illegible]	[illegible]	25,279
Amusement and sporting goods	[illegible]	[illegible]	[illegible]	[illegible]	823	810	816	[illegible]	[illegible]	[illegible]	[illegible]	[illegible]	824	823	812	811	672
Automotive	[illegible]	[illegible]	[illegible]	[illegible]	2,178	2,124	2,125	[illegible]	[illegible]	[illegible]	[illegible]	[illegible]	[illegible]	[illegible]	2,227	2,213	2,201
Beer, wines, and liquors	[illegible]	[illegible]	[illegible]	[illegible]	1,578	1,502	1,515	[illegible]	[illegible]	[illegible]	[illegible]	[illegible]	[illegible]	[illegible]	1,517	1,649	1,641
Chemicals and paints	[illegible]	[illegible]	[illegible]	[illegible]	1,121	1,107	1,116	[illegible]	[illegible]	[illegible]	[illegible]	[illegible]	[illegible]	[illegible]	[illegible]	1,133	1,127
Clothing and furnishings	[illegible]	[illegible]	[illegible]	[illegible]	810	802	796	[illegible]	[illegible]	[illegible]	[illegible]	[illegible]	[illegible]	[illegible]	[illegible]	819	810
[illegible]	[illegible]	[illegible]	[illegible]	[illegible]	19	19	19	[illegible]	[illegible]	[illegible]	[illegible]	[illegible]	[illegible]	[illegible]	[illegible]	18	21
Drugs (general line)	[illegible]	[illegible]	[illegible]	[illegible]	466	476	472	[illegible]	[illegible]	[illegible]	[illegible]	[illegible]	[illegible]	[illegible]	[illegible]	458	456
Drugs and drug sundries (specialty lines)	[illegible]	[illegible]	[illegible]	[illegible]	863	849	861	[illegible]	[illegible]	[illegible]	[illegible]	[illegible]	[illegible]	[illegible]	[illegible]	864	887
Dry goods (general line)	[illegible]	[illegible]	[illegible]	[illegible]	250	250	250	[illegible]	[illegible]	[illegible]	[illegible]	[illegible]	[illegible]	[illegible]	[illegible]	250	250
Dry goods (specialty lines)	[illegible]	[illegible]	[illegible]	[illegible]	723	720	735	[illegible]	[illegible]	[illegible]	[illegible]	[illegible]	[illegible]	[illegible]	721	722	723
Electrical goods	[illegible]	[illegible]	[illegible]	[illegible]	1,509	1,483	1,483	[illegible]	[illegible]	[illegible]	[illegible]	[illegible]	[illegible]	[illegible]	1,484	1,542	1,564
Farm products--raw materials	[illegible]	[illegible]	[illegible]	[illegible]	245	247	246	[illegible]	[illegible]	[illegible]	[illegible]	[illegible]	[illegible]	[illegible]	246	241	223
Farm products--consumer goods	[illegible]	[illegible]	[illegible]	[illegible]	2,737	2,674	2,680	[illegible]	[illegible]	[illegible]	[illegible]	[illegible]	[illegible]	[illegible]	2,716	2,863	2,847
Farm supplies	[illegible]	[illegible]	[illegible]	[illegible]	224	203	199	[illegible]	[illegible]	[illegible]	[illegible]	[illegible]	[illegible]	[illegible]	207	220	215
Furniture and house furnishings	[illegible]	[illegible]	[illegible]	[illegible]	1,107	1,092	1,087	[illegible]	[illegible]	[illegible]	[illegible]	[illegible]	[illegible]	[illegible]	1,139	1,126	1,130
Groceries (general line)	[illegible]	[illegible]	[illegible]	[illegible]	838	835	835	[illegible]	[illegible]	[illegible]	[illegible]	[illegible]	[illegible]	[illegible]	849	816	820
Groceries and foods (specialty lines)	[illegible]	[illegible]	1,706	[illegible]	5,823	5,609	5,614	[illegible]	[illegible]	[illegible]	[illegible]	[illegible]	[illegible]	[illegible]	5,402	6,018	5,754
Hardware	[illegible]	[illegible]	318	[illegible]	1,025	1,028	1,022	[illegible]	[illegible]	[illegible]	[illegible]	[illegible]	[illegible]	[illegible]	[illegible]	1,037	1,039
Jewelry	[illegible]	[illegible]	[illegible]	[illegible]	306	289	296	[illegible]	[illegible]	[illegible]	[illegible]	[illegible]	[illegible]	[illegible]	[illegible]	319	322
Lumber and construction materials	[illegible]	[illegible]	177	[illegible]	1,054	1,041	1,056	[illegible]	[illegible]	[illegible]	[illegible]	[illegible]	[illegible]	[illegible]	1,115	1,115	1,108
Machinery--equipment--supplies	[illegible]	[illegible]	[illegible]	[illegible]	3,909	3,848	3,839	[illegible]	[illegible]	[illegible]	[illegible]	[illegible]	[illegible]	[illegible]	3,933	3,908	3,942
Metals and metal work (except scrap)	[illegible]	[illegible]	[illegible]	[illegible]	802	780	786	[illegible]	[illegible]	[illegible]	[illegible]	[illegible]	[illegible]	[illegible]	820	816	818
Paper and its products	[illegible]	[illegible]	[illegible]	[illegible]	1,752	1,713	1,709	[illegible]	[illegible]	[illegible]	[illegible]	[illegible]	[illegible]	[illegible]	1,779	1,607	1,667
Petroleum and its products	[illegible]	[illegible]	[illegible]	[illegible]	699	686	682	[illegible]	[illegible]	[illegible]	[illegible]	[illegible]	[illegible]	[illegible]	690	689	643
Plumbing and heating equipment and supplies	[illegible]	[illegible]	[illegible]	[illegible]	853	842	847	[illegible]	[illegible]	[illegible]	[illegible]	[illegible]	[illegible]	[illegible]	862	948	859
Tobacco and products (except leaf)	[illegible]	[illegible]	[illegible]	[illegible]	562	542	546	[illegible]	[illegible]	[illegible]	[illegible]	[illegible]	[illegible]	[illegible]	555	558	555
Waste materials	[illegible]	[illegible]	[illegible]	[illegible]	394	370	384	[illegible]	[illegible]	[illegible]	[illegible]	[illegible]	[illegible]	[illegible]	427	396	393
All other products	[illegible]	[illegible]	[illegible]	[illegible]	1,942	1,896	1,871	[illegible]	[illegible]	[illegible]	[illegible]	[illegible]	[illegible]	[illegible]	2,051	2,008	2,002
WASHINGTON, D. C.																	
(See District of Columbia, page 420.)																	

* Based on count for October. Percent women [illegible] of business where total employees is less than 50.
** Employees include paid executives of corporations [illegible] of unincorporated businesses.

Table 3.—ANALYSIS OF EMPLOYMENT AND PAY ROLL BY OCCUPATIONAL GROUPS

Table 3 analyzes employment and pay roll for one week of 1939 by occupational groups. Tabulations are presented in the following pages for each of the nine geographic divisions, and for each city of more than 500,000 population. For a more complete description of table 3, see chapter V.

Divisions	Page
New England	[illegible]
Middle Atlantic	455
East North Central	[illegible]
West North Central	465
South Atlantic	[illegible]
East South Central	[illegible]
West South Central	[illegible]
Mountain	480
Pacific	483
Cities:	
Baltimore	487
Boston	489
Buffalo	[illegible]
Chicago	[illegible]
Cleveland	[illegible]
Detroit	[illegible]
Los Angeles	[illegible]
Milwaukee	[illegible]
New York	[illegible]
Philadelphia	511
Pittsburgh	514
St. Louis	516
San Francisco	518
Washington, D. C.	521

MAP 4. - GEOGRAPHIC DIVISIONS AND 14 CITIES WITH MORE THAN 500,000 POPULATION

U S DEPARTMENT OF COMMERCE

BUREAU OF THE CENSUS

TABLE 3.—ANALYSIS OF EMPLOYMENT AND PAY ROLL BY OCCUPATIONAL GROUPS

TYPES OF OPERATION BY KINDS OF BUSINESS

NEW ENGLAND

[Figures are for week ended October 21, 1939, except where such period is not representative. In such cases one week of representative employment is given]

TYPE OF OPERATION KIND OF BUSINESS	ESTABLISHMENTS REPORTING EMPLOYES BY OCCUPATIONAL GROUPS		TOTAL EMPLOYES REPORTED BY OCCUPATIONAL GROUPS				Number of executives and salaried supervisors others	OFFICE AND CLERICAL EMPLOYES			INSIDE SELLING EMPLOYES			OUTSIDE SELLING EMPLOYES			WAREHOUSE EMPLOYES			ALL OTHER		
			Full-time		Part-time			Full-time		Number of part-time	Full-time		Number of part-time	Full-time		Number of part-time	Full-time		Number of part-time	Full-time		Number of part-time
	Number	Sales (add 000)	Number	Pay roll for week	Number	Pay roll for week		Number	Pay roll for week		Number	Pay roll for week		Number	Pay roll for week		Number	Pay roll for week		Number	Pay roll for week	
SERVICE AND LIMITED-FUNCTION WHOLESALERS	4,589	$1,548,782	51,628	$1,721,804	2,497	$29,765	4,582	11,051	$266,922	251	4,722	$138,094	94	9,895	$414,521	150	10,633	$246,586	608	10,765	$254,641	1,394
Amusement and sporting goods	58	5,694	550	14,335	22	363	41	261	4,743	7	62	1,385	2	75	3,177	7	49	1,040	2	62	1,176	4
Sporting goods	13	1,860	147	4,728	4	44	9	31	707	1	35	776	---	27	1,177	---	16	384	1	29	663	2
Toys, novelties, and fireworks	20	1,456	121	2,766	11	231	20	30	484	1	14	281	2	16	593	6	20	394	1	21	268	1
All other	25	2,378	282	6,839	7	88	12	200	3,552	5	13	328	---	32	1,407	1	13	262	---	12	245	1
Automotive	291	104,511	3,387	108,641	58	945	274	709	17,820	15	563	14,856	2	645	25,521	3	308	6,764	30	888	22,593	8
Automobiles (new and used)	27	78,122	1,152	41,380	39	752	54	511	9,264	5	63	2,153	---	237	10,929	1	83	2,054	27	404	10,618	6
Trucks and tractors	8	662	52	1,859	---	---	11	13	285	---	1	(x)	---	5	273	---	---	---	---	22	565	---
Automotive accessories and equipment	109	12,528	1,060	30,684	12	154	90	206	4,529	6	231	5,763	1	213	7,128	2	109	2,337	2	211	5,073	1
Automotive parts	116	9,999	918	28,892	5	(x)	94	141	2,947	3	236	6,150	---	152	5,893	---	82	1,709	1	213	5,459	1
Tires and tubes	51	3,200	205	5,826	2	(x)	25	38	795	1	32	(x)	1	38	1,298	---	34	684	---	38	878	---
Beer, wines, and liquors	282	95,569	3,458	116,896	81	828	281	682	14,863	14	80	2,808	1	1,157	43,434	1	594	13,676	7	684	15,647	58
Beer and ale	175	39,262	1,686	49,456	62	679	131	292	5,868	7	41	1,402	1	513	17,127	1	303	8,979	4	406	9,223	49
Wines and liquors	89	56,307	1,772	67,440	19	149	150	390	8,995	7	39	1,406	---	644	26,307	---	291	6,697	3	258	6,424	9
Chemicals and paints	110	21,054	780	35,122	37	495	118	175	4,822	5	92	2,582	2	168	10,130	4	121	2,720	13	106	2,681	13
Dyestuffs	14	6,833	120	10,911	2	(x)	11	26	1,147	---	---	---	---	27	4,600	---	17	416	2	39	1,253	---
Industrial chemicals	28	8,508	183	8,586	15	133	32	52	1,307	2	8	274	---	42	1,965	---	33	828	5	16	440	8
Paints and varnishes	33	3,591	284	9,766	8	159	45	61	1,536	1	44	1,211	2	55	2,288	---	54	1,166	2	25	557	3
Paints with glass and/or wallpaper	18	1,304	114	3,479	1	(x)	19	20	435	---	34	947	---	18	558	---	6	124	1	17	318	---
All other	17	818	79	2,380	11	132	11	16	395	2	6	150	---	26	739	4	11	186	3	9	153	2
Clothing and furnishings	248	56,816	2,124	81,000	47	502	326	445	9,786	10	263	7,402	11	456	21,413	8	444	9,335	15	190	4,721	3
Clothing and furnishings (general line)	21	5,941	412	15,092	6	76	28	86	1,527	1	33	1,001	---	91	5,438	---	91	2,091	5	102	2,669	---
Men's and boys'	75	11,882	496	18,798	18	185	114	96	2,084	4	77	2,275	5	90	3,875	5	69	1,511	1	50	1,055	3
Women's and children's	57	12,676	416	18,120	9	98	64	89	2,022	---	77	2,060	2	81	3,585	---	87	1,559	7	18	581	---
Shoes and other footwear	75	24,717	692	27,960	9	88	105	176	3,825	4	47	1,517	2	168	7,731	3	183	4,149	---	13	293	---
All other	20	1,620	108	3,030	5	55	14	18	328	1	29	549	2	26	786	---	14	225	2	7	143	---
Coal and coke	46	71,724	851	43,172	187	1,548	48	232	7,825	6	18	1,444	---	189	15,535	4	102	3,323	5	282	8,733	172
Drugs (general line)	20	(x)	1,111	33,993	6	61	57	345	8,241	---	76	2,155	---	138	6,388	1	445	9,921	3	50	1,538	2
Service wholesalers (without liquor)	16	(x)	916	27,335	4	(x)	44	287	6,907	---	58	1,568	---	120	5,506	1	386	8,469	1	21	573	2
All other	4	5,741	195	6,658	2	(x)	13	58	1,334	---	18	587	---	18	882	---	59	1,452	2	29	965	---
Drugs and drug sundries (specialty lines)	31	5,675	291	8,013	5	50	35	68	1,235	1	19	402	---	47	1,412	2	89	2,014	2	33	550	---
Proprietary medicines	17	4,610	215	5,626	4	(x)	18	51	936	1	---	---	---	29	784	1	87	(x)	2	30	504	---
All other	14	1,065	76	2,387	1	(x)	17	17	299	---	19	402	---	18	628	1	2	(x)	---	3	46	---
Dry goods (general line)	10	4,252	200	7,215	---	---	18	44	1,207	---	44	1,203	---	54	2,334	---	20	493	---	20	424	---
Dry goods (specialty lines)	112	25,006	852	30,754	19	178	123	232	5,374	4	99	2,780	---	119	6,033	5	198	5,630	2	81	1,347	8
Hosiery and lingerie	9	2,096	55	1,910	---	---	8	12	233	---	16	446	---	10	527	---	8	136	---	1	(x)	---
Notions	22	1,946	156	3,925	11	95	27	34	693	1	17	292	---	12	353	5	48	644	---	18	267	5
Piece goods:																						
Cotton	17	8,442	202	8,762	---	---	20	82	1,456	---	9	308	---	29	1,438	---	73	1,453	---	9	204	---
Woolen and worsted	22	5,107	97	4,534	1	(x)	28	24	531	---	17	560	---	13	515	---	13	310	---	4	85	1
All other	29	5,001	205	8,273	7	(x)	31	72	1,857	3	28	777	---	34	2,875	---	38	762	2	2	(x)	2
Other dry goods specialties	13	2,414	137	3,350	---	---	11	28	604	---	12	277	---	21	525	---	18	325	---	47	754	---
Electrical goods	207	46,562	2,258	80,213	42	554	178	710	17,526	8	392	10,799	3	475	21,113	5	254	8,451	5	251	6,825	23
Electrical merchandise (general line)	37	(x)	878	24,632	---	---	29	242	6,659	---	121	3,760	---	139	6,745	---	118	3,427	---	29	618	---
Wiring supplies and construction materials	60	5,280	352	11,292	10	140	57	87	1,787	3	77	2,055	2	59	1,922	---	39	859	1	33	817	4
Radios and equipment	47	8,850	480	17,869	7	61	40	154	3,241	2	89	2,117	---	105	4,610	---	45	974	---	47	1,180	5
Refrigerators and equipment (household)	8	5,462	189	8,181	4	48	6	79	2,288	1	4	142	1	49	3,120	---	7	165	2	44	1,618	---
All other	55	(x)	559	18,239	21	307	44	148	3,551	---	101	2,725	---	123	4,716	5	45	1,026	2	98	2,594	14

For footnotes, see end of table.

451724 O - 42 - 30

NEW ENGLAND

TABLE [illegible].—ANALYSIS OF EMPLOYMENT AND PAY ROLL BY OCCUPATIONAL GROUPS

Types of Operation by Kinds of B[illegible]

TYPE OF OPERATION, KIND OF BUSINESS	[illegible]	[illegible]	[illegible]	[illegible]	Proprietors Number	Proprietors Pay roll	Number of executives	Office and clerical Number	Office and clerical Pay roll	[illegible]	[illegible]	[illegible]	[illegible]	[illegible]	[illegible]	[illegible]	Warehouse [illegible]	Warehouse [illegible]	[illegible]	Other Number	Other Pay roll	[illegible]
SERVICE AND LIMITED-FUNCTION WHOLESALERS--Con.																						
Farm products--raw materials	[illegible]	$14[illegible]	9[illegible]	$45,[illegible]	31	$546	87	288	$10,[illegible]	1	38	$1,[illegible]	[illegible]	115	$3,[illegible]	-	17[illegible]	$5,[illegible]	14	261	$7,505	18
Cotton	[illegible]	[illegible]	[illegible]	3,[illegible]	1	(x)	5	35	1,327	1	2	(x)	[illegible]	1	[illegible]	[illegible]	-	-	--	2	(x)	-
Wool and mohair	[illegible]	[illegible]	[illegible]	36,[illegible]	22	473	62	227	8,321	--	18	1,[illegible]	---	81	[illegible]	-	12[illegible]	3,[illegible]	1[illegible]	193	6,341	12
All other	[illegible]	[illegible]	[illegible]	[illegible]	8	(x)	20	26	686	---	1[illegible]	(x)	[illegible]	1[illegible]	[illegible]	[illegible]	[illegible]	1,2[illegible]	1	66	(x)	4
Farm products--consumer goods	[illegible]	[illegible]	[illegible]	14[illegible]	390	4,380	270	587	13,14[illegible]	18	[illegible]	[illegible]	[illegible]	[illegible]	[illegible]	[illegible]	933	[illegible]	33	1,65[illegible]	43,[illegible]	2[illegible]4
Dairy and poultry products	[illegible]	[illegible]	[illegible]	7[illegible]	26	236	66	242	5,042	4	[illegible]	[illegible]	[illegible]	73[illegible]	[illegible]	[illegible]	[illegible]	[illegible]	-	89[illegible]	[illegible]	[illegible]
Poultry and poultry products	[illegible]	[illegible]	[illegible]	[illegible]	59	569	20	20	44[illegible]	-	[illegible]	[illegible]	[illegible]	[illegible]	[illegible]	[illegible]	[illegible]	[illegible]	1	39	[illegible]	[illegible]
Fruits and vegetables (fresh)	[illegible]	[illegible]	[illegible]	[illegible]	305	3,575	184	325	7,[illegible]	14	[illegible]	[illegible]	[illegible]	[illegible]	11,[illegible]	[illegible]	[illegible]	[illegible]	[illegible]	[illegible]	[illegible]	184
Farm supplies	[illegible]	[illegible]	[illegible]	[illegible]	12	140	51	142	3,13[illegible]	—	[illegible]	1,[illegible]	—	[illegible]	[illegible]	[illegible]	[illegible]	[illegible]	1	178	3,738	4
Feed	[illegible]	[illegible]	[illegible]	[illegible]	8	82	23	74	1,69[illegible]	-	[illegible]	[illegible]	[illegible]	[illegible]	2,[illegible]	[illegible]	[illegible]	464	1	117	2,785	-
Seeds	[illegible]	[illegible]	[illegible]	[illegible]	4	58	12	35	[illegible]	--	[illegible]	[illegible]	[illegible]	[illegible]	[illegible]	--	[illegible]	648	-	60	(x)	4
All other	[illegible]	[illegible]	[illegible]	[illegible]	--	---	16	33	[illegible]	-	33	[illegible]	[illegible]	[illegible]	[illegible]	[illegible]	23	[illegible]	-	1	(x)	-
Furniture and house furnishings	[illegible]	[illegible]	[illegible]	[illegible]	28	272	67	188	4,4[illegible]	[illegible]	1[illegible]	4,1[illegible]	[illegible]	11[illegible]	4,[illegible]	[illegible]	1[illegible]	3,974	[illegible]	47	1,724	7
China, glassware, and crockery	[illegible]	[illegible]	[illegible]	[illegible]	2	(x)	11	22	[illegible]	-	[illegible]	[illegible]	[illegible]	[illegible]	[illegible]	[illegible]	21	[illegible]71	[illegible]	11	160	1
Floor coverings	[illegible]	[illegible]	[illegible]	[illegible]	4	50	27	53	1,34[illegible]	[illegible]	[illegible]	[illegible]	[illegible]	4[illegible]	[illegible]	[illegible]	[illegible]	[illegible]	2	1[illegible]	279	--
Furniture (household)	[illegible]	[illegible]	[illegible]	[illegible]	1	(x)	14	28	[illegible]	[illegible]	[illegible]	[illegible]	[illegible]	[illegible]	[illegible]	-	46	1,[illegible]	1	5	94	---
All other	[illegible]	[illegible]	[illegible]	[illegible]	21	195	35	85	2,[illegible]	[illegible]	[illegible]	[illegible]	[illegible]	[illegible]	[illegible]	1[illegible]	54	1,27[illegible]	2	6[illegible]	1,171	[illegible]
Groceries (general line)	[illegible]	[illegible]	[illegible]	[illegible]	152	1,922	252	847	19,4[illegible]	[illegible]	[illegible]	[illegible]	[illegible]	[illegible]	[illegible]	[illegible]	1,2[illegible]	[illegible]	81	392	9,383	27
Not sponsoring cooperative or voluntary [illegible]	[illegible]	[illegible]	[illegible]	[illegible]	93	1,416	111	437	9,[illegible]	[illegible]	[illegible]	[illegible]	[illegible]	[illegible]	1[illegible]	[illegible]	[illegible]	1[illegible]	[illegible]	1[illegible]	3,534	22
Voluntary group wholesalers	[illegible]	[illegible]	[illegible]	[illegible]	36	493	132	366	8,8[illegible]	[illegible]	[illegible]	[illegible]	[illegible]	[illegible]	1[illegible]	[illegible]	[illegible]	1[illegible],244	25	23	5,671	5
All other	[illegible]	[illegible]	[illegible]	[illegible]	3	13	9	44	91[illegible]	--	[illegible]	[illegible]	[illegible]	[illegible]	[illegible]	[illegible]	[illegible]	1,[illegible]	3	6	188	-
Groceries and foods (specialty lines)	[illegible]	[illegible]	[illegible]	[illegible]	433	5,885	515	854	21,04[illegible]	[illegible]	[illegible]	[illegible]	[illegible]	[illegible]	[illegible]	[illegible]	[illegible]	[illegible]	3[illegible]	1,15[illegible]	27,[illegible]	339
Canned foods	[illegible]	[illegible]	[illegible]	[illegible]	2	(x)	22	35	[illegible]	[illegible]	[illegible]	[illegible]	[illegible]	[illegible]	[illegible]	[illegible]	[illegible]	[illegible]	--	35	[illegible]	1
Coffee, tea, and spices	[illegible]	[illegible]	[illegible]	[illegible]	9	68	27	118	3,[illegible]	[illegible]	[illegible]	[illegible]	[illegible]	[illegible]	[illegible]	[illegible]	[illegible]	1,[illegible]	1	5[illegible]	1,45[illegible]	1
Coffee roasting and spice grinding	[illegible]	[illegible]	[illegible]	[illegible]	—	---	16	75	1,94[illegible]	[illegible]	[illegible]	[illegible]	[illegible]	[illegible]	[illegible]	[illegible]	14[illegible]	3,74[illegible]	-	14	[illegible]	-
Confectionery	[illegible]	[illegible]	[illegible]	[illegible]	18	75	50	63	1,[illegible]92	[illegible]	[illegible]	[illegible]	[illegible]	[illegible]	[illegible]	[illegible]	[illegible]	[illegible]	--	41	974	13
Fish and sea foods	[illegible]	[illegible]	[illegible]	[illegible]	191	3,305	109	121	2,98[illegible]	[illegible]	[illegible]	[illegible]	[illegible]	[illegible]	[illegible]	[illegible]	[illegible]	[illegible]	[illegible]	3[illegible]	5,[illegible]	15[illegible]
Flour	[illegible]	[illegible]	[illegible]	[illegible]	2	(x)	30	27	714	[illegible]	[illegible]	[illegible]	[illegible]	[illegible]	1,[illegible]	[illegible]	[illegible]	[illegible]	-	[illegible]	[illegible]	---
Meats and provisions	[illegible]	[illegible]	[illegible]	[illegible]	44	294	138	213	5,[illegible]	[illegible]	[illegible]	[illegible]	[illegible]	[illegible]	[illegible]	[illegible]	[illegible]	[illegible]	3	488	11,948	26
All other	[illegible]	[illegible]	[illegible]	[illegible]	167	2,105	123	202	4,[illegible]	4	[illegible]	[illegible]	[illegible]	[illegible]	[illegible]	[illegible]	[illegible]	4,1[illegible]	9	1[illegible]	[illegible]	14[illegible]
Hardware	[illegible]	[illegible]	[illegible]	[illegible]	21	235	115	517	6,980	3	[illegible]	[illegible]	[illegible]	[illegible]	[illegible]	..	[illegible]	[illegible]	[illegible]	118	2,[illegible]91	17
General line (with industrial departments)	[illegible]	[illegible]	[illegible]	[illegible]	10	119	51	135	3,032	--	[illegible]	[illegible]	[illegible]	[illegible]	[illegible]	--	[illegible]	[illegible]	[illegible]	[illegible]2	804	4
General line (without industrial departments)	[illegible]	[illegible]	[illegible]	[illegible]	3	20	41	142	2,99[illegible]	2	[illegible]	1,764	-	[illegible]	[illegible]	---	[illegible]	[illegible]	---	7[illegible]	1,586	1
Specialty lines	[illegible]	[illegible]	[illegible]	[illegible]	8	96	23	40	93[illegible]	1	[illegible]	[illegible]	-	[illegible]	[illegible]	--	[illegible]	[illegible]	-	10	211	7
Jewelry	[illegible]	[illegible]	43[illegible]	1[illegible]	16	299	52	120	2,9[illegible]	[illegible]	[illegible]	[illegible]	[illegible]	[illegible]	[illegible]	[illegible]	[illegible]	[illegible]	--	1[illegible]7	1,921	8
Jewelry (general line)	[illegible]	[illegible]	[illegible]	[illegible]	2	(x)	17	35	31[illegible]	[illegible]	[illegible]	[illegible]	[illegible]	[illegible]	[illegible]	[illegible]	[illegible]	[illegible]	--	1[illegible]	419	--
Diamonds and other precious stones	[illegible]	[illegible]	[illegible]	1,[illegible]	---	—	10	15	311	--	[illegible]	[illegible]	[illegible]	[illegible]	[illegible]	[illegible]	[illegible]	[illegible]	[illegible]	26	[illegible]2	--
All other	[illegible]	[illegible]	[illegible]	[illegible]	14	(x)	25	70	1,690	[illegible]	[illegible]	[illegible]	[illegible]	[illegible]	[illegible]	[illegible]	14	[illegible]	[illegible]	5[illegible]	9[illegible]	8
Lumber and construction materials	[illegible]	[illegible]	[illegible]	[illegible]	101	1,733	161	348	9,10[illegible]	1[illegible]	[illegible]	[illegible]	[illegible]	[illegible]	1,[illegible]	4	419	13,[illegible]59	49	263	7,570	38
Builders' supplies (general line)	[illegible]	[illegible]	[illegible]	[illegible]	4	64	4	18	499	-	[illegible]	[illegible]	[illegible]	[illegible]	[illegible]	--	21	4[illegible]	1	37	653	3
Lumber	[illegible]	[illegible]	[illegible]	[illegible]	48	666	61	157	4,14[illegible]	[illegible]	[illegible]	[illegible]	[illegible]	[illegible]	[illegible]	4	79	2,[illegible]98	34	74	1,747	1
Millwork	[illegible]	[illegible]	[illegible]	[illegible]	1	(x)	22	63	1,7[illegible]	---	17	[illegible]	[illegible]	[illegible]	[illegible]	[illegible]	259	[illegible]	1	27	818	--
Cement, lime, and plaster	[illegible]	[illegible]	[illegible]	[illegible]	6	97	5	7	175	1	-	[illegible]	[illegible]	[illegible]	[illegible]	[illegible]	[illegible]	1[illegible]1	1	[illegible]	973	4
Glass	[illegible]	[illegible]	[illegible]	[illegible]	2	(x)	21	20	4[illegible]1	--	[illegible]	[illegible]	[illegible]	[illegible]	[illegible]	--	[illegible]	1,[illegible]64	--	76	1,069	2
All other	[illegible]	[illegible]	[illegible]	13,11[illegible]	40	855	48	83	2,[illegible]	--	1[illegible]	[illegible]	[illegible]	[illegible]	[illegible]	--	76	1,8[illegible]	1[illegible]	76	2,112	28
Machinery--equipment--supplies	[illegible]	[illegible]	[illegible]	126,51[illegible]	106	1,220	405	832	19,804	1[illegible]	[illegible]	1[illegible],[illegible]	11	677	[illegible]	11	[illegible]	13,418	24	662	18,343	44
Commercial equipment and supplies:																						
Restaurant and hotel supply houses	[illegible]	[illegible]	[illegible]	8,061	1	(x)	17	68	1,5[illegible]	-	27	[illegible]	-	45	1,536	---	46	1,056	1	50	1,483	-
Garage and filling station equipment	[illegible]	[illegible]	[illegible]	1,819	---	---	5	13	2[illegible]7	-	5	1[illegible]	[illegible]	16	[illegible]	-	[illegible]	127	---	12	286	[illegible]
Store fixtures and equipment	[illegible]	[illegible]	[illegible]	3,011	--	---	17	18	33[illegible]	--	8	25[illegible]	--	16	[illegible]	--	4	95	-	37	876	-
All other	[illegible]	[illegible]	[illegible]	2,571	2	(x)	14	19	415	[illegible]	1[illegible]	367	--	17	556	-	[illegible]	[illegible]	---	20	436	1

For footnotes, see end of table.

NEW ENGLAND

TABLE 3. ANALYSIS OF EMPLOYMENT AND PAY ROLL BY OCCUPATIONAL GROUPS

TYPE OF OPERATION BY KINDS OF BUSINESS—Continued

[illegible] 21, 1939, except where such period is not representative [illegible]

TYPE OF OPERATION KIND OF BUSINESS	[illegible]	[illegible]	TOTAL EMPLOYEES REPORTED BY OCCUPATIONAL GROUPS: Full-time, Number	Full-time, Pay roll	Part-time, Number	Part-time, Pay roll for week	Number of executives and salaried corporation officers	OFFICE AND CLERICAL EMPLOYEES: Full time, Number	Full time, Pay roll for week	Part-time	[illegible] Number	[illegible] Pay roll	[illegible] Part-time	[illegible] Number	[illegible] Pay roll	[illegible] Part-time	[illegible] Number	[illegible] Pay roll	[illegible] Part-time	[illegible] Number	[illegible] Pay roll	[illegible] Part-time
SERVICE AND LIMITED-FUNCTION WHOLESALERS—Con.																						
Machinery--equipment--supplies—Con.																						
Farm and dairy	[illegible]	[illegible]	[illegible]	[illegible]	---	---	5	17	$306	---	[illegible]	[illegible]		[illegible]	[illegible]	--	[illegible]	[illegible]	-	[illegible]	[illegible]	--
Industrial machinery, equipment, and supplies																						
Industrial (general line)	7	(x)	[illegible]	6,132	---	---	19	45	1,032	---	[illegible]	828	—	31	1,544	--	20	[illegible]	---	15	365	--
Belting, hose, and packing	[illegible]	[illegible]	70	[illegible]	2	(x)	12	13	319	--	3	[illegible]	1	28	[illegible]	—	1	[illegible]	---	[illegible]	[illegible]	[illegible]
Road building	1	[illegible]	[illegible]	[illegible]	4	(x)	7	15	422	---	7	[illegible]	3	[illegible]	[illegible]	--	22	624	---	[illegible]	[illegible]	1
Machine tools	4	[illegible]	[illegible]	[illegible]	---	---	6	31	[illegible]	---	[illegible]	[illegible]	-	18	[illegible]	--	[illegible]	[illegible]	-	5	141	---
Mine and mill supplies	[illegible]	[illegible]	[illegible]	[illegible]	7	$104	44	125	[illegible]	--	[illegible]	[illegible]	--	[illegible]	[illegible]	1	74	[illegible]	---	45	[illegible]	6
Textile	[illegible]	[illegible]	[illegible]	[illegible]	3	26	13	41	[illegible]	—	2	(x)	---	[illegible]	[illegible]	---	[illegible]	[illegible]	---	63	[illegible]	3
Used machinery and equipment	[illegible]	[illegible]	[illegible]	[illegible]	6	77	19	32	745	--	[illegible]	[illegible]		[illegible]	[illegible]	--	99	[illegible]	2	32	[illegible]	4
All other	[illegible]	[illegible]	[illegible]	[illegible]	25	295	100	137	[illegible]	[illegible]	[illegible]	(x)		94	[illegible]	[illegible]	[illegible]	[illegible]	2	119	[illegible]	11
Professional equipment and supplies:																						
Dental supply houses	[illegible]	[illegible]	[illegible]	[illegible]	2	(x)	22	55	[illegible]	--	[illegible]	[illegible]	-	[illegible]	[illegible]	---	[illegible]	[illegible]	[illegible]	[illegible]	[illegible]	1
School equipment and supplies	[illegible]	[illegible]	[illegible]	[illegible]	11	157	12	55	[illegible]	--	1	(x)	-	[illegible]	1,412	--	[illegible]	[illegible]	[illegible]	[illegible]	[illegible]	---
All other	[illegible]	[illegible]	[illegible]	[illegible]	7	38	5	32	712	3	[illegible]	301	4	[illegible]	[illegible]	--	7	119	---	[illegible]	[illegible]	---
Service equipment and supplies:																						
Barber and beauty supply houses	[illegible]	[illegible]	[illegible]	[illegible]	5	45	24	35	[illegible]	[illegible]	14	[illegible]	1	49	[illegible]	—	[illegible]	[illegible]	[illegible]	[illegible]	[illegible]	[illegible]
Laundry and dry cleaning	[illegible]	[illegible]	[illegible]	[illegible]	2	(x)	15	26	[illegible]	--	[illegible]	-	-	41	[illegible]	[illegible]	[illegible]	[illegible]	—	[illegible]	[illegible]	—
Undertakers' supplies	[illegible]	414	[illegible]	[illegible]	7	60	7	4	79	1	[illegible]	(x)	2	7	[illegible]	1	[illegible]	[illegible]	—	[illegible]	[illegible]	[illegible]
Upholsterers' supplies	[illegible]	[illegible]	77	[illegible]	6	83	8	18	[illegible]	-	[illegible]	[illegible]	-	[illegible]	[illegible]	--	[illegible]	[illegible]	[illegible]	[illegible]	[illegible]	—
All other	[illegible]	[illegible]	[illegible]	[illegible]	6	43	26	23	[illegible]	---	[illegible]	[illegible]	--	[illegible]	[illegible]	-	[illegible]	[illegible]	-	[illegible]	[illegible]	[illegible]
Transportation equipment and supplies	[illegible]	[illegible]	[illegible]	1,848	10	148	8	12	[illegible]	[illegible]	[illegible]	[illegible]	--	4	[illegible]	2	[illegible]	[illegible]	--	[illegible]	[illegible]	[illegible]
Metals and metal work (except scrap)	[illegible]	[illegible]	[illegible]	[illegible]	31	329	63	206	[illegible]	[illegible]	[illegible]	[illegible]	[illegible]	14	[illegible]	---	321	[illegible]	[illegible]	[illegible]	[illegible]	[illegible]
Iron and steel products (general line)	[illegible]	[illegible]	[illegible]	[illegible]	7	135	7	50	[illegible]	[illegible]	[illegible]	[illegible]	[illegible]	[illegible]	[illegible]	--	[illegible]	[illegible]	[illegible]	[illegible]	[illegible]	--
Iron and steel products (flat)	[illegible]	[illegible]	[illegible]	[illegible]	3	(x)	11	27	[illegible]	--	[illegible]	[illegible]	2	[illegible]	[illegible]	[illegible]	[illegible]	[illegible]	-	[illegible]	[illegible]	[illegible]
Iron and steel finished products (N. [illegible])	[illegible]	[illegible]	[illegible]	11,317	1	(x)	26	71	1,839	[illegible]	[illegible]	[illegible]		[illegible]	[illegible]	[illegible]	[illegible]	[illegible]	[illegible]	4	[illegible]	[illegible]
All other	[illegible]	[illegible]	[illegible]	9,981	20	(x)	19	58	1,813	[illegible]	14	[illegible]		[illegible]	[illegible]		[illegible]	[illegible]	[illegible]	[illegible]	[illegible]	[illegible]
Paper and its products	[illegible]	[illegible]	[illegible]	[illegible]	171	2,422	190	571	[illegible]	[illegible]	[illegible]	[illegible]	[illegible]	[illegible]	[illegible]	[illegible]	[illegible]	[illegible]	[illegible]	[illegible]	[illegible]	[illegible]
Wrapping or coarse paper and products	[illegible]	[illegible]	[illegible]	[illegible]	30	384	135	325	[illegible]	[illegible]	[illegible]	[illegible]	[illegible]	[illegible]	[illegible]	[illegible]	[illegible]	[illegible]	[illegible]	[illegible]	[illegible]	[illegible]
Printing and writing papers	[illegible]	[illegible]	[illegible]	[illegible]	2	(x)	34	125	[illegible]	[illegible]	[illegible]	[illegible]	[illegible]	[illegible]	[illegible]	[illegible]	[illegible]	[illegible]	[illegible]	[illegible]	[illegible]	[illegible]
Stationery and stationery supplies	[illegible]	[illegible]	[illegible]	[illegible]	138	1,981	15	112	[illegible]	[illegible]	[illegible]	[illegible]	[illegible]	[illegible]	[illegible]	[illegible]	[illegible]	[illegible]	[illegible]	[illegible]	[illegible]	[illegible]
[illegible]paper	[illegible]	[illegible]	[illegible]	[illegible]	1	(x)	6	9	[illegible]	[illegible]	[illegible]	[illegible]	[illegible]	[illegible]	[illegible]	[illegible]	[illegible]	[illegible]	[illegible]	[illegible]	[illegible]	[illegible]
Petroleum and its products	[illegible]	[illegible]	[illegible]	[illegible]	10	113	15	41	[illegible]	[illegible]	[illegible]	[illegible]	[illegible]	[illegible]	[illegible]	[illegible]	[illegible]	[illegible]	[illegible]	[illegible]	[illegible]	[illegible]
Plumbing and heating equipment and supplies	[illegible]	[illegible]	[illegible]	[illegible]	49	703	240	617	[illegible]	[illegible]	[illegible]	[illegible]	[illegible]	[illegible]	[illegible]	[illegible]	[illegible]	[illegible]	[illegible]	[illegible]	[illegible]	[illegible]
Plumbing and heating (general line)	[illegible]	[illegible]	[illegible]	[illegible]	23	311	137	337	[illegible]	[illegible]	[illegible]	[illegible]	[illegible]	[illegible]	[illegible]	[illegible]	[illegible]	[illegible]	[illegible]	[illegible]	[illegible]	[illegible]
Heating (including stoves and ranges)	[illegible]	3	[illegible]	[illegible]	14	255	18	81	[illegible]	[illegible]	[illegible]	[illegible]	[illegible]	[illegible]	[illegible]	[illegible]	[illegible]	[illegible]	[illegible]	[illegible]	[illegible]	[illegible]
Plumbing fixtures, equipment, and [illegible]	[illegible]	11	[illegible]	[illegible]	4	55	77	173	[illegible]	[illegible]	[illegible]	[illegible]	[illegible]	[illegible]	[illegible]	[illegible]	[illegible]	[illegible]	[illegible]	[illegible]	[illegible]	[illegible]
All other	[illegible]	1	[illegible]	[illegible]	8	82	8	26	[illegible]	[illegible]	[illegible]	[illegible]	[illegible]	[illegible]	[illegible]	[illegible]	[illegible]	[illegible]	[illegible]	[illegible]	[illegible]	[illegible]
Tobacco and products (except leaf)	[illegible]	90	[illegible]	[illegible]	32	252	129	307	[illegible]	[illegible]	[illegible]	[illegible]	[illegible]	[illegible]	[illegible]	[illegible]	[illegible]	[illegible]	[illegible]	[illegible]	[illegible]	[illegible]
Waste materials	[illegible]	[illegible]	[illegible]	[illegible]	194	2,133	[illegible]	273	[illegible]	[illegible]	[illegible]	[illegible]	[illegible]	[illegible]	[illegible]	[illegible]	[illegible]	[illegible]	[illegible]	[illegible]	[illegible]	[illegible]
Iron and steel scrap	[illegible]	[illegible]	[illegible]	[illegible]	[illegible]	862	63	[illegible]	[illegible]	[illegible]	[illegible]	[illegible]	[illegible]	[illegible]	[illegible]	[illegible]	[illegible]	[illegible]	[illegible]	[illegible]	[illegible]	[illegible]
Junk and scrap (general line)	[illegible]	[illegible]	[illegible]	[illegible]	36	273	31	34	[illegible]	[illegible]	[illegible]	[illegible]	[illegible]	[illegible]	[illegible]	[illegible]	[illegible]	[illegible]	[illegible]	[illegible]	[illegible]	[illegible]
[illegible], rags, and rubber	[illegible]	[illegible]	[illegible]	[illegible]	63	[illegible]	77	117	[illegible]	[illegible]	[illegible]	[illegible]	[illegible]	[illegible]	[illegible]	[illegible]	[illegible]	[illegible]	[illegible]	[illegible]	[illegible]	[illegible]
Nonferrous metals	[illegible]	[illegible]	[illegible]	[illegible]	10	189	13	22	[illegible]	[illegible]	[illegible]	[illegible]	[illegible]	[illegible]	[illegible]	[illegible]	[illegible]	[illegible]	[illegible]	[illegible]	[illegible]	[illegible]
All other	[illegible]	[illegible]	[illegible]	[illegible]	17	153	39	53	[illegible]	[illegible]	[illegible]	[illegible]	[illegible]	[illegible]	[illegible]	[illegible]	[illegible]	[illegible]	[illegible]	[illegible]	[illegible]	[illegible]
All other products	[illegible]	[illegible]	[illegible]	[illegible]	236	1,657	230	590	[illegible]	[illegible]	[illegible]	[illegible]	[illegible]	[illegible]	[illegible]	[illegible]	[illegible]	[illegible]	[illegible]	[illegible]	[illegible]	[illegible]
Books, periodicals, and newspapers	[illegible]	[illegible]	[illegible]	[illegible]	142	581	21	246	[illegible]	[illegible]	[illegible]	[illegible]	[illegible]	[illegible]	[illegible]	[illegible]	[illegible]	[illegible]	[illegible]	[illegible]	[illegible]	[illegible]
Flowers and nursery stock	[illegible]	[illegible]	[illegible]	[illegible]	4	41	19	34	[illegible]	[illegible]	[illegible]	[illegible]	[illegible]	[illegible]	[illegible]	[illegible]	[illegible]	[illegible]	[illegible]	[illegible]	[illegible]	[illegible]
Forest products (except lumber)	[illegible]	[illegible]	[illegible]	[illegible]	21	258	9	13	[illegible]	[illegible]	[illegible]	[illegible]	[illegible]	[illegible]	[illegible]	[illegible]	[illegible]	[illegible]	[illegible]	[illegible]	[illegible]	[illegible]
General merchandise	[illegible]	[illegible]	[illegible]	[illegible]	1	(x)	9	[illegible]	[illegible]	[illegible]	[illegible]	[illegible]	[illegible]	[illegible]	[illegible]	[illegible]	[illegible]	[illegible]	[illegible]	[illegible]	[illegible]	[illegible]
Leather and shoe findings	[illegible]	[illegible]	[illegible]	[illegible]	31	338	102	137	[illegible]	[illegible]	[illegible]	[illegible]	[illegible]	[illegible]	[illegible]	[illegible]	[illegible]	[illegible]	[illegible]	[illegible]	[illegible]	[illegible]
Sporting goods	[illegible]	[illegible]	[illegible]	[illegible]	[illegible]	29	24	56	[illegible]	[illegible]	[illegible]	[illegible]	[illegible]	[illegible]	[illegible]	[illegible]	[illegible]	[illegible]	[illegible]	[illegible]	[illegible]	[illegible]
[illegible] materials (other than dry goods)	[illegible]	[illegible]	[illegible]	[illegible]	5	47	9	[illegible]	[illegible]	[illegible]	[illegible]	[illegible]	[illegible]	[illegible]	[illegible]	[illegible]	[illegible]	[illegible]	[illegible]	[illegible]	[illegible]	[illegible]
Miscellaneous kinds of business	[illegible]	[illegible]	[illegible]	[illegible]	27	(x)	37	[illegible]	[illegible]	[illegible]	[illegible]	[illegible]	[illegible]	[illegible]	[illegible]	[illegible]	[illegible]	[illegible]	[illegible]	[illegible]	[illegible]	[illegible]

For footnotes, see end of table.

TABLE 3.—ANALYSIS OF EMPLOYMENT AND PAY ROLL BY OCCUPATIONAL GROUPS

TYPES OF OPERATION BY KINDS OF BUSINESS—Continued

(Figures are for week ended October 21, 1939, except where such period is not representative. In such cases [illegible] representative employment [illegible])

TYPE OF OPERATION KIND OF BUSINESS	ESTABLISHMENTS REPORTING EMPLOYEES BY OCCUPATIONAL GROUPS		TOTAL EMPLOYEES REPORTED BY OCCUPATIONAL GROUPS				Number of executives and salaried corporation officers	OFFICE AND CLERICAL EMPLOYEES			INSIDE SELLING EMPLOYEES			OUTSIDE SELLING EMPLOYEES			WAREHOUSE EMPLOYEES			ALL OTHER		
			Full-time		Part-time			Full-time			Full-time			Full-time			Full-time			Full-time		
	Number	Sales (add 000)	Number	Pay roll for week	Number	Pay roll for week		Number	Pay roll for week	Number of part-time	Number	Pay roll for week	Number of part-time	Number	Pay roll for week	Number of part-time	Number	Pay roll for week	Number of part-time	Number	Pay roll for week	Number of part-time
MANUFACTURERS' SALES BRANCHES (With stocks)	853	$588,691	16,141	$616,251	382	$6,363	376	4,153	$119,713	44	828	$37,134	4	5,211	$259,657	24	2,701	$72,500	156	2,872	$89,486	154
Amusement and sporting goods	20	13,420	453	16,414	58	1,167	14	250	7,277	1	7	469	---	75	4,414	---	84	1,944	---	23	545	57
Automotive	65	38,658	1,602	59,416	31	458	32	408	11,306	4	70	3,374	---	439	20,711	---	136	3,734	6	517	16,956	21
Beer, wines, and liquors	20	7,831	272	10,919	7	184	1	41	1,393	---	---	---	---	122	5,709	---	19	562	---	89	(x)	7
Chemicals and paints	48	(x)	944	46,293	5	94	16	356	10,529	---	30	900	---	306	25,121	1	157	4,295	3	79	3,083	1
Clothing and furnishings	12	(x)	204	8,626	12	(x)	5	64	2,073	---	8	265	---	69	4,595	---	39	979	12	19	484	---
Coal and coke	6	6,461	232	7,636	---	---	4	60	1,589	---	---	---	---	149	4,891	---	8	289	---	11	353	---
Drugs and drug sundries (specialty lines)	7	8,570	409	12,802	---	---	7	106	2,284	---	2	(x)	---	94	5,308	---	200	4,317	---	---	---	---
Dry goods (specialty lines)	8	6,776	116	4,583	2	(x)	3	50	1,378	1	3	101	---	39	2,571	---	21	312	1	---	---	---
Electrical goods	21	49,575	947	41,021	5	76	5	363	13,286	3	21	875	---	203	15,203	---	96	2,529	---	259	8,369	2
Farm products--consumer goods	62	20,056	721	22,781	30	425	24	133	3,050	2	8	365	---	316	10,840	---	59	1,619	4	181	5,327	24
Furniture and house furnishings	15	4,447	140	5,517	7	75	2	29	984	---	8	382	---	51	2,677	---	49	1,319	6	1	(x)	1
Groceries and foods (specialty lines)	246	239,434	5,288	179,169	114	1,345	25	905	28,057	7	542	25,471	1	1,895	72,483	19	1,033	28,434	62	888	24,495	25
Hardware	4	(x)	77	3,493	---	---	2	31	921	---	1	(x)	---	21	1,682	---	22	637	---	---	---	---
Lumber and construction materials	11	7,037	343	14,743	29	963	10	81	2,574	1	5	172	---	91	5,666	---	107	3,424	28	49	(x)	---
Machinery--equipment--supplies	170	38,191	2,186	92,264	30	461	122	540	14,551	19	66	2,191	1	740	38,976	3	142	3,474	---	576	20,351	7
Metals and metal work (except scrap)	26	24,361	510	19,711	12	185	12	141	3,760	2	9	349	---	147	7,987	---	196	5,792	10	5	124	---
Paper and its products	10	(x)	53	2,123	---	---	3	15	329	---	---	---	---	32	1,454	---	2	(x)	---	1	(x)	---
Plumbing and heating equipment and supplies	41	17,486	567	23,090	35	637	16	181	5,326	1	17	647	2	174	10,281	1	160	4,428	24	19	548	7
All other [2]	61	57,195	1,077	45,850	5	62	73	399	11,046	3	31	1,380	---	248	19,088	---	171	(x)	---	155	3,374	2
MANUFACTURERS' SALES OFFICES (Without stocks)	205	150,354	1,663	82,889	55	448	43	450	12,990	6	51	2,190	---	918	57,316	12	---	---	---	201	5,394	17
Beer, wines, and liquors	6	14,363	163	8,130	---	---	---	13	331	---	13	350	---	111	6,580	---	---	---	---	26	869	---
Chemicals and paints	9	(x)	53	2,858	8	68	2	14	331	---	2	(x)	---	31	2,003	5	---	---	---	4	114	3
Electrical goods	13	8,551	76	5,200	2	(x)	5	24	725	1	---	---	---	44	4,118	---	---	---	---	3	108	1
Groceries and foods (specialty lines)	18	8,835	301	10,408	14	169	1	72	1,836	---	8	329	---	135	5,936	6	---	---	---	85	(x)	8
Lumber and construction materials	14	7,262	136	7,084	1	(x)	2	30	984	1	3	(x)	---	101	5,752	---	---	---	---	---	---	---
Machinery--equipment--supplies	43	15,639	220	11,668	---	---	12	64	1,536	---	---	---	---	132	8,297	---	---	---	---	12	463	---
Metals and metal work (except scrap)	24	38,391	207	12,012	3	86	3	84	3,017	1	5	328	---	88	7,302	---	---	---	---	27	665	2
Paper and its products	20	10,176	151	7,929	3	38	4	48	1,231	2	5	385	---	87	5,709	1	---	---	---	7	133	---
All other [3]	58	(x)	356	17,600	4	44	14	101	2,999	1	15	431	---	189	11,619	---	---	---	---	37	(x)	3
														SALESMEN			TRUCK OPERATORS AND CHAUFFEURS					
PETROLEUM BULK STATIONS AND TERMINALS: **																						
Petroleum and its products	435	230,561	5,424	199,598	343	6,367	113	882	27,989	13	---	---	---	713	34,706	3	2,114	75,753	166	1,602	51,674	161
														BUYING AND SELLING EMPLOYEES								
AGENTS AND BROKERS	379	273,293	2,318	101,156	149	2,038	265	814	22,187	20	---	---	---	641	32,725	24	---	---	---	598	15,073	105
Coal and coke	4	12,880	102	5,917	---	---	16	53	1,653	---	---	---	---	27	1,600	---	---	---	---	6	464	---
Dry goods (specialty lines)	17	17,528	115	7,799	5	100	8	54	1,665	---	---	---	---	32	2,811	---	---	---	---	21	512	5
Electrical goods	18	3,074	65	2,718	5	26	8	30	730	3	---	---	---	23	1,043	2	---	---	---	4	127	---
Farm products--raw materials	46	93,086	471	15,295	25	479	26	117	3,828	3	---	---	---	47	3,453	1	---	---	---	281	4,766	21
Farm products—consumer goods	20	24,769	194	7,616	17	261	23	57	1,736	---	---	---	---	45	2,048	2	---	---	---	69	1,937	15
Furniture and house furnishings	17	2,932	76	2,934	43	204	9	36	761	2	---	---	---	22	976	2	---	---	---	9	326	39
Groceries and foods (specialty lines)	56	45,310	300	14,843	11	139	59	130	3,403	4	---	---	---	103	5,511	5	---	---	---	8	124	2
Hardware	9	1,741	50	1,265	1	(x)	10	15	207	---	---	---	---	12	388	---	---	---	---	13	314	1
Machinery--equipment--supplies	58	12,007	408	16,888	11	124	33	105	2,439	3	---	---	---	168	7,027	5	---	---	---	102	3,779	8
Metals and metal work (except scrap)	15	6,400	61	3,135	7	230	5	26	775	1	---	---	---	15	659	---	---	---	---	15	464	6
Plumbing and heating equipment and supplies	18	1,794	97	3,191	1	(x)	7	32	680	---	---	---	---	30	1,044	1	---	---	---	28	1,121	---
All other [4]	101	51,772	379	19,555	23	(x)	61	159	4,310	4	---	---	---	117	6,165	6	---	---	---	42	1,139	13
ASSEMBLERS (Mainly farm products)	221	64,666	1,474	35,570	352	3,506	64	190	4,295	32	---	---	---	195	6,390	9	---	---	---	1,025	20,953	511
Farm products—raw materials	28	19,564	171	4,528	5	35	12	30	728	---	---	---	---	9	508	---	---	---	---	120	2,378	5
Farm products--consumer goods	181	43,652	1,200	28,309	286	2,900	44	145	3,238	51	---	---	---	178	5,612	9	---	---	---	833	16,826	246
All other [5]	14	1,450	103	2,733	61	571	8	15	329	1	---	---	---	8	270	---	---	---	---	72	1,749	60

** Sales include taxes.
x Withheld to avoid disclosure.
[1] Includes 5 leather goods; 4 oils and greases (animal and vegetable); 9 yarns; and 29 miscellaneous kinds of business.
[2] Includes 1 farm supplies; 3 jewelry; 5 petroleum and its products; 1 tobacco and products (except leaf); and 51 all other products.
[3] Includes 1 amusement and sporting goods; 1 automotive; 3 clothing and furnishings; 1 drugs and drug sundries (specialty lines); 3 dry goods (specialty lines); 6 farm products--consumer goods; 1 farm supplies; 3 furniture and house furnishings; 1 hardware; 1 jewelry; 14 plumbing and heating equipment and supplies; 6 tobacco and products (except leaf); and 17 all other products.
[4] Includes 2 automotive; 2 beer, wines, and liquors; 7 chemicals and paints; 15 clothing and furnishings; 6 drugs and drug sundries (specialty lines); 2 farm supplies; 1 jewelry; 11 lumber and construction materials; 6 paper and its products; 1 tobacco and products (except leaf); 4 waste materials; and 44 all other products.
[5] Includes 11 groceries and foods (specialty lines); and 3 all other products.

MIDDLE ATLANTIC

TABLE 3. ANALYSIS OF EMPLOYMENT AND PAY ROLL BY OCCUPATIONAL GROUPS

Types of Operation by Kinds of Business

[Figures are for week ended October 21, 1939, except where such period is not representative ... In such cases the week of representative employment is given]

TYPE OF OPERATION KIND OF BUSINESS	Establishments reporting employment by occupational groups: Number	Establishments: Pay roll	Total employees reported by occupational groups: Full-time Number	Full-time Pay roll for week	Part-time Number	Part-time Pay roll	Num[illegible]	Office and clerical employees: Full-time Number	Full-time Pay roll	Number of part-time	Inside selling employees: Full-time Number	Full-time Pay roll for week	Number of part-time	Outside selling employees: Full-time Number	Full-time Pay roll for week	Number of part-time	Warehouse employees: Full-time Number	Full-time Pay roll for week	Number of part-time	All other: Full-time Number	Full-time Pay roll for week	Number of part-time
SERVICE AND LIMITED-FUNCTION WHOLESALERS	21,816	$7,288,159	248,551	$8,942,007	7,181	$91,658	21,895	61,537	$1858,808	739	19,813	$639,441	358	46,441	$2066,977	1,245	46,241	$1138,822	1,690	50,824	$1293,[illegible]	3,149
Amusement and sporting goods	372	67,184	3,827	146,177	93	1,145	382	1,391	46,552	25	375	12,938	2	485	21,520	15	693	15,483	5	501	10,861	48
Bicycles and supplies	9	1,076	71	1,989	---	---	11	17	429	---	7	183	---	12	524	---	19	407	---	5	96	---
Cameras and photographic supplies	36	7,171	437	15,434	7	97	42	149	3,498	5	43	1,475		53	1,840	1	59	1,176	--	91	2,250	1
Motion picture equipment and supplies except films	14	3,211	139	5,104	5	100	17	63	1,631	3	12	314	---	20	1,020	---	3	128	---	24	713	2
Motion picture film exchanges	49	9,839	729	43,3[illegible]	4	48	74	516	25,437	1	28	3,411	---	31	2,271	---	38	840	---	42	1,218	5
Sporting goods	57	16,292	720	25,938	12	209	55	218	5,098	2	91	2,613	1	138	6,180	4	154	3,523	1	64	1,508	4
Toys, novelties, and fireworks	177	24,697	1,518	46,842	33	246	151	348	8,500	7	176	4,532	1	201	8,595	5	387	8,700	3	255	4,662	17
All other	30	4,598	213	8,570	32	445	32	80	1,959	7	18	408	---	30	1,090	5	33	709	1	20	616	19
Automotive	1,050	405,484	11,996	396,846	224	4,046	841	2,678	73,451	49	1,710	51,380	17	2,179	92,335	18	1,389	35,189	53	3,198	82,726	87
Automobiles (new and used)	76	266,571	2,782	104,417	69	1,280	119	923	30,479	15	158	5,423	2	503	26,298	5	214	5,920	16	887	23,724	31
Trucks and tractors	20	4,441	190	7,02[illegible]	26	653	15	42	1,051	6	22	1,123	2	37	1,414	---	1	(x)	---	73	1,841	18
Automotive accessories and equipment	433	43,426	3,898	120,312	30	302	322	686	15,084	8	780	21,414	8	836	31,817	2	466	10,617	3	808	20,085	9
Automotive parts	409	41,884	3,967	122,040	84	1,584	295	710	16,923	17	646	19,051	4	569	22,489	8	550	14,889	32	1,197	30,351	23
Tires and tubes	112	49,160	1,160	43,055	15	227	90	317	9,914	3	106	4,369	1	234	10,317	3	158	(x)	2	255	6,725	6
Beer, wines, and liquors	1,040	303,977	10,239	375,[illegible]	397	6,410	613	2,332	58,422	36	226	9,635	5	3,610	156,524	118	1,345	38,368	[illegible]	2,113	51,657	142
Beer and ale	874	109,991	4,668	121,491	245	2,591	291	700	13,805	31	83	1,991	5	1,415	39,075	74	435	10,214	30	1,744	41,623	105
Wines and liquors	166	193,986	5,571	254,454	152	3,819	322	1,632	44,817	5	143	7,644	---	2,195	117,449	44	910	28,154	66	369	10,034	37
Chemicals and paints	415	131,298	4,341	202,441	112	1,642	568	1,422	42,413	19	306	9,246	6	916	46,191	37	592	15,542	18	537	18,090	32
Dyestuffs	23	10,733	552	31,993	2	(x)	43	186	5,489	--	2	(x)	---	84	9,173	1	58	1,771	---	179	5,904	1
Industrial chemicals	102	66,583	1,292	73,767	35	622	190	547	17,139	11	22	1,098	---	227	14,316	3	177	5,148	6	129	6,116	15
Paints and varnishes	154	[illegible]	1,094	39,639	26	309	183	279	7,320	4	139	3,668	1	254	10,016	8	141	3,726	4	118	2,800	9
Paints with glass and or wallpaper	50	4,737	391	12,302	16	295	45	85	1,944	1	117	3,176	4	66	2,133	---	51	1,252	4	27	716	7
All other	86	29,085	1,012	44,800	33	(x)	127	325	10,521	3	26	(x)	1	285	10,553	25	165	3,645	4	84	2,554	---
Clothing and furnishings	1,537	376,347	13,712	515,907	327	4,916	1,491	2,971	72,407	35	2,031	66,425	49	2,560	119,519	95	2,589	57,380	46	2,071	56,302	102
Clothing and furnishings (general line)	135	27,126	1,135	34,109	37	669	88	221	5,038	3	324	9,672	14	161	6,107	1	167	3,421	2	174	3,788	17
Men's and boys'	360	76,355	2,653	97,632	81	974	267	649	15,664	13	360	10,851	21	548	24,697	8	433	9,550	17	396	8,867	22
Women's and children's	501	138,765	5,415	21[illegible],460	158	2,524	517	1,148	27,736	14	605	23,491	9	905	47,388	73	1,158	25,917	16	1,082	32,758	46
Furs, dressed, and fur clothing	189	41,979	[illegible]	[illegible]	8	130	223	182	4,498	1	145	5,902	---	101	5,315	---	104	3,103	1	157	4,946	6
Millinery and millinery supplies	226	[illegible]	2,334	76,796	24	340	260	482	11,782	2	517	13,927	4	456	18,429	5	398	7,173	3	221	4,226	10
Shoes and other footwear	126	[illegible]	1,264	48,983	19	279	136	289	7,689	2	80	2,582	1	389	17,583	8	329	8,216	7	41	937	1
Coal and coke	214	147,553	[illegible]	96,762	121	1,583	258	766	23,673	6	43	3,209	2	345	19,080	13	216	[illegible]	35	542	15,605	65
Drugs (general line)	45	[illegible]	3,093	101,876	13	150	141	875	23,417	4	150	3,724	3	[illegible]	17,380	---	1,420	34,902	3	185	6,166	3
Service wholesalers (without liquor)	[illegible]	(x)	[illegible]	[illegible]	12	(x)	124	705	18,887	3	145	3,576	3	313	17,024	--	1,088	[illegible]	3	102	3,444	3
Cooperatives and voluntary groups	8	(x)	[illegible]	[illegible]	1	(x)	17	170	4,530	1	5	148	---	9	356	---	332	8,258	---	83	2,722	---
Drugs and drug sundries (specialty lines)	[illegible]	[illegible]	[illegible]	[illegible]	147	1,414	401	1,548	41,494	14	665	18,140	37	1,402	53,467	60	681	[illegible]	8	711	[illegible]	28
Proprietary medicines	[illegible]	17,312	[illegible]	[illegible]	15	186	107	456	11,690	--	58	1,711	3	147	5,477	6	161	4,103	3	118	[illegible]	3
Toiletries	153	[illegible]	[illegible]	108,366	100	807	173	726	19,488	8	515	11,353	34	942	34,623	42	338	[illegible]	4	354	7,656	12
Drug specialties and sundries	[illegible]	17,499	[illegible]	[illegible]	32	421	121	366	10,316	6	92	3,076	---	313	13,167	12	152	[illegible]	1	241	4,546	13
Dry goods (general line)	[illegible]	[illegible]	[illegible]	[illegible]	47	425	67	278	6,493	--	308	8,169	---	211	9,329	4	169	6,675	--	125	3,310	43
Dry goods (specialty lines)	[illegible]	753,178	[illegible]	[illegible]	624	7,817	[illegible]	6,524	171,379	37	1,662	58,692	29	4,817	[illegible]	273	4,391	93,595	175	2,642	56,198	110
Hosiery and lingerie	180	[illegible]	[illegible]	[illegible]	70	436	153	406	[illegible]	7	168	4,696	17	380	[illegible]	24	315	[illegible]	9	295	5,837	13
Notions	[illegible]	[illegible]	[illegible]	[illegible]	149	[illegible]	511	1,217	27,421	9	407	[illegible]	3	1,246	[illegible]	80	1,166	[illegible]	8	[illegible]	[illegible]	49
Piece goods:																						
General line	[illegible]	[illegible]	[illegible]	[illegible]	1	(x)	33	[illegible]	[illegible]	---	63	1,919	1	103	[illegible]	---	[illegible]	[illegible]	---	[illegible]	[illegible]	-
Cotton	[illegible]	[illegible]	[illegible]	[illegible]	[illegible]	[illegible]	[illegible]	[illegible]	56,779	9	[illegible]	9,394	4	[illegible]	[illegible]	7	[illegible]	15,676	1	[illegible]	[illegible]	3
Silk, linen, rayon, and velvet	[illegible]	[illegible]	[illegible]	[illegible]	140	1,992	[illegible]	[illegible]	[illegible]	4	413	[illegible]	[illegible]	[illegible]	[illegible]	[illegible]	[illegible]	[illegible]	1	[illegible]	[illegible]	10
Woolen and worsted	[illegible]	[illegible]	[illegible]	[illegible]	[illegible]	[illegible]	[illegible]	378	[illegible]	1	127	[illegible]	---	[illegible]	[illegible]	14	324	[illegible]	1	[illegible]	[illegible]	2
Other	[illegible]	[illegible]	[illegible]	[illegible]	[illegible]	[illegible]	[illegible]	[illegible]	[illegible]	4	183	[illegible]	---	[illegible]	[illegible]	[illegible]	[illegible]	[illegible]	154	273	[illegible]	11
Other dry goods specialties	[illegible]	[illegible]	[illegible]	[illegible]	[illegible]	(x)	116	[illegible]	[illegible]	3	[illegible]	[illegible]	[illegible]	[illegible]	[illegible]	---	196	4,164	1	214	[illegible]	12

For footnotes, see end of table.

MIDDLE ATLANTIC

TABLE 3. ANALYSIS OF EMPLOYMENT AND PAY ROLL BY OCCUPATIONAL GROUPS

TYPES OF OPERATION BY KINDS OF BUSINESS—Continued

Figures for week ended October 21, 1939, except where such period is not representative. In such cases other week of representative employment is given.

TYPE OF OPERATION BY KINDS OF BUSINESS	ESTABLISHMENTS REPORTING EMPLOYES BY OCCUPATIONAL GROUPS		TOTAL EMPLOYES REPORTED BY OCCUPATIONAL GROUPS				Number of executives and salaried officers	OFFICE AND CLERICAL EMPLOYES			INSIDE SELLING EMPLOYES			OUTSIDE SELLING EMPLOYES			WAREHOUSE EMPLOYES			ALL OTHER		
			Full time		Part-time			Full-time		Number of part-time	Full-time		Number of part time	Full time		Number of part time	Full-time		Number of part time	Full time		Number of part time
	Number	Sales (add 000)	Number	Pay-roll for week	Number	Pay-roll for week		Number	Pay-roll for week		Number	Pay-roll for week		Number	Pay-roll for week		Number	Pay-roll for week		Number	Pay-roll for week	
SERVICE AND LIMITED FUNCTION WHOLESALERS—Con.																						
Electrical goods	703	$198,697	10,178	$380,059	136	$2,046	793	3,193	$84,618	21	1,137	$36,220	12	1,943	$96,225	46	1,585	$40,026	9	1,527	$40,350	49
Electrical merchandise (general line)	89	63,770	2,629	102,981	9	79	138	943	27,213	2	407	15,002	4	522	25,828	1	455	13,441	1	184	4,029	1
Apparatus and equipment	401	4,025	330	14,984	3	43	34	86	2,070	--	17	744	---	22	978	---	34	1,129	1	137	3,596	2
Wiring supplies and construction materials	298	41,943	2,537	83,755	51	631	290	675	16,509	8	405	10,924	3	380	15,869	25	463	10,130	--	324	7,895	15
Radios and equipment	109	32,215	1,607	63,499	19	152	123	533	13,476	3	157	4,781	3	303	17,075	---	285	6,621	--	206	5,446	13
Refrigerators and equipment (household)	31	31,474	1,459	64,656	32	970	52	547	18,204	---	34	1,225	---	334	19,602	20	177	4,893	4	315	10,518	6
All other	136	25,270	1,616	37,094	22	171	156	409	9,146	8	117	3,564	2	382	16,673	--	171	4,112	3	381	8,966	9
Farm products—raw materials	392	311,591	2,336	118,580	127	2,028	508	744	24,649	7	230	11,879	1	154	10,154	3	323	7,787	53	377	8,767	63
Cotton	7	(x)	84	1,999	---	---	4	9	220	---	61	2,810	--	1	(x)	--	3	(x)	-	6	260	
Grains	38	63,289	270	11,158	11	118	45	107	3,660	1	8	331	1	27	1,028	--	40	764	4	43	1,041	5
Hides, skins, and raw furs	211	85,124	1,026	55,828	48	1,321	289	267	7,823	4	133	6,323	---	63	3,503	2	137	3,950	3	137	3,745	39
Silk, raw	10	75,984	158	10,692	2	(x)	28	110	3,992	--	14	1,992	---	5	651	---	1	(x)	--	--	--	2
Tobacco, leaf	40	6,014	180	8,871	33	289	42	37	1,248	---	3	180	---	7	381	1	70	1,243	31	21	531	1
Wool and mohair	16	16,717	126	6,621	---	---	20	46	1,489	---	2	(x)	---	25	1,947	---	28	611	---	5	53	--
All other	72	(x)	492	21,411	33	(x)	80	166	6,217	2	9	(x)	---	26	(x)	---	44	1,004	15	165	3,137	16
Farm products—consumer goods	1,943	651,014	20,104	691,548	725	9,199	1,387	3,054	79,443	59	1,942	66,988	58	4,048	153,396	56	3,125	91,534	137	6,548	190,308	415
Dairy and poultry products	655	289,686	11,232	405,707	163	2,173	712	1,619	42,948	32	492	15,820	12	3,189	123,109	28	1,569	47,198	25	3,651	113,879	88
Fruits and vegetables (fresh)	1,052	272,231	7,342	233,204	435	5,677	471	1,218	31,051	15	1,270	43,973	33	753	26,347	24	1,265	36,379	103	2,365	62,045	260
All other	236	89,095	1,530	52,637	127	1,349	204	217	5,444	12	180	7,195	13	106	3,940	4	291	7,959	9	532	14,384	89
Farm supplies	145	36,246	1,505	46,656	69	788	114	341	8,674	9	47	1,412	3	275	10,241	11	453	8,778	19	275	7,124	27
Feed	66	17,964	504	16,069	24	231	42	110	2,689	2	15	361	--	85	2,918	10	55	1,276	3	197	5,251	9
Fertilizer	8	5,174	58	2,585	6	75	5	33	1,031	---	7	416	---	7	259	---	---	---	---	6	89	8
Seeds	48	9,808	805	23,578	23	284	56	169	4,206	5	22	538	2	167	6,500	1	365	6,577	8	28	548	7
All other	23	3,300	138	4,406	16	198	11	29	748	2	3	97	1	16	564	---	33	925	8	46	1,236	5
Furniture and house furnishings	828	179,117	8,319	323,231	196	2,372	959	2,410	58,181	15	775	28,864	7	1,471	76,128	58	1,526	35,898	20	1,178	28,825	96
China, glassware, and crockery	139	20,395	1,465	55,229	38	401	172	411	10,945	4	105	4,061	1	218	11,456	12	291	6,312	5	268	5,772	16
Floor coverings	199	61,460	2,157	88,953	55	910	238	680	16,968	1	170	6,643	1	442	23,141	24	366	8,815	--	261	7,772	29
Furniture (general line)	10	2,356	141	4,801	3	51	9	40	1,005	---	7	195	---	39	1,624	---	30	795	---	16	330	3
Furniture (household)	114	18,456	1,065	41,318	22	224	137	316	7,450	2	137	5,835	1	158	8,440	7	176	3,959	2	141	3,618	10
Furniture (office)	12	2,044	80	3,243	7	48	12	27	823	1	4	103	---	16	760	---	6	137	1	15	329	5
House furnishings (except as specified)	317	68,999	2,747	104,249	66	689	333	699	16,638	6	294	10,327	4	514	26,403	13	489	11,301	12	418	9,025	31
Musical instruments and sheet music	37	7,409	664	25,438	5	49	58	237	4,552	1	58	2,000	---	84	4,304	2	168	4,599	---	59	1,779	2
Groceries (general line)	449	335,450	11,164	389,128	164	1,760	587	2,578	68,982	21	373	11,408	2	2,562	113,627	4	3,799	104,851	101	1,265	37,580	38
Not sponsoring cooperative or voluntary groups	257	130,285	4,812	160,737	58	671	304	1,029	24,310	8	202	7,303	---	1,186	47,957	3	1,554	35,793	31	757	21,944	16
Voluntary group wholesalers	122	159,058	5,483	199,824	94	959	215	1,320	39,088	10	89	2,407	1	1,309	62,801	1	2,150	59,852	65	420	11,707	19
All other	70	46,107	869	28,567	12	150	68	229	5,586	3	82	1,698	1	67	2,869	---	315	9,006	7	108	3,909	1
Groceries and foods (specialty lines)	2,160	647,141	21,434	737,322	671	8,009	1,793	4,049	111,956	55	1,539	53,492	34	5,081	183,837	88	3,231	85,968	104	5,821	150,351	390
Breakfast cereals	6	7,421	159	6,162	58	526	4	22	749	1	---	---	---	116	4,353	---	17	385	2	---	---	35
Canned foods	109	44,143	1,008	38,458	15	191	121	308	8,166	3	28	1,400	---	272	10,324	8	146	3,773	2	133	3,166	2
Coffee, tea, and spices	131	49,563	1,694	62,349	28	451	117	402	12,546	4	55	2,152	---	502	19,620	6	321	7,956	3	297	7,868	15
Coffee roasting and spice grinding	50	44,697	2,220	70,845	41	463	77	296	8,998	1	21	560	---	498	18,849	2	233	8,528	6	1,095	27,934	32
Confectionery	312	37,144	2,101	54,925	70	633	171	344	6,742	18	167	3,798	2	650	18,523	10	276	6,330	3	493	9,739	37
Fish and sea foods	215	40,229	1,919	73,365	112	1,871	247	358	10,705	1	296	10,359	12	256	10,882	6	282	9,872	2	480	15,309	91
Flour	69	14,841	363	13,841	18	328	69	85	2,334	---	6	242	---	109	4,019	12	50	1,121	3	44	1,004	3
Fruits and vegetables (frosted)	5	1,117	78	2,054	---	---	5	12	273	---	6	161	---	18	445	---	13	294	---	24	551	---
Meats and provisions	546	184,207	5,100	185,618	86	907	416	731	21,032	9	729	28,312	17	619	23,711	12	769	22,457	7	1,836	53,279	41
Other food and grocery specialties	717	223,779	6,852	229,725	243	2,639	566	1,491	40,595	18	231	8,508	3	2,021	73,111	32	1,124	27,474	76	1,419	51,511	114
Hardware	323	81,771	5,802	186,361	49	695	490	1,656	37,446	5	971	25,835	10	946	41,944	4	1,234	26,863	7	505	11,590	23
General line (with industrial department)	85	38,976	2,849	91,641	15	153	218	788	17,815	2	555	14,594	---	408	18,272	---	850	14,689	3	232	5,406	10
General line (without industrial department)	80	24,039	1,628	50,233	16	227	111	434	9,553	1	284	7,494	7	288	13,057	2	351	7,181	2	160	3,715	4
Specialty lines	160	18,754	1,325	44,487	18	315	161	434	10,078	2	134	3,747	3	250	10,615	2	233	4,993	2	113	2,271	9

For footnotes, see end of table.

TABLE 3.—ANALYSIS OF EMPLOYMENT AND PAY ROLL BY OCCUPATIONAL GROUPS

TYPES OF OPERATION, BY KINDS OF BUSINESS—Continued

[Figures are for week ended October 21, 1939, except where such period is not representative. In such cases one week of representative employment is given]

TYPE OF OPERATION KIND OF BUSINESS	ESTABLISHMENTS REPORTING EMPLOYEES BY OCCUPATIONAL GROUPS		TOTAL EMPLOYEES REPORTED BY OCCUPATIONAL GROUPS				Number of executive, salaried corporation officers	OFFICE AND CLERICAL EMPLOYEES			INSIDE SELLING EMPLOYEES			OUTSIDE SELLING EMPLOYEES			WAREHOUSE EMPLOYEES			ALL OTHER		
			Full-time		Part-time			Full-time		Number of part-time	Full-time		Number of part-time	Full-time		Number of part-time	Full-time		Number of part-time	Full-time		Number of part-time
	Number	Sales (add 000)	Number	Pay roll for week	Number	Pay roll for week		Number	Pay roll for week		Number	Pay roll for week		Number	Pay roll for week		Number	Pay roll for week		Number	Pay roll for week	
SERVICE AND LIMITED-FUNCTION WHOLESALERS—Con.																						
Jewelry	564	$123,402	5,598	$228,514	99	$1,371	566	1,948	$44,930	24	394	$12,953	6	822	$67,220	24	712	$16,445	3	1,158	$28,253	42
Jewelry (general line)	69	16,153	771	29,790	7	65	85	306	6,174	4	132	4,579	---	120	7,714	3	56	625	---	92	2,832	-
Clocks and watches	74	35,002	1,109	45,510	19	315	80	586	14,546	1	48	1,617	1	179	15,383	14	52	1,130	---	164	5,112	3
Diamonds and other precious stones	116	25,047	500	29,119	19	270	119	188	5,390	3	27	1,188	---	79	6,210	5	45	2,298	---	42	2,333	11
All other	305	47,200	3,218	124,095	54	721	282	868	18,850	16	187	5,569	5	444	39,913	2	579	12,392	3	858	17,976	28
Lumber and construction materials	756	214,622	9,422	368,246	384	6,279	979	1,942	56,129	42	250	9,905	1	1,119	58,307	19	2,026	56,653	112	3,106	99,144	210
Builders' supplies (general line)	41	9,873	625	19,193	38	582	33	107	2,669	1	45	1,430	---	47	2,159	---	196	4,479	15	199	5,872	22
Lumber	207	83,802	2,252	95,765	173	2,978	292	607	18,120	18	60	2,811	---	377	22,523	6	373	9,012	50	543	14,147	99
Lumber and millwork	38	8,974	589	21,015	19	189	69	101	2,890	6	10	358	---	53	2,764	1	183	5,132	1	173	4,341	11
Millwork	62	15,714	1,038	43,819	18	279	71	206	6,770	4	39	1,701	--	114	5,842	7	415	12,622	6	193	6,020	1
Brick, tile, and terra cotta	45	9,435	299	13,686	6	102	51	88	2,315	1	17	499	---	58	4,195	1	25	686	3	60	1,669	1
Cement, lime, and plaster	39	13,157	392	16,508	21	374	58	72	2,034	---	5	291	---	45	2,554	1	57	1,798	12	155	5,265	8
Glass	65	10,262	898	32,828	27	399	88	165	4,410	1	15	454	---	123	4,597	1	307	9,995	7	202	6,790	18
All other	259	63,605	3,329	125,432	82	1,376	317	598	16,901	11	61	2,361	1	302	13,673	2	470	12,929	18	1,581	55,040	50
Machinery, equipment, supplies	1,670	273,579	16,973	630,535	375	5,544	1,795	4,837	127,560	61	1,392	42,298	14	3,522	150,723	78	2,490	60,780	33	2,937	77,749	189
Commercial equipment and supplies:																						
Office machines and equipment	48	6,599	566	18,690	11	102	45	177	3,988	3	25	653	---	118	4,503	4	90	2,070	2	111	2,680	2
Restaurant and hotel supply houses	105	13,339	946	30,282	10	69	83	250	6,174	2	95	2,424	1	243	9,025	1	118	2,985	2	157	4,035	4
Garage and filling station equipment	20	2,040	161	5,548	6	69	15	36	901	1	5	116	---	50	1,955	---	22	613	---	33	787	5
Soda fountain equipment and supplies	11	1,042	68	1,827	2	(x)	12	14	333	---	3	57	---	8	238	2	4	76	---	27	603	---
Store machines	12	1,121	51	1,551	5	50	10	15	317	1	4	93	---	7	194	---	--	--		15	416	4
Store fixtures and equipment	47	3,578	318	10,583	22	305	41	49	983	---	23	440	1	85	3,077	4	34	804	6	86	2,480	11
All other	59	7,288	488	15,265	15	230	64	104	2,469	5	81	2,280	---	46	1,361	---	62	1,245	1	131	3,290	9
Farm and dairy:																						
Dairy equipment	6	1,059	65	2,020	3	24	7	23	540	1	4	(x)	1	20	745	1	9	198	--	2	(x)	--
Farm implements	4	1,033	126	5,347	1	(x)	9	59	1,609	1	[illegible]	609	---	25	1,852	--	13	321	-	-	.	---
Farm machinery and equipment	18	2,952	128	5,672	3	41	26	40	1,069	1	9	319	---	26	1,180	---	14	422	1	13	x	1
Industrial machinery, equipment, and supplies:																						
Industrial (general line)	12	6,044	418	14,940	1	(x)	39	126	3,217	---	39	1,159	---	83	3,517	---	85	2,192	---	46	1,333	1
Belting, hose, and packing	54	6,571	424	19,151	37	780	58	122	3,440	3	20	841	---	147	5,939	29	52	1,194	1	25	631	4
Construction (except road building)	17	2,278	187	8,142	2	(x)	20	38	1,119	--	---	---	---	50	2,140	--	17	559	--	62	2,275	2
Road building	22	9,685	378	17,191	3	26	19	75	2,125	1	---	---	---	98	5,578	---	66	2,334	---	120	3,402	2
Machine tools	32	5,762	205	9,122	2	(x)	30	70	1,842	---	16	537	---	50	2,571	1	15	353	---	24	807	1
Mine and mill supplies	68	22,280	1,272	47,953	19	237	106	462	12,640	3	95	3,339	1	236	10,191	2	285	7,356	5	88	2,233	6
Oil well supply houses	21	4,841	219	8,401	7	62	9	71	2,494	---	43	1,267	1	40	1,931	---	26	734	---	30	582	6
Power plant and power transmission	19	3,253	203	7,070	15	277	26	58	1,675	---	51	878	---	25	1,210	3	22	417	---	41	1,110	12
Printing and lithographing (except paper)	26	5,266	501	20,236	12	199	30	130	4,374	3	1	(x)	---	216	9,737	3	56	1,740	---	68	1,725	6
Rope, cordage, and twine	20	5,865	184	7,691	6	160	21	87	2,102	---	1	(x)	---	52	2,320	6	23	564	---	--	---	---
Textile	26	2,303	187	6,132	6	76	37	43	1,127	1	23	1,274	---	11	560	--	7	175	1	66	2,190	4
Used machinery and equipment	50	3,481	304	10,116	19	285	49	58	1,264	3	17	530	---	20	995	---	52	1,426	2	108	2,619	14
All other	283	45,375	2,332	90,367	42	604	295	606	16,205	10	121	4,718	1	346	16,969	8	354	8,852	6	610	16,898	17
Professional equipment and supplies:																						
Dental supply houses	63	8,536	843	26,016	4	30	56	211	5,013	---	149	3,706	1	180	6,592	1	85	1,749	---	182	3,588	2
Religious supply houses	28	3,717	260	9,359	12	218	33	81	2,107	3	46	1,152	---	16	962	---	54	1,310	--	30	776	9
School equipment and supplies	22	3,446	244	8,916	11	166	35	57	1,669	2	4	127	---	26	838	---	33	728	1	89	2,893	8
Surgical, medical, and hospital	81	11,898	928	36,302	7	68	94	353	8,751	2	79	2,615	1	207	9,982	---	130	3,621	1	65	1,374	3
All other	26	3,463	234	8,608	4	51	23	78	1,979	1	32	946	3	29	1,448	--	44	1,058	--	28	645	--
Service equipment and supplies:																						
Barber and beauty supply houses	142	11,483	1,322	39,568	23	265	107	348	7,798	3	83	2,070	2	441	13,483	5	190	3,658	2	153	3,330	11
Laundry and dry cleaning	32	8,549	391	17,427	7	50	54	118	3,703	1	3	65	---	132	7,277	---	67	1,813	--	37	1,077	6
Undertakers' supplies	18	813	79	2,782	7	56	15	8	178	---	1	(x)	---	6	429	2	22	518	1	27	622	4
Upholsterer's supplies	80	14,998	933	37,984	6	111	117	296	7,060	1	135	3,712	1	175	8,132	3	143	3,147	---	69	1,790	1
All other	148	13,923	1,135	36,103	17	299	147	297	6,874	6	130	3,486	---	251	9,397	3	141	2,762	---	169	3,415	6
Transportation equipment and supplies:																						
Railroad	19	(x)	365	22,535	8	160	40	110	4,930	1	11	849	---	26	2,967	---	88	1,897	---	90	3,250	7
Marine	29	4,351	262	10,092	2	(x)	35	80	2,511	1	26	828	---	33	1,428	---	40	1,204	1	48	1,372	—
All other	5	(x)	246	9,546	18	325	8	87	2,980	1	17	1,045	---	---	---	--	27	683	---	107	3,193	17
Metals and metal work (except scrap)	295	303,197	5,342	231,660	114	1,929	456	1,890	68,491	15	245	10,587	4	651	35,577	8	1,404	40,360	33	696	19,284	54
Building metal work	39	5,124	302	10,081	29	550	44	66	1,451	---	7	261	3	47	1,767	2	68	1,568	5	70	1,864	19
Iron and steel products (general line)	19	78,707	1,286	57,335	22	447	34	660	27,626	2	61	2,829	--	117	7,797	---	379	11,123	--	35	959	20

For footnotes, see end of table.

MIDDLE ATLANTIC

TABLE 3. ANALYSIS OF EMPLOYMENT AND PAY ROLL BY OCCUPATIONAL GROUPS

[Type of Operation by Kinds of Business—Continued]

[Figures are for week ended October 21, 1939, except where such period is not representative. In such cases one week of representative employment is given]

TYPE OF OPERATION KIND OF BUSINESS	ESTABLISHMENTS REPORTING EMPLOYEES BY OCCUPATIONAL GROUPS		TOTAL EMPLOYEES REPORTED BY OCCUPATIONAL GROUPS				Number of executives and salaried corporation officers	OFFICE AND CLERICAL EMPLOYEES			INSIDE SELLING EMPLOYEES			OUTSIDE SELLING EMPLOYEES			WAREHOUSE EMPLOYEES			ALL OTHER		
			Full time		Part time			Full time		Number of part time	Full time		Number of part time	Full time		Number of part time	Full time		Number of part time	Full time		Number of part time
	Number	Sales (000 omitted)	Number	Pay roll for week	Number	Pay roll for week		Number	Pay roll for week		Number	Pay roll for week		Number	Pay roll for week		Number	Pay roll for week		Number	Pay roll for week	
SERVICE AND LIMITED-FUNCTION WHOLESALERS—Con.																						
Metals and metal work (except scrap)—Con.																						
Iron and steel products (semi-finished)	22	$8,017	219	$9,699	8	$112	44	70	$1,870	5	1	(x)	---	26	$1,524	---	58	$1,633	1	19	$561	2
Iron and steel products (flat)	71	22,756	1,176	48,331	19	309	127	258	7,712	2	53	$2,149	---	174	8,578	2	382	11,173	9	182	5,142	6
Wire and wire products	13	2,369	93	4,359	11	104	12	23	712	---	15	463	1	16	1,336	3	9	193	7	18	386	---
Iron and steel finished products (N.E.C.)	75	18,018	1,169	44,168	21	358	101	278	7,542	3	31	1,417	---	138	7,658	1	311	8,702	10	310	8,843	7
Copper	17	46,280	267	[illegible]	1	(x)	31	123	4,507	1	13	595	---	32	1,916	---	43	1,509	---	25	684	---
All other	39	121,926	831	[illegible]	3	(x)	63	412	15,071	2	64	(x)	---	101	5,001	---	154	4,459	1	37	1,045	---
Paper and its products	922	199,986	10,744	183,912	342	3,883	1,039	2,897	75,005	48	754	22,408	11	2,582	120,360	85	2,234	55,920	89	1,258	28,629	109
Wrapping or coarse paper and products	503	105,208	5,200	[illegible]	173	2,110	555	1,248	30,728	15	208	6,663	3	1,447	61,535	51	1,049	26,148	57	695	16,492	47
Printing and writing papers	147	65,587	2,939	[illegible]	38	843	240	767	21,742	2	197	6,261	---	765	43,246	11	763	20,667	22	207	5,804	3
Stationery and stationery supplies	182	22,048	1,808	56,014	94	592	177	686	16,063	29	112	2,740	5	309	13,551	13	259	5,657	10	265	4,917	37
Wallpaper	90	7,143	797	[illegible]	37	518	67	196	4,472	2	239	6,744	3	61	2,048	10	163	3,448	---	71	1,416	22
Petroleum and its products	142	46,886	1,307	58,167	39	481	181	350	9,847	4	31	1,314	2	276	13,620	15	128	3,876	5	341	9,955	10
Plumbing and heating equipment and supplies	680	118,865	6,327	220,717	152	2,015	762	1,838	49,530	22	545	17,054	3	945	38,924	9	1,425	38,400	37	812	22,447	81
Plumbing and heating (general line)	238	52,733	2,765	94,934	45	468	275	819	21,832	5	236	7,355	---	449	18,529	---	730	18,896	14	256	8,810	26
Heating (including stoves and ranges)	93	11,997	804	26,921	47	725	118	194	5,062	8	75	2,224	---	136	6,150	---	113	3,206	10	168	5,058	29
Plumbing fixtures, equipment, and supplies	301	47,506	2,344	81,301	50	629	[illegible]	670	17,770	8	191	5,851	3	309	11,843	6	514	14,528	12	385	9,060	21
All other	48	6,429	414	15,561	10	193	44	155	4,866	1	43	1,644	---	51	2,302	3	68	1,970	1	53	1,519	5
Tobacco and products (except leaf)	479	310,778	4,784	140,543	110	898	307	951	20,206	17	405	9,368	17	1,574	50,150	12	878	19,943	23	889	21,159	41
Waste materials	1,003	191,995	10,123	249,397	600	6,602	694	880	22,872	21	132	8,322	---	177	8,469	1	2,969	54,305	208	6,271	100,379	370
Iron and steel scrap	299	94,194	3,730	96,311	178	2,124	226	326	8,631	6	47	3,946	---	56	1,290	---	407	8,580	40	2,686	54,476	132
Junk and scrap (general line)	194	12,567	1,198	22,148	177	1,575	55	73	1,347	3	28	585	---	8	252	---	378	6,131	63	656	11,257	111
Waste paper, rags, and rubber	345	60,445	4,204	102,106	160	2,011	289	366	10,091	9	51	1,180	---	98	5,009	1	1,852	32,440	91	1,588	26,851	59
Non-ferrous metals	73	15,170	513	15,187	32	333	68	55	1,325	2	9	188	---	11	404	---	201	4,612	4	169	5,773	26
All other	92	9,619	478	13,665	53	559	56	58	1,278	1	17	423	---	24	1,514	---	151	2,640	10	172	4,022	42
All other products	1,263	693,827	18,364	585,356	724	6,251	1,336	5,216	154,778	68	975	51,578	23	1,666	76,625	88	5,114	72,159	258	4,057	94,280	287
Books, periodicals, and newspapers	183	81,678	4,751	157,675	422	2,695	185	1,845	53,582	29	136	3,748	2	474	19,373	42	1,074	28,051	159	1,037	50,559	190
Flowers and nursery stock	94	10,940	860	25,989	96	880	77	125	3,124	2	158	5,026	6	78	2,833	1	174	3,014	69	248	5,498	18
Forest products (except lumber)	102	10,454	627	18,818	40	382	87	85	1,902	2	6	214	---	40	1,579	---	193	3,848	4	216	4,943	34
General merchandise	31	216,429	2,271	87,828	17	233	101	1,143	39,848	8	110	6,415	9	140	7,118	---	433	9,617	---	344	5,599	---
Leather and shoe findings	193	30,961	1,076	32,875	32	466	157	267	6,483	12	220	5,609	3	168	6,201	7	164	3,420	2	100	1,978	8
Leather goods	46	6,582	409	15,078	18	163	48	111	2,517	2	28	692	---	80	3,684	10	51	1,151	1	91	2,245	5
Oils and greases (animal and vegetable)	42	48,900	528	33,435	2	(x)	74	171	5,104	1	5	340	---	70	6,368	---	137	4,131	---	71	3,493	1
Optical goods	114	10,637	1,434	43,028	9	151	99	263	5,788	5	60	2,162	---	80	3,435	---	179	3,886	1	753	19,638	3
Textiles and materials (other than dry goods)	78	27,500	946	28,889	18	188	64	241	9,087	---	29	957	1	73	3,449	---	196	3,421	2	343	5,970	13
Yarns	110	65,820	1,266	50,063	16	285	143	283	7,552	2	122	4,583	1	130	6,594	9	186	3,624	2	402	6,005	2
Miscellaneous kinds of business	270	183,928	2,196	91,500	58	(x)	301	682	19,991	5	101	3,832	1	333	15,991	19	327	7,798	18	452	8,352	15
MANUFACTURERS' SALES BRANCHES (With stocks)	2,689	2,892,693	77,135	3,290,637	1,802	31,905	2,205	23,239	735,338	150	3,534	163,795	71	25,410	1,362,885	241	10,851	309,142	617	11,898	378,788	723
Amusement and sporting goods	48	73,350	1,827	74,051	158	2,808	100	1,001	32,318	3	25	1,623	---	243	15,378	---	369	9,339	---	89	2,049	155
Automotive	209	139,090	5,658	222,570	169	4,109	144	1,569	50,873	28	208	10,658	59	1,471	76,614	---	517	15,393	35	1,749	53,601	47
Beer, wines, and liquors	82	(x)	2,853	146,525	91	733	39	701	28,576	---	206	6,526	---	1,353	78,184	47	134	4,381	27	420	17,576	17
Chemicals and paints	140	230,001	4,546	223,872	142	2,498	138	1,900	67,582	19	117	4,928	---	1,325	90,510	1	572	18,948	34	494	19,342	88
Clothing and furnishings	129	116,570	2,956	158,506	52	632	190	1,025	25,869	7	164	8,573	2	708	52,718	33	509	11,877	1	360	10,451	9
Drugs and drug sundries (specialty lines)	59	84,217	4,086	184,918	58	494	85	1,361	37,544	5	57	3,441	2	1,666	80,848	5	556	15,880	2	359	9,544	44
Dry goods (specialty lines)	116	170,797	4,634	197,057	34	546	232	1,611	42,451	---	266	11,860	---	1,083	66,142	18	863	17,918	1	579	11,955	15
Electrical goods	88	188,747	4,137	186,616	9	129	33	1,507	57,271	2	71	3,260	---	821	62,480	1	263	8,529	1	1,442	49,997	5
Farm products--consumer goods	126	52,181	1,924	67,857	73	998	69	327	8,335	3	29	1,088	1	935	35,603	8	164	4,695	19	400	12,884	42
Farm supplies	11	10,043	204	8,679	6	70	11	105	3,406	---	2	(x)	---	72	2,917	---	8	158	4	6	119	2
Furniture and house furnishings	72	47,809	1,382	64,727	31	647	84	638	20,758	3	66	3,243	---	331	20,475	6	244	6,566	8	19	373	14
Groceries and foods (specialty lines)	536	707,225	18,129	619,215	327	4,810	133	3,138	95,985	16	1,305	64,891	1	6,833	298,715	71	2,498	78,608	106	2,222	66,747	133
Hardware	34	(x)	593	20,129	3	51	27	183	4,560	---	21	560	3	212	8,638	---	139	3,057	---	11	505	---
Jewelry	12	(x)	340	15,115	8	155	22	109	3,062	8	16	1,071	---	76	4,200	---	111	2,368	---	6	112	---

For footnotes, see end of table.

TABLE 3. ANALYSIS OF EMPLOYMENT AND PAY ROLL BY OCCUPATIONAL GROUPS

TYPES OF OPERATION BY KINDS OF BUSINESS—Continued

[Figures are for week ended October 21, 1939, except where such period is not representative. In such cases, one week's [illegible] is given]

TYPE OF OPERATION, KIND OF BUSINESS	Establishments reporting employment by occupational groups: Number	Sales ($1,000)	Total employees reported by occupational groups, full time: Number	Full time: Pay roll for week	Part time: Number	Part time: Pay roll for week	Number of proprietors and firm members	Office and clerical employees, full time: Number	Full time: Pay roll for week	Number part time	Inside selling employees, full time: Number	Full time: Pay roll for week	Number part time	Outside selling employees, full time: Number	Full time: Pay roll for week	Number part time	Warehouse employees, full time: Number	Full time: Pay roll for week	Number part time	All other, full time: Number	Full time: Pay roll for week	Number part time
MANUFACTURERS' SALES BRANCHES (With stocks)—Con.																						
Lumber and construction materials	69	$48,683	2,075	$95,059	167	$4,748	94	534	$18,352	5	15	$726	2	674	$38,806	---	621	$20,714	153	237	$7,977	7
Machinery equipment--supplies	538	212,436	11,324	502,447	188	3,440	428	3,095	98,000	33	464	17,412	---	3,529	212,571	34	1,025	27,979	23	2,783	92,745	78
Metals and metal work (except scrap)	88	122,830	2,352	101,591	23	330	68	803	27,364	10	111	4,930	---	539	34,255	1	790	23,910	11	43	1,462	1
Paper and its products	54	46,633	1,256	61,718	8	62	49	415	13,586	3	115	5,263	---	362	25,844	1	132	3,213	4	183	4,170	---
Petroleum and its products	9	9,977	557	26,113	---	---	17	165	5,815	---	74	3,237	---	265	12,068	---	14	407	---	22	807	---
Plumbing and heating equipment and supplies	126	69,411	2,398	97,903	108	2,187	74	905	28,988	2	44	1,912	---	734	41,756	5	529	14,930	46	112	3,649	55
Tobacco and products (except leaf)	22	(x)	2,194	86,987	---	---	35	419	13,458	---	65	3,013	---	1,615	58,952	---	48	1,387	---	12	293	---
All other	123	128,947	3,710	168,982	167	2,498	135	1,728	55,225	3	93	(x)	1	661	49,231	10	745	18,887	142	348	12,448	11
MANUFACTURERS' SALES OFFICES (Without stocks)	1,346	1,825,929	20,534	1,177,970	380	6,331	1,022	8,496	286,578	41	677	38,895	20	8,131	565,256	215	---	---	---	2,208	76,287	104
Amusement and sporting goods	24	(x)	403	21,074	7	137	23	204	6,575	2	24	825	1	57	5,298	---	---	---	---	95	2,256	4
Automotive	10	15,058	219	10,613	---	---	5	58	1,730	---	12	524	---	115	6,547	---	---	---	---	31	1,188	---
Beer, wines, and liquors	22	44,367	775	48,315	5	39	11	224	4,783	---	---	---	---	419	34,612	---	---	---	---	121	6,420	5
Chemicals and paints	56	72,778	1,449	78,330	43	1,624	84	639	21,779	---	43	2,501	---	555	32,035	---	---	---	---	128	4,559	43
Clothing and furnishings	163	99,751	1,726	102,610	30	648	178	682	17,998	8	82	4,478	---	498	40,402	20	---	---	---	288	8,439	2
Drugs and drug sundries (specialty lines)	26	33,029	908	49,286	34	529	55	338	8,724	1	60	1,738	19	383	27,004	14	---	---	---	74	1,905	---
Dry goods (specialty lines)	65	179,875	1,781	102,772	14	185	105	1,014	35,008	6	41	3,328	---	459	36,779	8	---	---	---	182	4,521	---
Electrical goods	70	94,081	836	53,782	4	76	21	395	12,929	2	15	1,001	---	388	33,528	---	---	---	---	19	1,184	2
Farm products--consumer goods	10	2,806	88	3,122	1	(x)	3	14	338	---	---	---	---	60	2,259	---	---	---	---	11	331	1
Furniture and house furnishings	54	34,404	497	28,324	1	(x)	38	164	4,513	---	23	1,145	---	227	15,719	---	---	---	---	45	951	1
Groceries and foods (specialty lines)	111	148,619	2,554	117,753	38	402	97	731	24,886	---	71	3,140	---	1,257	57,435	18	---	---	---	398	9,133	20
Hardware	14	5,841	120	7,187	---	---	12	68	1,981	---	---	---	---	42	3,087	---	---	---	---	---	---	---
Jewelry	11	4,253	60	5,247	---	---	2	14	361	---	7	181	---	38	4,450	---	---	---	---	1	(x)	---
Lumber and construction materials	90	67,235	1,462	80,943	4	55	52	519	21,650	4	28	1,492	---	785	48,384	---	---	---	---	78	2,332	---
Machinery equipment--supplies	254	203,236	3,477	199,493	20	298	144	1,629	55,519	10	142	8,857	---	1,013	78,697	6	---	---	---	549	26,256	4
Metals and metal work (except scrap)	123	548,165	1,815	132,177	24	718	62	925	37,091	5	43	3,274	---	887	65,094	2	---	---	---	98	2,999	17
Paper and its products	76	84,640	888	53,698	4	73	37	338	10,611	---	46	4,683	---	451	31,798	4	---	---	---	18	640	---
Petroleum and its products	8	14,035	227	15,072	---	---	15	144	7,485	---	14	934	---	51	3,384	---	---	---	---	3	75	---
Plumbing and heating equipment and supplies	50	11,108	299	15,845	4	127	12	111	3,404	1	3	116	---	144	10,784	---	---	---	---	29	959	3
Tobacco and products (except leaf)	18	88,196	172	6,208	---	---	1	5	(x)	---	---	---	---	166	5,756	---	---	---	---	---	---	---
All other [1]	91	(x)	778	48,123	147	(x)	65	286	(x)	2	23	880	---	342	22,185	143	---	---	---	62	(x)	2
														SALESMEN			TRUCK OPERATORS AND CHAUFFEURS					
PETROLEUM BULK STATIONS AND TERMINALS: **																						
Petroleum and its products	1,008	591,490	14,168	544,528	960	20,287	339	2,328	72,939	40	---	---	---	2,042	107,092	14	5,002	179,528	414	4,459	151,347	492
														BUYING AND SELLING EMPLOYEES								
AGENTS AND BROKERS	2,745	3,436,097	20,976	1,027,900	833	13,744	2,429	9,987	292,432	180	---	---	---	6,247	360,748	267	---	---	---	2,333	68,922	386
Amusement and sporting goods	33	8,910	187	7,686	5	33	25	64	1,923	1	---	---	---	43	2,372	1	---	---	---	35	782	3
Automotive	28	19,839	202	7,524	11	97	28	116	3,075	1	---	---	---	24	1,078	---	---	---	---	34	724	10
Chemicals and paints	37	35,963	255	14,955	2	(x)	51	141	3,873	2	---	---	---	49	3,568	---	---	---	---	14	403	---
Clothing and furnishings	356	306,248	2,598	106,070	54	1,060	251	1,005	22,922	19	---	---	---	1,072	48,487	27	---	---	---	270	8,957	8
Coal and coke	47	84,364	442	26,738	14	109	68	242	7,241	3	---	---	---	104	6,791	9	---	---	---	28	1,178	2
Drugs and drug sundries (specialty lines)	19	8,571	171	7,724	2	(x)	23	82	2,493	1	---	---	---	62	2,639	---	---	---	---	4	98	1
Dry goods (general line)	12	213,857	880	28,031	18	196	13	415	11,201	17	---	---	---	247	14,569	---	---	---	---	5	138	1
Dry goods (specialty lines)	313	957,490	4,945	294,690	75	753	328	2,690	87,740	6	---	---	---	1,526	115,672	63	---	---	---	[illegible]	[illegible]	6
Electrical goods	110	28,678	531	21,508	28	187	80	253	6,967	10	---	---	---	181	7,339	17	---	---	---	37	811	1
Farm products--raw materials	124	181,030	625	29,272	117	682	142	273	8,280	12	---	---	---	78	5,462	12	---	---	---	132	2,740	93
Farm products--consumer goods	247	246,070	1,955	83,411	167	2,927	233	667	21,354	12	---	---	---	526	24,899	9	---	---	---	529	[illegible]	146
Farm supplies	17	20,380	82	4,275	---	---	17	50	1,360	---	---	---	---	9	647	---	---	---	---	6	170	---
Furniture and house furnishings	138	34,266	680	28,341	60	2,501	92	228	5,470	8	---	---	---	288	13,952	42	---	---	---	72	1,364	10
Groceries and foods (specialty lines)	334	463,234	1,732	83,535	38	447	248	924	27,986	13	---	---	---	476	23,935	16	---	---	---	86	[illegible]	9
Hardware	39	9,906	219	8,605	14	129	38	124	3,296	3	---	---	---	48	2,183	5	---	---	---	11	[illegible]	8
Lumber and construction materials	78	18,253	261	13,397	23	724	70	106	2,894	4	---	---	---	67	3,248	---	---	---	---	18	738	19
Machinery equipment supplies	306	[illegible]	1,718	75,306	68	1,233	226	720	20,343	18	---	---	---	520	23,629	21	---	---	---	252	9,174	[illegible]
Metals and metal work (except scrap)	76	138,927	492	24,699	49	1,199	72	227	6,879	13	---	---	---	119	7,074	18	---	---	---	74	2,218	18
Paper and its products	80	35,301	430	23,033	8	59	82	182	5,361	4	---	---	---	117	6,095	1	---	---	---	49	1,166	3
Petroleum and its products	18	20,912	71	4,182	---	---	16	49	1,654	---	---	---	---	5	295	---	---	---	---	1	(x)	---
Plumbing and heating equipment and supplies	54	6,647	196	7,201	17	500	31	78	1,789	3	---	---	---	69	2,977	12	---	---	---	18	475	2
Waste materials	24	15,894	99	7,963	-	-	28	53	1,700	---	---	---	---	9	1,474	---	---	---	---	9	160	---
All other [2]	255	491,014	[illegible]	119,776	63	882	289	1,278	36,631	30	---	---	---	630	42,365	14	---	---	---	248	(x)	19
ASSEMBLERS (Mainly farm products)	339	111,752	3,188	75,154	924	8,103	135	370	8,886	27	---	---	---	368	14,188	34	---	---	---	2,293	44,435	863
Farm products--consumer goods	245	94,879	2,071	56,738	621	6,151	104	304	7,240	22	---	---	---	336	12,193	24	---	---	---	1,327	[illegible]	575
Groceries and foods (specialty lines)	23	2,063	312	9,422	59	457	11	28	657	1	---	---	---	5	161	---	---	---	---	568	[illegible]	58
All other [3]	71	14,810	503	9,994	244	1,495	20	38	989	4	---	---	---	47	1,814	10	---	---	---	398	6,272	[illegible]

** [illegible]. x Withheld to avoid disclosure. [1] Includes 2 coal and coke; 1 farm supplies, and 88 all other products. [2] Includes 6 beer, wines, and liquors; 12 jewelry; and [illegible].
[3] Includes [illegible] farm products raw materials; and [illegible] farm supplies.

TABLE 3.—ANALYSIS OF EMPLOYMENT AND PAY ROLL BY OCCUPATIONAL GROUPS

TYPES OF OPERATION BY KINDS OF BUSINESS

EAST NORTH CENTRAL

[Figures are for week ended October 21, 1939, except where such period is not representative. In such cases one week of representative employment is given]

TYPE OF OPERATION KIND OF BUSINESS	ESTABLISHMENTS REPORTING EMPLOYEES BY OCCUPATIONAL GROUPS		TOTAL EMPLOYEES REPORTED BY OCCUPATIONAL GROUPS				Number of executives and salaried corporation officers	OFFICE AND CLERICAL EMPLOYEES			INSIDE SELLING EMPLOYEES			OUTSIDE SELLING EMPLOYEES			WAREHOUSE EMPLOYEES			ALL OTHER		
			Full-time		Part-time			Full-time		Number of part-time	Full-time		Number of part-time	Full-time		Number of part-time	Full-time		Number of part-time	Full-time		Number of part-time
	Number	Sales (add 000)	Number	Pay roll for week	Number	Pay roll for week		Number	Pay roll for week		Number	Pay roll for week		Number	Pay roll for week		Number	Pay roll for week		Number	Pay roll for week	
SERVICE AND LIMITED-FUNCTION WHOLESALERS	14,132	$3,983,915	170,064	$5,565,149	5,832	$65,272	11,581	36,712	$959,769	645	12,756	$382,519	519	34,676	$1,420,917	691	37,745	$903,680	1,288	36,594	$885,770	2,909
Amusement and sporting goods	136	19,507	1,349	42,408	82	1,063	94	371	8,809	19	113	3,048	2	236	11,245	4	241	5,294	12	294	5,359	45
Cameras and photographic supplies	17	3,593	233	7,685	7	76	10	59	1,303	---	17	501	---	27	1,228	2	35	725	---	85	1,605	5
Motion picture equipment and supplies (except films)	6	1,489	47	2,008	8	164	---	29	892	8	---	---	---	18	1,118	---	---	---	---	---	---	---
Motion picture film exchanges	16	2,085	169	6,268	6	83	9	69	1,658	1	5	296	---	26	1,567	---	56	1,323	4	4	75	1
Sporting goods	20	3,858	201	5,981	16	247	5	69	1,638	---	29	723	---	43	2,197	---	27	664	---	28	515	18
Toys, novelties, and fireworks	61	6,353	544	18,389	22	198	58	122	2,865	6	49	1,082	1	105	4,447	2	112	2,318	4	98	1,703	9
All other	16	2,149	155	4,077	23	295	12	23	453	4	13	446	1	17	690	---	11	266	4	79	1,461	14
Automotive	1,368	475,548	15,448	506,338	182	1,750	936	3,286	98,423	37	2,203	62,106	13	2,550	104,094	41	2,291	57,641	8	4,182	109,675	83
Automobiles (new and used)	100	348,463	4,285	158,542	18	131	150	1,350	52,805	1	231	7,998	1	623	27,481	---	782	22,581	---	1,119	30,610	16
Trucks and tractors	22	6,621	164	7,147	---	---	23	35	949	---	13	950	---	19	1,117	---	15	441	---	55	1,769	---
Automotive accessories and equipment	539	58,200	5,089	158,428	91	986	369	961	22,499	19	867	23,153	7	864	33,669	29	766	18,641	4	1,242	32,653	32
Automotive parts	604	52,983	5,328	163,064	57	510	339	826	20,029	17	1,017	27,582	5	935	37,885	12	663	14,546	3	1,548	39,509	20
Tires and tubes	103	9,281	602	19,157	16	143	53	84	2,143	---	73	2,423	---	109	3,942	---	65	1,452	1	218	5,134	15
Beer, wines, and liquors	1,220	283,368	10,262	327,015	319	4,118	691	1,774	41,670	39	253	7,009	5	3,693	123,658	94	1,414	35,107	41	2,437	64,505	140
Beer and ale	669	117,816	5,919	174,774	227	2,777	384	791	17,934	27	94	2,571	4	2,132	82,528	58	727	17,988	36	1,791	46,403	122
Wines and liquors	351	165,552	4,343	152,241	92	1,341	307	983	23,736	12	159	4,438	1	1,561	41,128	56	687	17,119	5	646	18,102	18
Chemicals and paints	279	33,143	2,068	75,275	99	1,414	279	448	11,609	15	302	8,761	2	466	19,084	26	354	9,248	27	219	5,967	29
Industrial chemicals	42	12,031	374	14,361	29	443	41	103	2,523	1	4	116	---	125	4,987	4	73	2,045	16	28	768	8
Naval stores	4	(x)	86	3,116	12	52	8	21	479	1	4	(x)	---	24	1,232	6	21	510	5	8	218	---
Paints and varnishes	104	7,300	671	22,105	23	471	102	136	3,312	8	112	3,112	---	149	5,056	11	116	3,053	2	56	1,185	2
Paints with glass and/or wallpaper	90	8,038	677	22,838	18	246	83	129	3,533	2	181	5,405	2	77	2,657	2	107	2,649	2	100	2,947	10
All other	39	(x)	260	13,057	17	202	45	59	1,762	3	1	(x)	---	91	5,152	3	37	991	2	27	851	9
Clothing and furnishings	368	80,492	3,131	106,389	119	1,589	301	693	15,291	16	536	15,305	37	750	30,773	43	528	10,723	9	323	6,959	14
Clothing and furnishings (general line)	48	9,498	490	15,266	35	598	38	107	2,403	1	114	2,852	21	119	4,636	5	79	1,473	2	33	584	8
Men's and boys'	112	16,665	627	27,449	44	579	88	205	4,296	5	101	3,511	12	184	6,676	21	131	3,017	4	118	2,753	2
Women's and children's	74	18,736	802	28,765	20	276	63	172	3,733	---	135	4,050	1	184	9,717	16	169	3,275	1	79	1,614	2
Furs, dressed, and fur clothing	43	6,844	222	9,112	3	(x)	26	57	1,539	---	34	1,364	---	52	2,071	1	13	307	1	40	1,167	1
Millinery and millinery supplies	47	5,645	411	12,490	15	86	42	74	1,556	10	122	3,129	3	90	3,383	---	41	650	---	42	606	2
Shoes and other footwear	44	9,104	379	13,307	2	(x)	44	78	1,964	---	30	819	---	121	4,288	---	95	2,001	1	11	235	1
Coal and coke	232	155,012	3,037	135,439	114	1,630	248	737	24,410	12	67	3,391	---	650	38,637	23	407	13,503	---	928	27,832	79
Drugs (general line)	45	88,284	2,882	92,454	8	128	129	923	22,378	5	108	2,959	---	422	21,157	---	1,160	27,104	1	142	3,699	2
Service wholesalers (without liquor)	30	44,488	1,902	60,277	7	(x)	86	642	15,350	4	72	1,910	---	268	13,971	---	745	16,842	1	89	1,870	2
Service wholesalers (with liquor)	10	15,867	763	27,053	1	(x)	36	225	5,830	1	30	930	---	146	6,726	---	290	7,531	---	36	1,599	---
Cooperatives and voluntary groups	5	5,929	217	5,124	---	---	7	56	1,198	---	4	119	---	8	460	---	125	2,731	---	17	230	---
Drugs and drug sundries (specialty lines)	157	37,979	1,432	44,477	97	881	150	392	9,078	12	100	2,718	42	232	11,814	4	329	5,615	16	229	3,897	23
Proprietary medicines	67	6,028	418	13,555	55	560	69	108	2,457	1	39	951	42	83	3,458	1	71	1,352	5	48	948	6
Toiletries	33	4,922	643	16,990	16	54	35	211	4,968	2	14	266	---	40	1,868	---	213	3,341	10	130	2,091	4
Drug specialties and sundries	57	27,029	371	13,932	26	267	46	73	1,653	9	47	1,501	---	109	6,488	3	45	922	1	51	858	13
Dry goods (general line)	21	(x)	2,349	68,299	4	60	52	467	10,580	---	668	18,408	1	546	24,258	---	454	8,404	1	162	3,685	2
Dry goods (specialty lines)	230	38,235	1,638	55,147	55	409	174	403	9,069	8	257	7,181	4	421	18,196	15	185	3,579	4	198	3,521	24
Hosiery and lingerie	37	7,282	254	9,070	9	82	31	74	1,747	2	45	1,018	3	89	2,850	---	28	597	---	7	93	4
Notions	82	5,824	417	11,508	18	119	47	91	2,050	4	55	1,306	1	85	3,008	4	65	1,281	2	76	1,284	7
Piece goods:																						
General line	7	1,830	90	3,242	---	---	9	18	395	---	18	491	---	25	1,430	---	3	74	---	17	245	---
Cotton	24	7,013	209	8,640	11	108	10	52	1,382	---	13	393	---	70	4,262	4	43	769	---	21	341	7
Silk, linen, rayon, and velvet	15	1,934	75	2,690	2	(x)	6	18	343	---	15	406	---	22	995	---	5	89	---	7	97	2
Woolen and worsted	32	7,826	240	8,772	1	(x)	12	75	1,735	---	45	1,599	---	53	2,341	1	12	286	---	56	938	---
Other	35	3,616	165	5,952	9	57	32	33	682	---	29	715	---	45	1,829	6	6	135	---	18	243	3
Other dry goods specialties	20	2,910	188	5,275	5	38	18	42	737	2	39	1,233	---	52	1,481	---	21	348	2	16	280	1

For footnotes, see end of table.

TABLE 3.—ANALYSIS OF EMPLOYMENT AND PAY ROLL BY OCCUPATIONAL GROUPS

TYPES OF OPERATION BY KINDS OF BUSINESS—Continued

EAST NORTH CENTRAL

[Figures are for week ended October 21, 1939, except where such period is not representative. In such cases one week of representative employment is given]

TYPE OF OPERATION KIND OF BUSINESS	ESTABLISHMENTS REPORTING EMPLOYEES BY OCCUPATIONAL GROUPS		TOTAL EMPLOYEES REPORTED BY OCCUPATIONAL GROUPS				Number of executives and salaried corporation officers	OFFICE AND CLERICAL EMPLOYEES			INSIDE SELLING EMPLOYEES			OUTSIDE SELLING EMPLOYEES			WAREHOUSE EMPLOYEES			ALL OTHER		
			Full-time		Part-time			Full-time		Number of part-time	Full-time		Number of part-time	Full-time		Number of part-time	Full-time		Number of part-time	Full-time		Number of part-time
	Number	Sales (add 000)	Number	Pay roll for week	Number	Pay roll for week		Number	Pay roll for week		Number	Pay roll for week		Number	Pay roll for week		Number	Pay roll for week		Number	Pay roll for week	
SERVICE AND LIMITED FUNCTION WHOLESALERS—Con.																						
Electrical goods	575	$190,738	8,713	$334,856	126	$1,927	712	2,987	$83,205	23	911	$29,473	9	1,874	$84,290	47	1,351	$32,584	12	1,098	$32,604	55
Electrical merchandise (general line)	91	85,149	2,588	102,733	9	85	152	912	25,588	3	327	12,083	---	532	27,411	---	490	12,826	---	175	4,751	6
Apparatus and equipment	38	10,708	529	23,558	3	16	51	122	3,832	---	22	857	---	122	7,179	1	20	669	---	192	5,947	2
Wiring supplies and construction materials	157	28,641	1,501	51,050	19	157	168	406	9,901	5	210	5,801	---	290	11,485	6	314	8,277	2	113	2,918	6
Radio and equipment	136	27,376	1,497	53,898	28	274	120	542	12,456	10	178	4,820	6	270	15,225	3	179	4,295	3	196	6,414	6
Refrigerators and equipment (household)	30	38,229	1,227	57,115	4	65	100	589	21,685	---	67	2,971	1	154	10,048	---	126	3,532	---	191	6,315	3
All other	123	22,637	1,381	46,734	63	1,330	121	396	9,743	5	107	2,961	2	306	12,944	37	222	4,985	7	229	6,281	12
Farm products--raw materials	136	53,382	1,586	46,368	209	2,342	95	230	6,154	4	43	1,436	1	62	2,343	1	821	19,643	87	335	7,520	118
Grains	41	20,829	595	13,775	20	197	35	89	2,020	---	19	746	---	12	292	---	177	6,102	3	83	1,717	17
Hides, skins, and raw furs	45	15,279	446	13,038	58	781	18	61	1,958	5	13	419	---	11	523	1	264	8,640	29	61	1,692	25
Tobacco (leaf)	17	2,812	390	7,189	57	651	17	12	330	---	9	(x)	1	8	297	---	232	3,321	46	112	1,742	10
Wool and mohair	11	6,882	218	7,286	6	73	7	42	1,188	---	1	(x)	---	21	854	---	121	3,015	---	26	1,021	6
All other	26	8,182	137	5,100	68	640	20	26	660	1	1	(x)	---	10	377	---	27	565	9	53	1,348	58
Farm products--consumer goods	1,525	405,810	15,132	488,143	750	8,084	858	1,928	49,178	68	1,309	40,201	42	3,867	141,777	57	2,350	62,895	189	4,820	133,878	394
Dairy and poultry products	552	151,864	8,131	277,405	216	2,183	395	876	22,304	24	513	7,183	6	1,984	113,860	45	895	24,085	34	2,666	79,018	105
Fruits and vegetables (fresh)	749	212,763	5,862	178,901	360	4,116	374	909	23,476	19	847	28,413	18	803	25,656	8	1,183	31,114	128	1,766	45,659	189
All other	224	41,183	1,139	31,837	174	1,785	89	141	3,398	25	149	4,605	16	80	2,261	4	292	7,696	29	388	9,203	100
Farm supplies	184	52,037	2,387	67,019	122	1,033	152	519	12,829	7	120	3,253	1	401	13,482	15	777	17,858	69	418	9,883	30
Feed	97	16,772	867	22,915	22	156	75	181	4,425	2	42	890	---	126	4,315	4	237	5,039	7	206	4,289	9
Seeds	61	18,987	1,100	29,844	82	757	56	203	4,802	5	66	2,072	1	235	7,281	11	427	9,611	61	113	1,556	4
All other	26	16,278	420	14,260	18	120	23	135	3,602	---	12	291	---	38	1,866	---	113	3,008	1	99	3,878	17
Furniture and house furnishings	260	54,779	2,577	89,181	125	1,472	232	723	16,826	14	249	7,541	9	436	21,933	34	586	12,847	35	351	8,928	33
China, glassware, and crockery	43	4,438	292	8,894	28	235	32	58	1,288	5	27	687	2	51	2,029	8	96	1,854	7	28	617	6
Floor coverings	56	26,556	785	29,905	24	452	52	221	5,815	---	99	2,896	---	133	7,931	5	183	4,570	12	97	2,805	8
Furniture (general line)	10	995	71	1,848	2	(x)	8	17	433	---	15	(x)	---	21	425	---	7	141	1	3	52	1
Furniture (household)	48	8,653	451	16,018	12	146	52	114	2,497	1	39	1,683	---	91	3,535	7	74	1,700	---	81	2,191	4
Musical instruments and sheet music	16	3,934	440	14,733	3	23	26	157	3,302	2	25	706	---	37	3,067	---	161	3,359	---	34	876	1
All other	87	10,205	538	17,663	58	(x)	62	156	3,291	5	44	(x)	7	103	4,946	16	65	1,243	15	108	2,385	13
Groceries (general line)	491	350,958	13,732	428,237	196	1,916	575	2,793	73,735	25	516	15,172	12	3,194	123,685	13	5,111	126,731	90	1,543	37,702	56
Not sponsoring cooperative or voluntary groups	280	170,549	7,110	218,329	95	854	312	1,458	37,301	12	236	6,499	3	1,803	70,002	11	2,567	60,870	36	734	18,970	33
Voluntary group wholesalers	130	149,247	5,868	188,011	82	890	230	1,174	31,592	7	193	6,317	8	1,353	52,431	2	2,180	57,046	46	738	17,030	19
Retailer cooperative warehouses	20	21,054	490	14,925	7	54	18	130	3,928	2	36	1,035	---	13	479	---	242	6,110	3	51	1,197	2
Cash-and-carry depots	61	10,108	264	6,972	12	118	15	31	914	4	51	1,321	1	25	773	---	122	2,705	5	20	505	2
Groceries and foods (specialty lines)	1,518	297,334	13,661	416,497	556	4,897	903	2,114	52,613	42	1,080	32,167	75	3,322	118,602	48	2,549	59,489	106	3,993	86,383	285
Canned foods	55	13,560	544	18,194	10	125	48	116	3,006	1	8	196	---	194	7,598	1	129	2,735	2	49	1,058	6
Coffee, tea, and spices	86	16,370	1,038	37,394	22	265	92	211	5,804	5	13	621	---	366	15,036	4	199	4,669	7	155	3,393	6
Coffee roasting and spice grinding	33	18,825	1,062	31,369	3	15	36	193	5,677	1	17	666	1	233	10,047	---	271	6,086	---	312	8,627	1
Confectionery	196	18,796	1,072	26,385	47	438	71	174	3,085	6	65	1,297	9	339	11,057	1	152	2,999	9	271	4,313	22
Fish and sea foods	145	20,136	1,240	37,529	62	642	91	189	4,638	2	130	4,090	8	134	4,011	1	290	7,472	21	406	10,420	30
Flour	38	5,882	252	7,393	6	52	33	43	1,098	1	2	(x)	---	56	2,027	---	68	1,544	1	40	907	4
Fruits and vegetables (frosted)	8	3,393	74	2,950	13	116	3	8	163	---	8	(x)	---	13	759	--	35	953	12	7	206	1
Meats and provisions	406	103,148	3,661	118,507	124	1,146	199	441	11,860	11	637	20,388	39	507	18,277	9	580	16,861	9	1,297	35,650	56
Other food and grocery specialties	553	97,222	4,718	135,976	269	2,098	330	739	17,482	15	200	4,460	18	1,468	49,790	32	825	16,158	45	1,156	23,809	159
Hardware	184	102,849	6,950	227,722	52	624	419	2,100	53,974	22	594	16,221	3	1,484	65,478	1	2,034	48,561	15	319	7,722	11
General line (with industrial department)	60	78,553	5,358	178,882	34	482	280	1,753	44,932	16	449	12,482	---	1,043	49,476	---	1,664	40,528	12	209	5,892	8
General line (without industrial department)	46	14,369	862	28,422	7	55	69	222	5,687	3	98	2,443	1	168	7,749	1	251	5,578	---	54	851	2
Specialty lines	78	9,927	730	22,438	11	87	90	145	3,355	3	47	1,296	2	273	8,251	---	119	2,455	3	56	979	3

For footnotes, see end of table.

TABLE 3. ANALYSIS OF EMPLOYMENT AND PAY ROLL BY OCCUPATIONAL GROUPS

Type of Operation, by Kinds of Business: Continued

EAST NORTH CENTRAL

Figures are for week ended October 21, 1939, except where such period is not representative. In such cases, one week of representative employment is given.

TYPE OF OPERATION KIND OF BUSINESS	Establishments reporting employees by occupational groups: Number	Establishments reporting employees by occupational groups: Sales (add 000)	Total employees reported by occupational groups: Full-time: Number	Total employees reported by occupational groups: Full-time: Pay roll for week	Total employees reported by occupational groups: Part-time: Number	Total employees reported by occupational groups: Part-time: Pay roll for week	Number of executives and salaried officers	Office and clerical employees: Full-time: Number	Office and clerical employees: Full-time: Pay roll for week	Office and clerical employees: Number of part-time	Inside selling employees: Full-time: Number	Inside selling employees: Full-time: Pay roll for week	Inside selling employees: Number of part-time	Outside selling employees: Full-time: Number	Outside selling employees: Full-time: Pay roll for week	Outside selling employees: Number of part-time	Warehouse employees: Full-time: Number	Warehouse employees: Full-time: Pay roll for week	Warehouse employees: Number of part-time	All other: Full-time: Number	All other: Full-time: Pay roll for week	All other: Number of part-time
SERVICE AND LIMITED-FUNCTION WHOLESALERS—Con.																						
Jewelry	141	$28,851	1,407	$52,379	34	$499	143	590	$14,200	3	180	$5,208	---	216	$17,289	21	122	$2,654	1	156	$4,517	9
Jewelry (general line)	40	14,968	756	29,091	7	88	57	308	8,273	---	116	3,405	---	114	8,302	6	87	1,920	1	74	2,471	--
Clocks and watches	15	5,057	112	5,862	---	---	13	39	1,057	---	7	233	---	32	2,275	--	7	124	-	14	515	-
All other	86	8,826	539	17,826	27	411	73	243	4,870	3	57	1,570	---	70	3,712	15	28	590	---	68	1,531	9
Lumber and construction materials	543	140,923	5,700	217,398	444	5,683	601	1,246	36,485	48	230	8,703	3	694	40,328	29	1,504	42,659	115	1,225	32,797	249
Builders' supplies (general line)	23	13,044	371	13,546	20	249	24	87	2,517	16	19	899	---	69	3,412	---	115	5,005	2	57	1,447	2
Lumber	182	55,603	1,597	69,388	187	1,821	248	412	12,387	11	51	2,874	2	208	12,641	5	299	7,666	66	381	8,711	103
Lumber and millwork	23	9,913	434	18,973	16	244	31	75	2,624	2	23	819	---	41	2,065	---	134	3,873	---	130	4,266	14
Millwork	58	14,023	921	34,672	49	1,265	66	173	4,693	5	15	658	---	97	5,157	6	347	10,030	21	221	5,942	17
Brick, tile, and terra cotta	24	3,916	121	5,628	7	51	21	27	882	1	8	386	---	33	2,010	2	7	208	-	26	582	4
Cement, lime, and plaster	14	1,314	66	2,027	1	(x)	6	13	302	---	---		---	14	581	---	9	177	---	24	579	1
Glass	55	7,009	775	25,947	21	516	49	118	2,983	2	25	708	---	84	4,089	2	344	10,216	6	155	4,656	11
All other	164	36,101	1,415	49,215	143	(x)	154	341	10,097	11	89	2,359	1	350	10,393	14	249	7,484	20	232	6,614	97
Machinery, equipment, supplies	1,282	202,158	12,858	470,092	383	4,699	1,245	3,654	97,278	82	1,059	30,834	31	3,055	132,749	66	2,061	49,153	67	1,804	47,241	157
Commercial equipment and supplies:																						
Office machines and equipment	32	4,642	441	16,471	9	113	32	111	2,732	7	18	552	---	104	4,315	1	114	2,608	---	62	1,611	1
Restaurant and hotel supply houses	60	7,811	586	18,480	12	115	55	109	2,630	1	81	2,225	---	159	5,052	7	122	2,665	---	80	1,903	4
Store fixtures and equipment	47	2,300	274	8,066	16	236	19	47	1,065	4	32	881	---	44	1,723	9	30	676	---	102	2,659	3
All other	81	8,187	646	21,134	15	269	74	160	4,778	3	55	1,695	---	121	5,101	3	106	2,217	2	130	2,907	7
Farm and dairy:																						
Dairy equipment	28	5,380	326	12,615	9	116	27	122	3,218	4	4	133	---	111	5,320	1	35	772	1	27	855	5
All other	30	8,318	261	8,687	26	425	22	76	2,216	6	18	425	7	67	2,863	3	42	1,019	5	36	847	5
Industrial machinery, equipment, and supplies:																						
Industrial (general line)	20	11,307	801	28,601	20	313	57	298	7,451	1	73	2,140	---	160	8,565	---	167	4,192	17	46	1,089	2
Belting, hose, and packing	46	4,543	289	12,176	11	100	51	78	2,045	4	14	509	1	78	3,464	5	53	1,368	1	15	416	---
Construction (except road building)	11	2,083	138	5,595	1	(x)	19	26	649	---	1	(x)	---	23	1,078	---	16	429	---	53	1,545	1
Road building	18	3,630	177	7,375	3	60	18	38	968	1	6	237	---	41	2,013	---	32	870	---	42	1,367	2
Machine tools	39	12,645	421	19,079	10	113	40	117	3,136	6	19	698	---	98	6,106	---	53	1,676	1	94	2,843	3
Mine and mill supplies	58	15,639	1,046	35,179	15	119	83	274	7,150	2	103	2,747	2	208	8,241	---	225	5,223	6	153	4,356	6
Oil well supply houses	45	9,701	226	8,426	14	193	14	37	1,183	1	51	1,846	---	55	2,580	---	29	803	4	40	1,250	9
Power plant and power transmission	14	2,604	100	5,542	5	62	17	28	750	---	5	223	1	36	1,818	---	2	(x)	---	12	299	4
Printing and lithographing (except paper)	17	1,512	140	5,384	8	75	13	29	713	---	12	348	---	24	1,149	---	6	166	---	56	1,743	8
Rope, cordage, and twine	7	3,410	117	4,897	4	123	10	40	1,227	1	---	---	---	35	1,792	3	25	633	---	9	202	---
Textile	8	1,331	101	3,267	---	---	5	27	601	---	5	178	---	19	1,001	---	7	205	---	38	947	---
Used machinery and equipment	21	1,545	104	3,323	17	231	8	18	409	---	4	135	---	5	185	4	38	1,085	---	33	789	13
All other	235	36,092	2,134	82,664	57	461	238	702	19,012	15	132	4,168	1	454	20,389	---	388	10,034	13	240	6,647	28
Professional equipment and supplies:																						
Dental supply houses	35	3,562	379	13,074	6	67	44	96	2,105	1	75	1,978	3	96	3,945	---	14	274	---	55	1,179	2
Religious supply houses	20	1,567	196	5,811	9	73	16	51	1,351	1	34	737	2	34	1,088	---	26	708	5	35	805	1
School equipment and supplies	26	4,834	361	10,161	24	319	25	151	2,701	2	5	170	7	92	3,628	4	89	1,739	4	21	442	7
Surgical, medical, and hospital	57	9,281	719	28,372	13	151	66	230	6,318	4	64	2,190	3	208	9,735	1	72	1,542	3	79	1,709	2
All other	9	1,734	127	4,811	---	---	9	53	1,718	---	13	494	---	21	718	---	24	695	---	7	220	---
Service equipment and supplies:																						
Barber and beauty supply houses	123	7,770	891	24,146	22	189	66	194	5,922	12	77	2,031	1	321	10,234	1	133	2,558	2	100	2,064	6
Laundry and dry cleaning	37	6,791	344	15,500	4	34	42	100	3,458	---	4	105	---	133	7,286	---	37	1,103	1	28	656	3
Tailors' supplies	12	616	59	1,455	1	(x)	15	5	76	---	23	573	1	9	252	---	2	(x)	---	6	64	---
Undertakers' supplies	24	1,485	124	4,166	8	141	14	19	396	---	2	(x)	---	34	1,330	2	7	181	---	48	1,152	6
Upholsterers' supplies	52	6,058	386	13,278	5	62	35	114	2,746	---	42	1,161	1	83	2,889	---	81	1,749	1	51	855	3
All other	84	5,813	625	18,512	32	(x)	71	197	4,391	4	53	1,409	1	197	5,867	19	68	1,386	1	39	792	7
Transportation equipment and supplies	28	10,199	319	24,045	7	74	42	130	6,225	2	14	756	---	45	3,244	3	20	469	---	68	3,078	2
Metals and metal work (except scrap)	204	107,151	8,035	216,839	105	1,623	260	1,207	37,025	15	218	9,569	1	657	38,170	1	3,205	85,916	76	488	12,993	12
Building metal work	17	1,597	89	2,813	3	58	13	19	482	---	9	205	---	9	452	---	22	656	---	17	415	3
Iron and steel products (general line)	21	51,736	1,949	74,773	15	285	44	427	14,340	9	105	5,324	1	195	13,050	---	1,116	32,980	5	62	1,887	---
Iron and steel products (semi-finished)	12	3,254	241	9,335	8	146	22	49	1,229	1	10	492	---	31	1,822	1	31	792	5	98	2,459	1
Iron and steel products (flat)	62	52,900	1,956	67,535	54	795	96	396	11,607	3	27	1,159	---	173	10,379	---	1,157	29,109	49	107	3,197	2
Wire and wire products	14	1,717	141	5,059	---	---	12	22	531	---	1	(x)	---	28	1,079	---	42	1,434	---	36	779	---
Iron and steel finished products (N.E.C.)	52	13,379	898	31,146	15	193	46	152	4,663	1	12	508	---	98	5,704	---	452	9,569	8	138	3,590	6
Copper	6	1,253	80	2,503	---	---	9	20	493	---	4	120	---	12	483	---	21	510	---	14	284	---
All other	20	21,315	681	23,675	10	146	18	122	3,680	1	50	(x)	---	111	5,221	---	364	8,866	9	18	384	---

For footnotes, see end of table.

TABLE 3.—ANALYSIS OF EMPLOYMENT AND PAY ROLL BY OCCUPATIONAL GROUPS

TYPES OF OPERATION BY KINDS OF BUSINESS—Continued

EAST NORTH CENTRAL

[Figures are for week ended October 21, 1939, except where such period is not representative. In such cases one week of representative employment is given.]

TYPE OF OPERATION KIND OF BUSINESS	ESTABLISHMENTS REPORTING EMPLOYEES BY OCCUPATIONAL GROUPS		TOTAL EMPLOYEES REPORTED BY OCCUPATIONAL GROUPS				Number of executives and salaried corporation officers	OFFICE AND CLERICAL EMPLOYEES			INSIDE SELLING EMPLOYEES			OUTSIDE SELLING EMPLOYEES			WAREHOUSE EMPLOYEES			ALL OTHER		
			Full-time		Part-time			Full-time		Number of part-time	Full-time		Number of part-time	Full-time		Number of part-time	Full-time		Number of part-time	Full-time		Number of part-time
	Number	Sales (add 000)	Number	Pay roll for week	Number	Pay roll for week		Number	Pay roll for week		Number	Pay roll for week		Number	Pay roll for week		Number	Pay roll for week		Number	Pay roll for week	
SERVICE AND LIMITED-FUNCTION WHOLESALERS—Con.																						
Paper and its products	435	$144,846	6,586	$248,774	146	$1,845	486	1,758	$43,075	16	378	$13,416	2	2,054	$93,806	42	1,440	$34,825	59	450	$12,492	27
Wrapping or coarse paper and products	242	58,105	3,203	113,910	63	875	258	784	19,198	9	112	3,522	2	1,159	45,595	15	858	15,910	22	252	6,792	13
Printing and writing papers	82	74,670	2,323	102,149	14	182	147	628	16,286	1	153	6,880	—	683	40,828	7	609	15,146	4	108	3,243	2
Stationery and stationery supplies	58	5,996	504	14,006	28	345	39	199	5,916	2	25	612	—	123	4,164	17	66	1,243	2	52	1,238	7
Wallpaper	53	6,075	536	18,709	41	643	62	147	3,677	4	88	2,402	—	89	3,419	3	107	2,626	31	43	1,219	3
Petroleum and its products	98	23,999	629	23,888	52	815	74	163	4,053	11	26	1,198	—	187	6,548	17	108	2,750	3	92	3,055	21
Plumbing and heating equipment and supplies	339	60,134	3,737	155,283	90	1,215	395	997	25,474	19	305	9,901	1	715	31,654	3	886	25,729	28	441	11,471	39
Plumbing and heating (general line)	87	24,083	1,387	49,316	29	526	135	401	10,870	2	77	2,255	—	279	12,481	—	385	9,978	13	110	2,811	14
Heating (including stoves and ranges)	67	6,592	546	19,607	15	304	62	125	3,043	4	54	1,987	—	69	3,540	—	139	4,232	2	97	2,655	9
Plumbing fixtures, equipment, and supplies	146	23,805	1,457	47,675	31	364	158	583	9,297	10	141	4,211	1	273	10,065	2	318	8,171	7	184	4,135	11
All other	39	5,674	347	16,485	15	219	40	88	2,464	3	33	1,448	—	92	5,750	1	44	1,348	6	50	1,870	5
Tobacco and products (except leaf)	429	241,040	4,028	119,366	76	865	285	774	17,989	15	295	7,174	6	1,311	44,722	11	797	17,023	20	568	11,951	24
Waste materials	1,010	189,471	11,545	271,441	780	8,925	575	883	24,262	25	144	6,208	1	145	6,311	—	3,076	57,497	112	6,722	120,420	642
Iron and steel scrap	381	114,794	4,353	124,100	357	4,665	288	411	12,511	7	67	3,392	1	72	3,461	—	614	14,394	32	2,901	58,521	317
Junk and scrap (general line)	351	27,304	3,109	59,083	297	3,125	116	187	3,935	7	35	759	—	23	675	—	591	9,810	36	2,157	36,358	254
Waste paper, rags, and rubber	139	26,068	2,984	63,578	59	468	129	207	6,223	3	26	1,660	—	31	1,385	—	1,629	28,602	20	962	14,410	36
Non-ferrous metals	78	16,146	577	15,390	41	441	46	47	1,102	5	5	150	—	12	525	—	145	3,332	22	522	5,541	14
All other	61	5,159	542	9,290	26	226	16	31	691	3	11	265	—	7	265	—	97	1,559	2	380	5,590	21
All other products	720	(x)	9,225	260,647	507	4,170	519	2,572	60,347	43	515	15,980	16	1,058	39,858	35	1,804	33,068	65	2,957	67,336	348
Books, periodicals, and newspapers	191	28,324	2,407	58,227	197	1,819	45	973	22,571	12	53	1,222	9	354	9,046	26	423	8,197	22	559	11,516	128
Flowers and nursery stock	66	9,926	589	19,535	28	306	56	99	2,470	1	144	4,987	3	42	1,713	2	93	1,766	6	156	3,059	16
Forest products (except lumber)	79	6,510	568	15,284	152	844	40	53	1,754	3	6	206	—	17	539	2	76	1,633	14	376	8,546	133
General merchandise	19	30,905	2,126	61,004	45	459	76	747	17,604	18	103	2,684	2	278	13,194	—	598	13,156	6	324	7,160	17
Leather and shoe findings	94	15,686	631	21,537	24	247	80	123	3,075	2	64	1,797	1	163	6,562	1	97	1,822	9	104	2,318	11
Leather goods	18	1,594	129	3,376	6	57	19	19	370	2	12	504	—	23	510	—	15	291	—	41	851	4
Oils and greases (animal and vegetable)	8	1,444	45	1,445	—	—	6	9	199	—	—	—	—	7	358	—	5	353	—	18	163	—
Optical goods	122	11,148	1,786	53,534	8	45	114	327	7,485	4	95	3,755	—	87	3,911	—	87	1,591	—	1,076	27,593	4
Textiles and materials (other than dry goods)	33	4,581	331	7,632	7	70	19	42	832	—	12	393	—	20	920	—	104	2,040	4	134	2,982	3
Yarns	9	2,679	50	2,116	15	190	9	14	405	—	—	—	—	5	125	1	19	325	—	5	100	14
Miscellaneous kinds of business	81	(x)	563	16,955	27	333	55	166	3,784	1	26	632	1	64	2,980	3	87	1,894	4	165	4,170	18
MANUFACTURERS' SALES BRANCHES (With stocks)	2,296	1,676,123	49,799	2,018,550	1,331	23,671	1,067	14,951	449,832	266	1,982	85,339	27	16,519	899,863	128	8,547	243,714	434	8,733	222,862	476
Amusement and sporting goods	57	58,616	1,977	69,767	178	2,498	42	984	28,410	5	33	1,889	4	289	18,585	—	381	9,864	1	248	6,145	163
Automotive	166	158,528	5,062	200,545	63	1,145	146	2,067	63,741	26	140	7,178	—	1,195	65,636	—	501	14,635	18	1,013	35,334	21
Beer, wines, and liquors	52	51,766	893	42,044	17	231	20	135	4,375	2	40	1,061	—	567	29,389	5	80	1,638	3	71	2,787	7
Chemicals and paints	134	128,385	2,806	130,807	40	743	55	993	31,985	5	126	5,813	—	1,075	68,501	3	581	10,766	16	179	8,881	16
Clothing and furnishings	38	23,530	701	33,264	1	(x)	13	202	5,331	—	45	1,713	—	282	20,890	—	133	3,367	—	28	833	1
Drugs (general line)	2	—	—	—	—	—	—	—	—	—	—	—	—	—	—	—	—	—	—	—	—	—
Drugs and drug sundries (specialty lines)	38	27,622	1,099	45,599	14	120	16	243	5,989	2	19	864	—	536	28,772	2	166	4,551	9	117	3,504	1
Dry goods (specialty lines)	26	9,409	326	14,326	2	(x)	13	113	2,601	1	5	162	—	106	8,553	1	89	1,346	—	20	367	—
Electrical goods	109	163,671	3,305	154,264	18	159	50	1,247	44,537	2	48	2,158	—	875	65,541	—	324	10,340	9	781	28,093	5
Farm products--consumer goods	126	59,930	1,145	38,790	50	545	13	186	4,350	—	35	921	7	484	20,638	13	225	6,051	3	202	5,436	27
Farm supplies	11	4,265	160	5,852	3	23	9	62	1,984	1	—	—	—	73	2,679	—	15	358	—	1	(x)	2
Furniture and house furnishings	60	24,279	850	31,852	8	88	18	278	7,436	—	16	1,309	—	243	14,040	1	263	6,755	3	12	346	4
Groceries and foods (specialty lines)	398	381,868	8,905	334,317	275	4,430	51	1,577	47,416	20	626	29,701	10	4,089	172,065	92	1,414	44,252	85	1,146	32,882	68
Hardware	26	6,462	361	12,841	1	(x)	8	85	2,417	1	9	325	—	144	5,766	—	99	2,864	—	16	818	—
Jewelry	8	(x)	178	8,043	—	—	14	29	654	—	18	580	—	49	3,[illegible]	—	59	1,278	—	9	251	—
Lumber and construction materials	72	68,112	2,308	97,577	139	3,710	74	659	20,053	5	55	3,293	—	640	38,258	—	804	28,410	125	98	3,171	9
Machinery--equipment--supplies	588	234,448	10,823	458,723	275	5,089	349	3,067	89,928	125	446	16,870	6	3,534	207,372	8	1,509	34,896	50	2,118	73,783	85
Metals and metal work (except scrap)	95	135,757	2,984	121,512	95	2,522	42	907	31,634	11	92	3,831	—	548	36,627	—	1,517	4,206	3[illegible]	86	2,208	34
Paper and its products	54	31,400	1,138	42,089	1	(x)	25	330	7,721	—	49	2,637	—	460	22,257	—	210	4,845	1	82	2,[illegible]	

For footnotes, see end of table.

EAST NORTH CENTRAL

TABLE 3.—ANALYSIS OF EMPLOYMENT AND PAY ROLL BY OCCUPATIONAL GROUPS

Types of Operation by Kinds of Business—Continued

[Figures are for week ended October 21, 1939, except where such period is not representative. ... of representative employment is given]

Type of operation and kind of business	Establishments reporting employees by occupational groups: Number	Sales (add 000)	Total employees reported by occupational groups: Full time: Number	Full time: Pay roll for week	Part time: Number	Part time: Pay roll for week	Number of executive and salaried corporation officers	Office and clerical employees: Full time: Number	Full time: Pay roll for week	Number of part time	Inside selling employees: Full time: Number	Full time: Pay roll for week	Number of part time	Outside selling employees: Full time: Number	Full time: Pay roll for week	Number of part time	Warehouse employees: Full time: Number	Full time: Pay roll for week	Number of part time	All other: Full time: Number	Full time: Pay roll for week	Number of part time
MANUFACTURERS' SALES BRANCHES (With stocks)—Con.																						
Plumbing and heating equipment and supplies	107	$54,819	2,386	$88,209	111	$1,978	58	897	$26,910	35	102	$4,387	---	645	$31,836	3	532	$14,349	69	154	$5,047	4
Tobacco and its products (except leaf)	10	3,511	120	5,970	2	(x)	1	30	1,015	2	---	---	---	81	4,552	---	8	(x)	---	---	---	---
All other [1]	119	(x)	2,294	82,579	40	522	72	880	21,547	25	58	2,657	---	608	34,220	---	275	(x)	14	400	(x)	1
MANUFACTURERS' SALES OFFICES (Without stocks)	968	1,059,846	8,836	490,101	144	2,510	236	3,106	102,565	34	265	12,763	1	4,653	317,712	42	---	---	---	578	17,971	67
Amusement and sporting goods	10	7,244	264	8,278	10	180	7	118	3,066	6	17	424	---	23	1,731	---	---	---	---	99	2,062	4
Automotive	21	34,192	429	22,764	2	(x)	17	217	7,549	1	34	2,108	---	154	10,005	---	---	---	---	7	273	1
Beer, wines, and liquors	20	(x)	184	11,899	---	---	5	34	1,271	---	1	(x)	---	140	9,465	---	---	---	---	4	123	
Chemicals and paints	39	30,533	691	31,682	13	462	27	296	8,475	---	7	572	---	287	17,566	13	---	---	---	74	2,112	---
Clothing and furnishings	19	4,862	99	4,657	3	30	2	52	1,282	---	5	111	---	35	2,710	---	---	---	---	5	130	3
Drugs and drug sundries (specialty lines)	8	3,020	54	2,218	---	---	1	13	354	---	3	(x)	---	36	1,493	---	---	---	---	1	(x)	---
Dry goods (specialty lines)	23	24,378	125	7,647	1	(x)	1	31	788	1	11	(x)	---	81	6,153	---	---	---	---	1	(x)	---
Electrical goods	59	52,269	403	27,506	18	480	6	137	4,570	---	9	278	---	239	21,567	18	---	---	---	12	323	---
Farm products—consumer goods	27	(x)	201	7,874	25	231	8	41	1,464	1	1	(x)	---	100	4,459	4	---	---	---	51	1,403	20
Furniture and house furnishings	25	14,825	193	9,401	2	(x)	5	82	2,108	---	16	621	---	73	5,476	---	---	---	---	17	463	2
Groceries and foods (specialty lines)	100	47,278	974	42,502	20	154	10	199	5,647	3	28	1,278	---	703	32,934	2	---	---	---	34	1,004	15
Lumber and construction materials	60	84,092	931	52,738	9	125	31	318	12,876	5	10	402	---	547	34,762	---	---	---	---	25	615	4
Machinery—equipment—supplies	234	105,786	1,472	87,471	12	187	41	441	13,298	9	59	2,464	---	802	60,180	---	---	---	---	129	4,771	3
Metals and metal work (except scrap)	122	480,219	1,450	103,200	10	274	35	688	27,147	3	46	3,141	1	645	60,757	---	---	---	---	34	1,348	6
Paper and its products	57	39,715	393	24,556	6	78	11	119	3,728	1	5	376	---	257	19,166	2	---	---	---	1	(x)	3
Plumbing and heating equipment and supplies	45	12,007	326	15,479	7	186	19	109	3,220	2	5	205	---	130	6,911	---	---	---	---	63	2,635	5
All other [2]	99	85,928	647	30,229	6	66	10	211	5,722	2	8	239	---	401	22,377	3	---	---	---	19	636	1
														SALESMEN			TRUCK OPERATORS AND CHAUFFEURS					
PETROLEUM BULK STATIONS AND TERMINALS: **																						
Petroleum and its products	1,882	496,980	13,257	458,648	473	6,201	546	1,923	55,080	88	---	---	---	2,110	87,963	33	5,078	173,600	111	3,600	105,072	241
														BUYING AND SELLING EMPLOYEES								
AGENTS AND BROKERS	1,522	1,241,966	8,412	372,739	973	14,499	991	3,092	85,210	165	---	---	---	2,648	136,781	146	---	---	---	1,681	48,051	662
Automotive	41	56,948	195	13,563	6	139	29	90	2,766	2	---	---	---	55	5,254	3	---	---	---	21	694	1
Chemicals and paints	33	17,625	135	7,201	25	803	26	43	1,442	6	---	---	---	57	2,536	18	---	---	---	9	323	1
Clothing and furnishings	52	11,203	162	4,671	13	138	13	57	1,241	5	---	---	---	54	1,701	4	---	---	---	38	749	4
Coal and coke	29	58,981	446	28,905	12	427	52	204	7,548	6	---	---	---	158	10,346	5	---	---	---	32	2,265	1
Dry goods (specialty lines)	52	48,072	239	10,700	14	159	15	97	2,652	4	---	---	---	73	4,765	7	---	---	---	54	1,409	3
Electrical goods	94	27,975	386	14,275	24	341	54	149	3,316	13	---	---	---	112	4,809	7	---	---	---	71	2,031	4
Farm products—raw materials	131	342,000	1,085	39,588	432	5,760	96	326	9,506	38	---	---	---	232	11,005	8	---	---	---	431	10,845	386
Farm products—consumer goods	129	142,111	1,018	40,887	148	2,191	106	272	8,393	9	---	---	---	211	9,892	1	---	---	---	429	11,543	138
Furniture and house furnishings	63	16,030	275	10,743	30	305	35	87	1,963	4	---	---	---	117	5,556	6	---	---	---	36	749	20
Groceries and foods (specialty lines)	207	241,317	941	43,108	54	620	137	420	10,587	16	---	---	---	349	17,443	13	---	---	---	35	1,050	25
Hardware	21	8,028	85	2,849	3	28	11	51	1,168	2	---	---	---	23	1,072	1	---	---	---	---	---	---
Lumber and construction materials	65	18,544	215	9,785	24	454	44	93	2,436	8	---	---	---	53	3,135	4	---	---	---	25	599	12
Machinery—equipment—supplies	291	52,942	1,625	72,613	89	1,586	168	494	12,754	27	---	---	---	658	33,190	23	---	---	---	307	10,640	39
Metals and metal work (except scrap)	68	65,276	319	18,690	14	271	42	161	5,552	3	---	---	---	106	7,625	4	---	---	---	10	391	7
Paper and its products	36	10,059	170	7,702	5	56	18	74	1,969	3	---	---	---	68	3,452	2	---	---	---	10	221	---
Petroleum and its products	13	8,869	67	4,641	12	399	17	35	969	2	---	---	---	10	579	2	---	---	---	5	161	8
Plumbing and heating equipment and supplies	44	5,564	195	8,271	14	155	27	63	1,442	4	---	---	---	88	4,160	7	---	---	---	17	491	3
Waste materials	11	8,429	59	3,071	---	---	6	29	898	---	---	---	---	19	1,060	---	---	---	---	5	109	---
All other [3]	142	101,993	785	31,476	54	667	97	347	8,608	13	---	---	---	205	9,201	31	---	---	---	146	3,981	10
ASSEMBLERS (Mainly farm products)	2,472	438,995	10,373	226,844	3,540	32,255	636	1,539	35,088	163	---	---	---	1,988	52,822	336	---	---	---	6,210	113,891	3,041
Farm products—raw materials	1,716	336,462	6,735	146,029	1,964	16,758	478	1,149	26,266	99	---	---	---	1,153	29,909	152	---	---	---	3,955	71,438	1,713
Farm products—consumer goods	647	92,934	3,106	68,547	1,418	13,679	140	331	7,283	55	---	---	---	758	20,715	178	---	---	---	1,877	34,472	1,185
Farm supplies	75	7,943	313	6,840	120	1,293	11	44	1,113	9	---	---	---	60	1,838	5	---	---	---	198	3,578	106
All other [4]	34	1,656	219	5,428	38	525	7	15	406	---	---	---	---	17	360	1	---	---	---	180	4,403	37

** Sales include taxes.

x Withheld to avoid disclosure.

1 Includes 5 petroleum and its products; and 114 all other products.

2 Includes 3 coal and coke; 16 hardware; 4 jewelry; 3 petroleum and its products; 19 tobacco and its products; and 54 all other products.

3 Includes 7 amusement and sporting goods; 13 beer, wines, and liquors; 11 drugs and drug sundries (specialty lines); 2 dry goods (general line); 7 farm supplies; 5 jewelry; 3 tobacco and products (except leaf); and 94 all other products.

4 Includes 32 groceries and foods (specialty lines); and 2 all other products.

TABLE 3.- ANALYSIS OF EMPLOYMENT AND PAY ROLL BY OCCUPATIONAL GROUPS

TYPE OF OPERATION BY KINDS OF BUSINESS

(Figures are for week ended October 21, 1939, except where [illegible])

TYPE OF OPERATION Kind of business	Establishments reporting employees by occupational groups: Number	Sales (add 000)	Total employees reported by occupational groups: Full-time: Number	Full-time: Pay roll for week	Part-time: Number	Part-time: Pay roll for week	Number of active proprietors of unincorporated businesses	Office and clerical employees: Full-time: Number	Full-time: Pay roll for week	Number of part-time	Inside selling employees: Full-time: Number	Full-time: Pay roll for week	Number of part-time	Outside selling employees: Full-time: Number	Full-time: Pay roll for week	Number of part-time	Warehouse employees: Full-time: Number	Full-time: Pay roll for week	Number of part-time	All other: Full-time: Number	Full-time: Pay roll for week	Number of part-time
SERVICE AND LIMITED-FUNCTION WHOLESALERS	6,222	$1,933,986	81,436	$2,477,196	3,880	$37,100	5,131	18,786	$463,287	376	5,506	$150,092	112	17,478	$659,348	190	20,945	$465,102	1,048	13,590	$298,964	2,134
Amusement and sporting goods	67	6,223	195	15,290	29	322	45	157	3,762	11	50	1,235	1	107	4,057	8	61	1,459	1	65	1,565	10
Motion picture film exchanges	14	823	103	3,393	5	67	11	45	994	1	2	(x)	---	23	910	---	10	278	---	12	262	4
Sporting goods	19	2,460	171	5,667	4	64	14	50	1,274	---	25	606	---	32	1,328	1	23	630	---	27	707	3
Toys, novelties, and fireworks	15	937	94	2,053	9	39	9	38	691	3	5	104	---	20	511	5	16	233	1	6	83	---
All other	19	2,003	127	4,177	11	152	11	34	803	7	18	(x)	1	32	1,308	---	12	318	---	20	513	3
Automotive	713	275,181	7,940	238,757	174	1,844	446	1,509	41,141	49	1,155	28,839	14	1,621	62,562	7	1,321	29,819	30	1,888	45,243	74
Automobiles (new and used)	63	210,979	2,062	72,746	10	(x)	105	412	14,958	4	151	4,328	---	368	17,855	---	399	10,260	---	627	16,362	6
Trucks and tractors	12	2,466	121	4,144	8	110	9	19	567	1	6	217	---	37	1,170	---	8	184	---	42	1,274	7
Automotive accessories and equipment	278	32,070	2,806	79,962	92	1,118	186	601	14,066	25	444	10,526	10	620	23,219	7	502	10,717	26	453	9,461	24
Automotive parts	320	26,180	2,714	75,622	62	503	134	446	10,813	19	528	13,093	4	550	18,630	---	356	7,532	4	700	16,782	35
Tires and tubes	40	2,887	237	6,283	2	(x)	12	31	737	---	26	675	---	46	1,688	---	56	1,126	---	68	1,364	2
Beer, wines, and liquors	605	107,219	3,974	117,495	201	2,250	235	712	16,416	28	55	1,265	4	1,533	47,594	29	682	14,795	52	757	17,323	88
Beer and ale	512	50,525	2,452	64,424	174	1,913	109	367	8,507	26	36	863	4	1,011	26,313	24	289	6,801	32	640	14,931	88
Wines and liquors	93	56,694	1,522	53,071	27	337	126	345	7,909	2	19	402	---	522	21,281	5	393	7,994	20	117	2,392	---
Chemicals and paints	106	12,482	939	30,409	32	483	123	240	5,736	3	110	2,587	---	180	6,728	1	189	4,444	6	97	2,188	22
Industrial chemicals	15	3,296	154	6,675	10	68	25	58	1,494	1	2	(x)	---	33	1,534	---	33	863	4	3	90	5
Paints and varnishes	34	3,192	253	8,340	12	254	35	56	1,210	---	36	912	---	55	1,980	---	56	1,456	2	15	339	10
Paints with glass and or wallpaper	41	4,326	402	11,146	5	79	39	72	1,651	2	71	1,606	---	62	2,215	---	85	1,846	---	73	1,640	3
All other	16	1,668	130	4,248	5	84	24	54	1,381	---	1	(x)	---	30	999	1	15	279	---	6	119	4
Clothing and furnishings	171	42,610	1,981	62,768	49	583	160	503	10,812	9	292	7,579	4	510	20,184	9	396	7,410	13	120	1,995	14
Clothing and furnishings (general line)	24	6,949	510	15,470	4	44	30	145	3,091	3	119	3,098	---	122	4,045	1	85	1,656	---	9	254	---
Men's and boys'	43	10,088	509	17,249	23	248	49	122	2,520	5	19	555	---	165	6,948	6	107	1,903	---	47	620	12
Women's and children's	46	9,859	425	13,305	10	157	36	93	2,005	---	102	2,740	1	81	3,096	2	78	1,595	7	35	578	---
Furs, dressed, and fur clothing	10	912	55	1,613	---	---	6	7	127	---	4	95	---	14	625	---	3	57	---	21	394	---
Millinery and millinery supplies	21	2,119	145	4,059	6	57	12	27	517	---	34	633	3	46	1,495	---	22	405	1	4	64	2
Shoes and other footwear	27	12,683	337	11,072	6	77	27	109	2,552	1	14	458	---	82	3,975	---	101	1,794	5	4	85	---
Coal and coke	77	34,001	964	40,223	109	1,614	84	248	7,524	5	25	1,343	1	151	7,224	1	125	3,931	3	331	12,130	99
Drugs (general line)	31	(x)	2,083	61,374	11	96	110	620	15,565	3	98	2,273	---	320	14,039	---	846	18,511	7	91	1,964	1
Service wholesalers (without liquor)	21	(x)	1,233	35,550	8	66	82	348	7,964	2	64	1,392	---	207	9,078	---	457	9,687	6	75	1,570	---
Service wholesalers (with liquor)	6	9,015	530	16,571	3	30	19	157	4,436	1	20	606	---	84	4,073	---	244	4,741	1	6	124	1
Cooperatives and voluntary groups	4	6,669	320	9,253	---	---	9	115	3,165	---	12	275	---	29	888	---	145	4,083	---	10	270	---
Drugs and drug sundries (specialty lines)	63	4,701	450	11,268	38	281	35	104	2,222	8	28	572	---	108	3,050	6	110	1,827	20	67	1,090	4
Proprietary medicines	29	2,524	243	6,473	15	145	18	57	1,355	3	14	264	---	69	2,096	5	42	693	6	43	678	1
Toiletries	17	462	89	2,060	7	77	7	24	475	---	2	(x)	---	29	700	1	7	139	4	20	343	2
Drug specialties and sundries	17	1,715	118	2,735	16	59	10	23	392	5	10	(x)	---	10	254	---	61	995	10	4	69	1
Dry goods (general line)	20	59,319	2,991	103,647	52	685	98	1,046	26,758	---	461	10,815	---	676	38,173	---	543	13,955	1	167	3,683	51
Dry goods (specialty lines)	48	5,644	346	9,403	25	241	27	110	1,844	16	44	1,047	---	80	[illegible],557	---	35	589	3	50	694	6
Notions	15	934	148	2,632	13	123	4	54	695	13	12	308	---	29	668	---	16	272	---	33	456	---
Piece goods																						
Woolen and worsted	5	1,007	54	1,852	---	---	5	19	442	---	15	377	---	11	748	---	3	52	---	1	(x)	---
Other	16	1,952	78	3,063	7	82	10	24	441	1	2	(x)	---	21	1,515	---	8	147	1	13	181	5
All other	12	1,751	66	1,856	5	36	8	13	266	2	15	(x)	---	19	628	---	8	118	2	3	(x)	1
Electrical goods	218	68,932	3,202	117,249	67	648	208	1,086	27,571	27	298	9,810	---	688	36,976	7	546	13,232	16	378	8,756	17
Electrical merchandise (general line)	40	28,536	1,089	41,424	6	58	54	416	11,280	---	121	4,700	---	226	12,198	3	201	4,895	2	51	1,349	1
Apparatus and equipment	20	2,630	138	4,782	15	143	13	30	719	2	4	129	---	17	534	---	28	702	7	46	1,365	6
Wiring supplies and construction materials	43	8,467	379	15,417	12	136	46	114	2,933	8	36	1,026	---	78	5,138	2	87	2,159	1	18	368	1
Radios and equipment	52	8,765	622	20,042	16	139	44	172	3,507	8	88	2,349	---	113	6,021	1	92	1,869	2	113	2,332	5
Refrigerators and equipment (household)	17	10,337	478	17,787	9	87	19	188	5,240	3	21	681	---	116	6,081	1	53	1,558	2	81	2,206	3
All other	46	10,197	516	17,797	9	85	30	186	3,892	6	28	925	---	138	7,004	---	85	2,069	2	69	1,136	1
Farm products—raw materials	148	204,887	2,032	75,870	210	2,795	137	477	13,699	9	70	3,222	---	95	3,626	4	827	23,000	101	426	9,920	96
Grain	83	137,633	1,420	52,106	72	1,043	80	364	10,814	4	47	2,694	---	62	2,742	---	585	18,133	46	282	6,889	22
Hides, skins, and raw furs	40	8,502	445	19,113	54	521	41	74	1,865	4	12	357	---	21	485	---	171	3,546	20	126	2,648	30
Wool and mohair	6	3,931	67	2,003	44	633	5	12	357	---	5	(x)	---	8	262	4	29	528	5	8	233	35
All other	19	4,821	100	2,648	40	598	11	27	663	1	6	(x)	---	4	137	---	42	793	30	10	150	9

For footnotes, see end of table.

TABLE 3.—ANALYSIS OF EMPLOYMENT AND PAY ROLL BY OCCUPATIONAL GROUPS

TYPES OF OPERATION BY KINDS OF BUSINESS—Continued

WEST NORTH CENTRAL

[Figures are for week ended October 21, 1939, except where such period is not representative. In such cases the week of representative employment is given.]

TYPE OF OPERATION KIND OF BUSINESS	ESTABLISHMENTS REPORTING EMPLOYEES BY OCCUPATIONAL GROUPS		TOTAL EMPLOYEES REPORTED BY OCCUPATIONAL GROUPS				Number of executives and salaried corporation officers	OFFICE AND CLERICAL EMPLOYEES			INSIDE SELLING EMPLOYEES			OUTSIDE SELLING EMPLOYEES			WAREHOUSE EMPLOYEES			ALL OTHER		
			Full-time		Part-time			Full-time		Number of part-time	Full-time		Number of part-time	Full-time		Number of part-time	Full-time		Number of part-time	Full-time		Number of part-time
	Number	Sales (add 000)	Number	Pay roll for week	Number	Pay roll for week		Number	Pay roll for week		Number	Pay roll for week		Number	Pay roll for week		Number	Pay roll for week		Number	Pay roll for week	
SERVICE AND LIMITED-FUNCTION WHOLESALERS—Con.																						
Farm products--consumer goods	676	$145,126	6,348	$171,699	818	$5,455	324	829	$19,526	31	558	$16,292	26	1,412	$42,701	19	1,546	$34,222	176	1,679	$38,334	568
Dairy and poultry products	197	24,307	1,891	50,434	118	963	73	224	4,755	9	115	2,742	10	743	22,797	14	186	4,128	15	550	11,084	72
Fruits and vegetables (fresh)	380	107,825	3,980	111,061	306	2,719	214	550	13,427	17	387	12,347	8	629	18,809	5	1,207	26,811	152	993	25,202	124
All other	99	12,994	477	10,204	394	1,773	37	55	1,144	5	56	1,203	8	40	1,095	---	153	3,283	11	136	2,048	370
Farm supplies	157	40,706	1,697	45,320	113	1,377	134	319	7,928	2	88	2,187	6	269	7,108	5	629	13,554	32	258	4,924	59
Feed	76	15,457	504	12,750	21	153	50	84	1,885	1	38	582	6	85	(x)	---	148	2,907	9	99	1,859	3
Seeds	70	23,795	1,116	30,171	86	1,153	71	220	5,735	1	40	1,079	---	180	4,570	5	473	10,463	21	152	1,717	59
All other	11	1,454	77	2,399	6	71	13	15	328	---	10	246	---	4	(x)	---	8	184	2	27	448	4
Furniture and house furnishings	84	21,327	1,410	45,058	25	298	123	354	8,516	2	130	3,552	1	217	8,734	---	467	9,443	17	119	2,188	5
China, glassware, and crockery	15	1,590	182	5,300	3	52	17	36	780	---	28	609	---	36	1,293	---	63	1,176	---	4	64	3
Floor coverings	19	9,354	447	17,495	14	186	32	147	3,983	1	31	988	---	75	3,503	---	129	2,817	13	33	640	---
Furniture (household)	20	5,890	419	13,093	3	31	48	83	2,066	---	41	1,170	---	57	2,129	---	168	3,363	2	22	411	1
House furnishings (except as specified)	18	1,640	120	2,939	3	(x)	7	22	408	1	8	191	---	22	743	---	28	518	1	35	581	1
Musical instruments and sheet music	7	481	52	1,236	1	(x)	5	15	285	---	7	157	1	7	230	---	13	235	---	5	92	---
All other	5	2,272	190	4,995	1	(x)	14	51	994	---	17	437	---	20	836	---	68	1,334	1	20	400	---
Groceries (general line)	393	248,042	8,901	258,289	395	3,782	522	1,819	46,016	34	275	7,414	6	1,854	65,197	4	3,348	74,904	196	1,083	25,899	155
Not sponsoring cooperative or voluntary groups	260	144,728	5,144	144,471	229	2,414	354	985	22,840	13	182	4,521	2	1,170	39,190	1	1,778	37,443	109	695	14,676	104
Voluntary group wholesalers	83	79,700	3,264	99,100	155	1,278	149	703	19,338	20	64	1,834	---	674	25,601	3	1,302	30,492	81	372	8,785	51
Retailer-cooperative warehouses	13	16,453	363	11,697	7	(x)	18	118	3,532	1	16	452	---	9	(x)	---	187	4,532	6	15	(x)	---
Cash-and-carry depots	37	7,161	130	3,622	4	(x)	1	13	306	---	33	807	4	1	(x)	---	81	2,337	---	1	(x)	---
Groceries and foods (specialty lines)	551	104,702	6,092	171,321	456	3,559	350	974	24,144	42	251	5,908	23	1,644	55,167	45	1,856	38,042	85	1,017	21,120	261
Canned foods	17	2,721	169	5,253	15	75	14	29	684	---	9	265	---	54	1,971	---	40	851	3	23	475	12
Coffee, tea, and spices	43	10,629	719	22,023	12	79	39	152	3,935	1	6	203	2	240	7,731	3	136	2,831	3	146	3,423	3
Coffee roasting and spice grinding	17	16,941	847	28,871	30	149	29	200	4,937	3	1	(x)	1	243	11,188	14	302	6,852	12	72	1,665	---
Confectionery	73	5,871	357	8,863	21	165	17	44	860	4	28	498	1	144	4,475	5	53	850	4	71	1,255	7
Fish and sea foods	47	5,700	495	13,836	66	861	35	71	1,784	5	37	818	2	129	3,853	3	168	3,835	36	55	1,207	20
Flour	22	3,643	155	4,403	15	145	19	28	743	---	1	(x)	---	30	910	---	38	791	8	39	781	7
Meats and provisions	108	14,824	796	22,713	38	353	56	89	2,333	4	102	2,595	11	129	4,203	2	200	5,961	5	234	5,674	16
Other food and grocery specialties	224	44,373	2,554	65,559	259	1,732	161	361	8,868	25	67	(x)	6	875	20,886	18	913	16,287	14	377	6,642	196
Hardware	88	71,164	5,611	163,415	30	442	213	1,943	46,761	4	242	6,828	---	1,081	40,417	1	1,945	43,380	18	187	4,707	7
General line (with industrial department)	28	54,727	4,371	127,803	9	163	109	1,598	38,597	1	143	4,129	---	785	30,805	---	1,607	36,709	6	151	3,667	2
General line (without industrial department)	33	14,097	1,033	29,726	14	223	71	290	6,970	---	84	2,519	---	246	8,133	---	299	5,924	10	43	906	4
Specialty lines	27	2,340	207	5,886	7	56	33	57	1,194	3	15	580	---	50	1,479	1	39	747	2	13	232	1
Jewelry	37	6,996	399	14,281	4	60	52	135	3,328	2	55	1,636	1	75	3,316	1	33	815	---	49	957	---
Jewelry (general line)	15	4,673	272	9,976	1	(x)	32	101	2,595	---	37	1,061	1	50	2,202	---	19	336	---	33	556	---
All other	22	2,323	127	4,305	3	(x)	20	34	733	2	18	575	---	25	1,114	1	14	279	---	16	381	---
Lumber and construction materials	212	69,900	2,697	97,253	144	2,004	259	675	18,723	6	97	3,319	1	443	22,297	2	761	19,419	60	482	11,441	75
Builders' supplies (general line)	6	4,073	91	2,898	4	40	9	22	531	---	4	138	---	3	99	---	50	1,258	3	3	47	1
Lumber	85	40,883	1,043	40,423	[illegible]	983	100	260	7,855	2	40	1,595	1	212	12,399	---	221	5,668	20	210	3,958	45
Lumber and millwork	8	5,017	130	5,997	1	(x)	15	40	1,111	1	5	246	---	31	1,917	---	34	686	---	5	75	---
Millwork	16	4,363	580	16,758	9	50	21	175	4,644	---	24	613	---	47	1,922	---	220	5,343	6	63	1,738	3
Brick, tile, and terra cotta	12	1,567	63	2,006	2	(x)	6	16	313	---	3	75	---	18	752	2	9	174	---	11	248	---
Cement, lime, and plaster	4	2,037	76	3,484	3	90	9	17	812	---	---	---	---	14	640	---	5	160	3	31	912	---
Glass	20	1,705	224	8,479	12	283	17	42	1,067	2	8	241	---	41	1,520	---	88	2,790	6	28	1,056	4
All other	61	10,265	520	17,208	45	525	62	105	2,590	1	15	411	---	77	3,048	---	134	3,340	22	131	3,407	22
Machinery--equipment--supplies	543	80,855	5,787	188,542	152	1,467	496	1,687	38,172	25	395	11,146	14	1,410	58,182	13	1,006	21,553	35	793	19,702	65
Commercial equipment and supplies:																						
Office machines and equipment	13	455	73	2,285	1	(x)	7	18	432	---	---	---	---	22	919	1	3	57	---	23	454	---
Restaurant and hotel supply houses	22	2,660	248	7,859	3	13	33	54	1,126	---	19	429	3	48	1,683	---	29	671	---	65	1,385	---
Store fixtures and equipment	22	1,264	155	4,073	10	163	10	31	573	2	9	276	---	30	1,100	---	22	379	---	53	1,228	8
All other	51	3,431	205	7,625	9	104	19	54	1,277	1	11	357	---	39	1,713	2	23	559	---	59	1,894	6
Farm and dairy:																						
Dairy equipment	20	4,560	233	7,745	6	52	23	58	1,404	2	8	228	---	60	2,577	1	39	799	3	25	452	---
All other	25	3,305	178	6,054	2	(x)	26	38	791	---	10	207	---	41	1,736	---	25	652	---	38	995	2

For footnotes, see end of table.

TABLE 3.—ANALYSIS OF EMPLOYMENT AND PAY ROLL BY OCCUPATIONAL GROUPS

TYPES OF OPERATION BY KINDS OF BUSINESS—Continued

[Figures are for week ended October 21, 1939, except where such period is not representative. In such cases one week of representative employment is given.]

TYPE OF OPERATION KIND OF BUSINESS	ESTABLISHMENTS REPORTING EMPLOYEES BY OCCUPATIONAL GROUPS		TOTAL EMPLOYEES REPORTED BY OCCUPATIONAL GROUPS				Number of executives and salaried corporation officers	OFFICE AND CLERICAL EMPLOYEES			INSIDE SELLING EMPLOYEES			OUTSIDE SELLING EMPLOYEES			WAREHOUSE EMPLOYEES			ALL OTHER		
			Full-time		Part-time			Full-time		Number of part-time	Full-time		Number of part-time	Full-time		Number of part-time	Full-time		Number of part-time	Full-time		Number of part-time
	Number	Sales (add 000)	Number	Pay roll for week	Number	Pay roll for week		Number	Pay roll for week		Number	Pay roll for week		Number	Pay roll for week		Number	Pay roll for week		Number	Pay roll for week	
SERVICE AND LIMITED-FUNCTION WHOLESALERS—Con.																						
Machinery—equipment—supplies—Con.																						
Industrial machinery, equipment, and supplies:																						
Industrial (general line)	7	(x)	154	$6,518	1	(x)	14	52	$1,499	1	16	$572	---	26	$1,235	---	25	$443	---	23	$841	---
Belting, hose, and packing	15	$2,002	145	4,439	2	(x)	11	62	1,214	---	1	(x)	---	33	1,248	---	30	728	---	6	123	2
Construction (except road building)	9	1,613	93	3,707	4	$90	8	16	422	---	8	233	---	18	1,121	---	37	985	4	6	163	---
Road building	22	7,984	422	18,106	8	40	45	88	2,426	3	9	291	---	104	5,269	---	50	1,184	3	126	3,488	2
Mine and mill supplies	19	4,212	315	9,932	4	38	17	98	2,384	1	45	1,005	2	79	2,914	---	52	1,257	---	24	846	1
Oil well supply houses	33	4,431	110	4,340	4	48	2	19	627	---	29	1,071	---	34	1,643	---	13	424	---	13	(x)	4
Power plant and power transmission	7	814	60	1,906	1	(x)	8	17	346	---	3	63	---	19	820	1	13	247	---	---	---	---
Used machinery and equipment	9	584	53	1,629	---	---	6	12	225	---	3	103	---	1	(x)	---	8	179	---	23	475	---
All other	91	(x)	678	22,305	20	192	74	200	4,779	7	28	(x)	2	151	(x)	4	106	2,316	---	119	3,052	7
Professional equipment and supplies:																						
Dental supply houses	23	3,172	314	9,060	---	---	29	134	2,426	---	50	1,497	---	53	2,143	---	15	259	---	33	[illegible]	---
Religious supply houses	7	639	70	2,494	2	(x)	10	17	332	---	12	294	2	16	780	---	12	305	---	3	59	---
School equipment and supplies	15	6,272	697	16,920	10	113	28	274	5,217	---	33	682	1	103	3,884	---	237	4,111	7	22	564	2
Surgical, medical, and hospital	17	6,182	565	19,483	2	(x)	21	188	4,504	---	28	920	---	173	7,634	---	111	2,586	2	44	893	---
All other	7	561	49	1,397	4	21	6	14	229	---	4	133	---	7	257	---	9	168	---	9	(x)	4
Service equipment and supplies:																						
Barber and beauty supply houses	48	3,354	408	12,562	8	108	29	88	2,222	---	19	545	---	168	5,286	---	82	1,590	1	22	670	7
Laundry and dry cleaning	17	1,992	128	5,055	17	87	16	44	1,192	2	4	104	---	48	2,508	1	14	527	14	2	(x)	---
All other	57	3,740	331	9,465	26	224	33	75	1,516	6	43	944	4	103	3,316	3	42	878	1	35	649	12
Transportation equipment and supplies	11	2,190	105	3,625	8	68	21	36	1,009	---	3	85	---	14	463	---	11	251	---	20	394	8
Metals and metal work (except scrap)	44	21,170	1,007	32,294	69	1,071	55	220	5,256	3	23	1,037	---	112	5,337	2	382	9,287	7	219	4,928	57
Iron and steel products (general line)	5	7,828	523	15,193	15	120	10	80	1,863	---	9	298	---	44	2,495	---	260	6,408	---	120	2,479	15
Iron and steel products (semi-finished)	3	382	49	1,570	2	(x)	7	12	360	1	---	---	---	3	135	1	5	135	---	22	609	---
Iron and steel products (flat)	5	1,903	141	4,062	1	(x)	7	59	952	---	1	(x)	---	29	982	---	60	1,357	1	5	126	---
Iron and steel finished products (N. E. C.)	19	(x)	175	6,673	36	684	16	46	1,047	2	9	573	---	9	359	1	35	893	5	60	1,451	28
All other	12	(x)	119	4,798	15	221	15	43	1,034	---	4	(x)	---	27	1,386	---	22	484	1	8	161	14
Paper and its products	178	40,970	2,518	86,700	63	574	215	615	14,907	10	124	3,424	1	773	30,604	4	631	14,019	23	160	3,554	25
Wrapping or coarse paper and products	95	25,105	1,532	53,601	26	184	127	344	8,354	4	57	1,710	---	496	19,095	---	421	9,496	16	87	2,055	6
Printing and writing papers	32	12,476	622	23,103	10	99	44	169	4,608	3	15	564	1	202	9,042	---	146	3,382	6	46	981	---
Stationery and stationery supplies	23	1,716	207	5,783	12	127	28	62	1,021	1	12	230	---	51	1,767	4	43	752	1	11	208	6
Wallpaper	28	1,673	157	4,213	15	164	16	40	924	2	40	920	---	24	700	---	21	389	---	16	330	13
Petroleum and its products	60	16,673	596	20,873	24	248	68	180	5,097	9	11	267	---	180	6,734	---	96	2,526	2	61	1,389	13
Plumbing and heating equipment and supplies	144	31,895	2,147	72,577	119	1,229	178	629	16,701	16	82	2,807	---	480	19,956	10	613	14,238	59	165	3,981	34
Plumbing and heating (general line)	46	20,940	1,242	42,949	63	591	74	401	10,938	6	17	700	---	304	13,759	---	403	9,368	53	43	[illegible]	7
Heating (including stoves and ranges)	32	3,719	325	11,925	30	418	40	80	2,238	5	34	1,159	---	55	1,913	7	60	[illegible]	2	36	[illegible]	16
Plumbing fixtures, equipment, and supplies	45	[illegible]	405	12,165	17	100	53	95	2,155	4	18	499	---	80	2,827	---	96	[illegible]	2	[illegible]	[illegible]	11
All other	21	[illegible]	175	5,558	9	120	11	55	1,370	1	13	449	---	41	1,457	3	34	[illegible]	[illegible]	[illegible]	[illegible]	---
Tobacco and products (except leaf)	191	[illegible]	1,469	39,538	34	323	85	302	6,179	6	146	3,028	4	575	17,086	3	210	4,069	[illegible]	[illegible]	[illegible]	14
Waste materials	296	38,342	2,864	59,394	299	2,507	103	196	4,468	4	53	1,506	---	53	2,280	1	794	13,328	48	[illegible]	[illegible]	248
Iron and steel scrap	114	17,599	1,041	21,637	156	1,282	23	69	1,652	3	21	872	---	7	456	---	276	4,877	8	[illegible]	[illegible]	125
Junk and scrap (general line)	83	[illegible]	766	16,828	74	561	26	61	1,403	1	25	535	---	21	705	1	96	[illegible]	14	[illegible]	[illegible]	58
Waste paper, rags, and rubber	46	[illegible]	759	14,697	43	273	38	44	1,001	---	1	(x)	---	21	1,009	---	[illegible]	4,727	[illegible]	345	[illegible]	[illegible]
Non-ferrous metals	15	[illegible]	120	2,961	7	78	5	11	249	---	---	---	---	2	(x)	---	71	[illegible]	3	[illegible]	[illegible]	4
All other	38	[illegible]	178	3,271	39	313	11	11	163	---	6	(x)	---	2	(x)	---	41	[illegible]	3	[illegible]	[illegible]	[illegible]
All other products	301	[illegible]	4,496	126,889	118	862	268	1,087	24,715	12	294	9,154	5	831	30,460	10	947	19,731	30	2,069	21,175	[illegible]
Books, periodicals, and newspapers	52	[illegible]	[illegible]	23,641	36	153	7	210	5,501	1	6	100	1	372	13,326	4	[illegible]	[illegible]	2	[illegible]	[illegible]	28
Flowers and nursery stock	32	[illegible]	[illegible]	5,550	4	35	30	28	621	1	62	1,651	---	[illegible]	[illegible]	---	[illegible]	[illegible]	---	[illegible]	[illegible]	[illegible]
Forest products (except lumber)	32	[illegible]	[illegible]	10,725	17	177	42	81	1,996	---	8	282	1	[illegible]	282	---	28	[illegible]	9	[illegible]	[illegible]	[illegible]
General merchandise	10	[illegible]	[illegible]	39,065	19	260	52	457	9,305	8	104	3,237	3	205	[illegible]	2	[illegible]	12,494	6	[illegible]	[illegible]	[illegible]
Leather and shoe findings	46	[illegible]	[illegible]	9,920	2	(x)	40	72	1,561	---	34	751	---	[illegible]	4,184	---	44	[illegible]	1	[illegible]	[illegible]	[illegible]
Leather goods	9	[illegible]	[illegible]	3,454	---	---	12	21	587	---	5	103	---	[illegible]	1,136	---	30	723	---	12	[illegible]	[illegible]
Optical goods	69	[illegible]	[illegible]	[illegible]	4	22	36	175	3,786	1	55	2,653	---	32	[illegible]	---	36	[illegible]	---	510	[illegible]	[illegible]
Textiles and materials (other than dry goods)	11	1,142	[illegible]	[illegible]	7	52	9	7	127	---	---	---	---	1	(x)	---	24	545	1	[illegible]	[illegible]	[illegible]
Miscellaneous kinds of business [1]	40	(x)	[illegible]	[illegible]	29	(x)	40	56	1,231	1	20	377	---	47	(x)	4	[illegible]	1,102	11	[illegible]	[illegible]	[illegible]

For footnotes, see end of table.

WEST NORTH CENTRAL

TABLE 3.—ANALYSIS OF EMPLOYMENT AND PAY ROLL BY OCCUPATIONAL GROUPS

TYPES OF OPERATION BY KINDS OF BUSINESS—Continued

[Figures are for week ended October 21, 1939, except where such period is not representative. In such cases one week of representative employment is given]

TYPE OF OPERATION KIND OF BUSINESS	Establishments reporting employees by occupational groups: Number	Establishments: Sales (add 000)	Total employees reported by occupational groups: Full-time: Number	Total: Full-time: Pay roll for week	Total: Part-time: Number	Total: Part-time: Pay roll for week	Number of executives and salaried corporation officers	Office and clerical employees: Full-time: Number	Office and clerical: Full-time: Pay roll for week	Office and clerical: Number of part-time	Inside selling employees: Full-time: Number	Inside selling: Full-time: Pay roll for week	Inside selling: Number of part-time	Outside selling employees: Full-time: Number	Outside selling: Full-time: Pay roll for week	Outside selling: Number of part-time	Warehouse employees: Full time: Number	Warehouse: Full time: Pay roll for week	Warehouse: Number of part time	All other: Full time: Number	All other: Full time: Pay roll for week	All other: Number of part time
MANUFACTURERS' SALES BRANCHES (With stocks)	1,185	$739,151	25,507	$953,158	735	$11,115	628	7,437	$218,769	101	888	$38,899	13	8,712	$413,760	60	4,591	$118,691	262	3,251	$98,557	299
Amusement and sporting goods	50	17,971	1,124	38,941	103	1,546	33	599	15,740	2	24	1,163	---	190	12,403	16	170	3,680	---	108	2,225	85
Automotive	109	82,235	2,557	101,703	59	983	80	751	23,952	19	122	6,508	4	830	41,276	---	379	10,890	19	395	11,347	17
Beer, wines, and liquors	46	6,410	293	9,790	12	118	6	50	1,165	3	---	---	---	141	5,582	---	29	741	---	67	1,957	9
Chemicals and paints	60	24,505	986	38,515	9	139	24	385	10,979	1	47	1,243	---	321	17,237	---	153	4,134	3	56	1,889	5
Clothing and furnishings	25	(x)	2,033	83,738	2	(x)	20	616	23,774	---	38	1,649	---	718	40,882	---	628	14,508	---	15	528	2
Drugs and drug sundries (specialty lines)	25	(x)	1,090	43,692	11	312	20	406	11,707	---	8	346	---	337	19,382	11	210	5,478	---	109	3,838	---
Dry goods (specialty lines)	5	5,699	120	4,530	1	(x)	8	49	1,122	---	---	---	---	39	1,881	---	24	554	---	---	---	1
Electrical goods	32	38,915	765	34,037	3	13	7	304	9,414	---	10	523	---	207	14,393	---	78	2,603	---	157	5,736	3
Farm products--consumer goods	54	12,371	467	13,107	24	127	5	77	1,778	1	16	296	3	196	5,972	2	51	1,227	1	122	3,390	17
Furniture and house furnishings	25	6,050	207	7,757	11	150	3	43	1,712	---	14	450	---	65	3,626	---	77	1,681	7	5	148	4
Groceries and foods (specialty lines)	199	154,261	4,029	142,705	133	1,698	35	767	21,465	10	237	10,985	---	2,028	80,065	21	561	16,059	63	401	11,431	39
Hardware	6	547	83	2,189	---	---	1	12	274	---	---	---	---	58	1,416	---	5	93	---	7	(x)	---
Lumber and construction materials	32	17,199	883	33,914	44	830	19	209	6,776	1	34	1,443	---	237	12,617	1	331	9,839	41	53	1,392	1
Machinery, equipment, supplies	339	142,168	7,216	272,200	205	2,806	242	2,034	59,231	51	211	8,532	3	2,179	106,139	4	1,056	26,608	75	1,494	48,200	72
Metals and metal work (except scrap)	36	21,856	685	23,022	52	1,253	14	171	4,646	4	24	862	---	174	8,563	---	295	6,941	15	7	184	33
Paper and its products	33	9,758	797	28,155	---	---	27	286	7,399	---	65	3,809	---	218	8,501	---	188	4,648	---	13	223	---
Plumbing and heating equipment and supplies	53	24,985	1,256	43,063	63	1,104	44	492	12,988	7	22	624	3	352	15,994	5	302	7,536	37	44	1,244	11
All other [2]	56	60,163	918	32,100	3	18	40	186	4,647	2	16	466	---	422	17,831	---	56	1,471	1	198	(x)	---
MANUFACTURERS' SALES OFFICES (Without stocks)	309	249,081	3,363	160,747	81	1,179	116	1,175	36,463	21	65	2,392	4	1,679	97,405	20	---	---	---	328	9,112	36
Amusement and sporting goods	4	(x)	131	4,496	1	(x)	4	49	1,383	---	10	263	---	16	1,103	---	---	---	---	52	1,182	1
Beer, wines, and liquors	8	19,848	121	5,937	---	---	1	18	(x)	---	---	---	---	66	4,316	---	---	---	---	36	1,174	---
Chemicals and paints	13	7,165	259	10,348	2	(x)	7	148	3,874	1	2	(x)	---	66	4,506	1	---	---	---	36	1,146	---
Furniture and house furnishings	7	3,510	76	4,719	---	---	2	23	846	---	5	(x)	---	34	2,523	---	---	---	---	12	331	---
Groceries and foods (specialty lines)	50	28,325	591	23,717	20	91	9	98	3,333	5	12	321	---	444	8,205	---	---	---	---	28	679	15
Lumber and construction materials	34	28,587	595	30,090	8	103	36	215	6,600	8	---	---	---	305	18,098	---	---	---	---	39	1,090	---
Machinery, equipment--supplies	66	25,194	324	18,152	22	594	13	121	3,970	---	10	427	4	159	11,926	9	---	---	---	21	704	9
Metals and metal work (except scrap)	32	68,411	510	27,296	10	229	27	282	9,083	3	16	602	---	174	12,704	---	---	---	---	11	330	7
Paper and its products	13	3,000	49	2,813	---	---	2	12	224	---	---	---	---	34	2,416	---	---	---	---	1	(x)	---
Plumbing and heating equipment and supplies	12	4,138	120	5,340	4	30	2	34	1,161	2	1	(x)	---	47	3,272	---	---	---	---	36	733	2
Tobacco and its products (except leaf)	18	25,372	141	5,145	---	---	---	---	---	---	---	---	---	141	5,145	---	---	---	---	---	---	---
All other [3]	52	(x)	446	22,694	14	107	13	175	(x)	2	9	315	---	193	13,191	10	---	---	---	56	(x)	2
														SALESMEN			TRUCK OPERATORS AND CHAUFFEURS					
PETROLEUM BULK STATIONS AND TERMINALS: **																						
Petroleum and its products	1,476	192,351	7,356	217,642	499	3,281	414	945	23,683	92	---	---	---	1,201	42,285	119	3,059	87,021	115	1,737	44,443	173
														BUYING AND SELLING EMPLOYEES								
AGENTS AND BROKERS	685	577,848	3,578	141,151	585	4,698	430	1,355	35,235	96	---	---	---	1,176	50,591	61	---	---	---	617	14,756	428
Coal and coke	9	6,146	92	3,895	---	---	10	37	914	---	---	---	---	45	2,032	---	---	---	---	---	---	---
Dry goods (specialty lines)	21	14,443	120	4,046	3	14	4	46	1,238	2	---	---	---	32	1,698	1	---	---	---	38	850	---
Electrical goods	27	6,874	68	2,433	14	192	5	24	523	3	---	---	---	28	1,444	4	---	---	---	11	309	7
Farm products--raw materials	168	296,431	1,228	47,835	409	2,552	128	496	15,390	48	---	---	---	329	13,662	10	---	---	---	275	5,492	351
Farm products--consumer goods	40	24,758	180	6,663	16	128	31	44	1,328	1	---	---	---	38	1,783	---	---	---	---	69	1,410	15
Farm supplies	15	11,869	52	2,209	2	(x)	12	30	571	2	---	---	---	10	434	---	---	---	---	---	---	---
Furniture and house furnishings	12	1,566	56	1,442	---	---	2	21	363	---	---	---	---	19	759	---	---	---	---	14	(x)	---
Groceries and foods (specialty lines)	134	147,[illegible]	592	27,315	25	226	110	[illegible]	6,345	11	---	---	---	202	9,329	6	---	---	---	11	301	8
Lumber and construction materials	32	14,024	203	8,917	18	284	32	60	1,509	4	---	---	---	81	3,812	---	---	---	---	30	1,184	14
Machinery, equipment--supplies	111	12,983	540	19,796	39	505	46	165	3,571	11	---	---	---	197	7,565	9	---	---	---	132	4,197	19
Metals and metal work (except scrap)	17	14,659	65	3,603	5	111	6	29	702	2	---	---	---	27	1,820	3	---	---	---	3	86	---
Plumbing and heating equipment and supplies	21	2,809	72	2,781	4	31	14	23	480	2	---	---	---	29	980	---	---	---	---	6	165	2
All other [4]	78	23,794	310	10,216	50	(x)	30	111	[illegible]	10	---	---	---	141	5,273	28	---	---	---	28	(x)	12
ASSEMBLERS, MAINLY FARM PRODUCTS	3,948	498,451	11,787	247,211	4,958	45,308	717	1,402	32,161	155	---	---	---	4,126	92,995	648	---	---	---	5,542	96,076	4,155
Farm products--raw materials	2,873	371,711	7,070	159,852	2,127	21,611	549	932	22,986	112	---	---	---	2,940	71,148	400	---	---	---	2,649	47,105	1,615
Farm products--consumer goods	992	120,217	4,321	79,868	2,715	22,737	147	434	8,432	41	---	---	---	1,071	19,937	229	---	---	---	2,669	45,186	2,445
Farm supplies	70	5,822	331	6,273	80	571	17	31	617	1	---	---	---	79	1,364	19	---	---	---	204	3,430	60
All other [5]	13	701	65	1,218	36	389	4	5	126	1	---	---	---	36	546	---	---	---	---	20	355	35

** Sales [illegible] taxes.
(x) Withheld to avoid disclosure.
[1] [illegible] oils and greases (animal and vegetable); and 38 miscellaneous kinds of business.
[2] Includes [illegible] farm supplies; 3 tobacco and products (except leaf); and 48 all other products.
[3] Includes [illegible] automotive; 3 clothing and furnishings; 1 drugs and drug sundries (specialty lines); 4 dry goods (specialty lines); 12 electrical goods; 12 farm products—consumer goods; 1 farm supplies; 4 hardware; 1 petroleum and its products; and 12 all other products.
[4] Includes 3 amusement and sporting goods; 5 automotive; 1 beer, wines, and liquors; 13 chemicals and paints; 9 clothing and furnishings; 4 drugs and drug sundries (specialty lines); 4 hardware; 3 paper and its products; 5 petroleum and its products; 4 waste materials; and 27 all other products.
[5] Includes 6 groceries and foods (specialty lines); and 7 all other products.

SOUTH ATLANTIC

TABLE 3.—ANALYSIS OF EMPLOYMENT AND PAY ROLL BY OCCUPATIONAL GROUPS

TYPES OF OPERATIONS BY KINDS OF BUSINESS

[illegible]

Type of operation (kind of business)	Establishments reporting employees by occupational groups		Total employees reported by occupational groups				Number of establishments reporting no full-time and no part-time employees	Officers and clerical employees			Inside selling employees			Outside selling employees			Warehouse employees			All other		
			Full-time		Part-time			Full-time		Number of part-time	Full-time		Number of part-time	Full-time		Number of part-time	Full-time		Number of part-time	Full-time		Number of part-time
	Number	Net sales	Number	Pay roll for week	Number	Pay roll for week		Number	Pay roll for week		Number	Pay roll for week		Number	Pay roll for week		Number	Pay roll for week		Number	Pay roll for week	
[illegible]	6,327	$1,934,932	74,958	$2,082,959	4,600	$36,006	5,096	13,082	$333,473	750	6,192	$159,609	110	14,853	$560,532	197	14,478	$281,907	1,036	21,257	$340,451	2,505
[illegible]	58	5,244	402	10,878	38	685	28	84	1,809	5	[illegible]	1,951	1	78	2,791	16	63	1,106	2	60	1,318	13
[illegible]	16	1,920	103	3,074	---	---	12	22	390	---	32	745	---	26	1,027	---	8	(x)	---	3	40	---
[illegible]	23	1,570	216	5,182	27	575	13	33	616	---	46	948	1	36	891	13	54	983	2	34	864	11
[illegible]	17	1,454	63	2,622	9	110	3	29	803	5	11	258	---	16	873	2	1	(x)	---	23	414	2
[illegible]	553	17,453	7,940	141,166	56	480	377	1,064	28,586	20	1,084	27,621	7	1,148	44,043	3	729	16,196	1	1,838	35,647	23
[illegible]	38	126,138	1,196	43,203	13	81	55	271	8,869	3	63	1,946	1	280	12,325	1	142	3,927	---	385	9,734	8
[illegible]	8	1,424	65	2,049	2	(x)	2	21	544	---	5	89	---	12	658	---	1	(x)	---	20	419	2
[illegible]	269	22,357	1,978	56,419	9	47	144	323	7,746	5	409	10,379	---	405	14,651	---	258	5,001	1	439	9,380	3
[illegible]	242	22,479	2,498	71,544	28	303	151	397	10,122	9	570	14,465	6	393	14,684	2	299	8,505	---	688	14,194	11
[illegible]	36	3,046	303	7,955	4	(x)	21	52	1,305	3	37	743	---	58	1,745	---	29	(x)	---	106	1,926	1
[illegible]	386	103,753	4,200	126,788	213	2,608	251	647	16,268	11	64	1,644	---	1,583	54,609	30	814	16,409	44	841	16,002	128
[illegible]	246	36,901	2,122	54,222	118	1,521	102	215	5,398	9	46	1,133	---	905	24,780	27	272	5,899	24	578	13,918	86
[illegible]	120	58,852	2,078	72,566	95	1,087	145	432	10,870	2	18	511	---	678	29,829	3	542	10,710	20	263	5,194	70
[illegible]	102	25,261	968	34,435	47	658	112	213	5,621	5	87	2,344	---	163	6,845	7	270	5,474	9	123	2,993	26
[illegible]	10	10,132	89	3,984	6	59	20	37	1,422	---	1	(x)	---	1	(x)	---	21	401	---	9	163	3
[illegible]	48	5,006	411	13,473	12	89	42	86	2,071	4	42	1,120	---	73	2,732	-	137	2,713	1	31	536	7
[illegible]	16	2,680	273	9,037	17	329	36	38	856	---	42	1,114	---	32	1,369	---	58	1,373	7	66	1,863	10
[illegible]	28	7,441	195	7,931	12	181	14	52	1,262	1	2	(x)	---	57	(x)	7	53	987	1	17	431	3
[illegible]	148	29,112	1,220	41,678	53	880	131	267	6,383	7	117	3,022	3	378	16,566	35	207	3,790	1	120	1,999	7
[illegible]	35	3,668	189	5,442	12	40	21	36	741	4	30	624	---	69	2,409	4	16	293	1	15	193	3
[illegible]	40	5,103	229	7,160	7	87	26	45	943	2	33	904	---	62	2,579	1	27	434	---	36	731	4
[illegible]	32	5,110	221	6,388	9	55	33	50	946	1	33	928	---	43	1,550	6	45	782	---	17	210	---
[illegible]	12	1,934	111	3,384	---	---	10	21	521	---	13	339	---	30	1,279	---	10	219	--	27	451	--
[illegible]	29	13,277	470	19,306	25	698	41	115	3,231	---	8	227	3	174	8,749	22	107	2,062	---	25	414	
[illegible]	51	17,883	368	14,716	45	377	51	106	3,097	3	22	720	---	55	2,994	---	4	91	---	128	3,066	42
[illegible]	51	38,782	1,939	61,000	15	112	132	499	13,126	4	84	2,263	---	269	14,145	---	775	16,163	4	183	3,255	7
[illegible]	48	32,171	1,615	51,742	14	(x)	114	408	11,332	3	75	1,967	---	242	12,551	---	608	12,933	4	167	2,934	7
[illegible]	7	(x)	191	5,872	1	(x)	12	49	894	1	8	296	---	22	1,457	---	94	1,674	--	-	80	--
[illegible]	3	(x)	133	3,349	-	---	6	42	900	--	--	---	---	5	137	---	73	1,558	---	7	221	-
[illegible]	77	1,007	521	13,513	62	479	47	101	2,377	4	48	903	---	137	3,848	---	51	764	1	137	1,616	57
[illegible]	38	3,347	289	6,385	54	343	33	39	853	1	39	707	---	61	1,930	---	28	410	---	99	1,040	33
[illegible]	29	2,960	232	7,128	8	135	24	62	1,544	3	9	216	---	76	1,912	---	23	348	1	38	576	4
[illegible]	51	26,946	1,432	46,403	20	149	114	296	6,392	1	359	8,037	1	333	17,597	5	228	4,070	---	200	1,995	12
[illegible]	54	10,651	433	12,668	13	52	34	76	1,844	2	59	1,297	---	113	4,605	1	68	1,227	---	65	1,077	10
[illegible]	11	1,993	70	2,103	1	(x)	6	9	115	1	5	107	---	36	1,341	---	5	112	---	10	125	--
[illegible]	7	2,281	63	1,826	-	- -	5	12	287	-	4	187	-	7	486	--	9	134	-	22	367	-
[illegible]	24	1,435	102	1,374	7	19	17	34	1,091		26	484		45	2,034	1	41	793		33	447	8
[illegible]	21	1,649	98	2,202	5	(x)	6	18	311	1	28	578	-	25	762	-	11	188	--	16	138	4
[illegible]	239	7,561	3,307	110,762	45	992	27	660	21,340	9	383	11,390	1	693	22,372	4	[illegible]	14,[illegible]	4	484	11,764	27
[illegible]	36	[illegible]	1,286	45,780	16	268	60	430	1,059	3	183	5,190	—	237	1,039	—	207	4,464	2	146	4,285	11
[illegible]	4	[illegible]	112	4,400		-	6	21	563	- -	11	309		4	306	—	11	322	--	27	1,053	---
[illegible]	7	[illegible]	686	1,347	4	41	94	204	5,196	1	110	2,695	--	113	4,180	1	107	2,064	--	60	1,213	2
[illegible]	34	[illegible]	140	17,641	7	77	50	105	2,693	2	62	1,569	1	128	5,974	1	143	2,079	1	91	1,973	1
[illegible]	16	[illegible]	46	9,446	7	92	11	77	2,000	1	11	306	--	56	3,934	2	17	434	--	25	692	4
[illegible]	39	[illegible]	562	18,349	11	91	20	143	3,379	2	36	1,140	---	143	5,981	-	80	1,698	-	70	1,449	8
[illegible]	117	[illegible]	4,119	[illegible]	680	6,699	93	263	9,491	2	34	1,332	---	144	5,674	-	3[illegible]	4,681	456	3,30[illegible]	29,774	19[illegible]
[illegible]	34	[illegible]	48[illegible]	[illegible]	70	580	27	184	5,1[illegible]	1	12	401	—	30	5,456	—	20	301	21	18[illegible]	1,90[illegible]	54
[illegible]	6	[illegible]	96	[illegible]	4	35	6	17	216	1	4	127	--	6	149	—	37	721	---	34	522	3
[illegible]	16	[illegible]	130	2,574	50	344	7	9	207	--	3	60	-	6	200	-	18	200	20	99	1,45[illegible]	36
[illegible]	[illegible]	[illegible]	2,99[illegible]	77,31[illegible]	[illegible]	[illegible]	42	91	[illegible]	---	12	684	—	9	484	-	196	4,[illegible]	240	2,581	26,[illegible]	-
[illegible]	[illegible]	[illegible]	193	[illegible]	[illegible]	[illegible]	13	37	1,11[illegible]	---	4	[illegible]	—	17	423	--	32	[illegible]	171	491	[illegible]	108

[illegible]

TABLE 3.—ANALYSIS OF EMPLOYMENT AND PAY ROLL BY OCCUPATIONAL GROUPS

TYPES OF OPERATION BY KINDS OF BUSINESS—Continued

SOUTH ATLANTIC

[Figures are for week ended October 21, 1939, except where such period is not representative. In such cases the week representative of employment is given.]

TYPE OF OPERATION KIND OF BUSINESS	ESTABLISHMENTS REPORTING EMPLOYEES BY OCCUPATIONAL GROUPS		TOTAL EMPLOYEES REPORTED BY OCCUPATIONAL GROUPS				Number of executives and salaried operation officers	OFFICE AND CLERICAL EMPLOYEES			INSIDE SELLING EMPLOYEES			OUTSIDE SELLING EMPLOYEES			WAREHOUSE EMPLOYEES			ALL OTHER		
			Full-time		Part-time			Full-time		Number part-time	Full-time		Number part-time	Full-time		Number part-time	Full-time		Number part-time	Full-time		Number part-time
	Number	Sales (ada 000)	Number	Pay roll for week	Number	Pay roll for week		Number	Pay roll for week		Number	Pay roll for week		Number	Pay roll for week		Number	Pay roll for week		Number	Pay roll for week	
SERVICE AND LIMITED-FUNCTION WHOLESALERS—Con.																						
Farm products—consumer goods	600	$100,380	5,249	$121,815	419	$2,459	285	527	$12,237	10	419	$10,353	10	1,146	$31,271	5	820	$14,988	73	2,352	$35,411	356
Dairy and poultry products	100	20,321	1,756	44,141	35	361	83	163	3,847	2	64	1,371	3	568	15,007	3	221	4,725	2	647	15,400	74
Fruits and vegetables (fresh)	417	71,538	3,059	69,432	326	1,747	175	336	7,779	8	302	7,799	5	549	15,509	[illegible]	538	8,434	26	1,141	18,001	287
All other	83	6,521	454	8,242	58	351	27	28	611	---	53	1,183	7	29	696	2	52	859	4	264	3,956	45
Farm supplies	160	55,434	1,627	39,771	113	947	87	344	8,509	2	114	2,713	4	241	5,271	5	348	5,988	14	493	7,490	97
Feed	95	12,165	811	12,396	34	203	44	75	1,603	1	63	1,251	2	79	2,212	2	196	2,829	5	158	2,337	24
Fertilizer	20	18,318	108	5,525	38	484	8	39	1,076	1	9	510	1	28	1,871	4	16	287	1	6	52	31
Seeds	26	6,552	316	8,101	32	193	9	71	1,661	---	29	723	---	43	1,487	---	121	2,487	6	43	835	34
All other	19	18,399	592	13,749	9	67	26	155	4,169	---	13	229	1	91	2,700	---	21	405	---	286	4,256	6
Furniture and house furnishings	63	12,615	699	23,032	25	149	74	146	3,540	1	60	2,040	---	132	6,402	8	199	4,011	3	68	1,534	13
Floor coverings	19	5,688	234	7,836	16	85	17	53	1,368	---	14	449	---	55	2,619	5	36	2,014	---	9	236	11
Furniture (household)	15	3,276	192	6,840	2	9	26	34	951	---	23	891	---	26	1,351	---	57	1,081	1	21	474	1
House furnishings (except as specified)	16	1,948	153	3,954	4	26	13	32	657	---	15	489	---	30	1,130	1	20	701	2	42	630	1
All other	11	1,703	120	4,402	3	29	18	27	564	1	8	211	---	21	1,302	2	36	215	---	1	192	--
Groceries (general line)	648	285,317	8,485	223,372	410	2,531	653	1,306	33,000	13	526	12,226	14	1,704	59,502	2	2,556	47,704	105	1,746	27,185	276
Not sponsoring cooperative or voluntary group	581	220,005	7,213	189,376	361	2,102	574	1,073	26,910	13	447	10,255	13	1,526	53,362	2	2,015	36,795	80	1,572	23,749	265
Voluntary group wholesalers	36	28,206	890	23,719	25	192	54	163	4,322	---	39	929	1	163	5,906	---	320	8,673	13	158	3,118	11
Retailer-cooperative warehouses	10	12,841	299	8,319	15	204	23	57	1,411	---	[illegible]	414	---	12	(x)	---	171	4,134	3	17	321	12
Cash-and-carry depots	21	4,265	83	1,956	9	33	2	13	357	---	23	650	---	1	(x)	---	44	[illegible]	9	---	---	---
Groceries and foods (specialty lines)	957	141,023	7,936	190,739	516	4,001	446	1,057	25,467	22	596	13,412	30	2,031	62,364	14	1,496	[illegible]	147	2,314	34,194	303
Canned foods	42	13,143	514	12,203	10	30	28	77	2,009	---	17	367	---	106	3,798	---	134	2,[illegible]	---	113	2,151	10
Coffee, tea, and spices	40	3,283	278	7,353	13	163	12	35	913	3	12	305	---	106	3,109	---	72	[illegible]	2	40	633	8
Coffee roasting and spice grinding	33	7,471	484	13,021	36	206	27	68	1,463	---	7	200	---	139	4,587	---	136	[illegible]	19	107	1,825	17
Confectionery	168	15,031	1,027	23,672	34	296	61	139	2,874	---	52	946	6	441	11,775	3	128	2,161	14	209	2,728	11
Fish and sea foods	134	11,973	897	19,608	160	1,330	59	103	2,327	2	144	3,227	5	71	1,817	---	[illegible]	[illegible]	81	352	6,033	72
Flour	22	2,312	114	2,719	12	137	4	19	562	1	6	141	---	25	641	---	28	485	6	32	558	5
Meats and provisions	138	29,019	1,409	38,820	60	411	89	166	4,056	3	158	4,461	6	304	10,452	2	276	4,064	7	450	8,335	42
All other	380	58,791	3,213	73,343	191	1,428	166	450	11,261	13	200	3,735	13	839	21,950	9	592	14,[illegible]	18	966	11,731	138
Hardware	147	57,349	3,601	123,119	84	701	294	736	20,281	13	707	19,954	4	598	31,023	13	741	14,[illegible]	25	525	9,712	29
General line (with industrial department)	54	33,537	2,145	75,511	51	275	172	435	12,002	8	446	12,891	4	347	19,915	4	449	[illegible]	15	297	5,159	22
General line (without industrial department)	56	17,967	1,186	39,012	14	114	104	230	6,562	2	190	4,948	---	211	9,521	---	259	5,[illegible]	5	196	3,773	3
Specialty lines	27	3,845	269	8,296	19	312	18	71	1,716	3	71	2,113	---	40	1,487	9	33	564	1	30	780	4
Jewelry	24	7,724	238	8,024	1	(x)	32	66	1,562	---	32	823	---	27	1,065	---	26	754	---	55	1,071	1
Jewelry (general line)	10	7,181	172	6,081	---	---	16	52	1,255	---	18	456	---	23	903	---	24	(x)	---	39	736	---
All other	14	543	66	1,943	1	(x)	16	14	307	---	14	367	---	4	102	---	2	(x)	---	16	338	1
Lumber and construction materials	264	65,170	3,706	101,470	272	2,413	268	566	15,814	11	122	3,982	---	335	15,465	4	582	14,737	45	1,733	28,137	212
Builders' supplies (general line)	30	10,748	932	20,226	58	482	41	112	3,097	1	31	875	---	72	3,015	1	145	2,687	21	531	7,552	35
Lumber	120	30,391	1,043	32,943	138	1,141	110	183	5,191	3	38	1,523	---	119	5,545	2	148	3,256	15	415	6,916	118
Lumber and millwork	11	5,056	233	5,307	10	131	11	43	1,010	2	9	260	---	15	633	---	63	1,240	1	92	1,189	7
Millwork	20	5,337	369	12,289	4	55	29	66	2,177	1	1	(x)	---	29	2,249	---	186	4,279	2	56	684	1
Cement, lime, and plaster	7	616	53	1,170	4	33	4	8	201	---	5	122	---	3	93	---	1	(x)	---	34	556	4
Glass	19	1,169	187	4,504	12	212	6	28	582	1	8	215	---	17	621	1	54	1,402	---	74	1,280	10
All other	57	11,653	889	25,031	46	359	67	126	3,556	3	32	(x)	---	80	3,309	---	83	(x)	6	501	9,760	37
Machinery--equipment--supplies	447	71,897	4,611	153,209	205	2,049	473	1,061	28,035	16	481	13,527	1	1,027	43,210	23	796	16,314	43	773	16,076	122
Commercial equipment and supplies:																						
Office machines and equipment	8	724	85	2,541	14	379	7	16	373	1	14	364	---	21	786	13	3	56	---	24	479	---
Restaurant and hotel supply houses	21	3,398	289	9,347	4	43	24	72	1,755	---	19	560	---	81	2,196	---	68	1,537	---	47	916	4
Store fixtures and equipment	14	900	93	2,978	18	283	12	15	289	1	4	105	---	19	890	3	2	(x)	3	41	1,104	11
All other	14	1,179	117	3,834	1	(x)	10	24	604	---	11	332	---	35	1,279	1	19	(x)	---	18	453	---
Farm and dairy:																						
Dairy equipment	7	1,473	68	2,442	3	34	11	13	330	2	2	(x)	---	15	641	---	17	318	---	10	253	1
Farm machinery and equipment	6	787	79	1,841	---	---	5	13	250	---	16	315	---	14	468	---	22	375	---	9	229	---

For footnotes, see end of table.

TABLE 3. ANALYSIS OF EMPLOYMENT AND PAY ROLL BY OCCUPATIONAL GROUPS

[illegible] KINDS OF BUSINESS—Continued

(Figures are for week ended October 21, 1939, except where such period is not representative. [illegible])

TYPE OF OPERATION, KIND OF BUSINESS	Establishments reporting employees by occupational group: Number	Net sales (add 000)	Total employees reported by occupational groups: Full time: Number	Full time: Pay roll for week	Part time: Number	Part time: Pay roll for week	Number of proprietors, etc.	Office and clerical employees: Full time: Number	Full time: Pay roll for week	Number part time	Inside selling employees: Full time: Number	Full time: Pay roll for week	Number part time	Outside selling employees: Full time: Number	Full time: Pay roll for week	Number part time	Warehouse employees: Full time: Number	Full time: Pay roll for week	Number part time	All other: Full time: Number	Full time: Pay roll for week	Number part time
SERVICE AND LIMITED-FUNCTION WHOLESALERS—Con.																							
Machinery, equipment, supplies—Con.																							
Industrial machinery, equipment, and supplies:																							
Industrial (general line)	29	(x)	549	$21,504	33	$264	51	140	$4,824	1	43	$1,342	-	113	$7,513	1	[illegible]	$2,192	6	134	$1,904	25
Road building	20	$9,411	392	14,384	5	128	38	72	2,016	2	[illegible]	675	1	61	3,473	-	94	2,471	1	109	2,634	4
Mine and mill supplies	46	14,156	497	24,431	46	254	61	132	5,578	3	[illegible]	4,737	---	119	[illegible]	---	144	2,475	3	77	1,899	40
Textile	6	2,098	65	2,651	3	19	10	21	516	1	[illegible]	214	---	14	[illegible]		12	251	[illegible]	7	x	---
Used machinery and equipment	6	1,172	150	2,454	6	60	7	15	411	-	2	x		6	293		37	755	[illegible]	71	751	6
All other	75	(x)	498	15,857	26	176	56	117	2,842	3	56	1,971	--	92	3,369	3	[illegible]	[illegible]	12	[illegible]	[illegible]	7
Professional equipment and supplies:																							
Dental supply houses	27	2,662	270	8,663		-	19	47	1,392	---	54	1,565		56	2,295		24	701	---	70	1,299	---
Surgical, medical, and hospital	11	1,707	37	3,900	-	--	11	26	470		13	484	--	43	1,273	-	15	[illegible]		[illegible]	147	-
All other	10	777	64	[illegible]	4	28	14	14	240	1	[illegible]	168	--	13	379		[illegible]	[illegible]		11	[illegible]	3
Service equipment and supplies:																							
Barber and beauty supply houses	69	4,209	504	14,073	--	-	58	112	2,312	--	37	891	-	192	5,912		59	701	---	51	419	-
Laundry and dry cleaning	19	7,467	155	5,052	16	58	12	49	1,275	---		-	---	57	1,444	-	23	[illegible]	15	[illegible]	411	
Upholsterers' supplies	9	1,520	91	2,728	1	(x)	10	27	518	-	10	253	---	22	768	-	19	[illegible]		3	[illegible]	
All other	37	2,505	207	6,138	20	305	28	36	739	1	25	566	---	7	[illegible]	1	22	[illegible]	--	[illegible]	468	17
Transportation equipment and supplies	22	2,336	191	5,009	2	(x)	33	40	1,001	---	35	862	---	22	[illegible]	---	46	[illegible]	--	21	331	2
Metals and metal work (except scrap)	47	10,938	660	20,419	35	334	58	128	3,610	1	20	709	2	60	2,609	---	194	[illegible]	[illegible]	23	4,448	12
Building metal work	13	2,464	274	7,015	11	91	12	29	915	---	6	222	--	14	549	---	55	1,779	11	157	3,759	-
Iron and steel products (general line)	5	1,417	75	2,451	5	55	6	16	493	---	4	109	--	11	465	---	32	544		6	75	5
Iron and steel products (flat)	12	4,020	177	6,695	16	167	16	46	1,246	--	4	156	2	22	1,084	---	60	1,244	9	27	742	5
Iron and steel finished products (N. E. C.)	6	1,089	51	1,592	2	(x)	6	12	355	1	---	--	-	3	99	-	23	454	-	7	134	1
All other	11	1,968	43	2,667	1	(x)	16	25	561	-	6	223	-	14	444	--	14	271	-	12	235	1
Paper and its products	196	38,989	2,294	75,588	38	322	187	516	12,796	4	177	4,950	1	645	26,330	2	476	[illegible]	14	293	4,848	17
Wrapping or coarse paper and products	119	21,895	1,331	44,486	29	213	118	304	7,492	4	60	1,611	1	414	[illegible]	1	[illegible]	[illegible]	14	179	[illegible]	9
Printing and writing papers	32	13,391	598	21,409	5	66	51	144	3,700		21	912	-	157	[illegible]	-	[illegible]	[illegible]		44	[illegible]	
Stationery and stationery supplies	15	1,593	160	4,345	2	(x)	7	31	692	-	12	225	-	58	[illegible]	1	11	452	---	41	[illegible]	
Wallpaper	30	2,110	205	5,306	2	(x)	11	37	912	---	84	2,202		16	522	---	14	345		[illegible]	[illegible]	
Petroleum and its products	39	4,747	340	10,794	6	(x)	37	41	889	1	27	718	1	96	4,033	1	[illegible]	1,091	7	[illegible]	[illegible]	1
Plumbing and heating equipment and supplies	149	46,154	2,121	67,673	689	2,456	148	610	16,741	561	126	3,722	13	[illegible]	15,019	[illegible]	[illegible]	[illegible]		[illegible]	7,191	108
Plumbing and heating (general line)	80	36,451	1,428	47,890	668	2,350	86	442	12,836	560	71	2,105	13	251	11,475	1	407	9,216		171	[illegible]	24
Heating (including oil stoves and ranges)	13	1,776	178	5,374	9	50	18	34	954	---	6	[illegible]		37	[illegible]	4	[illegible]	[illegible]	-	[illegible]	[illegible]	
Plumbing fixtures, equipment, and supplies	41	5,748	366	9,868	9	22	28	78	1,886	--	30	697	---	36	1,434	-	74	[illegible]		[illegible]	1,417	
All other	15	2,179	149	4,541	3	34	16	56	1,089	1	19	567	-	[illegible]	[illegible]	--	[illegible]	[illegible]	-	31	[illegible]	
Tobacco and its products (except leaf)	190	101,042	2,142	61,327	37	212	132	381	9,107	5	143	2,793	[illegible]	[illegible]	[illegible]	-	[illegible]	7,575	[illegible]	[illegible]	[illegible]	
Waste materials	270	[illegible]	3,107	53,391	174	1,509	[illegible]	221	5,145	[illegible]	29	804	2	[illegible]	[illegible]	-	[illegible]	[illegible]	[illegible]	[illegible]	[illegible]	[illegible]
Iron and steel scrap	115	[illegible]	1,568	27,785	87	834	38	96	2,196	-	8	179		13	[illegible]	---	[illegible]	[illegible]		[illegible]	[illegible]	[illegible]
Junk and scrap [illegible]	[illegible]	4,599	579	[illegible]	50	400	16	36	757	[illegible]	3	[illegible]	-	1	[illegible]		[illegible]	[illegible]	[illegible]	[illegible]	[illegible]	4
Waste paper, rags, [illegible]	[illegible]	7,988	553	[illegible]	20	[illegible]	15	[illegible]	[illegible]	-	[illegible]	(x)	---	[illegible]	[illegible]		[illegible]	[illegible]	14	[illegible]	[illegible]	[illegible]
Non ferrous metals	[illegible]	[illegible]	144	2,618	3	14	10	5	144	1	3	58	-	-		-	[illegible]	[illegible]		[illegible]	[illegible]	[illegible]
All other	31	[illegible]	263	5,492	14	145	11	42	990	1	[illegible]	(x)	2	[illegible]	[illegible]		[illegible]	[illegible]	[illegible]	112	[illegible]	[illegible]
All other products	[illegible]	[illegible]	3,133	[illegible]	319	2,689	189	778	16,606	11	[illegible]	[illegible]	4	466	[illegible]	4	[illegible]	[illegible]	[illegible]	[illegible]	[illegible]	[illegible]
Books, periodicals, and newspapers	[illegible]	[illegible]	731	18,563	54	364	24	206	[illegible]	1	15	279	1	[illegible]	[illegible]	1	[illegible]	[illegible]	14	[illegible]	[illegible]	
Flowers and nursery stock	[illegible]	[illegible]	[illegible]	[illegible]	3	[illegible]	[illegible]	32	693	2	49	1,419		[illegible]	[illegible]	-	[illegible]	[illegible]	-	[illegible]	[illegible]	1
Forest products (except lumber)	34	[illegible]	[illegible]	4,574	146	1,354	20	24	642		3	57		3	[illegible]	--	[illegible]	[illegible]		[illegible]	[illegible]	[illegible]
General merchandise	13	[illegible]	352	25,188	9	45	34	342	6,230	1	49	1,272		146	[illegible]	---	[illegible]	[illegible]		[illegible]	[illegible]	[illegible]
Leather and shoe findings	45	[illegible]	245	6,788	7	45	[illegible]	41	906	2	45	932		76	[illegible]	---	[illegible]	[illegible]		[illegible]	[illegible]	[illegible]
Optical goods	38	[illegible]	[illegible]	10,310	1	(x)	14	50	1,013		12	362		13	449	-	3	[illegible]	---	[illegible]	[illegible]	
Textiles and materials (other than dry goods)	15	[illegible]	[illegible]	[illegible]	54	304	9	43	1,159	[illegible]	2	(x)		[illegible]	[illegible]		[illegible]	[illegible]	[illegible]	[illegible]	[illegible]	[illegible]
All other	36	3,019	[illegible]	[illegible]	45	(x)	27	40	793	2	6	(x)	1	[illegible]	[illegible]	1	39	[illegible]	[illegible]	[illegible]	[illegible]	[illegible]

For footnotes, [illegible]

TABLE 3.—ANALYSIS OF EMPLOYMENT AND PAY ROLL BY OCCUPATIONAL GROUPS

TYPES OF OPERATION BY KINDS OF BUSINESS—Continued

[Figures are for week ended October 21, 1939, except where such period is not representative. In such cases another week, for representative employment, is given]

TYPE OF OPERATION KIND OF BUSINESS	ESTABLISHMENTS REPORTING EMPLOYEES BY OCCUPATIONAL GROUP		TOTAL EMPLOYEES REPORTED BY OCCUPATIONAL GROUPS				Number of active proprietors	OFFICE AND CLERICAL EMPLOYEES			INSIDE SELLING EMPLOYEES			OUTSIDE SELLING EMPLOYEES			WAREHOUSE EMPLOYEES			ALL OTHER		
	Number	Sales (add 000)	Full-time Number	Full-time Pay roll for week	Part-time Number	Part-time Pay roll for week		Full-time Number	Full-time Pay roll for week	Number of part-time	Full-time Number	Full-time Pay roll for week	Number of part-time	Full-time Number	Full-time Pay roll for week	Number of part-time	Full-time Number	Full-time Pay roll for week	Number of part-time	Full-time Number	Full-time Pay roll for week	Number of part-time
MANUFACTURERS' SALES BRANCHES (With stocks)	1,058	$644,630	18,590	$677,965	966	$10,204	508	4,616	$133,919	76	625	$28,790	9	6,290	$305,038	56	3,404	$81,616	319	3,153	$84,186	504
Amusement and sporting goods	26	15,435	690	22,910	61	1,111	23	427	10,951	---	1	(x)	---	93	5,872	---	107	2,348	---	39	684	81
Automotive	87	91,460	1,982	82,265	46	43[illegible]	67	567	18,630	24	75	4,216	3	573	32,422	--	312	8,713	16	[illegible]	11,946	1
Beer, wines, and liquors	22	14,385	279	10,071	13	17[illegible]	4	34	942	---	2	(x)	---	150	6,377	---	30	794	---	59	1,496	13
Chemicals and paints	40	28,471	754	33,493	41	[illegible]	21	226	6,947	3	27	794	---	265	18,291	--	154	3,539	33	61	[illegible]	5
Clothing and furnishings	4	(x)	188	6,744	---	-	[illegible]	111	1,917	---	---	---	---	59	4,009	-	10	232	--	[illegible]	[illegible]	---
Drugs and drug sundries (specialty lines)	17	(x)	672	24,835	---	--	[illegible]	220	4,258	---	12	460	---	233	11,776	---	110	2,709	---	70	2,430	--
Dry goods (specialty lines)	7	1,916	66	2,713	1	(x)	3	24	612	1	---	---	---	24	1,592	---	15	256	---	---	--	--
Electrical goods	25	57,792	692	31,916	4	69	54	250	8,289	2	3	109	---	215	15,666	---	45	1,312	---	125	4,498	[illegible]
Farm products--consumer goods	78	13,399	803	22,573	[illegible]	301	14	130	3,426	5	9	150	2	306	9,978	3	108	2,494	7	236	5,667	[illegible]
Farm supplies	36	23,286	637	21,601	[illegible]	254	31	233	8,143	2	8	236	---	248	8,780	4	56	952	8	61	963	[illegible]
Furniture and house furnishings	21	6,081	139	5,098	19	233	1	42	1,351	---	3	(x)	---	36	2,519	---	57	1,042	7	--	---	[illegible]
Groceries and foods (specialty lines)	335	239,722	6,608	212,349	335	2,743	42	1,057	29,899	4	370	18,581	1	2,617	102,903	39	1,407	33,492	162	1,115	23,986	129
Lumber and construction materials	33	16,221	819	32,366	62	872	20	204	8,277	1	3	126	2	195	11,554	3	370	9,506	39	27	364	17
Machinery--equipment--supplies	203	53,638	2,579	107,662	272	2,948	128	556	14,838	24	77	2,562	1	837	47,945	---	257	5,957	6	724	24,454	241
Metals and metal work (except scrap)	19	(x)	325	11,234	5	40	5	82	2,372	1	9	369	---	77	4,375	---	130	2,974	4	22	538	---
Paper and its products	8	567	51	1,399	1	(x)	1	8	215	1	3	(x)	---	17	623	---	21	384	---	1	(x)	---
Petroleum and its products	4	1,163	72	3,611	---	---	5	17	392	---	---	---	---	30	2,100	---	20	449	---	---	---	---
Plumbing and heating equipment and supplies	40	22,252	616	23,163	36	350	18	234	6,895	1	11	421	---	198	10,450	4	116	2,767	30	39	927	1
All other [1]	53	26,700	618	21,902	17	(x)	36	188	5,565	9	12	(x)	---	117	7,806	3	79	1,696	5	186	(x)	---
MANUFACTURERS' SALES OFFICES (Without stocks)	261	329,070	2,730	147,286	29	376	35	1,133	56,622	15	39	1,841	1	1,319	79,373	3	---	---	---	204	5,213	10
Amusement and sporting goods	5	3,379	134	4,416	7	91	3	51	1,516	---	11	284	---	17	1,044	---	---	---	---	52	1,112	7
Beer, wines, and liquors	8	7,019	67	3,588	---	---	---	11	250	---	1	(x)	---	48	3,070	---	---	---	---	7	(x)	---
Electrical goods	16	25,951	114	8,048	1	(x)	1	43	1,417	1	9	429	---	58	5,884	---	---	---	---	3	(x)	---
Groceries and foods (specialty lines)	38	24,532	428	15,754	3	20	6	53	1,706	1	5	201	---	326	12,434	1	---	---	---	38	803	1
Lumber and construction materials	22	13,650	232	13,261	4	64	9	61	1,722	3	---	---	1	147	10,243	---	---	---	---	15	583	---
Machinery--equipment--supplies	51	26,514	252	15,530	3	38	4	78	2,521	3	2	(x)	---	149	11,684	---	---	---	---	19	795	---
Metals and metal work (except scrap)	21	62,069	202	12,460	2	(x)	4	91	3,103	2	2	(x)	---	96	7,897	---	---	---	---	9	251	---
Paper and its products	15	5,536	115	4,806	1	(x)	3	21	414	1	1	(x)	---	49	3,366	---	---	---	---	41	622	---
Plumbing and heating equipment and supplies	22	4,116	74	3,618	7	126	3	24	729	4	2	(x)	---	36	2,236	1	---	---	---	9	260	2
Tobacco and products (except leaf)	27	45,982	200	7,299	---	---	---	---	---	---	---	---	---	200	7,299	---	---	---	---	---	---	---
All other [2]	36	110,322	912	58,506	1	(x)	2	700	43,244	---	6	527	---	193	14,216	1	---	---	---	11	(x)	---
														SALESMEN			TRUCK OPERATORS AND CHAUFFEURS					
PETROLEUM BULK STATIONS AND TERMINALS: **																						
Petroleum and its products	725	228,164	5,738	191,479	738	10,409	196	1,068	31,998	40	---	---	---	857	36,708	11	1,946	61,259	185	1,671	47,343	502
														BUYING AND SELLING EMPLOYEES								
AGENTS AND BROKERS	901	532,515	17,626	372,691	5,967	42,965	475	2,475	96,523	483	---	---	---	1,340	67,288	111	---	---	---	13,336	164,776	5,373
Chemicals and paints	11	10,081	73	3,659	3	17	22	48	1,504	1	---	---	---	3	(x)	---	---	---	---	---	---	2
Coal and coke	13	8,337	72	3,971	3	58	13	40	1,058	2	---	---	---	19	998	1	---	---	---	---	---	---
Dry goods (specialty lines)	13	21,839	131	8,245	2	9	11	20	536	2	---	---	---	15	1,173	---	---	---	---	85	3,451	---
Electrical goods	28	5,488	94	2,803	13	471	8	40	878	1	---	---	---	30	1,153	---	---	---	---	16	237	12
Farm products--raw materials	328	245,238	14,676	261,561	4,902	37,791	135	1,501	71,516	431	---	---	---	472	29,594	57	---	---	---	12,568	147,299	4,414
Farm products--consumer goods	87	29,712	573	15,711	65	518	53	124	3,222	6	---	---	---	152	5,059	1	---	---	---	244	3,899	58
Farm supplies	13	8,149	45	1,406	6	51	5	14	310	---	---	---	---	7	338	1	---	---	---	19	237	5
Groceries and foods (specialty lines)	167	124,153	715	23,331	90	601	109	294	6,578	16	---	---	---	174	7,097	5	---	---	---	138	2,159	69
Lumber and construction materials	38	13,445	176	8,362	46	449	34	61	1,837	2	---	---	---	60	2,857	21	---	---	---	23	503	23
Machinery--equipment--supplies	93	14,972	552	23,761	28	406	29	134	3,619	13	---	---	---	219	11,162	7	---	---	---	170	5,674	6
Metals and metal work (except scrap)	12	1,254	71	1,930	14	379	2	20	431	1	---	---	---	16	(x)	2	---	---	---	33	603	11
Paper and its products	12	2,945	67	2,436	5	62	3	26	639	1	---	---	---	35	1,432	4	---	---	---	3	47	---
All other [3]	86	46,902	379	15,515	790	2,149	51	153	4,395	7	---	---	---	138	5,753	12	---	---	---	37	667	771
ASSEMBLERS (Mainly farm products)	1,096	218,859	23,425	368,973	17,030	170,844	441	1,143	30,655	241	---	---	---	1,359	32,895	500	---	---	---	20,482	272,793	16,289
Farm products--raw materials	327	108,684	7,738	117,437	3,602	31,845	83	311	7,457	39	---	---	---	921	17,050	385	---	---	---	6,423	87,270	3,178
Farm products--consumer goods	447	91,865	10,128	184,726	9,543	110,613	285	679	20,120	198	---	---	---	382	14,532	73	---	---	---	8,782	127,552	9,272
Groceries and foods (specialty lines)	302	17,959	5,485	65,928	3,872	28,286	69	149	3,036	3	---	---	---	52	1,246	42	---	---	---	5,215	57,370	3,827
All other	20	371	74	882	13	100	4	4	42	1	---	---	---	4	67	---	---	---	---	62	601	12

** Sales include taxes.

x Withheld to avoid disclosure.

[1] Includes 3 hardware; and 50 all other products.

[2] Includes 2 automotive; 9 chemicals and paints; 1 drugs and drug sundries (specialty lines); 3 dry goods (specialty lines); 4 farm supplies; 2 furniture and house furnishings; 1 hardware; 1 petroleum and its products; and 13 all other products.

[3] Includes 1 amusement and sporting goods; 12 automotive; 5 beer, wines, and liquors; 5 clothing and furnishings; 1 drugs and drug sundries (specialty lines); 6 furniture and house furnishings; 4 hardware; 1 jewelry; 2 petroleum and its products; 14 plumbing and heating equipment and supplies; 5 tobacco and products (except leaf); 3 waste materials; and 27 all other products.

TABLE 3.—ANALYSIS OF EMPLOYMENT AND PAY ROLL BY OCCUPATIONAL GROUPS

TYPES OF OPERATION BY KINDS OF BUSINESS

EAST SOUTH CENTRAL

[Figures are for week ended October 21, 1939, except where such period is not representative. In such cases one week of representative employment is given]

TYPE OF OPERATION KIND OF BUSINESS	ESTABLISHMENTS REPORTING EMPLOYEES BY OCCUPATIONAL GROUPS		TOTAL EMPLOYEES REPORTED BY OCCUPATIONAL GROUPS				Number of executives and salaried corporation officers	OFFICE AND CLERICAL EMPLOYEES			INSIDE SELLING EMPLOYEES			OUTSIDE SELLING EMPLOYEES			WAREHOUSE EMPLOYEES			ALL OTHER		
			Full time		Part-time			Full-time		Number of part-time	Full-time		Number of part-time	Full-time		Number of part-time	Full-time		Number of part-time	Full-time		Number of part-time
	Number	Sales (add 000)	Number	Pay roll for week	Number	Pay roll for week		Number	Pay roll for week		Number	Pay roll for week		Number	Pay roll for week		Number	Pay roll for week		Number	Pay roll for week	
SERVICE AND LIMITED-FUNCTION WHOLESALERS	2,856	$763,376	36,345	$951,856	2,742	$27,703	2,192	6,455	$158,351	163	2,857	$70,952	32	7,058	$254,285	76	9,030	$156,554	383	8,753	$140,119	2,089
Amusement and sporting goods	13	2,374	168	4,396	6	59	3	45	838	1	36	833	1	43	1,596	--	18	329	1	23	397	3
Sporting goods	4	1,216	112	2,595	3	38	2	31	537	---	29	597	---	25	856	---	13	215	---	12	(x)	3
All other	9	1,158	56	1,801	3	21	1	14	301	1	7	236	1	18	880	---	5	114	1	11	(x)	---
Automotive	251	59,545	2,671	74,643	30	450	143	427	10,307	8	472	11,246	1	483	19,382	---	361	8,063	7	785	16,538	14
Automobiles (new and used)	13	38,808	430	15,525	7	95	14	97	2,745	1	24	758	---	124	5,150	---	72	1,769	---	149	3,851	3
Automotive accessories and equipment	116	9,929	1,039	27,724	9	77	61	189	3,925	4	213	5,226	---	180	7,399	---	84	1,507	---	332	6,243	5
Automotive parts	111	9,364	1,051	28,455	14	280	64	145	3,188	3	231	5,152	1	164	6,063	---	190	4,528	7	257	5,434	3
All other	11	1,444	101	2,939	---	---	4	16	469	---	4	112	---	15	750	---	15	259	---	47	1,050	---
Beer, wines, and liquors	177	37,180	1,415	39,534	30	177	108	225	5,780	2	39	1,047	2	508	15,586	5	269	5,030	1	288	5,963	20
Beer and ale	110	10,893	728	16,776	19	107	50	77	1,783	2	9	179	2	336	7,832	3	68	1,098	---	188	2,828	12
Wines and liquors	67	26,287	687	22,758	11	70	58	148	3,997	---	30	868	---	170	7,754	2	201	3,932	1	80	1,135	8
Chemicals and paints	19	1,598	142	4,319	8	80	19	53	659	1	30	741	---	25	837	2	17	319	2	18	371	3
Paints with glass and/or wallpaper	5	559	51	1,393	4	(x)	3	10	230	---	23	597	---	3	106	---	4	100	1	8	179	3
All other	14	1,037	91	2,926	4	(x)	16	23	429	1	7	144	---	22	731	2	13	219	1	10	192	---
Clothing and furnishings	64	14,101	527	15,522	32	284	38	111	2,412	4	74	1,450	2	189	7,359	11	92	1,589	5	45	777	10
Clothing and furnishings (general line)	19	2,888	142	3,286	16	146	7	31	638	---	22	429	---	40	1,543	7	35	512	3	7	108	6
Men's and boys'	18	4,563	131	4,297	7	45	16	29	716	3	17	348	---	40	1,799	---	21	460	1	8	229	3
Women's and children's	13	2,077	87	2,103	2	(x)	4	17	328	---	21	413	1	22	759	---	12	181	---	11	171	1
All other	14	4,573	167	5,836	7	(x)	9	34	730	1	14	262	1	67	3,478	4	24	416	1	19	269	---
Coal and coke	35	15,970	248	12,877	10	46	41	143	4,634	4	7	443	---	40	2,169	6	5	60	---	12	205	---
Drugs (general line)	22	(x)	999	30,647	25	161	70	233	5,815	2	87	2,441	---	151	7,161	---	398	7,542	17	60	1,057	6
Drugs and drug sundries (specialty lines)	42	3,308	247	6,099	8	48	28	85	1,419	6	30	549	---	29	924	---	57	980	1	38	465	1
Proprietary medicines	13	1,789	109	2,950	---	---	9	38	864	---	15	278	---	11	403	---	29	565	---	5	51	---
Toiletries	8	354	55	1,257	1	(x)	7	11	237	1	4	80	---	3	150	---	2	(x)	---	28	329	---
Drug specialties and sundries	21	1,185	85	1,892	7	(x)	12	16	318	5	11	211	---	15	371	---	26	(x)	1	5	85	1
Dry goods (general line)	30	(x)	939	30,644	13	250	73	153	3,630	1	263	5,770	2	246	10,530	6	104	2,125	4	100	2,151	---
Dry goods (specialty lines)	24	2,884	154	3,861	7	73	12	32	734	1	28	432	---	39	1,284	1	26	325	4	17	229	1
Electrical goods	83	24,588	1,044	36,122	16	126	82	292	7,412	2	140	4,014	---	224	11,345	---	147	3,164	5	159	3,159	9
Electrical merchandise (general line)	24	(x)	385	14,237	11	102	20	134	3,580	1	49	1,567	---	81	4,858	---	57	1,325	2	24	561	8
Wiring supplies and construction materials	15	1,260	90	2,857	---	---	14	16	335	---	11	281	---	17	819	---	18	365	---	14	216	---
Radios and equipment	17	1,928	114	3,488	1	(x)	13	27	630	1	20	512	---	23	1,059	---	11	259	---	20	403	---
Refrigerators and equipment (household)	7	5,539	272	9,738	4	(x)	11	70	1,906	---	41	1,185	---	58	3,389	---	33	597	3	59	1,124	1
All other	20	(x)	203	5,802	---	---	24	45	961	---	19	469	---	45	1,440	---	28	618	---	42	855	---
Farm products--raw materials	49	63,444	1,831	39,129	1,182	12,426	44	357	11,807	6	8	208	2	148	5,831	---	770	9,741	5	504	8,934	1,169
Cotton	16	51,444	477	18,158	25	198	17	247	9,446	6	5	150	---	93	4,167	---	5	115	---	110	2,131	19
Grains	7	1,150	58	1,188	14	68	---	10	335	---	---	---	---	6	116	---	13	215	---	27	522	14
Hides, skins, and raw furs	6	2,083	53	1,804	2	(x)	2	5	111	---	2	(x)	2	19	390	---	---	---	---	25	753	---
Tobacco (leaf)	12	7,758	1,092	15,811	1,133	12,100	22	80	1,521	---	---	---	---	20	892	---	736	9,171	5	234	2,262	1,128
All other	8	1,029	153	2,368	8	(x)	3	15	394	---	1	(x)	---	10	266	---	16	240	---	108	1,270	8
Farm products--consumer goods	267	41,848	2,823	56,973	203	1,433	113	230	5,698	4	197	4,161	1	586	13,917	10	521	8,866	15	976	14,344	173
Dairy and poultry products	81	5,371	787	17,939	35	298	42	59	1,528	1	31	497	---	272	5,975	9	117	2,270	1	266	4,905	24
Poultry and poultry products	42	5,898	238	4,154	75	562	11	20	367	1	35	858	---	6	103	---	51	802	5	115	1,632	69
Fruits and vegetables (fresh)	164	30,579	1,598	34,880	93	573	60	151	3,801	2	131	3,008	1	308	10,839	1	353	5,794	9	595	7,807	80
Farm supplies	87	18,418	569	11,940	51	429	41	58	1,511	6	43	1,104	---	79	2,251	2	110	1,918	22	236	3,097	21
Feed	39	8,288	358	8,355	19	104	25	25	634	1	20	333	---	29	806	2	58	1,004	12	203	2,583	4
All other	28	10,132	211	5,585	32	325	18	33	877	5	23	771	---	50	1,445	---	54	914	10	33	514	17
Furniture and house furnishings	18	4,980	287	8,014	15	171	25	75	1,588	2	19	448	---	54	2,050	---	82	940	11	52	999	2
Floor coverings	5	961	60	1,814	8	78	5	13	295	---	---	---	---	11	325	---	13	169	8	21	521	---
House furnishings (except as specified)	5	1,358	77	2,068	1	(x)	6	30	898	---	4	125	---	16	415	---	14	253	---	7	130	1
All other	8	2,661	150	4,114	8	(x)	14	32	595	2	15	323	---	27	1,310	---	38	518	5	24	348	1

For footnotes, see end of table.

EAST SOUTH CENTRAL

TABLE 3.- ANALYSIS OF EMPLOYMENT AND PAY ROLL BY OCCUPATIONAL GROUPS

TYPES OF OPERATION BY KINDS OF BUSINESS: Continued

Figures are for week ended October 21, 1939, except where such period is not representative. [illegible]

TYPE OF OPERATION KIND OF BUSINESS	ESTABLISHMENTS REPORTING EMPLOYEES BY OCCUPATIONAL GROUPS: Number	ESTABLISHMENTS REPORTING EMPLOYEES BY OCCUPATIONAL GROUPS: Sales (add 000)	TOTAL EMPLOYEES REPORTED BY OCCUPATIONAL GROUPS: Full time: Number	TOTAL EMPLOYEES: Full time: Pay roll for week	TOTAL EMPLOYEES: Part time: Number	TOTAL EMPLOYEES: Part time: Pay roll for week	Number of executive and salaried corporation officers	OFFICE AND CLERICAL EMPLOYEES: Full time: Number	OFFICE AND CLERICAL: Full time: Pay roll for week	OFFICE AND CLERICAL: Number of part time	INSIDE SELLING EMPLOYEES: Full time: Number	INSIDE SELLING: Full time: Pay roll for week	INSIDE SELLING: Number of part time	OUTSIDE SELLING EMPLOYEES: Full time: Number	OUTSIDE SELLING: Full time: Pay roll for week	OUTSIDE SELLING: Number of part time	WAREHOUSE EMPLOYEES: Full time: Number	WAREHOUSE: Full time: Pay roll for week	WAREHOUSE: Number of part time	ALL OTHER: Full time: Number	ALL OTHER: Full time: Pay roll for week	ALL OTHER: Number of part time
SERVICE AND LIMITED-FUNCTION WHOLESALERS—Con.																						
Groceries (general line)	393	$181,511	6,498	$152,382	156	$1,359	329	949	$22,426	11	416	$10,593	5	1,225	$40,631	5	2,397	$38,718	65	1,182	$17,951	70
Not sponsoring cooperative or voluntary groups	367	180,294	5,688	133,023	140	1,149	303	841	19,755	11	365	9,170	4	1,098	35,745	5	2,047	32,718	51	1,036	15,477	69
Voluntary group wholesalers	14	17,470	711	17,418	14	(x)	20	93	2,242	---	30	984	---	126	4,801	---	311	5,445	14	131	2,223	---
All other	12	3,747	99	1,921	2	(x)	6	15	429	---	21	439	1	3	85	---	39	555	---	15	231	1
Groceries and foods (specialty lines)	305	39,859	2,505	56,807	173	1,742	144	303	6,741	2	159	2,837	7	783	21,835	16	384	5,888	19	732	10,162	129
Canned foods	9	2,852	95	2,002	3	24	2	16	372	---	17	335	3	25	692	---	12	200	---	23	(x)	---
Coffee, tea, and spices	19	2,475	205	5,350	5	22	18	31	647	---	3	88	2	82	1,845	---	29	442	---	82	1,014	5
Coffee roasting and spice grinding	27	4,746	434	10,332	45	727	32	43	1,044	---	5	(x)	---	114	3,417	8	105	1,701	2	137	2,158	35
Confectionery	54	3,943	253	5,162	3	20	8	34	624	---	14	214	1	123	3,091	---	24	415	2	52	804	---
Fish and sea foods	27	1,888	196	3,537	21	154	14	19	398	---	18	363	---	22	432	---	19	269	2	104	1,335	19
Flour	10	1,149	73	1,695	---	---	6	10	168	---	3	87	---	14	521	---	11	147	---	29	348	---
Meats and provisions	37	5,319	265	5,281	6	41	6	22	415	1	53	888	---	73	2,026	---	34	590	---	77	1,007	5
All other	122	17,687	984	23,468	90	774	60	128	3,073	1	48	(x)	1	350	9,611	8	150	2,124	13	248	(x)	87
Hardware	66	68,052	4,552	132,093	182	2,946	293	1,119	25,539	22	323	8,714	6	787	33,139	---	1,565	30,728	115	485	9,997	39
General line (with industrial department)	35	(x)	3,319	99,161	150	2,843	227	874	19,589	22	195	5,717	---	586	25,582	---	1,247	24,858	115	210	4,393	13
General line (without industrial department)	23	(x)	1,117	29,781	12	65	50	226	5,575	---	121	2,857	6	183	6,994	---	306	5,694	---	231	4,909	6
Specialty lines	8	(x)	116	3,151	20	38	16	19	375	---	7	140	---	18	583	---	12	176	---	44	695	20
Lumber and construction materials	130	26,359	1,868	46,610	233	2,810	124	276	6,870	11	48	1,790	---	149	7,011	3	371	6,840	11	902	13,229	208
Builders' supplies (general line)	9	3,497	295	7,771	27	326	18	48	1,123	---	20	815	---	30	1,249	---	93	1,556	---	88	1,378	27
Lumber	74	14,480	835	19,139	145	1,606	59	116	2,794	5	9	309	---	39	2,846	3	66	997	---	546	6,776	137
Lumber and millwork	4	(x)	118	2,996	---	---	6	15	540	---	4	159	---	6	261	---	10	211	---	77	1,215	---
Millwork	11	1,828	167	4,618	7	96	13	26	641	4	7	241	---	19	733	---	68	1,345	3	34	659	---
Glass	9	820	118	3,000	36	644	3	29	739	1	1	(x)	---	27	879	---	45	902	2	13	220	33
All other	23	(x)	335	9,086	18	138	27	42	1,233	1	5	(x)	---	28	1,053	---	89	1,829	6	144	2,981	11
Machinery--equipment--supplies	192	37,062	2,296	74,748	79	655	207	481	12,422	11	234	7,040	---	513	21,759	3	407	8,003	34	454	8,329	51
Commercial equipment and supplies:																						
Restaurant and hotel supply houses	8	605	56	1,649	---	---	10	10	197	---	5	167	---	14	505	---	10	138	---	7	122	---
All other	19	1,449	119	3,253	---	---	11	24	482	---	8	207	---	31	1,000	---	19	372	---	26	527	---
Farm and dairy	9	1,508	83	2,450	1	(x)	11	13	370	---	6	175	---	15	540	---	25	370	1	13	269	---
Industrial machinery, equipment, and supplies:																						
Industrial (general line)	15	10,051	573	18,501	22	122	47	119	2,786	---	83	2,329	---	137	5,426	---	131	2,343	17	56	1,025	5
Road building	11	7,229	279	11,699	5	84	15	44	1,757	---	9	468	---	41	3,264	---	56	1,801	---	114	2,587	5
Mine and mill supplies	21	4,897	313	9,888	13	78	38	53	1,402	8	30	946	---	50	2,360	1	51	1,003	3	91	1,229	1
All other	40	4,037	287	8,944	13	163	27	78	1,754	3	26	903	---	62	2,161	---	49	902	8	45	862	2
Professional equipment and supplies:																						
Dental supply houses	10	1,275	119	4,196	---	---	12	22	583	---	31	874	---	29	1,198	---	14	244	---	11	147	---
All other	8	1,330	94	3,019	17	128	6	29	797	---	17	537	---	17	843	---	8	149	1	17	203	16
Service equipment and supplies:																						
Barber and beauty supply houses	26	1,597	167	4,547	2	(x)	12	34	811	---	11	192	---	66	2,349	---	24	323	1	20	282	1
Laundry and dry cleaning	7	1,200	71	2,970	5	55	8	28	906	---	---	---	---	23	1,082	2	9	175	3	3	69	---
All other	14	742	83	2,080	1	(x)	6	16	287	---	5	172	---	23	851	---	8	108	---	25	415	1
Transportation equipment and supplies	4	1,142	52	1,552	---	---	4	11	290	---	3	70	---	5	200	---	3	75	---	26	592	---
Metals and metal work (except scrap)	9	1,765	102	3,510	4	24	15	14	325	---	9	174	---	20	871	---	35	702	---	9	176	4
Paper and its products	64	13,104	855	26,131	26	149	62	205	4,978	3	43	1,255	---	259	10,045	---	161	3,116	13	125	1,869	10
Wrapping or coarse paper and products	41	9,668	657	19,609	17	78	36	155	3,888	2	25	831	---	209	8,006	---	123	2,314	6	109	1,591	9
Printing and writing papers	12	2,938	142	5,058	9	71	16	32	688	1	6	161	---	42	1,773	---	33	660	7	13	236	1
All other	11	498	56	1,464	---	---	10	18	402	---	12	263	---	8	266	---	5	142	---	3	42	---
Plumbing and heating equipment and supplies	44	6,597	[illegible]2	11,935	59	322	40	104	2,717	42	27	671	1	88	3,241	---	92	1,888	9	31	551	7
Plumbing and heating (general line)	14	3,182	129	4,046	48	173	11	38	1,136	41	8	195	1	28	1,206	---	35	684	6	9	137	---
Heating (including stoves and ranges)	8	511	57	1,626	6	105	9	14	213	---	2	(x)	---	8	329	---	14	255	2	10	269	4
Plumbing fixtures, equipment, and supplies	13	2,352	132	4,207	5	44	14	36	958	1	14	364	---	25	1,022	---	37	859	1	6	62	3
All other	9	552	64	2,056	---	---	6	16	410	---	3	(x)	---	27	684	---	6	110	---	6	83	---
Tobacco and products (except leaf)	64	28,873	591	14,129	14	86	22	111	2,572	---	57	770	1	206	5,976	---	107	1,732	1	108	1,690	12
Waste materials	113	15,271	1,742	27,061	80	565	42	96	2,316	2	17	438	---	21	537	---	380	4,677	6	1,186	16,371	72
Iron and steel scrap	56	7,467	899	15,052	22	188	23	48	1,130	2	9	220	---	11	327	---	54	(x)	2	756	10,765	18
Junk and scrap (general line)	33	5,474	560	7,497	33	225	10	31	736	---	7	(x)	---	10	210	---	228	2,406	---	280	3,488	33
Waste paper, rags, and rubber	9	595	172	2,911	10	62	9	8	197	---	---	---	---	---	---	---	87	1,212	3	68	941	7
All other	15	1,735	105	1,601	15	92	---	11	253	---	1	(x)	---	---	---	---	11	(x)	1	82	1,177	14

For footnotes, see end of table.

TABLE 3. ANALYSIS OF EMPLOYMENT AND PAY ROLL BY OCCUPATIONAL GROUPS

TYPES OF OPERATION BY KINDS OF BUSINESS—Continued

EAST SOUTH CENTRAL

(Figures are for week ended October 21, 1939, except where such period is not representative. In such cases one week of representative employment is given)

TYPE OF OPERATION KIND OF BUSINESS	ESTABLISHMENTS REPORTING EMPLOYEES BY OCCUPATIONAL GROUPS		TOTAL EMPLOYEES REPORTED BY OCCUPATIONAL GROUPS				Number of executives and salaried opp. before officers	OFFICE AND CLERICAL EMPLOYEES			INSIDE SELLING EMPLOYEES			OUTSIDE SELLING EMPLOYEES			WAREHOUSE EMPLOYEES			ALL OTHER		
			Full-time		Part-time			Full-time		Number of part-time	Full-time		Number of part-time	Full-time		Number of part-time	Full-time		Number of part-time	Full-time		Number of part-time
	Number	Sales (add 000)	Number	Pay roll for week	Number	Pay roll for week		Number	Pay roll for week		Number	Pay roll for week		Number	Pay roll for week		Number	Pay roll for week		Number	Pay roll for week	
SERVICE AND LIMITED-FUNCTION WHOLESALERS—Con.																						
All other products	117	$17,287	1,090	$31,750	100	$852	76	318	$7,203	9	73	$1,785	1	205	$8,118	8	172	$5,291	10	246	$5,124	74
Books, periodicals, and newspapers	24	2,593	198	4,813	9	77	10	95	2,115	2	---	---	---	37	739	3	34	567	1	22	388	3
Forest products (except lumber)	17	2,975	101	2,257	42	435	5	24	764	---	1	(x)	---	---	---	---	1	(x)	---	70	1,046	42
General merchandise	7	5,931	376	12,601	11	33	18	131	2,883	---	15	397	---	99	5,158	3	111	2,253	8	2	(x)	---
Leather and shoe findings	19	1,171	97	2,564	3	22	12	21	389	1	14	307	1	32	998	---	10	163	1	8	127	---
Optical goods	18	984	150	4,371	---	---	8	20	403	---	1	(x)	---	4	148	---	---	---	---	117	3,005	---
Miscellaneous kinds of business [1]	32	3,653	168	5,344	38	265	23	27	649	6	42	(x)	---	33	1,075	---	16	(x)	---	27	(x)	29
MANUFACTURERS' SALES BRANCHES (With stocks)	361	173,173	8,317	211,910	331	3,213	140	1,360	39,008	27	250	9,956	1	2,004	93,805	13	1,527	32,786	141	1,056	25,879	149
Amusement and sporting goods	8	(x)	134	4,068	15	223	7	84	1,887	---	2	(x)	---	18	857	---	25	549	---	18	541	15
Automotive	27	12,108	407	10,085	12	194	17	106	3,211	---	18	918	---	137	7,270	1	49	1,114	8	80	2,085	5
Chemicals and paints	16	8,517	223	11,863	6	68	1	82	3,255	1	15	416	---	98	7,261	---	22	459	5	7	(x)	---
Drugs and drug sundries (specialty lines)	4	1,757	103	3,766	---	---	3	30	670	---	3	114	---	54	2,380	---	13	307	---	---	---	---
Farm products--consumer goods	9	3,020	116	3,631	6	42	2	23	625	---	---	---	---	55	1,972	---	15	(x)	---	21	520	6
Farm supplies	10	9,536	114	4,297	3	20	10	36	1,204	---	2	(x)	---	49	1,939	---	7	154	1	10	135	2
Groceries and foods (specialty lines)	123	76,620	2,425	71,836	227	2,076	13	371	10,071	17	125	5,881	---	874	33,348	12	552	12,030	98	490	9,817	100
Lumber and construction materials	6	(x)	269	7,832	7	15	---	55	2,035	---	3	60	---	47	2,286	---	154	3,412	3	10	139	4
Machinery--equipment--supplies	76	24,225	1,084	42,272	26	303	54	288	8,249	2	24	964	1	311	16,858	---	147	3,186	6	260	8,949	17
Metals and metal work (except scrap)	12	8,099	338	7,673	---	---	3	36	1,038	---	4	146	---	36	1,515	---	242	4,365	---	17	388	---
Paper and its products	11	3,822	126	5,229	---	---	3	34	867	---	7	590	---	60	3,187	---	22	456	---	---	---	---
Plumbing and heating equipment and supplies	18	8,446	454	13,306	26	261	7	160	4,529	7	8	251	---	98	4,092	---	117	2,260	19	84	1,606	---
All other [2]	41	14,675	524	20,151	3	14	20	75	1,567	---	19	616	---	169	11,059	---	182	(x)	3	79	(x)	---
MANUFACTURERS' SALES OFFICES (Without stocks)	100	65,736	951	45,480	33	326	9	256	7,511	4	19	718	---	578	34,339	1	---	---	---	69	1,855	28
Chemicals and paints	8	6,970	197	9,572	1	(x)	3	91	2,439	1	1	(x)	---	87	6,332	---	---	---	---	15	474	---
Groceries and foods (specialty lines)	19	9,067	182	8,193	8	22	2	17	481	---	8	(x)	---	141	6,982	1	---	---	---	14	222	7
Lumber and construction materials	15	11,702	181	9,679	2	(x)	2	60	2,047	2	2	(x)	---	104	6,901	---	---	---	---	13	315	---
Machinery--equipment--supplies	12	2,412	68	3,273	7	169	---	19	537	---	2	(x)	---	41	2,921	---	---	---	---	6	(x)	7
Metals and metal work (except scrap)	6	(x)	50	3,256	10	26	---	16	402	---	---	---	---	29	2,712	---	---	---	---	5	142	10
Tobacco and products (except leaf)	12	17,834	100	5,850	---	---	---	---	---	---	---	---	---	100	3,850	---	---	---	---	---	---	---
All other [3]	28	(x)	173	7,857	5	81	2	53	1,605	1	6	126	---	76	5,241	---	---	---	---	16	(x)	4
														SALESMEN			TRUCK OPERATORS AND CHAUFFEURS					
PETROLEUM BULK STATIONS AND TERMINALS: **																						
Petroleum and its products	323	76,148	2,304	65,152	120	1,724	110	385	10,802	11	---	---	---	257	9,551	5	857	22,113	14	696	16,074	90
														BUYING AND SELLING EMPLOYES								
AGENTS AND BROKERS	406	253,178	4,924	97,563	3,259	24,570	206	756	22,257	89	---	---	---	561	17,232	32	---	---	---	3,401	42,430	3,138
Farm products--raw materials	196	150,797	4,083	70,822	3,180	23,835	128	479	15,318	74	---	---	---	301	8,730	25	---	---	---	3,185	57,457	3,081
Groceries and foods (specialty lines)	72	41,710	247	9,070	23	129	21	106	2,602	2	---	---	---	64	2,669	2	---	---	---	56	883	19
Lumber and construction materials	14	(x)	561	2,162	5	127	8	18	403	1	---	---	---	8	244	2	---	---	---	22	795	2
Machinery--equipment--supplies	47	4,375	270	8,423	18	156	14	50	1,127	4	---	---	---	115	4,177	---	---	---	---	93	2,296	14
All other [4]	77	55,796	256	9,886	33	323	35	103	2,807	8	---	---	---	75	3,112	3	---	---	---	45	999	22
ASSEMBLERS	402	90,352	3,020	50,545	1,830	17,013	88	330	7,523	70	---	---	---	391	9,329	23	---	---	---	2,213	28,618	1,737
Farm products--raw materials	214	74,409	1,262	27,597	732	7,083	46	258	5,878	53	---	---	---	188	4,819	14	---	---	---	810	(x)	683
Farm products--consumer goods	162	14,683	1,676	21,789	635	7,649	38	76	1,554	15	---	---	---	186	4,232	9	---	---	---	1,566	18,547	611
All other [6]	26	1,260	72	1,159	463	2,081	2	16	291	---	---	---	---	17	278	---	---	---	---	37	(x)	463

** Sales include taxes.

x Withheld to avoid disclosure.

[1] Includes 5 jewelry; 4 petroleum and its products; and 23 miscellaneous kinds of business.

[2] Includes 7 beer, wines, and liquors; 3 clothing and furnishings; 4 electrical goods; 7 furniture and house furnishings; and 20 all other products.

[3] Includes 1 amusement and sporting goods; 1 clothing and furnishings; 3 drugs and drug sundries (specialty lines); 7 electrical goods; 1 farm products--consumer goods; 2 farm supplies; 5 paper and its products; 6 plumbing and heating equipment and supplies; and 2 all other products.

[4] Includes 4 automotive; 4 beer, wines, and liquors; 2 chemicals and paints; 7 clothing and furnishings; 6 coal and coke; 4 dry goods (specialty lines); 5 electrical goods; 8 farm products--consumer goods; 5 farm supplies; 3 furniture and house furnishings; 6 hardware; 7 metals and metal work (except scrap); 1 paper and its products; 2 petroleum and its products; 3 plumbing and heating equipment and supplies; and 15 all other products.

[6] Includes 8 farm supplies; and 18 groceries and foods (specialty lines).

WEST SOUTH CENTRAL

TABLE 3. ANALYSIS OF EMPLOYMENT AND PAY ROLL BY OCCUPATIONAL GROUPS

TYPES OF OPERATION BY KINDS OF BUSINESS

[Figures are for week ended October 21, 1939, except where such period is not representative. In such case, one week of representative employment is given.]

TYPE OF OPERATION KIND OF BUSINESS	ESTABLISHMENTS REPORTING EMPLOYEES BY OCCUPATIONAL GROUPS		TOTAL EMPLOYEES REPORTED BY OCCUPATIONAL GROUPS				Number of executives and salaried corporation officers	OFFICE AND CLERICAL EMPLOYEES			INSIDE SELLING EMPLOYEES			OUTSIDE SELLING EMPLOYEES			WAREHOUSE EMPLOYEES			ALL OTHER		
			Full-time		Part-time			Full-time		Number of part-time	Full-time		Number of part-time	Full-time		Number of part-time	Full-time		Number of part-time	Full-time		Number of part-time
	Number	Sales (add zero)	Number	Pay roll for week	Number	Pay roll for week		Number	Pay roll for week		Number	Pay roll for week		Number	Pay roll for week		Number	Pay roll for week		Number	Pay roll for week	
SERVICE AND LIMITED-FUNCTION WHOLESALERS	5,145	$1,310,729	57,982	$1,613,770	4,762	$38,817	3,127	11,001	$286,769	228	4,664	$123,748	102	12,816	$470,053	213	13,885	$253,505	1,014	12,489	$236,290	3,205
Amusement and sporting goods	55	5,580	404	11,894	32	487	35	108	2,502	9	63	1,603	3	82	3,159	2	42	762	5	74	1,401	13
Bicycles and supplies	6	443	49	1,266	---	---	6	5	76	---	8	236	---	7	167	---	6	81	---	17	341	---
Motion picture film exchanges	6	763	70	2,472	---	---	6	37	883	---	2	(x)	---	9	357	---	3	62	---	13	210	---
Sporting goods	19	2,549	163	5,122	6	42	16	32	855	1	31	854	---	45	1,710	---	10	181	---	29	579	5
Toys, novelties, and fireworks	12	468	49	1,116	20	352	7	13	251	4	10	170	3	5	155	2	10	227	5	4	(x)	6
All other	12	1,357	75	1,918	6	93	---	21	457	4	12	(x)	---	16	770	---	13	211	---	11	(x)	2
Automotive	584	92,319	5,330	158,610	158	2,771	325	1,026	26,625	20	980	24,849	15	1,381	40,884	5	746	17,765	65	1,172	24,953	53
Automobiles (new and used)	35	36,761	574	21,662	8	141	51	130	4,606	3	35	1,145	---	171	6,955	2	17	522	---	170	4,035	3
Trucks and tractors	9	1,365	89	2,019	4	(x)	5	17	383	---	6	195	---	8	214	---	9	197	---	44	820	4
Automotive accessories and equipment	208	20,764	1,595	43,426	44	727	102	330	7,921	8	329	7,919	7	325	10,774	3	213	3,998	1	296	5,873	25
Automotive parts	299	29,971	2,879	86,355	101	1,846	153	507	12,710	9	586	15,002	8	527	21,361	---	490	12,723	64	616	13,327	20
Tires and tubes	33	3,458	193	5,148	1	(x)	14	42	1,005	---	24	588	---	50	1,580	---	17	525	---	46	898	1
Beer, wines, and liquors	351	72,929	2,775	74,614	211	1,465	135	405	10,249	16	50	1,259	---	1,074	33,530	16	585	10,330	67	526	9,867	112
Beer and ale	268	30,143	1,418	34,752	112	744	76	142	3,408	12	26	567	---	715	17,985	9	159	3,065	21	300	5,743	70
Wines and liquors	83	42,786	1,357	39,862	99	721	59	263	6,841	4	24	692	---	359	15,545	7	426	7,265	46	226	4,124	42
Chemicals and paints	53	6,469	478	15,020	14	174	53	93	2,240	3	42	997	---	106	3,862	---	97	1,959	2	87	1,961	9
Industrial chemicals	15	(x)	121	4,185	2	(x)	18	29	745	1	---	---	---	30	1,288	---	38	761	1	8	151	---
Paints and varnishes	15	1,280	105	3,462	4	36	7	13	332	1	9	194	---	25	1,177	---	13	283	1	38	1,070	2
Paints with glass and/or wallpaper	10	2,376	205	5,743	5	102	19	44	1,026	---	33	803	---	40	1,101	---	39	730	---	30	497	5
All other	13	(x)	47	1,630	3	(x)	11	7	137	1	---	---	---	11	296	---	7	165	---	11	243	2
Clothing and furnishings	62	11,278	640	18,214	32	488	48	136	2,781	7	63	1,457	4	158	6,974	8	93	1,575	1	144	1,971	12
Clothing and furnishings (general line)	12	2,197	128	3,349	9	169	11	23	485	1	13	276	---	42	1,458	8	13	211	---	28	378	---
Men's and boys'	13	1,744	150	4,089	2	(x)	15	24	487	1	7	168	---	34	1,634	---	12	205	---	58	751	1
Women's and children's	16	3,073	154	4,420	14	204	6	32	585	5	32	808	4	22	1,357	---	21	322	1	41	534	4
Shoes and other footwear	7	3,436	134	4,849	1	(x)	12	32	944	---	3	81	---	40	2,010	---	40	718	---	7	107	1
All other	14	828	74	1,507	6	90	4	25	280	---	8	124	---	18	515	---	7	119	---	12	191	6
Drugs (general line)	31	37,279	1,628	52,816	40	330	95	442	11,587	4	70	1,768	---	281	16,467	---	630	12,943	21	110	1,774	15
Service wholesalers (without liquor)	20	21,869	969	32,177	8	55	64	262	6,910	3	37	921	---	163	9,390	---	370	7,913	3	73	1,352	2
Service wholesalers (with liquor)	11	15,410	659	20,639	32	275	31	180	4,677	1	33	847	---	118	7,077	---	260	5,030	18	37	422	13
Drugs and drug sundries (specialty lines)	73	6,489	464	11,753	14	126	32	88	1,724	4	73	1,344	---	128	4,929	3	75	1,158	---	88	870	7
Proprietary medicines	25	3,072	203	5,184	8	71	10	37	745	2	18	354	---	32	2,426	2	41	612	---	45	562	4
Toiletries	12	627	61	1,403	---	---	6	9	146	---	33	640	---	10	271	---	3	33	---	---	---	---
Drug specialties and sundries	36	2,790	200	5,066	6	55	16	42	833	2	22	350	---	66	2,232	1	31	513	---	23	308	3
Dry goods (general line)	27	(x)	1,170	35,134	59	384	63	195	4,561	4	353	9,497	52	256	8,079	1	224	3,945	1	79	1,546	1
Dry goods (specialty lines)	38	4,840	194	4,762	6	46	12	62	1,288	---	33	787	---	35	1,469	1	33	422	---	19	199	5
Electrical goods	155	46,554	2,203	75,018	32	317	161	725	17,685	11	253	7,455	---	453	21,582	---	373	8,101	6	238	5,689	15
Electrical merchandise (general line)	31	(x)	912	30,256	3	30	50	388	8,579	2	107	3,588	---	166	8,158	---	158	3,825	1	63	1,212	---
Wiring supplies and construction materials	35	8,262	400	12,658	7	47	38	115	2,807	1	45	1,119	---	68	2,533	---	88	1,631	1	46	857	5
Radios and equipment	42	5,672	331	10,174	15	167	33	80	1,677	6	48	1,170	---	70	2,898	---	46	864	3	56	1,402	6
Refrigerators and equipment (household)	12	5,820	193	8,439	3	40	9	73	2,477	1	7	233	---	49	2,949	---	20	616	1	35	1,189	1
All other	35	(x)	367	13,491	4	33	31	89	2,145	1	48	1,545	---	100	5,044	---	61	1,165	---	38	1,029	3
Farm products--raw materials	117	144,905	1,457	48,686	223	3,010	83	502	17,637	11	67	1,823	---	195	7,981	43	351	5,230	34	259	5,500	135
Cotton	41	98,353	768	29,951	42	622	43	383	14,171	7	20	787	---	149	6,431	15	51	651	16	122	2,785	4
Grains	41	36,061	410	11,419	113	1,828	28	82	2,411	---	26	644	---	36	1,406	28	169	2,973	8	69	1,395	77
Hides, skins, and raw furs	17	3,819	91	2,229	21	79	5	19	569	1	2	(x)	---	1	(x)	---	34	434	---	30	860	20
All other	18	6,652	188	3,087	47	481	7	18	488	3	19	(x)	---	9	(x)	---	97	1,192	10	38	460	34

For footnotes, see end of table.

WEST SOUTH CENTRAL

TABLE 3.- ANALYSIS OF EMPLOYMENT AND PAY ROLL BY OCCUPATIONAL GROUPS

TYPES OF OPERATION BY KINDS OF BUSINESS—Continued

[Figures are for week ended October 21, 1939, except where such period is not representative. In such cases one week representative employment is given.]

TYPE OF OPERATION KIND OF BUSINESS	ESTABLISHMENTS REPORTING EMPLOYEES BY OCCUPATIONAL GROUPS		TOTAL EMPLOYEES REPORTED BY OCCUPATIONAL GROUPS				OFFICE AND CLERICAL EMPLOYEES			INSIDE SELLING EMPLOYEES			OUTSIDE SELLING EMPLOYEES			WAREHOUSE EMPLOYEES			ALL OTHER		
			Full-time		Part-time		Full-time		Number of part-time	Full-time		Number of part-time	Full-time		Number of part-time	Full-time		Number of part-time	Full-time		Number of part-time
	Number	Sales (add 000)	Number	Pay roll for week	Number	Pay roll for week	Number	Pay roll for week		Number	Pay roll for week		Number	Pay roll for week		Number	Pay roll for week		Number	Pay roll for week	
SERVICE AND LIMITED-FUNCTION WHOLESALERS—Con.																					
Farm products—consumer goods	421	$80,430	5,945	$137,900	1,051	$5,825	166	573	$15,753	21	267	$6,097	6	1,700	$49,336	34	1,233	$22,095	170	2,006	$34,564	820
Dairy and poultry products	123	17,565	2,516	57,127	87	1,077	57	205	5,307	11	88	1,298	4	1,012	26,176	34	287	5,586	25	867	15,594	13
Poultry and poultry products	53	5,405	360	7,057	45	(x)	9	22	502	3	18	345	1	75	1,722	---	65	1,097	21	171	2,732	20
Fruits and vegetables (fresh)	242	55,437	2,938	70,728	918	4,470	97	326	9,499	7	161	4,454	1	585	20,494	---	820	14,465	124	949	15,816	786
All other	3	2,023	131	2,988	1	(x)	3	20	445	---	---	---	---	28	944	---	61	947	---	19	422	1
Farm supplies	97	12,553	703	14,904	32	278	34	107	2,620	1	80	1,551	4	80	2,357	2	203	3,338	19	199	2,846	6
Feed	70	9,827	501	9,971	24	189	26	69	1,654	---	53	958	---	52	1,449	2	135	2,214	17	166	2,289	5
All other	27	2,706	202	4,933	8	89	8	38	966	1	27	593	4	28	908	---	68	1,124	2	33	557	1
Furniture and house furnishings	48	10,936	658	20,554	32	200	46	152	3,605	7	47	1,828	---	139	6,135	---	222	4,020	13	52	1,167	12
China, glassware, and crockery	6	1,204	79	2,287	---	---	2	24	495	---	---	---	---	27	870	---	21	(x)	---	5	70	---
Floor coverings	9	3,378	134	4,598	8	59	7	35	833	---	10	372	---	28	1,644	---	49	972	8	5	108	---
Furniture (general line)	5	1,688	132	4,171	---	---	14	22	481	---	3	100	---	34	1,605	---	53	(x)	---	6	136	---
Furniture (household)	10	(x)	171	5,422	---	---	12	39	949	---	23	1,128	---	23	1,071	---	68	1,218	---	8	202	---
All other	18	(x)	142	4,096	24	141	11	32	847	7	11	228	---	27	945	---	33	583	5	28	651	12
Groceries (general line)	805	274,503	9,493	255,074	871	6,946	452	1,488	37,566	30	364	9,210	3	1,984	70,370	2	3,328	57,211	230	1,877	49,482	606
Not sponsoring cooperative or voluntary groups	534	241,668	8,331	224,136	804	6,120	403	1,283	31,817	18	347	8,777	3	1,756	62,111	2	2,827	46,893	179	1,735	48,799	602
Voluntary group wholesalers	38	26,528	1,026	27,234	60	749	44	196	5,546	6	15	(x)	---	231	7,783	---	410	7,671	50	130	2,500	4
All other	33	6,307	136	3,704	7	77	5	9	203	6	2	(x)	---	17	476	---	91	2,447	1	12	183	---
Groceries and foods (specialty lines)	579	88,725	4,807	115,587	603	3,534	201	652	16,260	19	370	7,544	8	1,434	44,788	48	1,001	14,935	48	1,149	17,831	480
Canned foods	15	1,864	91	3,340	9	72	6	18	422	---	6	198	---	36	1,730	---	18	424	---	5	82	9
Coffee, tea, and spices	64	15,287	569	17,487	23	225	46	142	4,239	3	15	339	---	154	5,536	---	124	2,206	10	88	1,412	10
Coffee roasting and spice grinding	37	16,492	1,019	26,897	63	217	32	124	3,225	---	20	362	---	366	13,639	41	236	3,178	14	241	3,720	8
Confectionery	86	7,477	435	9,574	25	145	19	56	1,149	3	35	574	---	191	4,798	2	56	838	3	76	1,107	17
Fish and sea foods	59	3,879	386	6,230	365	1,826	13	32	621	4	45	847	1	57	1,123	---	111	1,226	3	128	1,819	357
Flour	27	2,200	110	2,485	4	15	5	12	232	---	12	210	---	31	825	---	20	272	---	30	391	4
Meats and provisions	107	15,116	879	19,826	31	407	28	82	2,100	2	135	2,906	2	212	5,571	---	119	2,065	---	303	5,145	27
All other	184	26,390	1,318	29,748	83	627	50	184	4,272	7	102	2,106	5	387	11,566	5	517	4,726	18	278	4,155	48
Hardware	79	54,973	3,165	100,278	125	1,334	192	817	21,117	8	360	12,252	---	566	26,784	---	931	17,730	85	279	5,507	32
Hardware (general line)	70	54,001	3,111	98,891	124	(x)	187	800	20,777	7	372	12,018	---	555	26,432	---	922	17,576	85	275	5,443	32
Specialty lines	9	972	54	1,387	1	(x)	5	17	340	1	8	234	---	11	352	---	9	154	---	4	64	---
Jewelry	13	3,124	212	5,619	2	(x)	14	62	1,245	---	42	921	---	25	1,057	---	17	373	---	52	815	2
Jewelry (general line)	7	(x)	132	4,186	1	(x)	11	33	824	---	38	846	---	14	742	---	14	333	---	22	360	1
All other	6	(x)	80	1,431	1	(x)	3	29	421	---	4	75	---	11	315	---	3	40	---	30	450	1
Lumber and construction materials	195	42,854	2,419	66,089	238	3,204	166	444	12,256	7	80	2,521	---	276	10,752	24	779	14,810	29	674	14,459	175
Builders' supplies (general line)	32	(x)	904	21,920	53	785	40	154	4,229	---	31	969	---	85	3,351	5	305	5,440	5	391	4,594	48
Lumber	94	19,011	507	11,080	94	1,443	46	87	2,703	5	28	845	---	41	1,655	22	32	689	---	73	1,373	67
Lumber and millwork	10	1,377	90	2,069	1	(x)	7	15	347	---	4	182	---	7	246	---	55	932	1	2	(x)	---
Millwork	14	3,194	220	5,936	20	67	18	38	956	---	2	(x)	---	34	1,402	---	102	1,695	1	26	829	19
Brick, tile, and [illegible]	12	1,149	53	1,675	2	(x)	6	24	511	1	1	(x)	---	11	372	---	9	161	---	2	(x)	1
Cement, lime, and plaster	4	[illegible]	32	1,694	1	(x)	6	8	129	---	---	---	---	5	116	---	15	276	1	24	392	---
Glass	12	1,403	214	5,895	1	(x)	16	26	518	---	4	106	---	28	989	---	128	2,551	---	18	4[illegible]	[illegible]
All other	47	(x)	573	15,820	66	870	27	90	2,863	1	10	293	---	67	2,623	2	139	2,864	21	240	5,[illegible]	4[illegible]
Machinery, equipment, and supplies	774	141,811	3,941	199,286	360	3,874	416	1,377	38,436	26	567	17,827	4	1,453	64,352	12	995	22,424	96	1,133	[illegible]	[illegible]
Commercial equipment and supplies:																						
Restaurant and hotel supply houses	17	2,[illegible]	189	6,436	5	52	15	28	791	---	25	711	---	43	1,972	-	42	5[illegible]	3	32	4[illegible]	[illegible]
Garage and filling station equipment	12	[illegible]	[illegible]	1,830	1	(x)	3	12	247	1	7	151	---	21	518	-	9	171	-	14	324	[illegible]
Store fixtures and equipment	12	[illegible]	[illegible]	1,929	2	(x)	3	11	212	---	4	84	---	19	682	2	6	169	-	[illegible]	[illegible]	[illegible]
All other	18	1,[illegible]	[illegible]	2,419	1	(x)	4	24	493	---	3	60	---	18	690	1	19	339	- -	2[illegible]	[illegible]	[illegible]
Farm and dairy	17	2,354	1[illegible]	3,358	2	(x)	13	30	716	1	11	267	---	23	804	- -	23	455	1	19	[illegible]	[illegible]

For footnotes, see end of table.

TABLE 3.—ANALYSIS OF EMPLOYMENT AND PAY ROLL BY OCCUPATIONAL GROUPS

TYPES OF OPERATIONS BY KINDS OF BUSINESS—Continued

WEST SOUTH CENTRAL

[Figures are for week ended October 21, 1939, except where such period is not representative. In such cases one week of representative employment is given]

TYPE OF OPERATION KIND OF BUSINESS	ESTABLISHMENTS REPORTING EMPLOYEES BY OCCUPATIONAL GROUPS		TOTAL EMPLOYEES REPORTED BY OCCUPATIONAL GROUPS				Number of executives and salaried operation officers	OFFICE AND CLERICAL EMPLOYEES			INSIDE SELLING EMPLOYEES			OUTSIDE SELLING EMPLOYEES			WAREHOUSE EMPLOYEES			ALL OTHER		
			Full-time		Part-time			Full-time		Number of part-time	Full-time		Number of part-time	Full-time		Number of part-time	Full-time		Number of part-time	Full-time		Number of part-time
	Number	Sales (thousands)	Number	Pay-roll for week	Number	Pay-roll for week		Number	Pay-roll for week		Number	Pay-roll for week		Number	Pay-roll for week		Number	Pay-roll for week		Number	Pay-roll for week	
SERVICE AND LIMITED-FUNCTION WHOLESALERS—Con.																						
Machinery-equipment-supplies—Con.																						
Industrial machinery, equipment, and supplies:																						
Industrial (general line)	17	$9,965	634	$21,788	10	[illegible]	43	192	$5,026	-	67	$2,329	---	120	$5,074	---	174	$3,538	3	38	$667	7
Construction (except road building)	[illegible]	1,711	81	2,736	14	[illegible]	4	20	591	-	---	---	---	20	893	---	8	180	-	28	724	14
Road building	11	2,146	136	4,833	17	[illegible]	[illegible]	24	737	1	4	147	--	22	1,090	-	10	237	1	37	865	15
Machine tools	3	1,121	52	[illegible],976	---	-	[illegible]	18	822	-	5	151	---	16	739	-	8	153	-	2	(x)	-
Mine and mill supplies	15	7,152	287	7,559	4	13	23	86	2,568	---	10	260	---	52	1,686	-	50	666	---	66	836	4
Oil well supply houses	363	87,103	2,149	83,959	177	2,037	104	398	13,764	5	233	8,672	1	606	31,784	4	329	9,410	61	477	9,931	10
Used machinery and equipment	34	1,913	148	3,110	30	249	4	16	377	3	5	186	1	6	166	1	21	458	6	96	1,670	19
All other	74	9,121	468	14,719	48	568	54	132	3,495	7	30	786	1	101	3,841	3	102	2,319	16	49	(x)	21
Professional equipment and supplies:																						
Dental supply houses	19	2,114	214	6,358	---	---	16	72	1,528	--	60	1,431	---	39	1,652	---	10	179	---	17	241	-
Religious supply houses	3	829	56	1,832	7	107	6	16	400	4	5	104	1	14	593	---	3	70	2	12	186	--
School equipment and supplies	14	1,705	137	4,555	33	217	11	47	1,401	3	9	279	---	35	1,353	---	27	556	2	8	214	28
All other	11	1,023	73	2,646	1	(x)	12	22	595	1	6	177	-	18	654	---	6	149	---	9	134	--
Service equipment and supplies:																						
Barber and beauty supply houses	52	2,751	396	9,220	2	(x)	36	82	1,393	---	35	748	---	128	3,889	---	61	854	- -	54	533	2
Laundry and dry cleaning	13	1,973	156	4,439	4	24	9	34	902	---	5	125	---	35	1,660	---	19	392	1	31	442	3
Upholsterers' supplies	7	(x)	91	2,095	---	---	3	18	340	---	14	347	---	12	437	---	6	103	---	38	741	---
All other	34	(x)	221	6,919	2	(x)	21	56	1,291	---	13	303	---	69	2,833	1	29	543	---	33	478	1
Transportation equipment and supplies	22	2,848	160	4,658	---	---	17	39	949	---	16	509	---	31	924	---	32	657	---	25	437	---
Metals and metal work (except scrap)	36	5,217	342	10,766	69	452	31	86	2,512	---	19	815	1	[illegible]	1,521	---	52	1,004	4	116	1,953	64
Building metal work	11	691	60	1,712	45	295	9	10	349	---	1	(x)	---	7	363	---	3	88	1	30	610	44
Iron and steel products (general line)	3	(x)	109	4,163	---	---	8	43	1,175	---	12	570	---	12	430	---	18	294	---	16	211	- -
Iron and steel products (flat)	4	903	51	1,916	5	45	5	12	411	---	3	101	1	12	445	---	9	168	---	10	216	4
All other	18	(x)	122	2,993	19	112	9	21	574	---	3	(x)	---	7	283	---	22	454	3	60	916	16
Paper and its products	74	13,914	964	30,865	44	280	56	231	5,469	1	41	1,138	---	294	12,478	1	264	4,949	5	78	1,402	37
Wrapping or coarse paper and products	50	8,621	624	20,050	34	250	38	124	3,021	1	18	446	---	203	8,725	1	198	3,682	4	43	719	28
Printing and writing papers	14	4,872	291	9,476	9	(x)	15	91	2,034	---	13	494	---	78	3,438	---	63	1,228	---	31	622	9
All other	10	421	49	1,139	1	(x)	3	16	414	---	10	198	---	13	315	---	3	39	1	4	61	---
Petroleum and its products	62	10,765	461	11,055	23	218	27	49	1,387	1	18	336	---	104	2,548	3	25	476	2	238	4,583	17
Plumbing and heating equipment and supplies	96	18,352	1,047	31,534	83	458	97	280	6,988	4	59	1,766	---	196	7,901	---	263	5,380	29	152	2,527	50
Plumbing and heating (general line)	13	(x)	233	7,650	12	60	25	76	1,981	1	6	263	---	42	1,745	---	53	1,062	6	31	465	5
Heating (including stoves and ranges)	11	(x)	122	3,663	---	---	15	31	719	---	1	(x)	---	31	1,149	---	15	332	---	29	706	---
Plumbing fixtures, equipment, and supplies	61	10,066	541	15,670	55	209	40	135	3,610	2	46	1,302	---	89	3,281	---	147	3,113	23	84	1,193	30
All other	13	1,539	151	4,521	16	189	17	38	679	1	6	(x)	---	34	1,726	---	48	873	---	8	163	15
Tobacco and products (except leaf)	124	55,939	1,079	25,422	14	126	46	208	4,560	4	92	1,838	---	418	11,683	2	194	3,166	2	121	1,552	6
Waste materials	211	18,966	2,065	36,158	324	1,836	59	162	4,375	6	19	467	---	22	515	1	647	9,020	69	1,156	15,554	248
Iron and steel scrap	107	9,291	968	19,144	176	1,147	34	69	2,074	5	14	357	---	9	202	1	201	3,194	28	641	8,936	142
Junk and scrap (general line)	37	2,126	306	4,306	78	291	9	16	293	1	4	(x)	---	5	120	---	86	944	24	186	2,479	53
Waste paper, rags, and rubber	14	1,870	325	5,623	30	98	9	30	884	---	---	---	---	3	90	---	234	3,069	11	49	667	19
Non-ferrous metals	24	3,505	321	4,659	14	113	2	32	727	---	---	---	---	---	---	---	76	1,149	---	211	(x)	14
All other	29	2,174	145	2,406	26	187	5	15	397	---	1	(x)	---	5	103	---	50	664	6	89	(x)	20
All other products	183	(x)	1,936	48,358	70	(x)	82	531	13,741	4	172	4,798	2	240	6,880	5	482	8,424	11	431	7,514	48
Books, periodicals, and newspapers	40	4,659	344	7,549	12	105	9	122	3,154	1	11	221	---	73	1,442	5	66	1,140	1	63	987	5
Flowers and nursery stock	17	1,345	89	2,373	1	(x)	8	21	598	---	36	939	1	1	(x)	---	14	286	---	9	138	---
Forest products (except lumber)	14	1,177	120	1,923	25	330	5	10	298	1	3	75	---	5	132	---	6	74	6	91	1,139	18
General merchandise	9	11,204	696	18,620	---	---	14	220	6,027	---	45	1,069	---	81	4,361	---	300	5,259	---	36	546	---
Leather and shoe findings	23	1,846	132	3,476	4	26	13	25	551	---	24	538	1	34	1,055	---	16	268	1	18	358	2
Leather goods	5	564	61	1,626	---	---	6	10	188	---	12	366	---	7	214	---	7	116	---	19	346	---
Optical goods	29	1,586	258	6,776	3	18	7	41	927	2	27	1,264	---	8	300	---	11	267	1	164	3,447	---
Textiles and materials (other than dry goods)	11	1,442	63	1,591	---	---	6	7	205	---	---	---	---	3	172	---	43	821	---	4	34	---
Miscellaneous kinds of business [1]	35	(x)	175	4,624	25	163	14	75	1,793	---	14	326	---	28	(x)	---	17	193	2	27	539	23

For footnotes, see end of table.

TABLE 3.—ANALYSIS OF EMPLOYMENT AND PAY ROLL BY OCCUPATIONAL GROUPS

WEST SOUTH CENTRAL

TYPES OF OPERATION BY KINDS OF BUSINESS—Continued

[Figures are for week ended October 21, 1939, except where such period is not representative. In such cases one week of representative employment is given]

TYPE OF OPERATION KIND OF BUSINESS*	ESTABLISHMENTS REPORTING EMPLOYEES BY OCCUPATIONAL GROUPS		TOTAL EMPLOYEES REPORTED BY OCCUPATIONAL GROUPS				Number of executives and salaried corporation officers	OFFICE AND CLERICAL EMPLOYEES			INSIDE SELLING EMPLOYEES			OUTSIDE SELLING EMPLOYEES			WAREHOUSE EMPLOYEES			ALL OTHER		
			Full-time		Part-time			Full-time		Number of part-time	Full-time		Number of part-time	Full-time		Number of part-time	Full-time		Number of part-time	Full-time		Number of part-time
	Number	Sales (add 000)	Number	Pay roll for week	Number	Pay roll for week		Number	Pay roll for week		Number	Pay roll for week		Number	Pay roll for week		Number	Pay roll for week		Number	Pay roll for week	
MANUFACTURERS' SALES BRANCHES (With stocks)	946	$433,676	14,458	$504,123	858	$16,302	386	3,382	$98,426	68	682	$30,055	6	4,570	$209,934	56	3,005	$70,206	290	2,433	$62,921	436
Amusement and sporting goods	24	11,708	672	22,475	63	694	20	384	10,291	1	40	1,730	---	87	5,171	46	27	1,759	---	64	1,191	16
Automotive	70	75,492	1,496	61,310	35	567	62	418	13,908	12	65	3,830	---	442	23,069	---	289	8,471	15	220	5,949	5
Beer, wines, and liquors	18	6,149	188	8,012	1	(x)	3	20	411	---	1	(x)	---	77	4,869	---	31	454	1	56	2,011	---
Chemicals and paints	35	11,733	522	19,535	12	177	14	135	4,055	---	8	194	---	207	9,721	2	128	3,101	9	30	962	1
Clothing and furnishings	5	1,451	73	2,917	---	---	3	20	537	---	1	(x)	---	33	1,445	---	15	301	---	1	(x)	---
Drugs and drug sundries (specialty lines)	14	7,860	283	11,684	---	---	7	58	1,583	---	3	160	---	129	6,306	---	53	1,440	---	33	1,475	---
Electrical goods	16	17,661	227	11,188	9	63	2	103	3,429	2	9	411	---	97	6,687	---	14	362	7	2	(x)	---
Farm products—consumer goods	20	5,314	180	5,355	16	99	9	24	559	---	11	453	---	82	2,511	1	18	311	1	36	903	14
Farm supplies	19	(x)	124	2,698	---	---	5	14	282	---	3	137	---	27	953	---	18	340	---	57	794	---
Furniture and house furnishings	13	(x)	89	3,317	10	187	---	25	843	1	5	(x)	---	28	1,738	---	29	554	9	2	(x)	---
Groceries and foods (specialty lines)	194	135,028	4,115	126,075	188	3,663	42	650	17,703	5	174	9,264	1	1,579	60,597	5	856	19,924	92	834	16,352	65
Lumber and construction materials	21	8,129	423	15,048	18	138	11	114	3,979	2	2	(x)	---	105	5,647	1	158	3,660	16	37	556	5
Machinery—equipment—supplies	337	84,846	3,923	146,411	322	6,352	145	892	25,445	31	279	9,819	5	1,206	59,282	1	541	12,102	90	960	28,[illegible]	195
Metals and metal work (except scrap)	51	28,781	718	22,148	127	3,477	4	115	3,877	4	32	1,886	---	93	4,956	---	463	10,681	19	11	486	104
Paper and its products	19	6,408	359	11,698	8	68	7	80	2,166	1	19	903	---	128	5,407	---	121	2,825	5	9	155	2
Plumbing and heating equipment and supplies	41	(x)	575	17,669	41	706	13	221	5,987	5	12	365	---	155	6,616	---	147	2,963	30	27	645	6
All other [2]	49	11,195	491	16,583	6	(x)	39	129	3,371	4	18	659	---	100	4,957	---	47	1,006	2	158	2,802	---
MANUFACTURERS' SALES OFFICES (Without stocks)	221	142,909	1,665	75,065	114	1,326	24	365	10,746	11	24	924	3	1,043	55,690	1	---	---	---	209	4,691	99
Amusement and sporting goods	5	1,867	99	2,658	2	(x)	3	27	853	1	6	151	---	14	470	---	---	---	---	49	844	1
Beer, wines, and liquors	7	9,648	117	5,184	---	---	---	8	203	---	3	110	---	92	4,432	---	---	---	---	14	439	---
Farm supplies	8	3,536	73	2,929	---	---	---	10	315	---	---	---	---	52	2,203	---	---	---	---	11	411	---
Groceries and foods (specialty lines)	37	16,120	369	14,983	24	119	3	56	1,684	---	4	342	1	254	11,549	1	---	---	---	52	1,054	22
Lumber and construction materials	17	9,797	178	9,154	---	---	5	50	1,580	---	---	---	---	121	6,695	---	---	---	---	2	(x)	---
Machinery—equipment—supplies	38	12,608	263	11,871	11	11	4	74	2,250	1	3	88	---	127	8,004	---	---	---	---	55	1,206	10
Metals and metal work (except scrap)	35	48,924	198	12,155	64	1,003	4	69	2,113	1	5	152	---	107	8,847	---	---	---	---	11	386	63
All other [3]	76	40,407	368	16,131	13	(x)	5	71	1,806	5	3	81	2	276	13,512	---	---	---	---	13	(x)	3
PETROLEUM BULK STATIONS AND TERMINALS: **														SALESMEN			TRUCK OPERATORS AND CHAUFFEURS					
Petroleum and its products	758	125,482	4,586	123,000	176	1,713	231	680	17,925	23	---	---	---	729	22,022	7	1,720	42,958	50	1,226	28,274	91
AGENTS AND BROKERS	517	297,291	2,267	74,976	359	3,972	218	803	19,652	50	---	---	---	BUYING AND SELLING EMPLOYEES 773	29,637	64	---	---	---	473	9,297	245
Automotive	13	3,010	52	1,911	3	62	5	19	406	---	---	---	---	18	945	2	---	---	---	10	183	1
Dry goods (specialty lines)	10	7,509	58	1,754	5	117	1	26	590	1	---	---	---	10	640	3	---	---	---	21	(x)	---
Electrical goods	16	3,474	50	1,757	5	64	4	26	670	2	---	---	---	16	819	3	---	---	---	4	73	---
Farm products—raw materials	93	94,542	461	14,947	182	1,681	32	143	4,028	20	---	---	---	176	6,572	45	---	---	---	110	1,796	117
Farm products—consumer goods	29	9,012	96	2,579	19	160	9	38	854	1	---	---	---	17	632	1	---	---	---	22	456	17
Groceries and foods (specialty lines)	137	104,630	523	18,230	37	280	72	221	4,995	13	---	---	---	170	8,681	3	---	---	---	60	854	21
Lumber and construction materials	26	5,390	92	3,420	28	298	8	30	795	3	---	---	---	43	1,919	1	---	---	---	11	266	24
Machinery—equipment—supplies	67	12,655	483	15,780	16	136	31	117	2,689	6	---	---	---	185	7,376	-	---	---	---	186	2,742	14
Petroleum and its products	17	21,814	54	2,740	---	---	13	31	928	-	---	---	---	9	354	-	---	-	---	1	(x)	---
All other [4]	89	35,251	398	11,858	66	1,174	45	152	3,697	5	---	---	-	129	3,695	6	---	-	---	74	1,420	56
ASSEMBLER (Mainly farm products)	1,196	217,195	7,612	128,366	5,893	62,434	230	838	22,145	62	--	---	-	1,066	26,544	192	-	-	---	1,459	[illegible]	[illegible]
Farm products—raw materials	604	167,542	2,354	55,192	818	7,364	114	513	14,147	40	--	---	---	508	14,395	57	-	-	-	1,219	[illegible]	[illegible]
Farm products—consumer goods	533	43,829	4,835	67,216	4,537	52,511	98	296	7,324	21	--	---	---	529	11,118	124	-	-	---	3,911	44,111	3,862
Groceries and foods (specialty lines)	38	2,453	339	4,283	532	2,540	7	17	416	1	---	---	---	18	376	1	---	---	-	296	[illegible]	[illegible]
All other [5]	16	2,371	84	1,695	6	19	11	12	258	- -	---	---	-	29	655	-	---	---	---	32	386	7

** Sales include taxes.

x Withheld to avoid disclosure.

[1] Includes 1 coal and coke; 2 oils and greases (animal and vegetable); and 18 miscellaneous kinds of business.

[2] Includes 2 dry goods (specialty lines); 2 hardware; 3 petroleum and its products; 1 tobacco and products (except leaf); and 40 all other products.

[3] Includes 2 automotive; 4 chemicals and paints; 1 drugs and drug sundries (specialty lines); 5 dry goods (specialty lines); 9 electrical goods; 8 farm products—consumer goods; 3 furniture and house furnishings; 9 paper and its products; 15 plumbing and heating equipment and supplies; 17 tobacco and products (except leaf); and 3 all other products.

[4] Includes 2 amusement and sporting goods; 3 beer, wines, and liquors; 4 chemicals and paints; 8 clothing and furnishings; 4 coal and coke; 2 drugs and drug sundries (specialty lines); 2 farm supplies; 18 furniture and house furnishings; 1 hardware; 9 metals and metal work (except scrap); 3 paper and its products; 15 plumbing and heating equipment and supplies; 2 waste materials; and 21 all other products.

[5] Includes 11 farm supplies and 3 all other products.

TABLE 3.—ANALYSIS OF EMPLOYMENT AND PAY ROLL BY OCCUPATIONAL GROUPS

TYPES OF OPERATION BY KINDS OF BUSINESS

MOUNTAIN

(Figures are for week ended October 21, 1939, except where such period is not representative. In such cases the week of representative employment is shown)

TYPE OF OPERATION KIND OF BUSINESS	ESTABLISHMENTS REPORTING EMPLOYEES BY OCCUPATIONAL GROUPS		TOTAL EMPLOYEES REPORTED BY OCCUPATIONAL GROUPS				Number of executives and salaried supervisory officers	OFFICE AND CLERICAL EMPLOYEES			INSIDE SELLING EMPLOYEES			OUTSIDE SELLING EMPLOYEES			WAREHOUSE EMPLOYEES			ALL OTHER		
			Full-time		Part-time			Full-time		Number of part-time	Full-time		Number of part-time	Full-time		Number of part-time	Full-time		Number of part-time	Full-time		Number of part-time
	Number	Sales (add 000)	Number	Pay roll for week	Number	Pay roll for week		Number	Pay roll for week		Number	Pay roll for week		Number	Pay roll for week		Number	Pay roll for week		Number	Pay roll for week	
SERVICE AND LIMITED-FUNCTION WHOLESALERS	1,629	$364,365	18,761	$506,606	1,265	$12,100	1,140	3,541	$92,272	122	1,624	$44,552	77	3,342	$126,490	48	3,764	$86,759	538	3,350	$76,272	520
Amusement and sporting goods	23	2,024	148	4,015	12	85	16	37	808	4	22	605	1	29	1,209	3	15	270	2	29	522	2
Sporting goods	8	910	66	1,875	6	28	10	13	267	1	15	387	1	9	394	3	7	144	1	12	220	---
All other	15	1,114	82	2,140	6	57	6	24	541	3	7	218	---	20	815	---	8	126	1	17	302	2
Automotive	230	39,842	2,572	78,095	52	510	178	560	14,181	13	443	11,173	4	500	18,420	---	273	5,982	11	618	15,223	24
Automobiles (new and used)	17	14,449	437	13,931	1	(x)	22	73	1,966	---	29	866	---	89	3,664	---	35	813	---	189	4,848	1
Trucks and tractors	3	1,339	71	2,957	7	55	7	12	335	---	1	(x)	---	14	598	---	12	335	1	25	835	6
Automotive accessories and equipment	106	15,594	1,284	38,357	21	251	85	357	9,353	7	195	4,850	2	257	10,092	---	183	3,341	8	236	5,559	4
Automotive parts	91	7,052	701	20,436	21	197	60	105	2,200	6	206	4,976	2	123	4,495	---	65	1,312	2	142	3,529	11
Tires and tubes	14	1,428	79	2,414	2	(x)	6	13	327	---	12	(x)	---	17	573	---	8	181	---	23	452	2
Beer, wines, and liquors	153	28,291	1,023	31,052	83	823	57	172	4,276	17	29	796	---	304	11,130	11	205	4,824	23	256	5,823	32
Beer and ale	103	11,171	485	13,989	69	706	28	69	1,754	17	16	421	---	165	5,294	11	69	1,827	20	138	3,352	21
Wines and liquors	50	17,120	538	17,063	14	117	29	103	2,522	--	13	375	---	139	5,836	---	136	2,997	3	118	2,471	11
Chemicals and paints	23	2,493	232	7,362	8	41	22	42	1,111	3	25	765	---	40	1,397	---	39	982	3	64	1,789	2
Paints with glass and/or wallpaper	6	(x)	147	4,621	2	(x)	7	27	781	1	18	536	---	20	690	---	17	442	---	58	1,669	1
All other	17	(x)	85	2,741	6	(x)	15	15	330	2	7	229	--	20	707	---	22	540	3	6	120	1
Clothing and furnishings	27	3,696	185	5,989	10	89	14	45	1,006	---	39	1,083	1	46	1,936	5	33	591	---	8	116	4
Men's and boys'	8	923	43	1,448	5	62	6	12	255	---	2	(x)	1	10	369	2	13	266	---	---	---	2
Women's and children's	6	1,589	68	2,406	2	(x)	5	16	339	---	16	530	---	11	659	2	15	250	---	3	58	---
All other	13	1,184	74	2,135	3	(x)	3	17	412	---	19	(x)	---	25	908	1	5	75	---	5	58	2
Coal and coke	9	911	51	1,821	7	31	11	16	347	---	---	---	---	5	222	---	4	119	---	15	284	7
Drugs (general line)	12	11,632	478	14,748	11	153	29	153	3,827	3	21	605	---	71	2,971	---	185	4,171	8	19	561	---
Service wholesalers (without liquor)	9	(x)	297	9,307	5	69	24	91	2,092	3	15	405	---	43	1,905	---	116	2,676	2	8	242	---
Service wholesalers (with liquor)	3	(x)	181	5,441	6	84	5	62	1,735	---	6	200	---	28	1,066	---	69	1,495	6	11	319	---
Drugs and drug sundries (specialty lines)	12	833	60	1,428	1	(x)	5	15	309	---	4	129	---	17	509	1	14	210	---	5	85	---
Dry goods (general line)	3	1,923	121	4,698	---	---	11	26	711	---	32	854	---	35	1,815	---	11	250	---	6	148	---
Dry goods (specialty lines)	7	795	80	1,338	---	---	3	9	212	---	6	182	---	8	223	---	7	120	---	47	526	---
Electrical goods	50	13,870	597	22,153	11	203	41	171	4,628	2	55	1,650	---	139	6,993	---	90	2,364	3	101	2,800	6
Electrical merchandise (general line)	11	5,835	173	6,767	1	(x)	8	60	1,865	1	21	720	---	44	2,429	---	30	866	---	10	246	---
Wiring supplies and construction materials	12	1,180	63	1,598	---	---	6	14	305	---	11	268	---	4	105	---	11	187	---	17	413	---
Refrigerators and equipment (household)	6	2,434	111	4,374	6	131	4	35	898	---	6	196	---	34	2,185	---	17	387	1	15	442	5
All other	21	4,223	250	9,414	4	(x)	23	62	1,540	1	17	466	---	57	2,274	---	32	924	2	59	1,699	1
Farm products--raw materials	41	14,219	265	6,688	64	810	22	58	1,357	3	8	212	---	10	412	---	103	2,152	24	64	1,610	37
Grains	11	3,372	121	2,888	6	45	13	14	335	1	7	(x)	---	2	(x)	---	50	965	1	35	776	4
Hides, skins, and raw furs	16	2,157	68	1,760	38	520	1	18	329	1	1	(x)	---	3	60	--	27	662	13	20	(x)	24
All other	14	8,690	76	2,040	20	245	8	28	693	1	--	---	-	5	(x)	---	26	525	10	9	(x)	9
Farm products--consumer goods	214	26,811	1,674	41,417	349	2,491	82	184	4,429	12	109	2,495	12	325	9,363	9	391	8,016	179	583	12,997	137
Dairy and poultry products	59	5,213	540	13,783	34	337	25	45	1,089	4	26	424	6	157	4,437	7	26	570	2	261	5,907	15
Fruits and vegetables (fresh)	135	19,375	1,023	25,087	294	1,945	51	127	3,055	6	72	1,827	6	156	4,660	2	343	6,990	177	274	6,029	103
All other	20	2,223	111	2,547	21	309	6	12	285	2	11	244	---	12	266	---	22	456	---	48	1,061	19
Farm supplies	29	5,012	256	6,102	14	170	18	45	1,045	2	22	648	---	38	1,093	---	105	2,026	10	28	504	2
Seeds	17	4,224	205	4,968	7	91	9	43	(x)	2	17	538	---	29	880	--	90	1,756	4	17	338	1
All other	12	788	51	1,134	7	79	9	2	(x)	---	5	110	---	9	213	---	15	270	6	11	166	1

For footnotes, see end of table.

TABLE 3.—ANALYSIS OF EMPLOYMENT AND PAY ROLL BY OCCUPATIONAL GROUPS

TYPES OF OPERATION BY KINDS OF BUSINESS—Continued

MOUNTAIN

[Figures are for week ended October 21, 1939, except where such period is not representative. In such cases one week of representative employment is given]

TYPE OF OPERATION KIND OF BUSINESS	ESTABLISHMENTS REPORTING EMPLOYEES BY OCCUPATIONAL GROUPS		TOTAL EMPLOYEES REPORTED BY OCCUPATIONAL GROUPS				Number of executives and salaried corporation officers	OFFICE AND CLERICAL EMPLOYEES			INSIDE SELLING EMPLOYEES			OUTSIDE SELLING EMPLOYEES			WAREHOUSE EMPLOYEES			ALL OTHER		
			Full-time		Part-time			Full-time		Number of part-time	Full-time		Number of part-time	Full-time		Number of part-time	Full-time		Number of part-time	Full-time		Number of part-time
	Number	Sales (add 000)	Number	Pay roll for week	Number	Pay roll for week		Number	Pay roll for week		Number	Pay roll for week		Number	Pay roll for week		Number	Pay roll for week		Number	Pay roll for week	
SERVICE AND LIMITED-FUNCTION WHOLESALERS—Con.																						
Furniture and house furnishings	15	$4,401	294	$7,856	8	$43	18	51	$1,312	4	25	$536	2	52	$2,101	---	57	$1,126	1	91	$1,344	1
China, glassware, and crockery	4	660	87	2,480	7	(x)	8	10	209	4	13	231	2	25	827	---	28	463	---	5	84	1
Floor coverings	6	2,824	101	3,220	---	---	5	28	772	---	7	201	---	19	975	---	14	303	---	28	471	---
All other	5	917	106	2,156	1	(x)	5	13	331	---	5	104	---	8	299	---	17	360	1	58	789	---
Groceries (general line)	160	75,854	2,173	65,258	195	2,285	154	476	12,392	18	122	3,298	2	444	16,985	1	746	17,736	143	231	5,254	29
Not sponsoring cooperative or voluntary groups	121	55,557	1,687	50,063	130	1,456	133	365	8,947	11	89	2,458	2	360	13,479	---	545	12,675	86	197	4,429	29
Voluntary group wholesalers	22	15,631	399	12,798	58	799	18	95	2,959	6	14	441	---	82	(x)	1	167	4,231	51	23	600	---
All other	17	4,666	87	2,397	5	30	3	18	486	1	19	399	---	2	(x)	---	34	830	4	11	225	---
Groceries and foods (specialty lines)	154	20,555	1,091	28,471	85	586	62	141	3,375	10	133	3,224	3	278	8,747	4	204	4,395	12	273	4,863	56
Canned foods	4	321	56	1,145	1	(x)	4	10	170	---	---	-	---	14	382	---	17	240	---	11	208	1
Coffee, tea, and spices	8	1,803	71	2,299	1	(x)	2	21	635	1	7	184	---	24	936	---	14	278	---	3	(x)	---
Coffee roasting and spice grinding	8	1,457	93	2,440	6	35	5	14	300	---	5	90	---	36	1,230	1	20	405	5	13	185	---
Confectionery	22	1,464	107	2,540	5	39	7	9	196	---	9	181	---	41	1,049	2	15	322	---	26	426	3
Meats and provisions	35	4,746	292	7,713	18	155	12	22	491	2	77	1,964	1	42	1,105	---	44	1,202	2	95	2,137	13
All other	77	10,764	472	12,334	54	(x)	32	65	1,583	7	35	805	2	121	4,045	1	94	1,948	5	125	(x)	39
Hardware	29	22,867	1,318	44,804	104	1,026	66	401	11,662	6	199	5,995	2	186	8,436	---	366	9,656	44	100	2,677	52
General line (with industrial department)	22	18,118	1,022	35,239	96	937	52	318	9,253	6	148	4,431	2	143	6,145	---	277	7,761	44	86	2,417	44
All other	7	4,749	296	9,565	8	89	14	85	2,409	---	51	1,564	---	43	2,291	---	89	1,895	---	14	260	8
Lumber and construction materials	50	18,280	701	25,373	41	476	64	159	4,649	4	46	1,593	---	80	3,927	---	166	4,242	20	186	4,896	17
Builders' supplies (general line)	11	5,823	225	8,289	9	84	15	58	1,829	1	8	342	---	25	1,264	---	68	1,864	8	51	1,330	2
Lumber	14	4,266	111	4,512	3	30	20	24	696	1	12	336	---	23	937	---	25	588	---	7	151	2
All other	25	8,171	365	12,572	29	362	29	77	2,124	2	26	915	---	32	1,726	---	73	2,010	14	128	3,415	13
Machinery—equipment—supplies	137	24,170	1,527	46,167	50	525	132	341	9,377	5	119	3,515	---	293	12,676	1	268	6,715	28	174	4,396	16
Commercial equipment and supplies	13	677	49	1,587	8	89	11	10	225	2	10	194	---	11	424	---	7	(x)	---	---	---	6
Farm and dairy	8	1,948	89	2,830	11	132	5	16	469	---	6	(x)	---	10	331	---	46	1,242	10	8	134	1
Industrial machinery, equipment, and supplies:																						
Road building	14	4,939	192	8,224	2	(x)	28	51	1,677	---	7	272	---	34	1,750	---	45	1,656	---	27	866	2
Mine and mill supplies	18	3,464	246	9,024	7	70	28	66	2,186	---	14	446	---	45	2,174	---	56	1,167	7	37	945	---
Oil well supply houses	12	2,797	49	1,796	8	45	3	10	324	---	11	410	---	15	680	---	9	207	8	1	(x)	---
Used machinery and equipment	4	432	51	1,291	---	---	---	12	345	---	3	82	---	---	---	---	2	(x)	---	34	(x)	---
All other	24	6,022	293	9,923	7	77	22	81	1,988	1	27	(x)	---	72	3,156	---	55	1,284	---	36	916	6
Professional equipment and supplies	16	1,812	130	4,636	2	(x)	18	40	971	1	18	466	---	28	1,118	---	17	348	1	9	217	---
Service equipment and supplies	28	2,079	228	6,851	5	48	17	55	1,192	1	23	515	---	78	3,023	1	31	611	2	24	468	1
Metals and metal work (except scrap)	18	1,985	129	4,247	18	316	11	24	666	---	6	354	---	14	661	---	31	959	---	43	930	13
Paper and its products	24	6,389	383	12,013	7	92	20	101	2,434	2	23	644	---	109	4,140	---	102	2,226	4	28	588	1
Wrapping or coarse paper and products	17	3,632	197	6,136	7	92	10	54	1,336	2	4	105	---	65	2,315	---	47	1,028	4	17	340	1
All other	7	2,757	186	5,877	---	---	10	47	1,098	---	19	539	---	44	1,825	---	55	1,197	---	11	248	---
Plumbing and heating equipment and supplies	29	4,325	257	7,683	22	278	29	57	1,423	4	20	668	---	44	1,597	---	73	1,645	5	34	806	13
Plumbing and heating (general line)	8	2,235	109	3,517	9	65	11	30	805	1	10	283	---	15	636	---	41	902	2	3	100	6
Plumbing fixtures, equipment, and supplies	10	1,501	68	2,099	13	213	8	15	418	3	3	135	---	14	442	---	24	541	3	4	70	7
All other	11	589	80	2,067	---	---	10	12	200	---	7	250	-	15	519	---	9	202	---	27	636	--
Tobacco and products (except leaf)	61	20,414	409	12,087	23	195	23	86	2,310	4	41	1,027	6	182	5,088	2	87	1,566	3	30	748	8
Waste materials	40	2,180	200	4,016	48	437	5	17	293	---	10	342	---	3	66	---	44	1,019	8	121	1,891	39
Junk and scrap (general line)	20	936	89	1,691	26	260	2	7	123	--	--	-	---	1	(x)	---	16	280	2	63	1,114	24
All other	20	1,244	111	2,325	22	177	3	10	170	---	10	342	--	2	(x)	-	28	739	7	58	781	15

For footnotes, see end of table.

TABLE 3.—ANALYSIS OF EMPLOYMENT AND PAY ROLL BY OCCUPATIONAL GROUPS

TYPES OF OPERATION BY KINDS OF BUSINESS—Continued

MOUNTAIN

[Figures are for week ended October 21, 1939, except where such period is not representative. In such case one week of representative employment is given]

TYPE OF OPERATION KIND OF BUSINESS	ESTABLISHMENTS REPORTING EMPLOYEES BY OCCUPATIONAL GROUPS		TOTAL EMPLOYEES REPORTED BY OCCUPATIONAL GROUPS				Number of executives and salaried exploration officers	OFFICE AND CLERICAL EMPLOYEES			INSIDE SELLING EMPLOYEES			OUTSIDE SELLING EMPLOYEES			WAREHOUSE EMPLOYEES			ALL OTHER		
			Full-time		Part-time			Full-time		Number of part-time	Full-time		Number of part-time	Full-time		Number of part-time	Full-time		Number of part-time	Full-time		Number of part-time
	Number	Sales (add 000)	Number	Pay roll for week	Number	Pay roll for week		Number	Pay roll for week		Number	Pay roll for week		Number	Pay roll for week		Number	Pay roll for week		Number	Pay roll for week	
SERVICE AND LIMITED-FUNCTION WHOLESALERS—Con.																						
All other products	79	$10,933	737	$21,745	44	(x)	47	154	$4,132	6	65	$2,179	4	110	$3,373	11	165	$3,408	6	196	$4,993	17
Books, periodicals, and newspapers	15	1,398	117	2,993	23	$236	3	43	1,286	4	---	---	1	24	568	10	30	638	---	17	328	8
Flowers and nursery stock	6	1,089	66	1,755	2	(x)	8	17	331	---	9	230	2	4	171	---	11	225	---	17	406	---
General merchandise	5	(x)	170	5,579	7	98	12	30	936	---	22	675	1	20	902	1	78	1,740	5	8	167	---
Leather and shoe findings	9	1,001	68	2,149	---	---	9	14	374	---	6	195	---	20	629	---	17	236	---	2	(x)	---
Optical goods	18	1,160	158	4,983	---	---	3	20	434	---	17	775	---	4	184	---	5	104	---	109	2,922	---
Miscellaneous kinds of business [1]	26	(x)	158	4,308	12	64	12	30	771	2	11	304	---	38	919	---	24	463	1	43	(x)	9
MANUFACTURERS' SALES BRANCHES (With stocks)	315	130,483	4,026	149,801	248	3,786	144	1,174	36,621	22	156	7,116	2	1,287	59,059	9	719	19,331	[illegible]	546	16,490	120
Amusement and sporting goods	17	4,715	295	9,885	32	559	11	170	4,481	1	5	307	---	50	2,936	---	38	852	---	21	336	31
Automotive	22	(x)	487	20,146	16	157	10	189	6,824	3	27	1,338	1	123	6,405	---	101	3,159	8	57	1,498	4
Beer, wines, and liquors	8	2,986	65	2,617	---	---	2	4	101	---	3	93	---	50	2,186	---	3	(x)	---	3	63	---
Chemicals and paints	17	5,689	172	6,784	10	184	11	43	1,632	1	12	298	---	51	2,448	---	37	1,084	8	18	707	1
Electrical goods	9	15,692	206	8,939	1	(x)	---	92	3,275	---	1	(x)	---	40	3,008	---	25	811	1	48	(x)	---
Farm products--consumer goods	6	2,399	65	2,244	12	71	4	13	327	---	2	(x)	---	37	1,342	---	8	196	2	1	(x)	10
Furniture and house furnishings	7	(x)	53	1,941	2	(x)	3	14	332	---	2	(x)	---	21	1,067	---	13	275	2	--	---	--
Groceries and foods (specialty lines)	77	31,575	895	32,980	43	470	9	162	4,829	3	44	2,655	---	445	17,950	4	141	4,074	23	94	2,628	13
Lumber and construction materials	4	2,047	82	3,073	1	(x)	3	27	782	---	2	(x)	---	24	1,175	---	26	851	1	--	---	---
Machinery—equipment—supplies	71	18,167	903	35,551	28	547	46	221	6,981	2	39	1,539	1	286	12,804	1	110	3,051	5	221	7,689	19
Metals and metal work (except scrap)	9	(x)	47	2,338	27	573	3	16	619	---	2	(x)	---	14	940	---	10	325	3	2	(x)	24
Paper and its products	8	3,291	146	4,955	4	50	6	40	1,025	---	5	209	---	44	1,973	4	46	1,010	---	5	111	---
Plumbing and heating equipment and supplies	22	8,191	353	11,043	55	935	8	149	4,120	10	6	167	---	84	3,486	---	93	2,221	42	13	290	3
All other [2]	38	(x)	257	7,345	17	200	28	54	1,313	2	6	167	---	38	1,359	---	68	(x)	---	63	1,327	15
MANUFACTURERS' SALES OFFICES (Without stocks)	61	46,665	410	19,047	23	423	21	134	4,279	10	13	626	---	219	10,472	9	---	---	---	23	525	4
Groceries and foods (specialty lines)	18	5,100	128	4,741	8	131	5	28	796	---	5	217	---	79	3,085	8	---	---	---	11	224	---
Metals and metal work (except scrap)	8	19,713	95	5,447	2	(x)	6	57	1,888	2	2	(x)	---	30	2,080	---	---	---	---	---	---	---
All other [3]	35	21,852	187	8,859	13	(x)	10	49	1,595	8	6	(x)	---	110	5,307	1	---	---	---	12	301	4
														SALESMEN			TRUCK OPERATORS AND CHAUFFEURS					
PETROLEUM BULK STATIONS: **																						
Petroleum and its products	321	52,412	1,715	58,470	83	896	131	261	7,464	18	---	---	---	390	16,126	[illegible]	546	15,793	28	387	10,742	31
														BUYING AND SELLING EMPLOYEES								
AGENTS AND BROKERS	133	80,499	647	24,740	254	2,924	80	267	7,412	22	---	---	---	192	8,237	38	---	---	---	108	3,552	194
Farm products--raw materials	21	31,558	128	4,478	205	2,502	20	37	1,187	9	---	---	---	12	345	27	---	---	---	59	1,909	169
Groceries and foods (specialty lines)	42	35,509	185	6,878	27	189	27	78	1,851	4	-	--	---	71	2,972	5	---	---	---	9	244	18
Machinery--equipment--supplies	24	5,171	208	8,649	2	(x)	14	106	3,512	2	---	---	---	64	3,343	---	---	---	---	24	938	---
All other [4]	46	8,261	126	4,735	20	(x)	19	46	1,062	7	---	---	---	45	1,577	6	---	---	---	16	461	7
ASSEMBLERS (Mainly farm products)	682	87,608	4,523	97,707	2,814	34,174	155	342	8,763	70	---	---	---	482	14,413	59	---	---	---	3,544	68,007	2,685
Farm products--raw materials	420	52,445	1,260	31,543	468	7,163	85	145	3,922	16	---	---	---	325	9,855	51	---	---	---	705	14,330	399
Farm products--consumer goods	228	31,087	3,035	62,271	2,286	26,184	60	175	4,382	44	---	---	---	143	4,149	7	---	---	---	2,657	51,024	2,235
All other [5]	34	4,078	228	3,893	62	827	10	22	459	10	---	---	---	14	409	1	---	---	---	182	2,653	51

** Sales include taxes.

x Withheld to avoid disclosure.

[1] Includes 8 jewelry; 5 petroleum and its products; 6 forest products (except lumber); 3 textiles and materials (other than dry goods); and 4 miscellaneous kinds of business.

[2] Includes 5 clothing and furnishings; 6 drugs and drug sundries (specialty lines); 4 farm supplies; 1 hardware; 1 tobacco and products (except leaf); and 23 all other products.

[3] Includes 1 amusement and sporting goods; 1 automotive; 1 chemicals and paints; 2 electrical goods; 3 furniture and house furnishings; 5 lumber and construction materials; 12 machinery—equipment—supplies; 2 paper and its products; 1 plumbing and heating equipment and supplies; and 7 tobacco and products (except leaf).

[4] Includes 1 automotive; 1 beer, wines, and liquors; 1 clothing and furnishings; 3 coal and coke; 11 electrical goods; 4 farm products—consumer goods; 4 furniture and house furnishings; 1 groceries (general line); 3 hardware; 7 lumber and construction materials; 1 metals and metal work (except scrap); 1 petroleum and its products; 2 plumbing and heating equipment and supplies; and 6 all other products.

[5] Includes 29 farm supplies; and 5 groceries and foods (specialty lines).

451724 O - 42 - 32

TABLE 3.—ANALYSIS OF EMPLOYMENT AND PAY ROLL BY OCCUPATIONAL GROUPS

TYPES OF OPERATION BY KINDS OF BUSINESS

PACIFIC

[Figures are for week ended October 21, 1939, except where such period is not representative. In such cases one week of representative employment is given]

TYPE OF OPERATION KIND OF BUSINESS	ESTABLISHMENTS REPORTING EMPLOYEES BY OCCUPATIONAL GROUPS		TOTAL EMPLOYEES REPORTED BY OCCUPATIONAL GROUPS				Number of executives and salaried corporation officers	OFFICE AND CLERICAL EMPLOYEES			INSIDE SELLING EMPLOYEES			OUTSIDE SELLING EMPLOYEES			WAREHOUSE EMPLOYEES			ALL OTHER		
			Full time		Part-time			Full-time		Number of part-time	Full time		Number of part-time	Full-time		Number of part-time	Full time		Number of part-time	Full-time		Number of part-time
	Number	Sales (add 000)	Number	Pay roll for week	Number	Pay roll for week		Number	Pay roll for week		Number	Pay roll for week		Number	Pay roll for week		Number	Pay roll for week		Number	Pay roll for week	
SERVICE AND LIMITED-FUNCTION WHOLESALERS	6,650	$1,742,492	73,751	$2,569,715	4,682	$58,895	4,287	15,666	$445,326	562	6,663	$213,783	162	15,287	$633,606	354	16,864	$462,315	1,709	15,184	$426,787	1,895
Amusement and sporting goods	127	21,613	853	33,165	57	727	77	252	6,803	15	99	2,765	4	197	9,746	10	133	3,444	7	95	1,956	21
Bicycles and supplies	7	940	58	2,234	7	60	9	15	422	2	3	(x)	---	16	597	---	13	(x)	2	2	(x)	3
Cameras and photographic supplies	18	2,559	148	4,715	3	25	11	53	1,599	2	6	214	---	29	1,280	---	39	884	---	10	279	1
Motion picture film exchanges	23	10,421	143	10,739	14	124	22	60	1,923	2	4	175	---	33	2,987	4	15	482	---	9	203	8
Sporting goods	32	3,699	274	7,936	6	61	17	64	1,422	1	59	1,470	1	82	2,550	---	25	592	1	47	957	3
Toys, novelties, and fireworks	37	2,434	181	5,782	19	236	15	33	841	6	25	777	3	46	1,656	5	40	1,116	4	22	408	1
All other	10	1,560	49	1,759	8	221	3	27	796	2	2	(x)	---	11	676	1	1	(x)	---	5	(x)	5
Automotive	742	177,460	7,153	244,697	208	2,269	362	1,233	34,668	66	1,271	40,527	8	1,282	56,910	19	963	25,659	10	2,042	59,573	105
Automobiles (new and used)	41	125,533	2,228	87,342	34	433	84	487	14,274	7	190	7,577	---	338	20,361	5	358	9,926	5	813	25,923	17
Trucks and tractors	13	1,408	63	1,953	7	89	5	14	401	2	2	(x)	---	10	495	---	3	74	---	29	722	5
Automotive accessories and equipment	206	18,228	1,686	55,996	42	551	114	311	8,506	13	362	11,244	3	355	13,487	3	274	7,013	4	270	7,897	19
Automotive parts	410	26,859	2,762	85,656	118	1,107	138	388	10,519	43	682	19,903	5	467	18,509	10	261	6,828	1	826	22,384	59
Tires and tubes	72	5,434	414	13,770	7	89	21	53	1,368	1	55	(x)	---	112	4,558	1	69	1,818	---	104	2,647	5
Beer, wines, and liquors	520	122,133	4,670	164,018	271	3,334	216	824	23,012	35	176	5,653	8	1,592	59,965	29	812	24,381	74	1,050	33,384	125
Beer and ale	302	43,261	1,968	69,911	136	1,749	73	296	8,013	17	50	1,391	5	759	27,945	19	303	9,336	47	487	18,047	48
Wines and liquors	218	78,872	2,702	94,105	135	1,585	143	528	14,999	18	126	4,282	3	833	32,020	10	509	15,045	27	563	15,337	77
Chemicals and paints	113	15,488	793	30,054	33	424	89	192	5,678	21	105	3,205	1	212	8,675	---	123	3,452	6	72	1,844	5
Industrial chemicals	16	8,146	296	12,652	9	126	23	105	3,584	4	22	776	---	74	3,284	---	57	1,895	5	15	401	---
Paints and varnishes	55	3,355	260	8,203	7	58	39	37	993	7	54	1,547	---	59	1,911	---	44	1,041	---	27	630	---
Paints with glass and/or wallpaper	18	1,108	89	2,554	6	53	2	13	355	6	27	(x)	---	24	687	---	11	248	---	12	306	---
All other	24	2,877	148	6,645	11	187	25	37	946	4	2	(x)	1	55	2,793	---	11	268	1	18	507	5
Clothing and furnishings	214	30,673	1,333	47,568	53	591	91	298	7,371	14	232	7,186	---	398	17,387	14	184	4,129	3	132	2,985	22
Men's and boys'	59	7,722	389	14,203	30	312	28	79	1,930	8	71	2,344	---	103	5,151	2	41	975	3	47	1,027	17
Women's and children's	73	11,963	477	16,391	8	73	28	104	2,599	1	80	2,713	---	165	6,373	8	71	1,535	---	29	564	1
Millinery and millinery supplies	32	2,355	176	4,942	6	103	11	28	603	1	53	1,285	---	32	1,193	4	19	320	---	33	658	1
Shoes and other footwear	14	4,293	158	6,109	1	(x)	6	43	1,142	---	7	262	---	50	2,638	---	39	1,039	---	13	494	1
All other	36	4,340	153	5,923	8	(x)	18	44	1,097	4	21	582	---	46	2,032	2	14	260	---	10	242	2
Coal and coke	13	2,862	51	2,788	9	74	13	13	464	2	3	(x)	---	11	672	--	2	(x)	---	9	294	7
Drugs (general line)	20	41,274	1,826	81,920	9	104	63	476	13,644	4	121	4,007	---	205	11,981	---	689	19,274	4	272	7,472	1
Service wholesalers (without liquor)	13	24,002	1,119	38,503	9	104	49	322	8,669	4	83	2,807	---	128	7,828	---	454	12,476	4	83	2,428	1
All other	7	17,272	707	23,417	---	---	14	154	4,975	---	38	1,200	---	77	4,153	---	235	6,798	---	189	5,044	---
Drugs and drug sundries (specialty lines)	92	8,698	679	21,111	28	454	50	178	4,201	9	51	1,407	---	198	7,431	9	131	3,033	6	73	1,376	4
Proprietary medicines	24	2,939	208	7,630	4	43	15	59	1,703	4	11	376	---	66	3,007	---	48	1,207	---	11	307	---
Toiletries	38	2,553	254	7,236	9	140	19	53	1,338	2	26	706	---	67	1,949	3	42	1,076	1	47	858	3
Drug specialties and sundries	32	3,206	217	6,245	15	271	16	64	1,160	3	14	325	---	65	2,475	6	43	750	5	15	211	1
Dry goods (general line)	8	8,176	383	12,923	6	75	19	113	2,910	1	99	2,308	2	97	4,274	---	47	1,600	2	8	152	1
Dry goods (specialty lines)	160	23,466	1,034	34,733	42	367	71	280	7,290	3	160	4,877	1	290	11,713	20	144	3,148	12	89	1,807	6
Hosiery and lingerie	17	3,076	112	4,191	4	35	12	35	1,109	1	9	224	---	38	1,429	---	15	343	2	5	90	1
Notions	42	4,558	273	8,306	27	233	19	74	1,984	1	41	1,107	1	79	2,705	16	39	800	5	21	350	4
Piece goods:																						
General line	4	1,140	53	2,083	1	(x)	3	12	319	---	18	667	---	11	423	---	7	185	1	2	(x)	---
Cotton	16	2,911	97	3,517	1	(x)	5	32	1,027	---	10	435	---	29	1,290	1	17	563	---	4	82	--
Silk, linen, rayon, and velvet	25	3,295	117	3,652	4	44	3	35	714	1	15	532	--	44	1,795	3	18	394	---	2	(x)	--
Woolen and worsted	24	4,127	157	6,499	1	(x)	17	50	1,335	---	26	1,062	---	29	1,762	---	26	645	---	9	252	1
Other	16	2,870	132	4,171	4	27	10	26	596	---	10	211	---	30	1,376	---	15	289	4	41	862	---
Other dry goods specialties	16	1,491	93	2,314	---	---	2	16	306	--	31	639	--	32	953	---	7	164	--	5	(x)	---
Electrical goods	256	67,914	3,305	123,326	86	1,259	210	977	28,605	30	395	12,835	2	774	37,847	10	516	14,062	11	433	11,762	33
Electrical merchandise (general line)	36	26,236	1,083	42,240	5	89	64	393	12,088	3	120	4,382	1	230	11,699	---	182	5,192	1	94	2,226	---
Apparatus and equipment	21	1,997	191	6,488	13	178	13	44	1,246	8	26	701	1	22	1,231	---	25	793	--	61	1,621	4
Wiring supplies and construction materials	84	12,515	649	22,535	33	543	53	161	4,633	5	71	2,331	---	138	6,000	8	126	3,352	---	100	2,241	20
Radios and equipment	59	13,698	730	28,523	14	155	40	190	4,859	4	128	3,991	---	212	10,339	1	80	1,737	5	80	2,528	4
Refrigerators and equipment (household)	13	7,008	302	12,649	8	103	13	93	2,984	1	14	444	---	82	4,325	---	48	1,444	5	52	1,964	2
All other	43	6,400	350	12,891	13	231	27	96	2,815	9	36	986	--	90	4,053	1	55	1,884	--	46	1,182	3
Farm products—raw materials	79	56,186	872	30,990	179	2,289	72	238	8,176	12	29	1,327	1	48	2,531	---	158	4,307	120	157	3,163	46
Cotton	9	9,248	103	7,103	6	71	18	87	2,785	6	1	(x)	---	6	345	---	1	(x)	---	10	289	---
Grains	28	28,542	225	10,327	110	1,205	22	101	2,785	3	10	573	1	32	1,560	---	29	902	105	31	1,011	1
Hides, skins, and raw furs	16	8,113	160	7,147	31	595	14	22	972	2	10	442	---	2	(x)	---	93	2,478	11	19	516	13
All other	26	10,283	184	6,413	32	418	18	48	1,654	1	8	(x)	---	8	(x)	---	35	(x)	4	67	1,367	27

For footnotes, see end of table.

TABLE 3.—ANALYSIS OF EMPLOYMENT AND PAY ROLL BY OCCUPATIONAL GROUPS

TYPES OF OPERATION BY KINDS OF BUSINESS—Continued

Figures are for week ended October 21, 1939, except where such period is not representative. [illegible]

TYPE OF OPERATION KIND OF BUSINESS	ESTABLISHMENTS REPORTING EMPLOYEES BY OCCUPATIONAL GROUPS		TOTAL EMPLOYEES REPORTED BY OCCUPATIONAL GROUPS				Number of executives and salaried corporation officers	OFFICE AND CLERICAL EMPLOYEES			INSIDE SELLING EMPLOYEES			OUTSIDE SELLING EMPLOYEES			WAREHOUSE EMPLOYEES			ALL OTHER		
			Full-time		Part-time			Full-time		Number of part time	Full-time		Number of part time	Full-time		Number of part time	Full-time		Number of part time	Full-time		Number of part time
	Number	Sales (add 000)	Number	Pay roll for week	Number	Pay roll for week		Number	Pay roll for week		Number	Pay roll for week		Number	Pay roll for week		Number	Pay roll for week		Number	Pay roll for week	
SERVICE AND LIMITED-FUNCTION WHOLESALERS—Con.																						
Farm products--consumer goods	755	$165,581	8,076	$266,133	1,323	$14,082	374	1,037	$29,061	55	797	$27,648	51	1,583	$57,188	23	1,562	$42,687	626	2,723	$82,273	568
Dairy and poultry products	194	59,028	3,738	131,320	344	2,840	159	398	10,502	11	149	4,478	25	1,126	42,034	7	533	16,153	28	1,373	46,184	275
Poultry and poultry products	81	13,883	554	14,974	152	1,641	20	43	1,300	3	39	1,393	1	46	1,394	1	149	3,039	5	257	6,217	142
Fruits and vegetables (fresh)	480	92,670	3,784	119,839	827	9,601	195	596	17,259	41	609	21,777	25	411	13,760	15	880	23,495	595	1,093	29,872	151
Farm supplies	111	36,378	1,267	42,255	60	989	75	226	6,885	4	53	1,501	4	153	6,122	9	262	6,997	22	498	13,905	21
Feed	37	12,357	383	13,953	19	286	24	56	1,965	2	12	346	1	38	1,512	---	91	2,728	3	162	4,919	13
Fertilizer	23	4,360	147	4,829	8	112	5	22	596	---	6	174	---	34	1,558	4	9	225	---	71	1,670	4
Seeds	33	6,720	622	19,111	28	516	38	102	2,747	2	29	804	3	87	2,237	5	138	3,315	16	248	6,825	2
All other	18	12,941	115	4,362	5	75	8	48	1,577	---	6	177	---	14	815	--	24	729	3	17	491	2
Furniture and house furnishings	145	33,720	1,603	57,225	107	1,403	109	465	12,260	27	172	5,833	2	300	13,184	22	381	10,200	18	176	4,234	40
China, glassware, and crockery	19	1,984	139	4,463	12	82	14	40	970	3	8	250	---	33	1,389	2	20	627	3	24	410	4
Floor coverings	29	21,013	719	26,933	26	414	42	245	6,282	8	80	2,512	---	136	6,713	---	189	5,100	7	27	620	11
Furniture (household)	26	2,822	170	7,043	14	206	19	33	1,023	3	31	1,313	1	24	1,075	6	34	1,003	3	29	708	1
Musical instruments and sheet music	14	1,072	79	2,883	5	60	9	18	554	2	5	193	---	11	551	1	16	396	1	20	524	1
All other	57	6,829	496	15,903	50	641	25	129	3,431	11	48	1,565	1	96	3,456	13	122	3,074	2	76	1,972	23
Groceries (general line)	211	188,998	4,918	169,763	217	3,084	187	1,170	34,043	21	327	10,520	8	864	34,591	5	1,760	52,306	151	610	18,540	32
Not sponsoring cooperative or voluntary groups	81	58,743	1,836	68,536	87	1,504	93	408	12,264	9	90	2,868	6	433	16,837	5	596	17,289	49	216	7,395	18
Voluntary group wholesalers	59	76,798	2,355	78,317	79	960	73	570	16,197	6	111	3,809	1	399	16,640	---	866	26,023	61	336	8,190	11
Retailer-cooperative warehouses	13	44,237	609	21,388	40	554	21	190	(x)	6	45	1,439	---	30	(x)	---	265	7,981	31	58	2,955	3
Cash-and-carry depots	58	9,220	118	3,522	11	66	---	2	(x)	---	81	2,404	1	2	(x)	---	33	1,013	10	--	---	---
Groceries and foods (specialty lines)	786	181,429	8,363	291,690	611	7,773	458	1,352	39,467	63	495	15,422	20	2,050	77,512	34	1,901	55,159	235	2,107	57,235	259
Breakfast cereals	4	2,164	70	3,315	20	73	4	12	413	---	--	---	--	45	1,968	---	7	208	---	2	(x)	20
Canned foods	39	16,530	364	13,729	19	235	34	91	2,422	4	42	1,347	---	97	3,900	5	77	2,195	---	23	582	10
Coffee, tea, and spices	62	30,286	1,252	47,045	32	382	76	269	8,601	7	13	359	---	468	19,509	4	286	7,597	4	140	3,195	17
Coffee roasting and spice grinding	43	20,189	1,295	53,348	32	479	58	277	8,843	4	8	359	---	321	12,608	2	513	15,296	14	120	3,348	12
Confectionery	40	2,849	149	3,750	23	250	7	15	358	5	5	102	---	55	1,498	5	25	548	6	42	730	7
Fish and sea foods	112	16,351	1,005	32,327	105	1,762	81	124	3,360	5	68	2,013	3	85	3,228	3	222	6,804	27	445	11,977	67
Meats and provisions	216	49,609	2,060	72,066	96	1,127	83	225	6,687	22	265	8,806	13	349	13,200	1	382	12,399	12	756	24,725	48
All other	270	43,471	2,168	86,110	284	3,465	137	339	8,805	16	94	2,436	4	630	21,601	14	389	10,112	172	579	(x)	78
Hardware	106	57,003	3,862	128,509	77	1,102	206	1,075	30,916	12	414	12,675	4	661	28,820	5	1,139	32,429	49	166	4,509	7
General line (with industrial department)	28	40,206	2,537	91,553	52	818	129	778	23,294	6	246	7,599	2	467	20,843	1	842	25,048	39	75	2,039	4
General line (without industrial department)	22	(x)	582	19,278	12	104	37	153	3,910	1	79	2,505	2	90	4,035	---	185	4,601	8	38	979	1
Specialty lines	56	(x)	543	17,678	13	180	43	142	3,712	5	89	2,571	---	104	3,942	4	112	2,780	2	53	1,491	2
Jewelry	82	12,515	595	22,965	28	279	55	174	4,309	14	138	4,608	1	121	6,455	8	41	912	1	66	1,506	4
Jewelry (general line)	14	6,645	293	11,140	8	69	16	81	1,990	5	97	3,100	1	56	3,102	---	24	585	1	19	366	1
All other	68	5,870	302	11,825	20	210	39	93	2,319	9	41	1,508	---	65	3,353	8	17	327	---	47	1,140	3
Lumber and construction materials	255	87,771	2,948	117,657	199	2,995	255	654	20,404	13	88	4,120	---	378	17,981	13	786	25,200	78	787	27,717	95
Builders' supplies (general line)	11	3,843	244	8,738	2	(x)	14	36	1,024	---	1	(x)	---	27	1,131	---	92	2,901	---	74	2,640	2
Lumber	103	59,066	1,293	54,406	78	1,310	116	383	12,316	7	47	2,697	---	137	7,913	12	366	12,181	16	244	7,947	41
Lumber and millwork	12	4,566	95	4,089	12	254	10	22	811	1	2	(x)	---	18	902	---	40	1,258	11	3	105	---
Millwork	27	5,709	308	12,198	61	676	20	53	1,646	3	9	389	---	37	1,757	1	91	2,948	35	98	3,337	22
Cement, lime, and plaster	9	1,639	72	2,342	13	(x)	5	8	281	---	5	129	---	10	408	---	13	389	1	31	639	12
Glass	33	3,589	371	15,236	8	73	27	47	1,493	1	8	262	---	48	2,281	---	81	2,697	1	160	6,736	6
All other	60	9,359	565	20,646	27	382	63	105	2,833	1	16	540	---	101	3,589	---	105	2,826	14	177	6,113	12
Machinery--equipment--supplies	661	105,931	6,490	241,791	311	5,234	534	1,604	45,167	51	615	19,752	11	1,570	70,367	22	1,312	36,083	52	855	23,745	175
Commercial equipment and supplies:																						
Office machines and equipment	18	883	64	1,814	7	65	3	21	438	3	7	296	1	21	649	---	4	88	2	8	195	1
Restaurant and hotel supply houses	18	1,848	163	4,695	7	56	8	35	818	4	17	479	---	58	1,955	---	27	669	3	18	386	---
Store fixtures and equipment	10	866	85	2,834	5	95	6	23	495	---	10	268	---	18	744	--	9	203	3	19	472	2
All other	46	5,484	358	11,946	6	78	18	99	3,613	2	21	781	---	70	3,021	1	46	1,194	---	104	2,620	3
Farm and dairy:																						
Farm machinery and equipment	33	5,400	300	10,188	67	1,542	27	86	2,250	2	19	660	---	62	2,577	---	60	1,450	9	46	1,362	56
All other	9	2,180	85	3,426	8	132	12	24	664	---	2	(x)	---	24	998	---	12	390	---	11	330	8
Industrial machinery, equipment, and supplies:																						
Industrial (general line)	6	7,809	399	15,971	6	108	13	183	5,469	---	21	676	---	61	4,018	---	106	3,740	6	13	412	---
Belting, hose, and packing	18	2,246	148	6,000	4	47	18	42	1,269	1	7	219	---	40	1,867	---	27	681	---	14	356	3
Construction (except road building)	15	5,798	278	11,728	21	403	19	60	1,848	1	11	410	1	62	3,535	1	89	2,691	5	37	1,260	13
Road building	14	4,856	214	8,590	5	66	14	50	1,377	4	8	389	---	54	2,696	---	64	2,076	---	24	890	1
Machine tools	10	3,113	148	7,059	2	(x)	13	31	1,023	1	10	591	---	45	1,839	---	11	313	---	38	1,378	1
Mine and mill supplies	31	6,672	391	16,449	30	520	37	127	3,583	2	23	776	---	110	5,095	---	79	2,474	4	15	460	24
Oil well supply houses	37	9,850	507	13,735	21	388	20	51	1,650	2	23	1,036	---	67	4,198	5	67	1,992	5	79	2,797	9
Power plant and power transmission	11	1,004	88	2,673	1	(x)	7	25	635	---	5	147	---	53	1,025	--	8	244	---	8	187	1
Printing and lithographing (except paper)	12	648	81	3,310	2	(x)	13	14	386	2	5	145	---	16	617	---	7	171	---	28	893	---
Used machinery and equipment	15	916	68	2,018	8	154	4	12	254	2	2	(x)	---	4	190	---	14	352	---	32	925	6
All other	128	17,018	1,075	38,441	26	392	102	220	5,958	9	57	1,786	---	216	9,656	4	350	8,880	5	150	3,124	10

For footnotes, see end of table.

TABLE 3.—ANALYSIS OF EMPLOYMENT AND PAY ROLL BY OCCUPATIONAL GROUPS

TYPE OF OPERATION BY KINDS OF BUSINESS—Continued

[Figures are for week ended October 21, 1939, except where such period is not representative. In such cases one week of representative employment is given]

TYPE OF OPERATION KIND OF BUSINESS	ESTABLISHMENTS REPORTING EMPLOYEES BY OCCUPATIONAL GROUPS		TOTAL EMPLOYEES REPORTED BY OCCUPATIONAL GROUPS				Number of executives and salaried corporation officers	OFFICE AND CLERICAL EMPLOYEES			INSIDE SELLING EMPLOYEES			OUTSIDE SELLING EMPLOYEES			WAREHOUSE EMPLOYEES			ALL OTHER		
			Full-time		Part-time			Full-time		Number of part-time	Full-time		Number of part-time	Full-time		Number of part-time	Full-time		Number of part-time	Full-time		Number of part-time
	Number	Sales (add 000)	Number	Pay roll for week	Number	Pay roll for week		Number	Pay roll for week		Number	Pay roll for week		Number	Pay roll for week		Number	Pay roll for week		Number	Pay roll for week	
SERVICE AND LIMITED-FUNCTION WHOLESALERS—Con.																						
Machinery—equipment—supplies—Con.																						
Professional equipment and supplies:																						
Dental supply houses	35	$4,152	385	$13,173	6	$62	30	96	$2,378	2	70	$2,353	1	92	$4,082	---	44	$786	---	53	$1,011	3
Surgical, medical, and hospital	17	2,052	162	7,077	1	(x)	15	41	1,287	---	19	775	---	51	2,921	---	28	636	1	8	206	---
All other	14	736	89	2,855	21	289	12	21	497	6	9	259	6	12	483	3	18	475	---	17	366	6
Service equipment and supplies:																						
Barber and beauty supply houses	55	4,772	620	19,735	12	169	32	108	2,558	2	157	3,741	1	206	7,873	4	69	1,633	---	48	1,089	5
Laundry and dry cleaning	22	5,329	222	10,159	12	142	18	62	1,925	2	3	87	---	81	4,366	---	48	1,358	8	12	372	2
Upholsterers' supplies	16	1,275	85	2,792	1	(x)	7	21	532	---	8	246	1	22	813	---	18	331	---	9	231	---
All other	39	2,688	223	7,238	12	123	19	45	1,120	2	29	889	---	78	2,473	4	29	826	3	23	497	3
Transportation equipment and supplies	34	8,376	454	17,987	20	362	69	107	3,162	2	72	2,587	---	67	2,676	---	78	2,430	---	63	1,926	18
Metals and metal work (except scrap)	98	23,024	1,298	49,862	62	880	110	308	9,822	13	58	2,047	1	200	8,734	4	477	14,370	21	145	3,914	23
Iron and steel products (general line)	14	6,514	373	16,566	22	372	23	94	3,239	2	13	580	---	64	2,332	2	162	5,623	7	17	582	11
Iron and steel products (flat)	19	4,630	208	8,124	2	(x)	18	50	1,721	2	7	235	---	42	1,800	---	60	1,616	---	31	788	---
Wire and wire products	6	863	51	2,113	6	40	9	10	397	---	1	(x)	---	8	335	---	15	428	5	8	239	1
Iron and steel finished products (N.E.C.)	33	5,898	322	12,809	27	349	38	53	1,890	6	12	595	1	43	2,146	2	120	3,814	9	56	1,397	9
All other	26	5,119	344	10,250	5	(x)	22	101	2,575	3	25	(x)	---	43	1,821	---	120	2,789	---	33	908	2
Paper and its products	157	31,229	1,828	65,498	84	996	126	477	13,600	9	112	3,399	1	575	23,591	30	393	10,669	15	143	3,770	29
Wrapping or coarse paper and products	90	20,885	1,167	42,741	77	908	74	297	8,247	9	40	1,242	1	394	16,311	28	283	7,030	14	99	2,668	27
Printing and writing papers	25	6,833	355	13,599	2	(x)	26	103	3,414	---	21	704	---	113	4,827	---	80	2,300	1	12	(x)	1
Stationery and stationery supplies	24	1,832	174	4,922	3	25	15	44	1,092	---	17	512	---	37	1,316	3	31	856	---	30	662	---
Wallpaper	18	1,679	130	4,236	2	(x)	11	33	847	---	34	941	---	31	1,137	1	19	483	---	2	(x)	1
Petroleum and its products	34	6,677	280	10,167	11	153	25	55	1,419	5	2	(x)	---	106	4,058	---	37	1,067	1	55	1,894	5
Plumbing and heating equipment and supplies	148	28,364	1,362	53,029	47	852	105	350	10,993	12	127	4,558	1	322	13,159	12	347	10,617	16	111	3,090	8
Plumbing and heating (general line)	24	(x)	423	17,981	8	130	33	131	4,412	1	62	2,264	---	94	4,214	---	88	2,796	7	15	440	---
Heating (including stoves and ranges)	23	2,065	124	4,835	11	213	12	27	963	5	4	140	---	30	1,164	4	28	1,006	---	23	573	2
Plumbing fixtures, equipment, and supplies	78	14,957	647	23,146	19	237	42	163	4,848	4	52	1,820	1	153	5,529	2	200	5,924	8	37	952	4
All other	23	(x)	168	7,087	9	272	18	29	770	2	9	334	---	45	2,252	6	31	891	1	36	1,125	---
Tobacco and products (except leaf)	139	75,410	1,293	42,618	32	300	54	308	8,087	12	92	2,568	7	452	16,438	---	237	6,712	5	150	4,262	8
Waste materials	219	39,273	2,774	71,948	144	1,641	60	191	5,358	7	69	2,484	1	54	2,695	---	1,174	27,511	58	1,226	26,375	78
Iron and steel scrap	78	17,490	917	25,412	45	549	25	73	2,083	3	26	900	---	21	1,039	---	370	9,145	16	402	8,675	26
Junk and scrap (general line)	67	11,018	1,025	25,608	27	289	18	58	1,753	2	30	1,236	1	19	1,010	---	295	6,139	3	605	12,997	21
Waste paper, rags, and rubber	44	7,460	656	16,642	42	431	17	51	1,359	---	4	135	---	13	(x)	---	418	9,915	38	153	3,118	4
Non-ferrous metals	8	2,210	97	2,609	7	69	---	2	(x)	---	---	---	---	---	---	---	75	1,951	---	20	(x)	7
All other	22	1,095	79	1,677	23	303	---	7	(x)	2	9	213	---	1	(x)	---	16	361	1	46	(x)	20
All other products	399	93,248	4,244	131,314	388	5,165	218	1,150	30,713	32	363	(x)	23	596	23,579	58	953	(x)	108	954	24,030	169
Books, periodicals, and newspapers	71	15,041	1,046	30,654	113	986	32	362	9,920	8	95	2,132	8	188	6,564	30	210	5,170	14	159	4,304	53
Flowers and nursery stock	63	5,523	346	10,112	50	580	22	66	1,554	8	44	1,218	3	34	1,181	3	89	2,196	19	91	2,140	17
Forest products (except lumber)	59	5,196	370	10,459	113	1,969	25	48	1,419	1	8	280	1	48	706	---	40	1,113	51	201	4,528	60
General merchandise	17	37,930	980	35,346	11	114	32	423	11,820	1	61	2,275	---	123	6,925	---	278	7,439	7	63	2,308	3
Leather and shoe findings	36	4,305	314	9,675	12	205	34	50	1,274	5	67	1,697	---	101	3,073	2	32	765	---	30	590	5
Leather goods	8	1,110	53	2,338	8	106	10	12	329	6	10	292	---	14	800	---	5	138	2	2	(x)	---
Oils and greases (animal and vegetable)	6	11,254	84	3,312	---	---	5	19	449	---	1	(x)	---	14	607	---	38	912	---	7	(x)	---
Optical goods	50	3,313	435	12,955	2	(x)	20	57	1,387	---	45	1,502	---	13	585	---	22	497	---	278	7,308	2
Textiles and materials (other than dry goods)	36	5,512	362	7,942	10	74	15	36	924	2	10	332	---	11	433	---	185	3,326	3	105	1,839	5
Miscellaneous kinds of business [1]	53	4,064	254	8,521	69	(x)	23	77	1,637	1	22	546	11	50	2,805	21	54	(x)	12	28	587	24
MANUFACTURERS' SALES BRANCHES (With stocks)	1,473	884,971	24,498	1,000,882	863	13,564	755	6,801	210,807	108	1,007	45,064	8	8,432	432,682	61	4,359	126,400	223	3,144	106,825	443
Amusement and sporting goods	39	26,355	925	34,298	84	1,106	30	474	14,184	1	19	1,443	---	128	8,028	---	151	4,654	---	93	2,284	83
Automotive	99	64,002	2,192	90,770	55	868	60	626	19,741	8	103	5,984	---	673	36,205	---	337	10,182	17	393	13,588	30
Beer, wines, and liquors	66	38,446	1,119	50,010	23	348	24	205	6,259	1	21	870	---	527	28,156	2	215	6,930	17	127	5,275	3
Chemicals and paints	115	42,703	1,906	77,556	59	1,246	85	512	17,011	4	119	3,649	---	560	28,181	2	373	11,624	37	257	9,964	16
Clothing and furnishings	46	12,458	383	17,514	6	61	7	123	3,609	1	27	979	---	142	10,162	---	75	1,782	3	9	160	2
Drugs and drug sundries	44	19,358	856	36,116	16	287	26	243	8,288	---	16	736	---	362	19,862	9	155	4,272	2	54	2,151	5
Dry goods (specialty lines)	32	11,783	307	12,201	3	48	9	124	3,001	1	4	210	---	103	8,422	1	65	1,594	---	2	(x)	1
Electrical goods	55	48,411	886	43,177	6	66	11	412	13,505	5	14	663	---	324	23,342	---	72	2,059	1	53	2,556	---
Farm products—consumer goods	46	20,004	794	28,547	104	910	55	139	3,497	2	2	(x)	---	381	15,203	---	94	2,673	6	123	3,825	96
Furniture and house furnishings	34	(x)	602	27,500	34	435	45	198	5,823	10	40	1,429	2	196	10,474	---	109	2,988	1	14	417	21

For footnotes, see end of table.

TABLE 3.—ANALYSIS OF EMPLOYMENT AND PAY ROLL BY OCCUPATIONAL GROUPS

TYPES OF OPERATION BY KINDS OF BUSINESS—Continued

[Figures are for week ended October 21, 1939, except where such period is not representative ...]

TYPE OF OPERATION KIND OF BUSINESS	ESTABLISHMENTS REPORTING EMPLOYEES BY OCCUPATIONAL GROUPS		TOTAL EMPLOYEES REPORTED BY OCCUPATIONAL GROUPS				Number of executives and salaried corporation officers	OFFICE AND CLERICAL EMPLOYEES			INSIDE SELLING EMPLOYEES			OUTSIDE SELLING EMPLOYEES			WAREHOUSE EMPLOYEES			ALL OTHER		
			Full-time		Part-time			Full-time		Number of part-time	Full-time		Number of part-time	Full-time		Number of part-time	Full-time		Number of part-time	Full-time		Number of part-time
	Number	Sales (add 000)	Number	Pay roll for week	Number	Pay roll for week		Number	Pay roll for week		Number	Pay roll for week		Number	Pay roll for week		Number	Pay roll for week		Number	Pay roll for week	
MANUFACTURERS' SALES BRANCHES (With stocks)—Con.																						
Groceries and foods (specialty lines)	223	$236,944	4,563	$180,058	159	$2,305	57	989	$31,935	18	191	$11,155	4	2,018	$86,169	49	714	$22,211	56	594	$18,425	52
Hardware	14	2,106	198	7,204	5	33	5	54	1,494	---	4	146	1	85	3,175	---	42	1,462	3	8	233	1
Jewelry	5	(x)	75	3,651	---	---	6	18	492	---	10	374	---	32	1,800	---	9	200	---	---	---	---
Lumber and construction materials	44	29,212	704	32,685	91	1,732	45	180	5,802	7	28	1,537	---	231	13,897	---	130	4,216	10	90	2,809	74
Machinery--equipment--supplies	345	84,279	4,222	176,776	121	2,238	151	1,008	32,898	30	183	6,752	---	1,320	73,270	8	673	17,451	28	887	32,042	55
Metals and metal work (except scrap)	58	63,935	812	34,600	21	422	13	219	6,876	7	68	2,689	1	260	15,918	5	239	7,352	8	13	354	---
Paper and its products	56	58,509	1,442	55,055	2	(x)	49	560	17,613	2	124	5,120	---	340	15,420	---	278	7,762	---	91	2,909	---
Petroleum and its products	19	2,132	156	7,551	4	125	11	14	424	---	-	---	---	70	4,048	---	54	1,759	3	7	227	1
Plumbing and heating equipment and supplies	54	26,947	1,077	39,487	42	867	22	357	10,519	9	9	300	---	268	13,846	---	332	9,722	22	89	3,066	11
Tobacco and products (except leaf)	5	65,855	324	13,322	5	31	3	57	2,199	---	3	170	---	241	9,734	5	17	671	---	3	113	---
All other [2]	76	12,835	955	32,804	23	(x)	41	289	7,637	2	22	(x)	---	171	9,370	---	195	4,856	9	237	(x)	12
MANUFACTURERS' SALES OFFICES (Without stocks)	310	273,106	3,423	162,437	93	1,614	115	1,082	34,720	9	138	6,175	6	1,348	79,960	31	---	---	---	740	20,780	47
Amusement and sporting goods	6	3,774	111	3,838	3	65	4	45	1,395	-	9	226	---	12	716	---	---	---	---	41	881	3
Automotive	4	3,107	86	3,090	1	(x)	3	24	714	---	1	(x)	---	28	1,660	---	---	---	---	10	409	1
Beer, wines, and liquors	9	(x)	136	8,046	1	(x)	2	21	(x)	1	---	---	---	83	6,354	---	---	---	-	30	961	---
Chemicals and paints	16	(x)	389	16,372	2	(x)	7	195	5,604	---	18	986	---	125	7,030	---	---	---	---	44	1,794	2
Electrical goods	17	5,484	91	4,425	2	(x)	---	35	1,093	---	---	---	---	45	2,944	---	---	---	---	11	388	2
Furniture and house furnishings	8	3,235	59	2,852	---	---	1	20	(x)	---	3	120	---	34	2,127	-	---	---	---	1	(x)	---
Groceries and foods (specialty lines)	40	47,897	1,001	44,422	72	1,349	39	269	9,787	4	43	2,311	---	367	18,113	31	---	---	---	283	6,911	37
Lumber and construction materials	21	12,889	317	15,626	3	83	20	85	2,925	1	9	534	2	75	5,348	---	---	---	---	128	3,704	---
Machinery--equipment--supplies	52	34,784	334	16,503	5	(x)	10	99	2,644	---	21	615	4	169	10,718	---	---	---	---	35	1,100	1
Metals and metal work (except scrap)	33	51,216	293	17,377	2	(x)	14	127	4,283	2	---	---	---	118	10,024	---	---	---	---	34	718	---
Paper and its products	25	40,903	190	11,603	2	(x)	7	66	2,083	1	9	541	---	105	7,586	---	---	---	---	3	77	1
Plumbing and heating equipment and supplies	15	1,884	91	3,665	---	---	2	26	850	---	5	(x)	---	31	1,722	---	---	---	---	27	910	---
All other [3]	64	40,753	345	14,618	---	---	6	70	2,471	---	20	648	---	156	7,618	---	---	---	---	93	(x)	---
														SALESMEN			TRUCK OPERATORS AND CHAUFFEURS					
PETROLEUM BULK STATIONS AND TERMINALS: **																						
Petroleum and its products	1,165	339,662	9,473	397,880	143	2,082	285	1,207	44,134	20	---	--	---	3,032	142,047	12	2,989	115,348	38	1,960	73,154	73
														BUYING AND SELLING EMPLOYEES								
AGENTS AND BROKERS	991	491,790	4,799	198,263	556	7,207	477	1,816	56,037	159	---	---	---	1,557	70,981	153	---	---	---	949	25,716	244
Automotive	27	4,841	93	3,493	12	163	3	21	567	3	---	---	---	31	1,881	5	---	---	---	38	918	4
Chemicals and paints	31	9,166	187	7,165	2	(x)	16	61	1,592	1	---	---	---	60	3,012	1	---	---	---	50	1,506	---
Clothing and furnishings	40	9,058	122	3,829	13	161	5	43	921	4	---	---	---	61	2,280	4	---	---	---	13	249	5
Drugs (general line)	1	7,710	126	4,182	2	(x)	2	46	1,268	2	---	---	---	42	1,713	---	---	---	---	36	(x)	---
Drugs and drug sundries (specialty lines)	18																					
Dry goods (general line)	3	15,049	229	6,651	17	155	2	84	2,014	2	---	---	---	80	3,031	11	---	---	---	63	(x)	4
Dry goods (specialty lines)	56																					
Electrical goods	71	9,927	255	7,988	39	512	22	98	2,525	11	---	---	---	99	3,437	26	---	---	---	36	833	2
Farm products—raw materials	48	36,598	157	6,816	78	576	17	78	2,743	8	---	---	---	41	1,872	15	---	---	---	21	440	55
Farm products—consumer goods	73	32,933	690	25,199	67	803	70	171	5,863	8	---	---	---	118	5,423	13	---	---	---	331	8,220	46
Furniture and house furnishings	43	5,733	138	4,702	35	316	8	47	1,038	12	---	---	---	63	2,192	14	---	---	---	20	718	9
Groceries and foods (specialty lines)	181	197,212	1,075	52,910	49	538	126	506	16,840	23	---	---	---	385	19,730	10	---	---	---	58	1,738	16
Hardware	34	5,428	89	3,569	12	172	2	40	1,035	8	---	---	---	41	1,950	4	---	---	---	6	(x)	---
Lumber and construction materials	78	43,321	328	16,948	63	1,272	64	178	5,938	22	---	---	---	78	4,871	20	---	---	---	8	264	21
Machinery—equipment—supplies	142	24,230	623	24,225	79	1,204	46	170	4,866	27	---	---	---	221	8,767	12	---	---	---	186	5,752	40
Metals and metal work (except scrap)	12	3,495	58	2,754	7	107	4	20	580	4	---	---	---	26	1,668	1	---	---	---	8	141	2
Paper and its products	19	2,569	86	3,167	18	278	11	35	875	8	---	---	---	37	1,179	5	---	---	---	3	113	5
Plumbing and heating equipment and supplies	17	4,927	65	2,619	13	304	7	26	752	3	---	---	---	24	1,211	---	---	---	---	8	216	10
All other [4]	97	79,593	478	22,046	50	599	72	192	6,620	13	---	---	---	150	6,764	12	---	---	---	64	(x)	25
ASSEMBLERS (Mainly farm products)	999	378,891	39,326	872,184	16,064	266,562	688	1,803	57,751	709	---	---	---	1,060	43,510	195	---	---	---	35,775	725,896	15,260
Farm products--raw materials	204	36,205	863	26,139	406	6,217	67	143	4,003	25	---	---	---	146	4,849	45	---	---	---	507	13,512	336
Farm products--consumer goods	697	304,335	34,698	768,035	13,706	231,496	555	1,415	45,319	538	---	---	---	837	35,877	26	---	---	---	31,891	650,992	13,142
Groceries and foods (specialty lines)	76	35,598	3,659	75,110	1,920	28,485	56	229	8,097	143	---	---	---	58	2,182	24	---	---	---	3,316	60,129	1,753
All other [5]	22	2,753	106	2,900	32	364	10	16	332	3	---	---	---	19	602	---	---	---	---	61	1,463	29

** Sales include taxes.

x Withheld to avoid disclosure.

1 Includes 5 yarns; and 48 miscellaneous kinds of business.

2 Includes 7 farm supplies; and 69 all other products.

3 Includes 7 clothing and furnishings; 3 drugs and drug sundries (specialty lines); 9 dry goods (specialty lines); 1 farm products—consumer goods; 1 farm supplies; 1 hardware; 1 jewelry; 1 petroleum and its products; 12 tobacco and products (except leaf); and 28 all other products.

4 Includes 13 amusement and sporting goods; 10 beer, wines, and liquors; 11 farm supplies; 6 jewelry; 8 petroleum and its products; 2 tobacco and products (except leaf); 4 waste materials; and 43 all other products.

5 Includes 19 farm supplies; and 3 all other products.

TABLE 3.—ANALYSIS OF EMPLOYMENT AND PAY ROLL BY OCCUPATIONAL GROUPS

TYPES OF OPERATION BY KINDS OF BUSINESS

BALTIMORE

[Figures are for week ended October 21, 1939, except where such period is not representative. In such cases one week of representative employment is given]

TYPE OF OPERATION KIND OF BUSINESS	ESTABLISHMENTS REPORTING EMPLOYEES BY OCCUPATIONAL GROUPS		TOTAL EMPLOYEES REPORTED BY OCCUPATIONAL GROUPS				Number of executives and salaried corporation officers	OFFICE AND CLERICAL EMPLOYEES			INSIDE SELLING EMPLOYEES			OUTSIDE SELLING EMPLOYEES			WAREHOUSE EMPLOYEES			ALL OTHER		
			Full time		Part-time			Full-time		Number of part-time	Full-time		Number of part-time	Full-time		Number of part-time	Full-time		Number of part-time	Full-time		Number of part-time
	Number	Sales (add 000)	Number	Pay roll for week	Number	Pay roll for week		Number	Pay roll for week		Number	Pay roll for week		Number	Pay roll for week		Number	Pay roll for week		Number	Pay roll for week	
SERVICE AND LIMITED-FUNCTION WHOLESALERS	868	$287,277	11,159	$319,490	366	$3,063	691	2,329	$52,279	13	622	$21,699	2	2,203	$85,331	23	2,535	$51,559	61	2,579	$49,161	267
Amusement and sporting goods	15	1,329	104	2,605	7	93	7	19	403	1	19	419	---	20	687	2	22	417	---	17	244	4
Automotive	39	51,444	657	19,057	1	(x)	16	143	4,186	1	83	2,100	---	115	4,049	---	122	3,091	---	178	3,610	---
Automotive accessories and equipment	13	1,970	217	5,693	---	---	2	47	1,156	---	24	537	---	51	1,642	---	44	984	---	49	(x)	---
Automotive parts	19	1,381	197	5,390	---	---	11	25	550	---	42	1,029	---	38	1,119	---	32	804	---	49	1,161	---
All other	7	48,061	243	7,974	1	(x)	3	71	2,460	1	17	534	---	26	1,288	---	46	1,323	---	80	(x)	---
Beer, wines, and liquors	24	15,776	524	16,847	65	776	34	107	2,417	---	5	136	---	210	8,347	---	118	2,055	2	50	914	63
Chemicals and paints	20	4,850	244	9,524	4	83	17	51	1,185	---	11	331	---	40	1,567	3	110	2,201	1	15	274	---
Clothing and furnishings	50	12,407	432	15,498	14	94	33	103	2,589	2	21	588	---	131	8,351	9	90	1,724	---	54	1,043	3
Women's and children's	14	1,970	96	2,657	9	55	11	20	380	1	10	281	---	24	924	8	23	450	---	8	110	---
Shoes and other footwear	10	6,567	180	7,909	-	---	8	50	1,463	---	---	---	---	59	3,506	---	52	967	---	11	192	---
All other	26	3,770	156	4,932	5	39	14	33	746	1	11	307	---	48	1,921	1	15	307	---	35	741	3
Coal and coke	14	4,916	104	4,314	12	75	20	31	676	---	---	---	---	11	539	---	2	(x)	---	40	1,293	12
Drugs (general line)	5	4,358	298	7,494	--	---	9	73	1,765	---	19	409	---	28	1,347	---	127	2,185	---	42	657	---
Drugs and drug sundries (specialty lines)	13	1,730	143	3,635	6	35	8	27	561	1	15	252	---	63	1,657	---	13	227	---	17	337	5
Dry goods (general line)	2	7,739	380	11,945	3	16	38	75	1,474	1	82	1,843	---	79	4,031	---	37	714	---	69	856	2
Dry goods (specialty lines)	26																					
Electrical goods	31	10,440	515	16,432	4	54	40	140	3,424	2	53	1,629	---	130	5,062	2	55	1,474	---	97	2,386	---
Electrical merchandise (general line)	5	5,173	212	7,202	1	(x)	3	51	1,568	1	23	777	---	49	2,104	---	24	795	---	82	1,842	---
Wiring supplies and construction materials	9	1,609	105	2,738	1	(x)	19	23	476	---	11	241	---	30	724	1	9	190	---	13	200	---
All other	17	3,658	198	6,482	2	(x)	18	66	1,380	1	19	611	---	51	2,234	1	22	489	---	22	544	---
Farm products—consumer goods	118	26,672	816	19,786	33	220	50	113	2,032	---	90	2,671	1	83	2,722	---	114	2,064	5	366	8,427	27
Dairy and poultry products	15	5,179	207	5,065	2	(x)	12	21	444	---	6	223	1	27	893	---	48	931	---	93	1,929	1
Poultry and poultry products	22	3,001	160	2,928	17	110	9	12	252	---	20	486	---	6	113	---	27	450	4	86	1,567	13
Fruits and vegetables (fresh)	81	18,492	449	11,793	14	(x)	29	80	1,936	---	64	1,962	---	50	1,716	---	39	783	1	187	3,131	13
Farm supplies	14	5,044	142	3,986	11	129	12	66	1,444	---	7	244	---	9	395	---	43	1,098	6	5	[illegible]	5
Furniture and house furnishings	19	3,400	134	4,983	2	(x)	11	45	925	---	11	264	---	38	1,907	1	34	628	---	45	728	1
Groceries (general line)	13	13,013	379	9,054	53	471	14	67	1,461	---	14	319	---	53	1,926	---	176	3,141	3	55	1,093	50
Groceries and foods (specialty lines)	133	21,640	1,294	38,364	29	203	76	220	4,749	2	88	2,200	---	344	12,393	1	258	4,952	16	308	6,022	8
Coffee roasting and spice grinding	3	581	124	3,191	10	15	3	25	458	---	1	(x)	---	49	1,722	---	33	449	10	13	192	---
Confectionery	18	1,203	153	3,967	--	--	8	22	486	---	8	159	---	60	1,723	---	32	686	---	23	365	- -
Fish and sea foods	38	4,166	216	4,793	3	47	13	38	784	1	54	1,359	---	8	272	---	6	111	1	92	1,605	1
Meats and provisions	28	5,271	246	9,437	7	86	20	34	790	-	17	483	---	71	3,420	-	33	825	2	71	2,100	5
All other	58	9,949	555	14,156	9	55	27	101	2,231	1	8	(x)	---	156	5,256	1	154	2,911	5	109	1,760	2
Hardware	11	2,756	154	4,130	1	(x)	8	34	877	1	17	486	---	37	1,193	---	42	861	---	16	258	---
Jewelry	14	2,014	114	3,397			14	27	681	-	12	307	-	16	595	- -	15	(x)	---	30	494	--

For footnotes, see end of table.

TABLE 3.—ANALYSIS OF EMPLOYMENT AND PAY ROLL BY OCCUPATIONAL GROUPS

BALTIMORE

TYPES OF OPERATION BY KINDS OF BUSINESS—Continued

[Figures are for week ended October 21, 1939, except where such period is not representative. In such cases one week of representative employment is given]

TYPE OF OPERATION KIND OF BUSINESS	ESTABLISHMENTS REPORTING EMPLOYEES BY OCCUPATIONAL GROUPS		TOTAL EMPLOYEES REPORTED BY OCCUPATIONAL GROUPS				Number of executives and salaried corporation officers	OFFICE AND CLERICAL EMPLOYEES			INSIDE SELLING EMPLOYEES			OUTSIDE SELLING EMPLOYEES			WAREHOUSE EMPLOYEES			ALL OTHER		
			Full-time		Part-time			Full-time		Number of part-time	Full-time		Number of part-time	Full-time		Number of part-time	Full-time		Number of part-time	Full-time		Number of part-time
	Number	Sales (add 000)	Number	Pay roll for week	Number	Pay roll for week		Number	Pay roll for week		Number	Pay roll for week		Number	Pay roll for week		Number	Pay roll for week		Number	Pay roll for week	
SERVICE AND LIMITED-FUNCTION WHOLESALERS—Con.																						
Lumber and construction materials	28	$8,445	530	$17,522	39	$251	46	93	$2,559	---	21	$722	---	43	$2,692	---	218	$5,109	---	109	$2,022	39
Lumber and millwork	18	6,445	404	13,778	29	84	29	71	2,001	---	17	602	---	27	1,907	---	202	4,811	---	58	1,280	29
All other	10	2,000	126	3,744	10	167	17	22	558	---	4	120	---	16	785	---	16	298	---	51	742	10
Machinery--equipment--supplies	75	9,335	704	21,911	21	82	72	151	3,486	---	54	1,341	---	207	7,454	2	109	2,166	14	111	2,414	5
Commercial equipment and supplies	10	1,215	125	4,162	1	(x)	16	22	594	---	6	199	---	37	1,369	---	16	322	---	28	788	1
Industrial machinery, equipment, and supplies	28	2,997	181	5,640	4	(x)	16	41	890	---	14	366	---	41	1,489	2	24	522	---	45	921	2
Service equipment and supplies	25	2,865	226	6,603	16	64	21	55	1,247	---	11	308	---	88	3,063	---	37	689	14	14	252	2
All other	12	2,260	172	5,506	---	---	19	33	755	---	23	468	---	41	1,513	---	32	633	---	24	453	---
Metals and metal work (except scrap)	19	4,090	196	6,774	3	16	21	53	1,412	---	6	221	---	20	740	---	57	1,345	1	39	944	2
Paper and its products	51	9,238	527	17,326	2	17	37	110	2,615	---	70	2,191	---	150	5,158	1	105	2,304	---	55	1,136	1
Plumbing and heating equipment and supplies	30	6,483	384	13,194	13	26	39	98	2,498	---	24	660	---	72	2,730	---	67	1,713	---	84	2,107	13
Plumbing and heating (general line)	14	(x)	192	6,781	13	26	20	58	1,384	---	11	308	---	29	1,213	---	49	1,206	---	25	500	13
All other	16	(x)	192	6,413	---	---	19	40	1,114	---	13	352	---	43	1,517	---	18	507	---	59	1,607	---
Tobacco and products (except leaf)	22	15,988	317	9,189	3	21	6	56	1,317	1	28	529	1	129	4,898	---	51	1,044	---	47	934	1
Waste materials	41	7,392	788	14,338	18	158	10	41	941	1	5	100	---	12	417	---	205	2,970	6	515	8,343	11
Iron and steel scrap	10	4,220	439	8,890	---	---	2	19	466	---	---	---	---	3	117	---	22	380	---	393	6,767	---
Waste paper, rags, and rubber	10	1,428	238	3,827	8	55	3	13	285	---	2	(x)	---	6	255	---	114	1,646	3	100	1,314	5
All other	21	1,744	111	1,821	10	101	5	9	190	1	3	(x)	---	3	45	---	69	944	3	22	262	6
All other [1]	48	17,106	1,229	31,365	22	240	53	386	7,022	---	67	1,737	---	163	6,494	2	345	7,700	5	215	4,543	15
MANUFACTURERS' SALES BRANCHES (With stocks)	118	111,590	2,747	109,193	51	564	73	741	21,403	10	73	3,498	4	1,109	54,843	---	379	9,966	26	372	12,223	11
Automotive	8	7,542	323	12,760	10	74	9	93	2,765	4	9	374	3	100	5,350	---	30	727	3	82	2,718	---
Electrical goods	4	11,796	97	5,019	---	---	2	49	1,494	---	---	---	---	43	3,275	---	3	(x)	---	---	---	---
Farm supplies	5	3,578	124	4,584	---	---	5	51	1,717	---	3	125	---	59	2,079	---	6	125	---	---	---	---
Groceries and foods (specialty lines)	21	(x)	928	35,447	7	72	12	202	5,956	1	36	2,191	---	511	21,847	---	109	2,783	5	58	1,720	1
Lumber and construction materials	6	(x)	103	3,638	17	227	2	27	792	1	3	(x)	---	26	1,014	---	43	1,574	13	2	(x)	3
Machinery--equipment--supplies	32	7,638	463	18,892	4	34	18	110	2,761	1	15	445	1	146	8,318	---	41	1,124	1	133	4,612	1
Metals and metal work (except scrap)	6	3,282	140	4,701	1	(x)	2	35	1,038	1	3	91	---	24	1,295	---	65	1,689	---	11	288	---
Plumbing and heating equipment and supplies	7	3,315	96	4,040	---	---	3	36	1,031	---	---	---	---	34	2,103	---	17	473	---	6	147	---
All other [2]	29	22,908	473	20,512	12	(x)	20	138	3,849	2	4	(x)	---	166	9,562	---	65	(x)	4	80	(x)	6
MANUFACTURERS' SALES OFFICES (Without stocks)	42	56,552	278	15,923	3	38	4	80	2,342	2	6	278	---	173	11,896	1	---	---	---	15	443	---
														SALESMEN			TRUCK OPERATORS AND CHAUFFEURS					
PETROLEUM BULK STATIONS AND TERMINALS: **																						
Petroleum and its products	18	21,421	546	24,063	190	3,620	6	154	4,668	12	---	---	---	98	5,164	---	129	6,231	75	161	7,437	103
														BUYING AND SELLING EMPLOYEES								
AGENTS AND BROKERS	105	47,166	636	19,595	37	577	55	183	4,258	6	---	---	---	210	8,285	3	---	---	---	188	3,326	28
Farm products--consumer goods	29	15,201	257	7,000	5	39	24	55	1,496	---	---	---	---	78	2,420	---	---	---	---	100	1,371	5
Groceries and foods (specialty lines)	17	11,487	92	2,902	4	20	6	34	622	---	---	---	---	40	1,581	---	---	---	---	12	207	4
All other [3]	59	20,478	287	9,693	28	518	25	94	2,140	6	---	---	---	92	4,284	3	---	---	---	76	1,748	19
ASSEMBLERS (Mainly farm products)	13	10,326	173	4,431	165	2,059	13	24	740	---	---	---	---	19	854	---	---	---	---	117	2,349	165

** Sales include taxes.

x Withheld to avoid disclosure.

[1] Includes 6 farm products--raw materials; 6 petroleum and its products; and 36 all other products.

[2] Includes 1 amusement and sporting goods; 2 beer, wines, and liquors; 5 chemicals and paints; 2 clothing and furnishings; 3 drugs and drug sundries (specialty lines); 3 dry goods (specialty lines); 1 farm products--consumer goods; 1 hardware; 4 paper and its products; 2 petroleum and its products; and 5 all other products.

[3] Includes 1 automotive; 1 beer, wines, and liquors; 1 coal and coke; 1 drugs and drug sundries (specialty lines); 5 dry goods (specialty lines); 8 electrical goods; 6 farm products--raw materials; 1 farm supplies; 2 furniture and house furnishings; 1 hardware; 1 jewelry; 3 lumber and construction materials; 15 machinery--equipment--supplies; 3 metals and metal work (except scrap); 3 paper and its products; 3 plumbing and heating equipment and supplies; 1 tobacco and products (except leaf); and 3 all other products.

TABLE 3.—ANALYSIS OF EMPLOYMENT AND PAY ROLL BY OCCUPATIONAL GROUPS

TYPES OF OPERATION BY KINDS OF BUSINESS

BOSTON

[Figures are for week ended October 21, 1939, except where such period is not representative. In such cases one week of representative employment is given]

TYPE OF OPERATION KIND OF BUSINESS	ESTABLISHMENTS REPORTING EMPLOYEES BY OCCUPATIONAL GROUPS		TOTAL EMPLOYEES REPORTED BY OCCUPATIONAL GROUPS				Number of executives and salaried corporation officers	OFFICE AND CLERICAL EMPLOYEES			INSIDE SELLING EMPLOYEES			OUTSIDE SELLING EMPLOYEES			WAREHOUSE EMPLOYEES			ALL OTHER		
			Full-time		Part-time			Full-time		Number of part-time	Full-time		Number of part-time	Full-time		Number of part-time	Full-time		Number of part-time	Full-time		Number of part-time
	Number	Sales (*add 000*)	Number	Pay roll for week	Number	Pay roll for week		Number	Pay roll for week		Number	Pay roll for week		Number	Pay roll for week		Number	Pay roll for week		Number	Pay roll for week	
SERVICE AND LIMITED-FUNCTION WHOLESALERS	1,315	$645,706	19,284	$725,582	674	$9,931	1,679	4,580	$120,343	56	1,806	$59,562	16	3,561	$176,343	44	4,567	$109,978	157	3,091	$84,096	401
Amusement and sporting goods	27	4,152	454	11,406	3	28	25	235	4,511	3	38	805	---	54	2,462	---	43	922	---	39	869	---
Sporting goods	7	1,392	128	4,145	---	---	7	27	620	---	29	630	---	21	922	---	15	364	---	29	665	---
All other	20	2,760	326	7,263	3	28	18	208	3,891	3	9	175	---	33	1,540	---	28	558	---	10	206	---
Automotive	39	61,336	853	29,925	18	376	49	277	7,942	2	68	2,085	---	163	8,174	---	106	2,467	16	190	4,909	---
Automobiles (new and used)	7	(x)	519	18,983	18	376	13	214	6,547	2	10	466	---	104	5,565	---	67	1,608	16	111	2,961	---
Automotive parts	15	2,548	168	5,451	---	---	15	30	653	---	25	696	---	30	1,553	---	28	646	---	40	991	---
All other	17	(x)	166	5,489	---	---	21	33	762	---	33	903	---	29	1,056	---	11	233	---	39	957	---
Beer, wines, and liquors	33	28,893	948	35,646	25	236	67	197	4,386	---	34	1,303	---	327	13,616	---	229	5,328	1	94	2,350	24
Beer and ale	11	9,123	325	10,762	23	(x)	19	55	1,118	---	14	718	---	89	3,752	---	122	2,879	1	28	489	22
Wines and liquors	22	19,770	623	24,884	2	(x)	48	142	3,268	---	20	585	---	238	9,864	---	107	2,449	---	66	1,861	2
Chemicals and paints	30	9,508	247	15,261	6	113	34	61	2,157	1	11	391	---	57	5,301	2	43	1,002	3	41	1,355	---
Clothing and furnishings	188	47,758	1,683	66,179	27	295	257	339	7,677	6	207	6,146	9	341	16,388	1	366	7,730	11	173	4,362	---
Clothing and furnishings (general line)	11	4,052	318	12,081	3	54	18	46	1,134	---	20	695	---	82	4,323	---	74	1,693	3	98	2,592	---
Men's and boys'	50	9,157	376	15,170	6	66	91	70	1,546	1	56	1,812	4	62	2,812	1	53	1,042	---	44	955	---
Women's and children's	51	12,053	388	14,959	8	92	60	79	1,744	---	72	1,957	2	74	3,355	---	87	1,559	6	16	486	---
Shoes and other footwear	57	20,915	499	21,026	5	28	74	127	2,940	4	35	1,185	1	117	5,112	---	138	3,211	---	8	186	---
All other	19	1,563	102	2,963	5	55	14	17	313	1	24	497	2	26	786	---	14	225	2	7	143	---
Coal and coke	20	55,633	367	24,258	24	160	19	145	5,016	---	15	1,334	---	118	10,971	---	13	429	---	57	1,357	24
Drugs (general line)	3	7,692	353	11,637	---	---	10	107	2,986	---	22	685	---	35	2,327	---	178	4,061	---	1	(x)	---
Drugs and drug sundries (specialty lines)	13	809	102	2,477	---	---	17	15	240	---	12	294	---	22	505	---	13	215	---	23	339	---
Dry goods (general line)	2	21,670	698	28,513	10	86	98	209	5,050	1	82	2,494	---	125	6,568	1	131	2,705	---	53	1,049	8
Dry goods (specialty lines)	71																					
Electrical goods	43	17,961	888	30,822	17	252	55	289	7,768	1	129	4,149	---	181	8,957	3	108	2,852	2	96	2,664	11
Electrical merchandise (general line)	5	(x)	326	12,200	---	---	9	127	3,594	---	60	2,166	---	63	3,269	---	55	1,759	---	11	229	---
Wiring supplies and construction materials	14	1,165	88	2,445	4	95	18	20	440	1	17	452	---	16	420	---	15	261	---	2	(x)	3
Radios and equipment	11	2,333	130	4,258	1	(x)	9	33	838	---	27	729	---	32	1,261	---	14	307	---	15	298	1
All other	13	(x)	315	11,919	12	(x)	19	109	2,896	---	25	802	---	70	4,007	3	24	525	2	68	(x)	7
Farm products--raw materials	66	128,761	797	43,042	19	450	75	267	9,629	1	26	1,709	---	102	8,731	---	126	3,870	10	201	8,335	8
Wool and mohair	50	112,539	692	37,811	16	416	60	221	8,051	---	18	1,304	---	80	6,948	---	121	3,730	10	192	8,323	6
All other	16	18,222	105	5,451	3	34	15	46	1,578	1	8	405	---	22	1,783	---	5	140	---	9	212	2
Farm products--consumer goods	52	33,659	1,528	50,268	50	967	48	120	3,365	---	121	4,127	---	244	9,777	5	401	11,133	39	594	17,159	6
Dairy and poultry products	13	11,828	944	30,371	1	(x)	13	45	1,189	---	56	1,829	---	199	7,558	---	197	5,466	---	434	12,900	1
All other	39	21,831	584	19,897	49	(x)	35	75	2,176	---	65	2,298	---	45	2,219	5	204	5,667	39	160	4,259	5
Farm supplies	4	4,295	207	7,219	---	---	18	66	1,361	---	18	777	---	47	2,325	---	23	500	---	35	897	---
Furniture and house furnishings	45	10,787	542	19,989	3	44	61	127	3,103	---	81	3,223	---	76	3,146	2	114	3,188	1	83	1,444	---
Floor coverings	14	4,492	152	5,947	---	---	19	40	1,015	---	24	665	---	31	1,313	---	31	804	---	7	132	---
Furniture (household)	11	1,276	96	3,322	1	(x)	12	22	452	---	16	884	---	7	187	---	36	910	1	3	54	---
All other	20	5,019	294	10,720	2	(x)	30	65	1,626	---	41	1,674	---	38	1,446	2	47	1,474	---	73	1,258	---

For footnotes, see end of table.

TABLE 3.- ANALYSIS OF EMPLOYMENT AND PAY ROLL BY OCCUPATIONAL GROUPS

TYPES OF OPERATION BY KINDS OF BUSINESS—Continued

BOSTON

[Figures are for week ended October 21, 1939, except where such period is not representative In such cases one week of representative employment is given]

TYPE OF OPERATION KIND OF BUSINESS	ESTABLISHMENTS REPORTING EMPLOYES BY OCCUPATIONAL GROUPS		TOTAL EMPLOYEES REPORTED BY OCCUPATIONAL GROUPS				Number of executives and salaried corporation officers	OFFICE AND CLERICAL EMPLOYEES			INSIDE SELLING EMPLOYEES			OUTSIDE SELLING EMPLOYEES			WAREHOUSE EMPLOYEES			ALL OTHER		
			Full-time		Part-time			Full-time		Number of part-time	Full-time		Number of part-time	Full-time		Number of part-time	Full-time		Number of part-time	Full-time		Number of part-time
	Number	Sales (add 000)	Number	Pay roll for week	Number	Pay roll for week		Number	Pay roll for week		Number	Pay roll for week		Number	Pay roll for week		Number	Pay roll for week		Number	Pay roll for week	
SERVICE AND LIMITED-FUNCTION WHOLESALERS—Con.																						
Groceries (general line)	20	$23,241	1,218	$35,927	78	$1,274	51	312	$7,496	17	205	$5,489	1	159	$6,959	---	470	$8,393	48	21	$678	12
Not sponsoring cooperative or voluntary groups	12	(x)	1,119	32,021	77	(x)	38	286	6,713	17	198	5,298	1	149	6,428	---	433	7,389	47	15	465	12
All other	8	(x)	99	3,906	1	(x)	13	26	783	---	7	191	---	10	531	---	37	1,004	1	6	211	---
Groceries and foods (specialty lines)	157	57,409	2,551	89,033	280	3,876	217	438	12,102	7	182	6,346	3	444	17,489	1	852	21,775	6	418	12,005	243
Coffee, tea, and spices	17	11,527	741	22,[illegible]	7	35	23	111	3,643	5	14	405	---	103	4,204	---	446	10,729	1	44	1,206	1
Coffee roasting and spice grinding	5	3,837	327	[illegible]	---	---	13	70	1,857	---	4	91	---	98	4,203	---	131	5,485	---	11	235	---
Fish and sea foods	40	10,091	507	19,565	113	1,990	67	73	1,924	---	80	2,930	2	20	709	---	88	2,926	3	179	5,495	108
Meats and provisions	36	14,783	405	[illegible],326	3	23	41	58	1,511	1	52	2,025	---	35	1,747	1	98	2,865	---	121	3,661	1
All other	59	17,371	571	15,999	157	1,828	73	126	3,167	1	52	895	1	188	6,826	---	89	1,972	2	63	1,408	133
Hardware	13	5,049	354	11,487	1	(x)	24	90	1,963	1	32	1,036	---	65	3,336	---	125	2,564	---	18	491	---
Jewelry	31	5,432	201	9,106	5	47	34	47	1,056	2	61	2,826	---	22	1,086	1	24	466	---	15	(x)	2
Lumber and construction materials	37	11,069	575	24,746	12	244	64	118	3,300	1	18	936	---	89	4,365	4	185	5,928	4	101	3,183	3
Lumber	15	(x)	127	7,035	7	185	30	46	1,355	1	3	200	---	19	1,039	4	22	577	2	7	503	---
Millwork	3	2,186	192	8,712	---	---	6	51	941	---	8	588	---	26	1,630	---	118	4,282	---	3	72	---
All other	19	(x)	256	8,999	5	59	28	41	1,004	---	7	348	---	44	1,696	---	45	1,069	2	91	2,808	3
Machinery--equipment--supplies	122	19,350	1,324	50,633	20	256	146	322	7,971	4	142	4,173	---	284	14,304	3	216	4,809	4	214	5,681	9
Commercial equipment and supplies	14	3,026	313	10,489	---	---	26	76	1,807	---	33	1,031	---	51	2,736	---	42	998	---	85	2,252	---
Industrial machinery, equipment, and supplies	50	10,566	487	23,076	12	164	58	133	3,572	2	25	1,094	---	108	7,012	1	90	2,086	1	73	2,108	8
Service equipment and supplies	39	3,084	284	9,398	5	53	42	54	1,215	1	39	1,015	---	69	2,833	2	49	994	1	31	647	1
All other	19	2,674	240	7,670	3	39	20	59	1,377	1	45	1,033	---	56	1,923	---	35	731	2	25	694	---
Metals and metal work (except scrap)	14	6,285	328	13,663	3	59	21	80	2,352	2	21	786	---	58	3,484	---	123	3,682	---	23	642	1
Paper and its products	55	11,306	858	27,168	15	210	59	202	4,665	1	78	2,560	---	221	9,324	5	224	4,114	7	54	1,187	2
Wrapping or coarse paper and products	24	4,260	273	9,343	10	141	30	64	1,290	1	3	102	---	115	4,694	5	42	968	3	19	400	1
Printing and writing papers	10	5,272	309	11,483	---	---	14	65	1,850	---	46	1,537	---	88	3,928	---	67	1,479	---	29	660	---
All other	21	1,774	256	6,342	5	69	15	73	1,525	---	29	921	---	18	702	---	115	1,667	4	6	127	1
Plumbing and heating equipment and supplies	43	7,811	574	20,579	7	112	56	153	4,446	3	42	1,322	---	75	3,048	---	173	4,433	2	75	1,720	2
Heating (including stoves and ranges)	11	1,751	230	8,942	1	(x)	9	50	1,509	---	14	480	---	18	807	---	77	1,985	---	62	1,594	1
Plumbing fixtures, equipment, and supplies	15	3,304	186	7,726	1	(x)	23	54	1,559	---	17	578	---	32	1,205	---	53	1,261	---	7	174	1
All other	17	2,756	158	5,911	5	(x)	24	49	1,378	3	11	264	---	25	1,036	---	43	1,187	2	8	152	---
Tobacco and products (except leaf)	26	15,[illegible]	193	5,123	3	(x)	19	36	715	1	56	1,214	---	47	1,427	---	17	404	---	18	[illegible]	2
Waste materials	38	13,707	330	14,519	25	245	35	69	2,036	---	6	400	3	35	2,813	---	42	1,070	1	143	2,791	21
Waste paper, rags, and rubber	13	7,383	153	6,621	19	185	12	31	1,030	---	3	235	---	11	1,017	---	10	280	---	86	1,433	19
All other	25	6,324	177	7,898	6	80	23	38	1,006	---	3	165	3	24	1,796	---	32	790	1	57	1,358	2
All other products	123	38,554	1,183	46,954	43	553	120	259	7,248	2	99	2,972	---	170	9,510	16	222	5,918	2	313	9,789	23
Books, periodicals, and newspapers	4	(x)	297	10,552	19	142	8	80	1,987	---	---	---	---	34	1,280	---	56	1,291	---	139	5,479	19
Leather and shoe findings	57	25,477	421	20,322	5	106	59	97	2,749	---	36	1,246	---	86	5,086	2	118	3,543	1	25	568	2
Optical goods	10	1,157	153	4,733	1	(x)	14	28	575	---	10	276	---	12	659	---	5	42	---	68	2,159	1
Miscellaneous kinds of business [1]	52	(x)	312	11,347	18	(x)	39	74	1,957	2	53	1,450	---	38	2,525	14	45	1,042	1	63	1,603	1

For footnotes, see end of table.

TABLE 3.—ANALYSIS OF EMPLOYMENT AND PAY ROLL BY OCCUPATIONAL GROUPS

TYPES OF OPERATION BY KINDS OF BUSINESS—Continued

BOSTON

[Figures are for week ended October 21, 1939, except where such period is not representative. In such cases one week of representative employment is given]

TYPE OF OPERATION KIND OF BUSINESS	ESTABLISHMENTS REPORTING EMPLOYEES BY OCCUPATIONAL GROUPS		TOTAL EMPLOYEES REPORTED BY OCCUPATIONAL GROUPS				Number of executives and salaried corporation officers	OFFICE AND CLERICAL EMPLOYEES			INSIDE SELLING EMPLOYEES			OUTSIDE SELLING EMPLOYEES			WAREHOUSE EMPLOYEES			ALL OTHER		
			Full-time		Part-time			Full-time		Number of part-time	Full-time		Number of part-time	Full-time		Number of part-time	Full-time		Number of part-time	Full-time		Number of part-time
	Number	Sales (add 000)	Number	Pay roll for week	Number	Pay roll for week		Number	Pay roll for week		Number	Pay roll for week		Number	Pay roll for week		Number	Pay roll for week		Number	Pay roll for week	
MANUFACTURERS' SALES BRANCHES (With stocks)	333	$298,580	7,852	$312,747	157	$2,423	181	2,356	$68,730	27	367	$18,386	3	2,500	$137,183	8	1,365	$34,961	40	1,063	$35,723	81
Amusement and sporting goods	12	10,702	368	13,254	43	954	9	201	5,804	---	5	291	---	65	3,819	---	70	1,625	---	18	448	43
Automotive	29	(x)	978	36,640	4	50	15	265	7,234	1	42	2,188	---	253	12,686	---	103	2,686	3	300	9,898	---
Chemicals and paints	32	24,715	616	30,648	5	94	13	227	6,951	---	27	759	---	224	17,434	1	97	2,540	3	28	1,069	1
Clothing and furnishings	8	2,724	143	4,645	12	(x)	5	37	822	---	8	265	---	37	2,139	---	37	905	12	19	484	---
Coal and coke	4	5,840	226	7,434	---	---	4	60	1,589	---	---	---	---	149	4,891	---	6	317	---	7	223	---
Drugs and drug sundries	7	8,570	409	12,602	---	---	7	106	2,284	---	2	(x)	---	94	5,308	---	200	4,317	---	---	---	---
Dry goods (specialty lines)	7	6,697	108	4,362	2	(x)	3	49	1,360	1	2	(x)	---	59	2,571	---	15	179	1	---	---	---
Electrical goods	14	(x)	488	24,266	5	76	2	234	8,302	3	20	(x)	---	172	12,920	---	33	903	---	27	1,062	2
Farm products--consumer goods	5	6,530	196	6,032	1	(x)	6	40	982	---	6	255	---	76	2,527	---	14	355	---	54	1,510	1
Furniture and house furnishings	9	(x)	90	3,499	2	(x)	2	20	694	---	6	314	---	31	1,499	---	30	847	1	1	(x)	1
Groceries and foods (specialty lines)	29	(x)	1,236	44,921	18	177	11	270	8,045	2	150	7,622	---	376	15,711	2	280	6,949	11	169	5,274	1
Hardware	4	(x)	77	3,493	---	---	2	51	921	---	1	(x)	---	21	1,682	---	22	637	---	---	---	---
Lumber and construction materials	5	(x)	241	11,081	1	(x)	10	51	1,599	1	3	(x)	---	69	4,658	---	59	1,853	---	49	2,202	---
Machinery--equipment--supplies	91	24,128	1,404	57,878	25	400	47	330	9,746	18	53	1,764	1	514	27,106	3	105	2,548	---	355	11,989	5
Metals and metal work (except scrap)	11	(x)	244	9,626	3	34	8	76	2,357	1	4	123	---	88	4,297	---	63	1,757	2	5	124	---
Plumbing and heating equipment and supplies	16	9,374	349	13,564	14	302	9	117	3,562	---	16	602	2	96	5,193	---	102	2,638	7	9	300	5
All other [1]	50	33,135	679	28,602	4	45	28	242	6,480	2	22	1,099	---	196	12,742	---	149	3,809	---	42	(x)	2
MANUFACTURERS' SALES OFFICES (Without stocks)	150	108,500	1,289	86,067	24	318	38	345	10,237	5	41	1,567	---	731	46,016	9	---	---	---	134	3,824	10
Beer, wines, and liquors	5	13,658	152	7,380	---	---	---	12	312	---	13	350	---	101	5,829	---	---	---	---	28	889	---
Groceries and foods (specialty lines)	7	6,288	195	7,128	6	85	1	46	1,255	---	6	271	---	92	4,180	3	---	---	---	50	(x)	3
Lumber and construction materials	14	7,282	136	7,084	1	(x)	2	30	984	1	3	(x)	---	101	5,752	---	---	---	---	---	---	---
Machinery--equipment--supplies	35	11,822	197	10,014	---	---	10	55	1,319	---	---	---	---	120	7,028	---	---	---	---	12	463	---
Metals and metal work (except scrap)	20	32,301	176	10,849	3	86	3	60	2,926	1	2	(x)	---	82	6,784	---	---	---	---	9	291	2
All other [2]	69	37,129	433	23,634	14	(x)	22	122	3,461	3	17	652	---	235	16,443	6	---	---	---	37	(x)	5
														SALESMEN			TRUCK OPERATORS AND CHAUFFEURS					
PETROLEUM BULK STATIONS AND TERMINALS: **																						
Petroleum and its products	11	19,586	547	21,721	--	---	3	116	4,037	---	--	--	---	58	2,964	---	188	8,414	---	182	5,915	---
														BUYING AND SELLING EMPLOYEES								
AGENTS AND BROKERS	296	237,774	1,866	81,428	134	1,731	229	680	18,674	17	---	---	---	515	26,775	19	---	--	---	242	8,644	98
Dry goods (specialty lines)	17	17,528	115	7,799	5	100	8	54	1,865	---	---	---	---	32	2,811	---	---	---	---	21	512	5
Farm products--raw materials	33	77,431	166	9,003	25	479	18	96	3,278	3	---	---	---	52	2,550	1	---	---	---	26	1,143	21
Farm products--consumer goods	14	22,560	146	6,146	17	261	18	46	1,535	---	--	---	---	34	1,580	2	---	---	---	46	1,588	15
Groceries and foods (specialty lines)	48	42,924	276	14,079	9	106	57	124	3,281	3	---	---	---	90	5,021	4	---	-	---	8	124	4
Machinery--equipment--supplies	33	9,154	258	11,573	8	79	29	71	1,655	2	---	---	-	103	4,427	4	---	---	---	58	2,120	2
All other [4]	151	68,377	705	32,826	70	706	99	287	7,262	9	---	--	---	224	10,574	8	-	---	--	95	3,[illegible]	35
ASSEMBLERS (Mainly farm products) [5]	13	25,167	174	5,935	2	(x)	14	44	1,088	---	---	---	---	36	1,855	---	---	---	---	80	2,129	2

** also include taxes.

x Withheld to avoid disclosure.

[1] Includes 7 petroleum and its products; 10 flowers and nursery stock; 5 forest products (except lumber); 4 leather goods; 3 oils and greases (animal and vegetable); 5 textiles and materials (other than dry goods); 4 yarns; and 14 miscellaneous kinds of business.

[2] Includes 6 beer, wines, and liquors, 1 jewelry; 9 paper and its products; 3 petroleum and its products; 1 tobacco and products (except leaf); and 30 all other products.

[3] Includes 1 amusement and sporting goods; 1 automotive, 7 chemicals and paints; 3 clothing and furnishings; 1 drugs and drug sundries (specialty lines); 3 dry goods (specialty lines); 12 electrical goods; 3 furniture and house furnishings; 1 hardware; 1 jewelry; 13 paper and its products; 10 plumbing and heating equipment and supplies; 1 tobacco and products (except leaf); and 12 all other products

[4] Includes 1 automotive; 2 beer, wines, and liquors; 5 chemicals and paints; 15 clothing and furnishings; 3 coal and coke; 5 drugs and drug sundries (specialty lines); 17 electrical goods; 2 farm supplies; 13 furniture and house furnishings; 9 hardware; 9 lumber and construction materials; 6 metals and metal work (except scrap); 5 paper and its products; 15 plumbing and heating equipment and supplies; 1 tobacco and products (except leaf); 3 waste materials; and 38 all other products.

[5] Includes 1 farm products--raw materials; 10 farm products--consumer goods; and 2 groceries and foods (specialty lines).

TABLE 3.—ANALYSIS OF EMPLOYMENT AND PAY ROLL BY OCCUPATIONAL GROUPS

TYPES OF OPERATION BY KINDS OF BUSINESS

BUFFALO

[Figures are for week ended October 21, 1939, except where such period is not representative. In such cases one week of representative employment is given]

TYPE OF OPERATION KIND OF BUSINESS	ESTABLISHMENTS REPORTING EMPLOYEES BY OCCUPATIONAL GROUPS		TOTAL EMPLOYEES REPORTED BY OCCUPATIONAL GROUPS				Number of executives and salaried corporation officers	OFFICE AND CLERICAL EMPLOYEES			INSIDE SELLING EMPLOYEES			OUTSIDE SELLING EMPLOYEES			WAREHOUSE EMPLOYEES			ALL OTHER		
			Full-time		Part-time			Full-time		Number of part-time	Full-time		Number of part-time	Full-time		Number of part-time	Full-time		Number of part-time	Full-time		Number of part-time
	Number	Sales (add 000)	Number	Pay roll for week	Number	Pay roll for week		Number	Pay roll for week		Number	Pay roll for week		Number	Pay roll for week		Number	Pay roll for week		Number	Pay roll for week	
SERVICE AND LIMITED-FUNCTION WHOLESALERS	476	$172,977	6,347	$208,004	188	$2,080	480	1,528	$37,563	28	522	$15,471	5	1,199	$50,001	18	1,515	$35,784	47	1,105	$27,853	90
Automotive	31	43,508	825	28,489	9	224	39	171	4,473	1	74	2,580	---	165	8,099	---	121	3,128	---	255	6,716	8
Automobiles (new and used)	10	(x)	47[illegible]	[illegible],142	---	---	14	107	3,093	---	31	1,315	---	99	5,238	---	61	1,801	---	166	4,770	---
Automotive parts	13	2,497	217	[illegible],259	8	(x)	14	42	900	---	37	1,090	---	35	1,448	---	31	690	---	58	1,491	8
All other	8	(x)	130	[illegible]	1	(x)	11	22	480	1	6	175	---	31	1,413	---	29	637	---	31	455	---
Beer, wines, and liquors	14	(x)	2[illegible]	[illegible],487	3	18	14	76	1,811	---	16	478	---	98	4,207	1	39	993	---	29	952	2
Beer and ale	9	2,101	[illegible]	[illegible],380	3	18	7	25	594	---	13	398	---	27	619	1	8	227	---	23	788	2
Wines and liquors	5	(x)	[illegible]	[illegible],107	---	---	7	51	1,217	---	3	78	---	71	3,588	---	31	766	---	6	164	---
Chemicals and paints	15	1,504	110	1,101	---	---	21	26	636	---	16	418	---	28	885	---	14	274	---	5	116	---
Coal and coke	15	8,391	202	7,875	3	39	19	56	1,713	2	2	(x)	---	20	1,007	---	70	2,105	---	35	846	1
Drugs (general line)	3	5,894	174	5,419	1	(x)	13	47	1,214	---	7	150	---	10	542	---	97	2,175	---	---	---	1
Electrical goods	19	6,843	356	12,913	5	42	25	98	2,591	2	49	1,646	1	71	2,953	---	50	1,173	---	63	1,635	2
Electrical merchandise (general line)	7	4,453	208	7,636	---	---	13	61	1,692	---	31	935	---	49	1,834	---	35	804	---	19	511	---
All other	12	2,390	148	5,277	5	42	12	37	899	2	18	711	1	22	1,119	---	15	369	---	44	1,124	2
Farm products--consumer goods	35	13,614	333	10,829	7	62	11	58	1,436	1	31	1,147	---	72	2,548	---	45	1,418	1	116	3,229	5
Dairy and poultry products	15	6,548	217	7,103	2	(x)	10	30	693	1	8	212	---	60	2,017	---	21	665	---	88	(x)	1
Fruits and vegetables (fresh)	20	7,066	116	3,726	5	(x)	1	28	743	---	23	935	---	12	531	---	24	753	1	28	(x)	4
Farm supplies	9	(x)	105	4,965	4	70	12	27	857	3	2	(x)	---	16	955	---	46	1,518	1	2	(x)	---
Groceries (general line)	14	10,254	328	10,322	---	---	24	82	2,178	---	16	471	---	74	2,972	---	125	2,697	---	7	178	---
Voluntary group wholesalers	5	(x)	214	6,982	---	---	13	48	1,346	---	7	197	---	45	2,139	---	97	2,003	---	4	98	---
All other	9	(x)	114	3,340	---	---	11	34	832	---	9	274	---	29	833	---	28	694	---	3	78	---
Groceries and foods (specialty lines)	32	5,143	231	6,638	20	207	22	38	895	5	18	459	3	51	1,926	2	56	1,119	---	46	1,179	10
Hardware	6	7,198	513	16,038	---	---	32	199	4,081	---	50	1,337	---	80	3,823	---	150	3,499	---	2	(x)	---
Lumber and construction materials	28	6,784	375	14,466	15	241	35	72	1,907	1	15	456	---	58	2,839	---	139	4,131	13	56	1,854	1
Lumber	8	2,427	93	3,441	5	48	10	19	467	---	2	(x)	---	17	801	---	19	474	4	26	701	1
Millwork	4	940	104	3,888	3	58	5	15	474	1	3	108	---	8	434	---	57	1,519	2	16	559	---
All other	16	3,417	178	7,137	7	135	20	38	966	---	10	(x)	---	33	1,404	---	63	2,138	7	14	594	---
Machinery--equipment--supplies	67	7,499	595	20,154	17	172	63	153	3,616	2	66	1,955	---	173	6,016	6	65	1,560	1	75	1,871	8
Industrial machinery, equipment, and supplies	28	3,292	230	7,797	3	28	28	68	1,607	1	15	462	---	72	2,427	---	17	471	---	30	720	2
Professional equipment and supplies	7	1,404	125	4,555	5	32	16	38	961	1	30	973	---	23	788	---	8	201	---	10	204	4
Service equipment and supplies	15	1,107	110	3,445	2	(x)	9	20	436	---	9	243	---	46	1,616	1	13	262	1	13	290	---
All other	17	1,696	130	4,357	7	(x)	10	27	612	---	12	277	---	32	1,185	5	27	626	---	22	657	2
Metals and metal work (except scrap)	8	4,102	165	6,239	3	55	1	50	1,516	1	12	(x)	---	31	1,920	---	71	2,155	2	---	---	---
Paper and its products	23	4,439	304	9,608	11	53	23	61	1,481	1	37	935	---	77	2,740	5	56	1,376	2	50	1,219	3
Printing and writing papers	5	(x)	142	5,088	---	---	6	23	671	---	16	460	---	27	1,351	---	30	813	---	40	969	---
All other	18	(x)	162	4,520	11	53	17	38	810	1	21	475	---	50	1,389	5	26	563	2	10	250	3
Plumbing and heating equipment and supplies	16	1,834	105	3,404	12	67	18	27	728	1	7	207	---	18	579	---	20	581	3	15	381	8
Tobacco and products (except leaf)	18	10,229	152	4,431	6	80	17	31	542	1	21	512	1	45	1,629	1	21	399	---	17	388	3
Waste materials	32	5,262	464	11,176	46	505	28	28	646	2	---	---	---	7	330	---	221	3,452	17	180	4,371	27
Iron and steel scrap	11	2,820	196	5,602	9	119	11	15	337	---	---	---	---	2	(x)	---	8	157	1	160	3,896	8
All other	21	2,442	268	5,574	37	386	17	13	309	2	---	---	---	5	(x)	---	213	3,295	16	20	475	19
All other [1]	91	16,045	738	21,650	26	(x)	63	226	5,242	5	83	2,236	---	105	4,231	3	109	2,231	7	152	2,749	11

For footnotes, see end of table.

TABLE 3.--ANALYSIS OF EMPLOYMENT AND PAY ROLL BY OCCUPATIONAL GROUPS

BUFFALO

TYPES OF OPERATION BY KINDS OF BUSINESS--Continued

[Figures are for week ended October 21, 1939, except where such period is not representative. In such cases one week of representative employment is given]

TYPE OF OPERATION KIND OF BUSINESS	ESTABLISHMENTS REPORTING EMPLOYEES BY OCCUPATIONAL GROUPS		TOTAL EMPLOYEES REPORTED BY OCCUPATIONAL GROUPS				Number of executives and salaried corporation officers	OFFICE AND CLERICAL EMPLOYEES			INSIDE SELLING EMPLOYEES			OUTSIDE SELLING EMPLOYEES			WAREHOUSE EMPLOYEES			ALL OTHER		
			Full-time		Part-time			Full-time		Number of part-time	Full-time		Number of part-time	Full-time		Number of part-time	Full-time		Number of part-time	Full-time		Number of part-time
	Number	Sales (add 000)	Number	Pay roll for week	Number	Pay roll for week		Number	Pay roll for week		Number	Pay roll for week		Number	Pay roll for week		Number	Pay roll for week		Number	Pay roll for week	
MANUFACTURERS' SALES BRANCHES (With stocks)	116	$74,050	2,168	$84,867	68	$981	71	592	$17,456	8	99	$5,383	---	774	$38,702	3	306	$7,923	29	326	$8,756	28
Amusement and sporting goods	8	(x)	149	5,637	20	255	24	61	1,558	1	3	200	---	27	1,793	---	26	629	---	8	125	19
Automotive	15	(x)	412	18,027	15	229	12	106	3,307	4	23	1,236	---	121	6,085	---	56	1,118	11	110	2,983	---
Electrical goods	5	10,405	171	8,799	---	---	2	81	2,711	---	3	132	---	71	5,331	---	9	251	---	5	(x)	---
Groceries and foods (specialty lines)	16	(x)	431	18,841	7	109	1	69	1,976	---	55	3,447	---	210	8,422	1	59	1,136	2	57	(x)	4
Lumber and construction materials	4	1,756	99	3,406	1	(x)	---	24	849	---	2	(x)	---	21	875	---	17	(x)	1	35	1,209	---
Machinery--equipment--supplies	26	5,637	248	10,782	5	74	12	61	1,976	2	2	(x)	---	99	5,383	---	16	426	2	58	1,989	1
Metals and metal work (except scrap)	8	5,837	162	5,498	---	---	3	50	1,282	---	1	(x)	---	39	2,212	---	63	1,560	---	6	115	---
Plumbing and heating equipment and supplies	6	4,198	152	5,524	9	164	3	65	1,784	---	---	---	---	48	2,578	1	34	751	8	4	111	---
All other [2]	28	11,234	344	12,353	11	(x)	12	75	2,013	1	10	242	---	140	6,025	1	64	(x)	5	43	1,248	4
MANUFACTURERS' SALES OFFICES (Without stocks)	53	50,484	492	24,355	6	91	9	153	4,745	4	2	(x)	---	302	17,539	---	---	---	---	28	681	2
Lumber and construction materials	7	(x)	148	6,574	3	51	4	27	873	3	---	---	---	117	5,277	---	---	---	---	---	---	---
All other [3]	46	(x)	344	17,781	3	40	5	126	3,872	1	2	(x)	---	185	12,262	---	---	---	---	28	681	2
														SALESMEN			TRUCK OPERATORS AND CHAUFFEURS					
PETROLEUM BULK STATIONS: **																						
Petroleum and its products	9	12,244	246	9,586	5	52	6	40	1,367	---	---	---	---	37	1,974	---	112	3,917	2	51	1,777	3
														BUYING AND SELLING EMPLOYEES								
AGENTS AND BROKERS	84	50,844	344	14,328	27	351	51	113	2,901	7	---	---	---	87	3,762	2	---	---	---	93	2,732	18
Farm products--consumer goods	32	9,044	148	4,438	5	59	11	38	902	---	---	---	---	27	914	---	---	---	---	70	2,042	5
All other [4]	52	41,800	198	9,890	22	292	40	75	1,999	7	---	---	---	60	2,848	2	---	---	---	23	690	13

** Sales include taxes.

x Withheld to avoid disclosure.

1 Includes 12 amusement and sporting goods; 8 clothing and furnishings; 4 drugs and drug sundries (specialty lines); 3 dry goods (general line); 7 dry goods (specialty lines); 3 farm products--raw materials; 12 furniture and house furnishings; 12 jewelry; 3 petroleum and its products; and 26 all other products.

2 Includes 2 beer, wines, and liquors; 8 chemicals and paints; 1 drugs and drug sundries (specialty lines); 3 farm products--consumer goods; 1 farm supplies; 5 furniture and house furnishings; 1 hardware; 4 paper and its products; and 3 all other products.

3 Includes 1 amusement and sporting goods; 2 chemicals and paints; 1 coal and coke; 5 electrical goods; 2 furniture and house furnishings; 6 groceries and foods (specialty lines); 10 machinery--equipment--supplies; 9 metals and metal work (except scrap); 3 paper and its products; 5 plumbing and heating equipment and supplies; 1 tobacco and products (except leaf); and 1 all other products.

4 Includes 2 chemicals and paints; 3 coal and coke; 1 electrical goods; 12 farm products--raw materials; 3 farm supplies; 1 furniture and house furnishings; 16 groceries and foods (specialty lines); 5 lumber and construction materials; 4 machinery--equipment--supplies; 2 metals and metal work (except scrap); 1 paper and its products; 1 plumbing and heating equipment and supplies; and 1 waste materials.

TABLE 3.—ANALYSIS OF EMPLOYMENT AND PAY ROLL BY OCCUPATIONAL GROUPS

CHICAGO

TYPES OF OPERATION BY KINDS OF BUSINESS

[Figures are for week ended October 21, 1929, except [illegible] reported otherwise. [illegible]]

TYPE OF OPERATION (KIND OF BUSINESS)	ESTABLISHMENTS REPORTING EMPLOYES BY OCCUPATIONAL GROUPS		TOTAL EMPLOYES REPORTED BY OCCUPATIONAL GROUPS				Number of establishments [illegible]	OFFICE AND OTHER HOME EMPLOYES			INSIDE SELLING EMPLOYES			OUTSIDE SELLING EMPLOYES			WAREHOUSE EMPLOYES			ALL OTHER		
			Full-time		Part-time			Full-time			Full-time			Full-time			Full-time			Full-time		
	Number	Sales (dollars)	Number	Payroll (dollars)	Number	Payroll (dollars)		Number	Payroll (dollars)	Number of establishments [illegible]	Number	Payroll (dollars)	Number of establishments [illegible]	Number	Payroll (dollars)	Number of establishments [illegible]	Number	Payroll (dollars)	Number of establishments [illegible]	Number	Payroll (dollars)	Number of establishments [illegible]
SERVICE AND LIMITED-FUNCTION WHOLESALERS	3,415	$1,541,772	52,237	$1,855,554	1,343	$16,689	3,454	12,924	$340,905	155	3,781	$128,778	110	10,425	$481,157	217	12,192	$295,499	259	9,461	$248,259	602
Amusement and sporting goods	52	10,703	646	20,729	57	835	39	192	4,330	11	38	1,261	1	100	4,807	4	108	2,505	7	189	3,376	34
Cameras and photographic supplies	13	3,169	187	6,541	2	(x)	8	54	1,184	---	12	336	---	24	1,194	2	29	615	---	60	1,199	---
Sporting goods	6	2,441	128	3,900	16	247	1	53	1,310	---	11	322	---	23	1,264	---	22	552	---	18	(x)	18
Toys, novelties, and fireworks	23	2,686	181	5,747	17	182	23	50	960	2	8	207	---	36	1,597	2	38	880	1	26	609	8
All other	10	2,407	150	4,541	22	(x)	7	35	876	5	7	396	1	17	842	---	19	488	2	65	(x)	10
Automotive	200	103,879	2,667	94,590	36	402	156	628	18,490	5	328	10,561	1	423	19,939	10	480	11,277	---	682	17,685	20
Automobiles (new and used)	14	74,029	396	17,957	1	(x)	11	189	6,843	---	13	581	---	93	5,260	---	17	410	---	93	2,672	1
Automotive accessories and equipment	81	13,544	1,068	35,733	21	253	76	253	6,187	3	159	4,449	1	144	5,316	10	223	6,123	---	213	5,651	7
Automotive parts	71	11,708	950	30,590	7	77	38	168	4,213	2	124	3,595	---	159	8,040	---	195	4,217	---	278	6,498	5
All other	34	4,598	243	10,320	7	(x)	31	38	1,247	---	32	1,936	---	27	1,323	---	17	527	-	98	2,664	7
Beer, wines, and liquors	193	89,907	2,654	96,789	65	703	198	501	12,990	5	102	3,139	1	919	34,689	38	446	11,742	11	488	14,437	10
Beer and ale	71	16,193	756	24,937	19	144	43	110	2,978	2	19	592	1	210	7,311	---	172	4,282	9	202	6,082	7
Wines and liquors	122	73,714	1,898	71,852	46	559	155	391	10,012	3	83	2,547	---	709	27,378	38	274	7,460	2	286	8,355	3
Chemicals and paints	77	12,497	642	26,159	28	320	90	156	4,298	4	67	2,166	---	146	7,108	11	103	2,888	6	78	2,354	7
Paints and varnishes	24	2,346	189	6,343	7	131	27	34	872	3	15	510	---	45	1,659	4	28	702	---	20	521	---
Paints with glass and/or wallpaper	29	2,306	191	6,776	4	62	29	42	1,205	---	48	1,543	---	21	765	1	19	480	---	32	857	3
All other	24	7,845	282	13,040	17	127	34	82	2,221	1	4	113	---	80	4,684	6	56	1,506	6	26	976	4
Clothing and furnishings	195	39,203	1,777	60,254	63	837	157	407	9,135	1	346	10,026	30	370	15,042	25	274	5,377	2	223	5,147	5
Clothing and furnishings (general line)	13	2,609	153	4,202	23	330	5	30	852	---	49	1,075	20	20	678	---	29	525	---	20	367	3
Men's and boys'	56	10,380	497	16,494	24	285	49	141	2,879	1	59	2,253	8	88	3,203	13	81	1,619	2	79	2,107	---
Women's and children's	47	12,341	516	18,048	13	210	39	103	2,342	---	98	3,028	---	116	5,609	12	90	1,801	---	70	1,421	1
Furs, dressed, and fur clothing	32	5,773	172	7,034	---	---	19	44	1,059	---	25	781	---	48	1,865	---	10	220	---	26	778	---
Millinery and millinery supplies	28	3,592	250	7,591	5	14	23	52	1,016	---	90	2,253	2	43	1,614	---	23	354	---	19	291	1
Shoes and other footwear	19	4,508	189	6,865	---	---	22	37	987	---	25	656	---	55	2,075	---	41	858	---	9	185	---
Coal and Coke	63	36,949	565	26,622	41	712	78	178	5,573	1	15	818	---	178	9,900	9	12	379	---	106	2,159	31
Drugs (general line)	8	(x)	793	24,554	---	---	18	296	6,419	---	14	285	---	93	5,170	---	362	7,719	---	10	363	---
Service wholesalers (without liquor)	5	(x)	577	18,504	---	---	15	227	4,862	---	10	217	---	77	4,194	---	246	5,336	---	2	(x)	---
All other	3	5,308	216	5,850	---	---	3	69	1,557	---	4	68	---	16	976	---	116	2,383	---	8	(x)	---
Drugs and drug sundries (specialty lines)	62	29,447	711	23,083	61	606	62	178	3,998	2	56	1,529	40	127	7,204	3	206	3,003	12	82	1,375	4
Proprietary medicines	24	2,566	141	4,603	47	510	27	47	1,051	1	15	312	40	13	400	1	25	432	3	16	358	2
Toiletries	19	2,317	385	10,158	11	24	21	101	2,313	---	10	176	---	30	1,463	---	164	2,204	9	59	891	2
Drug specialties and sundries	19	24,564	185	8,322	3	72	14	30	634	1	31	1,041	---	84	5,341	2	19	367	---	7	126	---
Dry goods (general line)	5	20,764	1,418	34,668	2	(x)	4	288	5,236	---	392	9,881	---	343	12,226	---	326	5,705	---	67	1,375	2
Dry goods (specialty lines)	157	25,418	937	33,833	33	269	91	265	6,083	1	117	3,649	---	235	11,691	11	76	1,569	2	153	2,829	19
Notions	31	3,281	253	7,405	9	67	19	68	1,596	---	17	508	---	47	2,049	---	33	698	2	69	1,160	7
Piece goods:																						
Woolen and worsted	25	6,946	190	7,201	1	(x)	18	65	1,495	---	17	800	---	43	1,908	1	12	286	---	35	914	---
Other	53	9,847	307	12,424	17	133	39	73	1,679	---	50	1,352	---	97	5,593	10	18	343	---	50	453	7
All other	28	5,344	187	6,803	6	(x)	15	59	1,313	1	33	989	---	48	2,141	---	13	242	---	19	302	5
Electrical goods	122	57,380	2,711	106,366	17	268	180	1,065	28,193	4	154	5,214	1	469	28,320	7	483	10,492	---	360	11,143	5
Electrical merchandise (general line)	12	(x)	703	28,418	---	---	33	311	8,574	---	54	2,463	---	118	8,159	---	149	3,398	---	40	991	---
Apparatus and equipment	13	8,095	249	12,736	1	(x)	25	74	2,594	---	5	142	---	88	5,841	1	2	(x)	---	55	1,368	---
Wiring supplies and construction materials	39	8,627	440	16,054	5	43	53	140	3,529	1	35	1,012	---	65	3,020	4	119	1,994	---	28	725	---
Radios and equipment	25	11,427	666	24,298	3	32	44	324	7,406	2	27	656	1	88	6,226	---	80	1,980	---	103	3,946	---
Refrigerators and equipment (household)	7	7,510	349	14,508	2	(x)	6	151	3,997	---	8	246	---	60	3,929	---	57	1,582	---	85	2,794	2
All other	26	(x)	304	10,352	6	141	17	85	2,093	1	25	695	---	52	3,145	2	76	(x)	---	49	1,319	3
Farm products—raw materials	25	18,360	533	19,752	5	51	22	110	3,011	1	10	292	1	22	1,161	---	327	9,892	---	42	1,795	3

For footnotes, see end of table.

TABLE 3.—ANALYSIS OF EMPLOYMENT AND PAY ROLL BY OCCUPATIONAL GROUPS

CHICAGO

TYPES OF OPERATION BY KINDS OF BUSINESS—Continued

[Figures are for week ended October 21, 1939, except where such period is not representative. In such cases one week representative employment is given.]

TYPE OF OPERATION KIND OF BUSINESS	ESTABLISHMENTS REPORTING EMPLOYEES BY OCCUPATIONAL GROUPS		TOTAL EMPLOYEES REPORTED BY OCCUPATIONAL GROUPS				Number of executives and salaried officers operation officers	OFFICE AND CLERICAL EMPLOYEES			INSIDE SELLING EMPLOYEES			OUTSIDE SELLING EMPLOYEES			WAREHOUSE EMPLOYEES			ALL OTHER		
			Full-time		Part-time			Full-time		Number of part-time	Full-time		Number of part-time	Full-time		Number of part-time	Full-time		Number of part-time	Full-time		Number of part-time
	Number	Sales (add 000)	Number	Pay roll for week	Number	Pay roll for week		Number	Pay roll for week		Number	Pay roll for week		Number	Pay roll for week		Number	Pay roll for week		Number	Pay roll for week	
SERVICE AND LIMITED-FUNCTION WHOLESALERS—Con.																						
Farm products—consumer goods	359	$175,284	3,801	$157,170	128	$1,858	274	638	$18,001	10	408	$17,050	6	796	$40,434	1	605	$18,913	30	1,080	$38,543	79
Dairy and poultry products	99	72,865	1,735	79,818	14	187	119	210	6,592	1	58	2,490	—	686	35,301	—	162	4,537	5	518	20,040	10
Poultry and poultry products	57	16,180	349	10,996	25	305	42	65	1,705	4	45	1,550	2	22	680	1	90	2,372	8	85	2,196	10
Fruits and vegetables (fresh)	203	86,259	1,719	66,356	87	1,346	115	363	10,704	5	305	12,990	4	108	4,453	—	353	12,004	19	477	16,307	59
Farm supplies	15	4,912	318	9,060	53	492	12	42	1,139	—	25	923	—	156	4,139	10	67	1,699	43	16	376	—
Furniture and house furnishings	130	30,312	1,293	49,409	59	745	125	376	9,088	4	108	3,011	2	232	13,759	7	245	5,664	25	207	5,855	21
China, glassware, and crockery	17	1,530	95	3,248	7	75	13	24	488	—	7	233	1	11	539	1	20	425	1	20	488	4
Floor coverings	27	12,857	358	14,118	16	508	23	97	2,768	—	26	861	—	69	4,163	1	90	2,259	9	51	1,749	6
Furniture (household)	23	5,868	293	10,127	2	(x)	28	77	1,749	1	16	556	—	74	2,855	—	40	869	—	60	1,594	1
Musical instruments and sheet music	5	2,100	171	8,205	—	—	18	63	1,494	—	4	135	—	22	2,512	—	48	1,068	—	16	476	—
All other	58	8,157	378	13,711	34	(x)	45	115	2,579	3	55	1,226	1	56	3,710	5	47	1,023	15	60	1,549	10
Groceries (general line)	41	(x)	3,490	117,187	18	200	64	698	19,285	2	116	4,403	7	1,063	45,207	4	1,351	33,923	1	178	6,075	4
Not sponsoring cooperative or voluntary groups	26	32,407	2,358	77,872	9	(x)	42	526	14,743	1	82	1,799	—	686	30,905	4	887	21,584	—	155	4,934	4
Voluntary group wholesalers	11	(x)	1,050	36,089	8	117	20	153	4,134	1	42	(x)	7	394	14,219	—	418	12,534	—	23	1,141	—
All other	4	4,745	102	3,226	1	(x)	2	19	408	—	12	(x)	—	3	83	—	66	1,855	1	—	—	—
Groceries and foods (specialty lines)	402	131,343	4,969	171,353	87	868	371	934	24,507	12	333	12,468	4	963	39,342	1	1,040	26,755	21	1,328	33,498	49
Canned foods	22	5,256	174	6,022	4	54	27	36	828	—	7	161	—	50	1,865	—	44	852	—	19	219	4
Coffee, tea, and spices	42	12,709	693	26,840	5	58	60	163	4,643	4	7	443	—	248	10,627	—	113	2,840	1	102	2,526	—
Coffee roasting and spice grinding	7	8,287	425	13,996	—	—	12	105	2,606	—	15	567	—	81	4,022	—	142	3,823	—	70	1,597	—
Confectionery	27	4,200	244	5,127	3	15	19	44	653	1	17	337	—	36	1,168	—	10	140	1	118	1,473	1
Fish and sea foods	47	12,607	574	19,930	4	64	56	107	2,788	—	64	2,504	—	39	1,435	—	144	3,791	4	164	4,462	—
Flour	11	2,890	102	3,312	2	(x)	13	17	557	—	—	—	—	32	936	—	34	862	—	6	140	2
Meats and provisions	118	52,527	1,511	55,792	21	237	79	207	6,148	2	179	7,486	4	170	7,509	—	284	9,184	2	192	18,650	13
All other	128	32,867	1,246	40,334	48	(x)	105	255	6,286	5	44	970	—	307	11,940	1	269	5,243	13	266	6,873	29
Hardware	48	25,124	1,785	57,735	16	215	111	632	15,636	14	75	1,943	1	508	19,231	—	433	12,330	—	26	161	1
Hardware (general line)	17	19,226	1,384	45,537	13	188	62	555	13,714	13	67	1,655	—	314	13,888	—	330	9,376	—	6	196	—
Specialty lines	31	5,898	401	12,398	3	27	49	77	1,922	1	8	288	1	194	5,343	—	53	954	—	20	362	1
Jewelry	79	19,661	946	33,469	20	463	82	388	9,484	2	115	3,453	—	145	7,143	11	101	2,258	—	115	3,195	7
Jewelry (general line)	18	8,985	484	17,392	6	80	27	186	5,378	—	89	2,586	—	66	3,155	6	71	1,943	—	45	1,583	—
All other	61	10,676	462	16,077	14	383	55	202	4,106	2	26	867	—	79	3,988	5	30	315	—	70	1,612	7
Lumber and construction materials	116	49,460	1,265	57,813	105	956	168	356	11,704	7	108	4,484	—	183	11,012	3	268	5,995	11	242	5,477	34
Lumber	51	17,830	478	23,982	80	596	80	145	4,291	5	23	1,840	—	62	4,129	3	37	1,115	1	71	1,667	22
Millwork	11	2,710	184	6,805	2	(x)	20	31	1,096	1	2	(x)	—	18	764	—	33	834	—	9	1,38	1
All other	54	28,920	603	27,226	23	(x)	58	180	6,317	1	83	(x)	—	103	6,119	—	38	3,046	1	162	2,794	11
Machinery—equipment—supplies	381	70,076	4,141	186,494	96	1,219	385	1,527	38,340	24	204	6,599	9	941	45,729	27	721	14,585	13	64	10,214	23
Commercial equipment and supplies:																						
Office machines and equipment	17	3,176	300	11,723	9	113	19	66	1,607	7	2	(x)	—	75	2,989	1	44	1,834	—	39	1,336	1
Restaurant and hotel supply houses	17	2,145	138	4,641	3	34	14	31	818	—	10	279	—	50	1,588	2	17	394	—	18	396	1
All other	40	4,169	349	11,960	8	136	39	67	3,289	2	31	1,007	—	62	3,106	2	42	1,428	—	36	1,649	3
Farm and dairy	12	4,631	205	8,212	8	119	10	95	2,620	2	1	(x)	4	91	4,21[illegible]	—	7	116	—	7	175	2
Industrial machinery, equipment, and supplies:																						
Machine tools	18	5,148	196	9,504	6	60	18	64	1,621	4	7	324	—	57	3,39[illegible]	—	31	2[illegible]	1	16	42[illegible]	1
Mine and mill supplies	9	2,491	121	4,235	1	(x)	7	41	1,147	1	9	162	—	20	63[illegible]	—	4	97[illegible]	—	3	38	—
Textile	6	1,243	94	3,073	—	—	5	25	654	—	5	178	—	11	37[illegible]	—	1	25	—	38	247	—
All other	113	19,288	1,174	45,878	28	284	122	380	10,484	4	47	1,528	1	219	1[illegible]	4	257	[illegible]	9	149	4,208	2
Professional equipment and supplies:																						
Dental supply houses	14	960	118	3,786	2	(x)	12	31	696	1	13	279	—	42	1,7[illegible]	—	10	20[illegible]	—	9	19[illegible]	1
Religious supply houses	9	813	118	3,582	4	23	7	36	975	—	13	318	1	14	9[illegible]	—	17	6[illegible]	2	33	7[illegible]	1
Surgical, medical, and hospital	12	3,159	178	9,148	—	—	17	75	2,335	—	—	—	—	82	1,06[illegible]	—	19	[illegible]	—	17	42[illegible]	—
All other	13	2,826	190	5,969	—	—	10	87	2,076	—	12	394	—	30	1,091	—	34	[illegible]	—	18	44[illegible]	

For footnotes, see end of table.

TABLE 3.—ANALYSIS OF EMPLOYMENT AND PAY ROLL BY OCCUPATIONAL GROUPS

TYPES OF OPERATION BY KINDS OF BUSINESS—Continued

[Figures are for week ended October 21, 1939, except where such period is not representative. In such cases one week of representative employment is given]

TYPES OF OPERATION KIND OF BUSINESS	ESTABLISHMENTS REPORTING EMPLOYEES BY OCCUPATIONAL GROUPS		TOTAL EMPLOYEES REPORTED BY OCCUPATIONAL GROUPS				Number of executives and salaried corporation officers	OFFICE AND CLERICAL EMPLOYEES			INSIDE SELLING EMPLOYEES			OUTSIDE SELLING EMPLOYEES			WAREHOUSE EMPLOYEES			ALL OTHER		
			Full-time		Part-time			Full-time		Number of part-time	Full-time		Number of part-time	Full-time		Number of part-time	Full-time		Number of part-time	Full-time		Number of part-time
	Number	Sales (add 000)	Number	Pay roll for week	Number	Pay roll for week		Number	Pay roll for week		Number	Pay roll for week		Number	Pay roll for week		Number	Pay roll for week		Number	Pay roll for week	
[illegible] LIMITED-FUNCTION WHOLESALERS—Con.																						
[illegible] equipment—supplies—Con.																						
[illegible] equipment and supplies:																						
[illegible] beauty supply houses	23	$1,942	211	$5,649	4	$47	12	50	$1,085	1	14	$390	---	64	$2,091	---	34	$611	1	57	$674	2
[illegible] and dry cleaning	9	2,754	113	5,560	---	---	13	33	1,165	---	2	(x)	---	36	2,374	---	21	697	---	8	190	---
[illegible] supplies	14	2,860	137	4,612	4	47	13	36	767	---	12	282	1	25	1,275	---	30	576	---	21	300	3
All other	35	2,780	208	6,459	18	286	28	66	1,419	1	19	623	2	49	1,660	15	22	455	---	24	564	---
[illegible] equipment and supplies	22	9,721	293	22,703	5	30	39	126	5,984	1	7	555	---	41	3,043	2	15	372	---	65	2,936	---
[illegible] metal work (except scrap)	55	48,741	2,846	101,149	28	459	71	603	18,212	10	122	5,868	1	291	17,374	---	1,580	42,921	17	179	4,414	---
[illegible] steel products (general line)	5	(x)	1,088	40,917	9	185	19	241	7,515	8	69	3,866	1	86	5,849	---	669	20,123	---	4	83	---
[illegible] products (semi-finished)	7	2,013	144	5,375	6	95	9	22	538	1	2	(x)	---	16	952	---	9	288	5	86	2,054	---
[illegible] steel products (flat)	18	12,462	945	29,671	8	100	19	219	6,357	1	7	283	---	86	5,145	---	590	14,767	7	24	440	---
[illegible] steel finished products (N. E. C.)	12	4,863	178	8,583	5	79	13	38	1,151	---	5	217	---	28	2,335	---	47	1,431	5	47	1,426	---
[illegible]	13	(x)	491	16,603	---	---	11	83	2,651	---	39	(x)	---	75	3,093	---	265	6,512	---	18	411	---
Paper and its products	152	68,018	2,523	101,645	75	1,117	178	662	16,234	5	172	7,104	1	793	39,716	25	552	13,037	34	166	4,607	10
[illegible] or coarse paper and products	73	18,046	853	32,559	22	254	61	185	4,843	2	38	1,228	1	351	13,315	9	157	3,710	4	61	1,474	6
[illegible] and writing papers	36	(x)	1,274	56,330	8	124	82	348	8,385	---	105	5,069	---	360	21,262	6	317	7,772	2	62	2,194	---
[illegible] and stationery supplies	34	3,532	244	7,195	15	231	21	74	1,570	2	16	421	---	62	2,244	10	38	685	---	33	685	3
[illegible]	9	(x)	152	5,561	30	508	14	55	1,436	1	13	386	---	20	895	---	40	870	28	10	256	1
[illegible] and its products	28	8,236	248	8,817	11	79	22	77	1,965	1	4	160	---	75	2,750	8	42	995	1	28	997	1
[illegible] heating equipment and supplies	74	13,282	841	32,124	6	44	85	216	5,766	1	85	2,613	1	150	7,547	---	203	5,580	---	102	3,387	4
[illegible] and heating (general line)	21	4,696	287	10,679	1	(x)	29	69	1,914	---	23	552	---	52	2,486	---	82	2,098	---	32	1,069	1
[illegible] heating stoves and ranges)	13	1,583	171	6,345	1	(x)	12	47	1,204	---	34	1,382	---	16	677	---	47	1,369	---	15	(x)	1
[illegible] fixtures, equipment, and supplies	31	5,013	256	8,077	4	(x)	30	66	1,737	1	24	580	1	35	1,295	---	70	1,808	---	31	789	2
[illegible]	9	1,990	127	7,023	---	---	14	34	911	---	4	99	---	47	3,089	---	4	107	---	24	(x)	---
Tobacco and products (except leaf)	50	53,586	774	24,931	1	(x)	48	183	4,135	---	27	672	---	236	9,640	---	189	3,979	1	91	2,329	---
Waste materials	156	48,571	2,648	70,789	131	1,833	140	238	7,826	7	31	2,264	---	37	1,790	---	804	15,387	9	1,398	25,276	115
Iron and steel scrap	48	30,291	824	26,312	93	1,372	58	106	3,669	2	16	1,530	---	17	852	---	38	947	---	589	11,504	91
Junk and scrap (general line)	39	4,406	476	10,894	12	140	22	21	612	1	1	(x)	---	1	(x)	---	46	752	---	385	7,451	11
Waste paper, rags, and rubber	34	9,852	1,007	24,981	10	131	39	92	3,117	---	12	647	---	13	673	---	699	13,275	4	152	2,353	6
Non-ferrous metals	19	2,197	103	2,784	12	120	14	5	104	3	1	(x)	---	2	(x)	---	12	230	5	69	1,295	4
All other	16	1,825	238	3,818	4	70	7	14	324	1	1	(x)	---	4	160	---	9	183	---	203	2,673	3
All other products	190	82,919	4,295	129,250	103	1,122	223	1,292	30,827	21	209	6,862	3	411	19,107	2	878	19,018	13	1,282	31,367	64
[illegible] pharmaceuticals, and newspapers	15	7,754	705	20,593	17	120	16	300	6,877	---	8	281	---	58	2,054	---	178	3,301	---	147	4,995	17
[illegible] and nursery stock	14	4,176	200	8,137	12	144	14	36	1,129	1	44	1,884	1	12	(x)	---	29	701	4	65	1,365	6
[illegible] (except lumber)	28	2,082	281	8,020	14	197	20	19	519	---	---	---	---	7	245	---	9	185	---	226	5,620	14
[illegible] and handles	12	26,319	1,827	53,067	40	440	58	632	14,944	18	88	2,339	2	215	10,320	---	523	11,930	5	311	6,903	15
[illegible] and shoe findings	32	9,225	225	7,846	7	55	33	55	1,558	1	15	440	---	37	1,725	---	32	618	2	53	1,253	4
[illegible]	24	3,685	539	16,248	---	---	33	93	2,118	---	30	1,183	---	28	1,311	---	16	246	---	339	8,624	---
[illegible] materials (other than dry goods)	15	3,172	168	4,033	5	54	5	31	658	---	12	393	---	18	860	---	39	781	2	64	882	3
[illegible] kinds of business [1]	50	6,506	349	11,306	8	112	44	126	3,024	1	12	342	---	38	(x)	2	52	1,256	---	77	1,725	5
[illegible] SALES BRANCHES (With stocks)	738	748,412	22,213	921,637	504	9,846	351	7,022	213,464	146	872	38,708	9	7,107	418,900	54	3,971	110,938	188	2,890	95,410	107
[illegible] and sporting goods	13	32,687	982	33,004	38	380	12	432	12,692	4	13	626	---	98	6,990	---	279	5,740	---	198	5,177	32
[illegible]	39	26,629	1,088	46,346	27	526	26	292	9,719	18	32	1,808	---	327	19,433	---	139	3,774	9	272	9,150	---
[illegible] wines, and liquors	15	35,476	503	25,339	1	(x)	10	83	2,837	1	40	1,081	---	284	18,906	---	37	916	---	49	2,050	---
[illegible] and paints	57	70,113	1,704	78,189	26	442	22	616	19,889	4	68	2,205	---	659	40,942	1	287	7,502	12	107	5,187	9
[illegible] and furnishings	32	14,610	454	21,479	1	(x)	7	144	3,895	---	33	1,040	---	164	12,850	---	83	2,121	---	23	528	1
[illegible] and drug sundries (specialty lines)	28	21,427	772	32,595	14	120	9	179	4,458	2	6	403	---	345	19,758	2	116	3,188	9	117	3,504	1
Dry goods (specialty lines)	23	9,004	313	13,911	2	(x)	12	110	2,514	1	5	162	---	102	8,352	1	64	1,284	---	20	387	---
Theatrical goods	52	75,306	1,696	81,063	11	70	15	624	22,206	2	36	1,719	---	449	34,683	---	200	6,280	7	372	14,025	2

For footnotes, see end of table.

TABLE 3.—ANALYSIS OF EMPLOYMENT AND PAY ROLL BY OCCUPATIONAL GROUPS

TYPE OF OPERATION BY KINDS OF BUSINESS—Continued

CHICAGO

[Figures are for week ended October 21, 1939, except where such period is not representative. In such cases one week of representative employment is given]

TYPE OF OPERATION KIND OF BUSINESS	ESTABLISHMENTS REPORTING EMPLOYEES BY OCCUPATIONAL GROUPS		TOTAL EMPLOYEES REPORTED BY OCCUPATIONAL GROUPS				Number of executives and salaried operation officers	OFFICE AND CLERICAL EMPLOYEES			INSIDE SELLING EMPLOYEES			OUTSIDE SELLING EMPLOYEES			WAREHOUSE EMPLOYEES			ALL OTHER		
			Full-time		Part-time			Full-time		Number of part-time	Full-time		Number of part-time	Full-time		Number of part-time	Full-time		Number of part-time	Full-time		Number of part-time
	Number	Sales (add 000)	Number	Pay roll for week	Number	Pay roll for week		Number	Pay roll for week		Number	Pay roll for week		Number	Pay roll for week		Number	Pay roll for week		Number	Pay roll for week	
MANUF.-TRADERS' SALES BRANCHES (With stocks)—Con.																						
[illegible] products—consumer goods	12	(x)	288	$12,644	3	$50	3	55	$1,380	---	6	$364	---	151	$7,752	3	45	$1,488	---	28	$1,228	---
[illegible] and house furnishings	22	(x)	451	16,090	2	(x)	4	138	3,678	---	22	922	---	131	7,022	---	154	3,948	1	2	(x)	1
[illegible] and foods (specialty lines)	70	$189,985	3,197	121,762	113	2,248	11	645	20,420	9	258	12,401	8	1,234	55,981	47	605	18,270	25	444	13,596	24
[illegible]	14	(x)	251	9,589	---	---	6	73	2,161	---	8	260	---	74	4,052	---	80	2,206	---	10	313	---
[illegible]	8	(x)	178	8,043	---	---	14	29	854	---	18	580	---	49	3,908	---	59	1,178	---	9	251	---
[illegible] and construction materials	19	26,482	779	36,476	87	2,417	34	259	8,131	---	25	2,336	---	287	17,108	---	183	5,405	87	11	246	---
[illegible] equipment—supplies	194	91,025	4,937	204,404	115	2,547	94	1,577	45,650	74	201	7,818	1	1,515	89,233	---	639	16,331	4	911	31,944	56
[illegible] and metal work (except scrap)	33	63,802	1,671	87,711	15	318	20	601	21,915	2	34	1,491	---	310	20,314	---	678	20,164	13	28	902	---
[illegible] and its products	29	21,383	571	21,309	1	(x)	16	199	4,869	---	16	942	---	231	11,165	---	75	1,795	1	34	601	---
[illegible] and heating equipment and supplies	32	18,652	838	33,103	15	215	14	314	10,382	6	26	874	---	244	13,459	---	188	5,387	9	52	1,695	---
[illegible]	48	35,953	1,560	58,580	35	436	22	652	18,314	23	30	1,676	---	493	29,012	---	160	3,980	11	203	(x)	1
[illegible] SALES OFFICES (Without stocks)	393	499,059	4,534	260,438	55	914	127	1,740	57,485	9	120	6,096	---	2,316	185,571	13	---	---	---	231	7,518	33
[illegible]	7	(x)	168	9,081	---	---	4	60	1,877	---	1	(x)	---	100	5,898	---	---	---	---	3	75	---
[illegible] and paints	24	(x)	573	25,544	13	462	17	257	7,526	---	5	416	---	222	13,561	13	---	---	---	72	2,015	---
[illegible]	19	20,419	135	9,052	---	---	1	42	1,274	---	7	(x)	---	84	7,324	---	---	---	---	1	(x)	---
[illegible] and house furnishings	19	13,364	179	8,703	2	(x)	5	78	2,012	---	13	473	---	68	5,056	---	---	---	---	15	429	2
[illegible] and foods (specialty lines)	22	(x)	433	19,659	3	(x)	2	107	3,247	1	26	1,223	---	294	14,591	---	---	---	---	4	(x)	2
[illegible] and construction materials	26	37,132	540	32,557	6	72	21	210	9,709	2	10	402	---	285	19,554	---	---	---	---	6	182	4
[illegible] equipment—supplies	98	50,876	722	48,825	3	54	22	226	6,915	2	11	565	---	392	32,082	---	---	---	---	71	2,874	1
[illegible] and metal work (except scrap)	40	218,618	710	50,685	1	(x)	26	355	13,442	1	26	1,794	---	293	27,005	---	---	---	---	10	378	---
[illegible] and its products	34	31,905	264	17,914	3	50	7	95	3,171	1	5	376	---	156	13,447	---	---	---	---	1	(x)	2
[illegible] and heating equipment and supplies	16	(x)	118	5,596	---	---	8	39	1,087	---	2	(x)	---	61	3,345	---	---	---	---	8	191	---
[illegible]	88	63,319	692	35,042	24	236	14	271	7,225	2	14	495	---	353	23,908	---	---	---	---	40	1,191	22
														SALESMEN			TRUCK OPERATORS AND CHAUFFEURS					
[illegible] GAS STATIONS AND TERMINALS: **																						
[illegible] and its products	52	66,064	1,230	47,415	24	211	34	215	6,865	1	---	---	---	185	8,646	9	411	16,153	3	385	12,283	11
														BUYING AND SELLING EMPLOYEES								
[illegible]	604	603,853	3,636	161,833	132	1,816	389	1,542	42,174	44	---	---	---	1,108	62,064	41	---	---	---	597	17,755	47
[illegible] and Furnishings	36	9,908	112	3,118	7	81	6	38	850	3	---	---	---	41	1,306	4	---	---	---	27	517	---
[illegible] (general line)	2																					
[illegible] (specialty lines)	39	39,460	187	8,104	9	98	7	75	2,049	3	---	---	---	71	4,595	4	---	---	---	34	918	2
[illegible]	41	15,575	167	5,779	10	142	16	87	1,963	9	---	---	---	44	2,043	1	---	---	---	20	484	---
[illegible] and raw materials	37	151,446	378	15,047	11	78	17	143	4,647	---	---	---	---	83	4,717	1	---	---	---	135	3,792	10
[illegible] consumer goods	53	94,440	449	22,513	22	201	66	168	5,303	5	---	---	---	102	5,666	---	---	---	---	113	3,958	17
[illegible] and house furnishings	41	12,983	189	7,639	16	199	22	64	1,517	---	---	---	---	72	4,215	5	---	---	---	10	187	11
[illegible] and foods (specialty lines)	73	122,051	385	17,907	7	75	50	183	4,675	2	---	---	---	145	8,267	5	---	---	---	7	266	---
[illegible] equipment—supplies	75	18,853	567	27,155	13	178	62	204	5,498	7	---	---	---	210	12,615	2	---	---	---	91	3,237	4
[illegible] and metal work (except scrap)	20	31,208	134	7,582	2	(x)	17	77	2,692	1	---	---	---	39	2,953	1	---	---	---	1	(x)	---
[illegible] and its products	26	8,998	129	5,919	3	31	16	61	1,633	1	---	---	---	47	2,588	2	---	---	---	5	101	---
[illegible]	161	104,553	960	41,010	32	(x)	110	442	11,347	13	---	---	---	254	13,099	16	---	---	---	154	(x)	5
[illegible] Farm products [5]	14	42,535	201	8,738	33	439	12	69	1,979	1[illegible]	--	---	---	97	5,062	13	---	---	---	23	632	5

[illegible] sales taxes.

[illegible] [illegible] disclosure.

[illegible] [illegible] leather goods; 3 oils and greases (animal and vegetable); 5 yarns; and 36 miscellaneous kinds of business.

[illegible] [illegible] petroleum and its products; 3 tobacco and products (except leaf); and 44 all other products.

[illegible] [illegible] equipment and sporting goods; 4 beer, wines, and liquors; 16 clothing and furnishings; 5 drugs and drug sundries (specialty lines); 15 dry goods (specialty lines); 4 farm products—consumer goods; 8 hardware; [illegible] and its products; 8 tobacco and products (except leaf); and 26 all other products.

[illegible] [illegible] equipment and sporting goods; 9 automotive; 2 beer, wines, and liquors; 11 chemicals and paints; 5 coal and coke; 8 drugs and drug sundries (specialty lines); 3 farm supplies; 11 hardware; 3 jewelry; 24 lumber [illegible] materials; 6 petroleum and its products; 12 plumbing and heating equipment and supplies; 1 tobacco and products (except leaf); 9 waste materials; and 52 all other products.

[illegible] [illegible] products—raw materials; 9 farm products—consumer goods; and 2 groceries and foods (specialty lines).

TABLE 3.—ANALYSIS OF EMPLOYMENT AND PAY ROLL BY OCCUPATIONAL GROUPS

TYPES OF OPERATION BY KINDS OF BUSINESS

CLEVELAND

[Figures are for week ended October 21, 1939, except where such period is not representative. In such cases one week of representative employment is given]

TYPE OF OPERATION KIND OF BUSINESS	ESTABLISHMENTS REPORTING EMPLOYEES BY OCCUPATIONAL GROUPS		TOTAL EMPLOYEES REPORTED BY OCCUPATIONAL GROUPS				Number of executives and salaried corporation officers	OFFICE AND CLERICAL EMPLOYEES			INSIDE SELLING EMPLOYEES			OUTSIDE SELLING EMPLOYEES			WAREHOUSE EMPLOYEES			ALL OTHER		
			Full-time		Part-time			Full-time			Full-time			Full-time			Full-time			Full-time		
	Number	Sales (*add 000*)	Number	Pay roll for week	Number	Pay roll for week		Number	Pay roll for week	Number of part-time	Number	Pay roll for week	Number of part-time	Number	Pay roll for week	Number of part-time	Number	Pay roll for week	Number of part-time	Number	Pay roll for week	Number of part-time
SERVICE AND LIMITED-FUNCTION WHOLESALERS	952	$314,145	12,980	$455,309	362	$4,768	954	2,884	$79,561	41	690	$22,476	21	2,907	$124,212	53	3,330	$82,343	84	2,215	$62,334	163
Amusement and sporting goods	10	1,608	107	4,338	3	13	10	33	815	1	4	99	---	24	1,439	---	32	693	1	4	115	1
Automotive	83	49,123	1,450	49,806	8	76	74	318	9,737	---	88	2,679	2	261	12,328	1	272	5,856	---	439	12,894	5
Automobiles (new and used)	12	(x)	464	17,818	---	---	11	134	4,838	---	10	552	---	85	3,947	---	74	1,878	---	150	4,875	---
Automotive parts	35	5,546	599	20,800	4	26	35	122	3,800	---	48	1,500	2	94	4,934	1	110	2,298	---	190	5,738	1
All other	36	(x)	387	11,188	4	50	28	62	1,299	---	28	827	---	82	3,447	---	88	1,680	---	99	2,481	4
Beer, wines, and liquors	26	5,831	317	11,713	20	192	31	35	793	---	4	103	---	103	3,744	5	54	1,536	---	90	3,405	15
Chemicals and paints	30	6,762	312	11,885	12	401	36	70	1,618	---	19	614	---	122	4,709	7	44	1,289	1	21	501	4
Industrial chemicals	8	5,133	132	5,087	3	105	9	29	888	---	---	---	---	74	2,550	---	18	535	---	4	146	3
All other	22	1,629	180	6,818	9	296	27	41	930	---	19	614	---	48	2,159	7	28	754	1	17	355	1
Clothing and furnishings	36	6,449	285	10,747	5	69	34	65	1,381	---	28	823	2	91	4,775	---	59	1,091	3	8	165	---
Women's and children's	11	3,172	156	6,463	1	(x)	10	43	841	---	7	225	---	54	3,445	---	39	683	1	3	77	---
All other	25	3,277	129	4,284	4	(x)	24	22	540	---	21	598	2	37	1,330	---	20	408	2	5	88	---
Coal and coke	30	38,026	269	19,018	3	45	35	119	5,462	2	6	503	---	102	8,288	1	---	---	---	7	288	---
Drugs (general line)	2	4,620	218	8,531	--	---	22	68	1,656	---	14	280	---	25	1,113	---	77	1,906	---	12	411	---
Drugs and drug sundries (specialty lines)	14																					
Dry goods (general line)	2	4,412	259	10,210	5	25	16	44	1,148	2	57	1,823	3	71	3,792	---	35	636	---	38	861	---
Dry goods (specialty lines)	14																					
Electrical goods	48	14,776	766	28,784	9	84	58	214	5,861	1	75	2,779	---	179	8,408	1	125	3,148	1	115	3,467	6
Electrical merchandise (general line)	5	6,958	317	12,711	---	---	13	106	2,988	---	38	1,682	---	59	3,317	---	53	1,479	---	48	1,429	---
Wiring supplies and construction materials	11	2,586	156	4,841	3	21	13	34	884	---	16	554	---	44	1,610	1	27	621	---	2	(x)	2
All other	32	5,232	313	11,232	6	63	32	74	1,989	1	21	543	---	76	3,481	---	45	1,046	1	65	(x)	4
Farm products—consumer goods	62	16,521	714	25,665	27	251	50	83	1,931	2	34	1,188	1	161	5,963	1	132	4,358	14	254	8,585	9
Dairy and poultry products	25	8,403	515	18,229	9	83	24	52	1,245	1	2	(x)	---	147	5,386	1	95	2,877	2	195	6,946	5
All other	37	10,118	199	7,436	18	168	26	31	686	1	32	(x)	1	14	577	---	37	1,481	12	59	1,819	4
Farm supplies	3	1,079	105	3,306	---	---	7	48	1,470	---	3	89	---	17	503	---	7	186	---	23	314	---
Furniture and house furnishings	26	5,581	208	6,405	24	335	15	62	1,240	2	30	953	6	28	1,385	14	57	1,066	1	16	351	1
Floor coverings	8	(x)	98	3,114	1	(x)	7	35	805	---	19	489	---	9	616	1	20	433	---	8	156	---
All other	18	(x)	110	3,291	23	(x)	8	27	435	2	11	464	6	19	749	13	37	633	1	8	195	1
Groceries (general line)	18	17,222	920	32,069	5	30	31	172	5,510	---	16	578	2	214	8,728	---	395	12,201	1	92	2,414	2
Not sponsoring cooperative or voluntary groups	13	7,887	295	10,265	3	(x)	18	48	1,377	---	8	313	2	67	2,365	---	131	4,155	---	25	674	1
Voluntary group wholesalers	5	9,335	625	21,804	2	(x)	13	126	4,133	---	8	265	---	147	6,363	---	264	8,046	1	67	1,740	1
Groceries and foods (specialty lines)	97	20,838	952	32,132	39	291	82	141	3,509	7	49	1,643	5	271	9,672	6	234	5,325	5	175	5,469	18
Coffee roasting and spice grinding	7	1,875	159	5,133	2	(x)	7	18	424	1	---	---	1	46	2,511	---	80	1,326	---	8	192	---
Meats and provisions	34	6,818	254	9,701	10	89	26	31	868	3	28	1,124	2	45	1,651	2	38	1,172	1	66	2,804	2
All other	56	12,347	539	17,298	27	(x)	49	92	2,197	3	21	519	2	180	5,510	4	116	2,827	4	81	2,473	14
Hardware	9	10,639	655	19,381	---	---	18	222	6,541	---	---	---	---	154	4,706	---	261	6,643	---	---	---	---
Lumber and construction materials	46	7,907	656	21,022	54	1,089	60	94	2,475	10	18	572	---	251	6,422	---	157	4,533	17	76	2,412	27
Millwork	8	(x)	153	5,943	29	854	10	22	674	3	5	195	---	16	1,027	---	58	1,907	13	22	885	13
Glass	4	760	95	3,457	---	---	12	12	245	---	3	58	---	15	812	---	45	1,425	---	8	256	---
All other	34	(x)	428	11,622	25	255	38	60	1,556	7	10	319	---	220	4,583	---	54	1,201	4	46	1,271	14
Machinery—equipment—supplies	118	17,691	1,409	49,782	31	379	109	445	11,338	5	94	2,906	---	368	15,510	6	160	4,113	3	233	6,399	17
Industrial machinery, equipment and supplies	46	8,977	656	24,176	15	158	48	234	6,080	4	31	955	---	136	7,479	---	75	2,134	1	116	3,450	10
Professional equipment and supplies	13	3,012	255	8,073	2	(x)	21	75	1,987	---	20	608	---	100	2,663	---	20	430	---	19	334	2
Service equipment and supplies	28	2,959	290	10,050	5	34	23	88	2,128	1	29	886	---	80	3,361	---	38	888	---	52	688	4
All other	31	2,743	228	7,483	9	(x)	19	48	1,143	---	14	461	---	52	2,007	6	29	661	2	66	1,927	1

For footnotes, see end of table.

TABLE 3.—ANALYSIS OF EMPLOYMENT AND PAY ROLL BY OCCUPATIONAL GROUPS

TYPES OF OPERATION BY KINDS OF BUSINESS—Continued

CLEVELAND

[Figures are for week ended October 21, 1939, except where such period is not representative. In such cases one week of representative employment is given]

TYPE OF OPERATION KIND OF BUSINESS	ESTABLISHMENTS REPORTING EMPLOYEES BY OCCUPATIONAL GROUPS		TOTAL EMPLOYEES REPORTED BY OCCUPATIONAL GROUPS				Number of executives and salaried corporation officers	OFFICE AND CLERICAL EMPLOYEES			INSIDE SELLING EMPLOYEES			OUTSIDE SELLING EMPLOYEES			WAREHOUSE EMPLOYEES			ALL OTHER		
			Full-time		Part-time			Full-time		Number of part-time	Full-time		Number of part-time	Full-time		Number of part-time	Full-time		Number of part-time	Full-time		Number of part-time
	Number	Sales (add 000)	Number	Pay roll for week	Number	Pay roll for week		Number	Pay roll for week		Number	Pay roll for week		Number	Pay roll for week		Number	Pay roll for week		Number	Pay roll for week	
SERVICE AND LIMITED-FUNCTION WHOLESALERS—Con.																						
Metals and metal work (except scrap)	33	$14,255	687	$28,742	23	$307	36	152	$4,735	3	21	$857	---	100	$6,172	---	321	$8,924	17	57	$1,373	3
Iron and steel products (general line)	5	8,476	360	14,011	1	(x)	8	89	3,159	1	11	430	---	46	3,138	---	185	5,557	---	21	674	---
Iron and steel products (flat)	9	2,534	91	3,663	15	168	12	17	487	---	2	(x)	---	14	869	---	44	1,017	14	2	(x)	1
All other	19	5,245	236	9,068	7	(x)	16	46	1,069	2	8	(x)	---	40	2,165	---	92	2,350	3	34	(x)	2
Paper and its products	29	11,231	540	23,441	9	133	49	142	3,438	1	34	1,194	---	146	8,241	1	141	4,042	5	28	777	2
Wrapping or coarse paper and products	9	4,863	218	9,282	2	(x)	16	65	1,474	---	---	---	---	68	5,673	---	55	1,695	1	14	370	1
Printing and writing papers	6	4,633	173	8,841	1	(x)	14	41	1,180	---	13	555	---	51	3,427	---	53	1,450	1	1	(x)	---
All other	14	1,735	149	5,318	6	92	19	36	784	1	21	639	---	27	941	1	33	897	3	13	(x)	1
Plumbing and heating equipment and supplies	30	4,816	256	8,855	2	(x)	35	62	1,380	---	18	557	---	58	2,303	2	67	1,678	---	16	485	---
Plumbing fixtures, equipment, and supplies	17	2,022	119	3,654	2	(x)	17	28	621	---	12	431	---	21	423	2	33	858	---	8	204	---
All other	13	2,794	137	5,001	---	---	18	34	759	---	6	126	---	37	1,880	---	34	820	---	8	281	---
Tobacco and products (except leaf)	13	13,154	174	5,388	5	62	15	36	868	2	7	141	---	55	2,002	---	50	1,099	1	11	208	2
Waste materials	85	25,302	1,073	27,312	26	229	74	84	2,228	---	16	361	---	16	521	---	531	9,620	5	352	7,260	21
Iron and steel scrap	40	18,782	508	18,288	8	(x)	42	48	1,348	---	8	132	---	8	231	---	169	3,888	4	237	5,542	2
Waste paper, rags, and rubber	24	2,445	421	7,776	19	128	26	21	567	---	---	---	---	8	(x)	---	282	4,202	---	84	1,222	19
All other	21	4,095	144	3,248	1	(x)	6	15	313	---	10	229	---	2	(x)	-	80	1,530	1	31	496	- -
All other products	88	16,502	848	20,977	52	(x)	57	175	4,429	3	57	1,734	---	90	3,508	6	119	2,402	9	150	4,202	32
Books, periodicals, and newspapers	4	2,053	170	4,531	18	228	---	60	1,816	---	---	---	—	41	1,207	---	48	1,048	6	21	660	10
Optical goods	7	857	151	4,638	---	---	7	35	883	---	5	207	---	7	382	---	14	275	---	83	2,386	---
Miscellaneous kinds of business [1]	57	13,592	527	11,808	34	(x)	50	80	1,930	3	52	1,527	---	42	1,919	8	57	1,079	3	46	1,156	22
MANUFACTURERS' SALES BRANCHES (With stocks)	199	176,988	4,384	192,926	123	2,161	95	1,368	43,615	29	109	4,958	4	1,548	92,396	17	766	22,764	34	498	17,959	39
Amusement and sporting goods	9	5,189	196	7,488	24	272	8	108	3,086	---	10	473	4	51	2,071	---	29	689	—	10	207	20
Automotive	15	(x)	424	18,504	1	(x)	5	124	4,217	---	19	1,089	---	97	5,249	---	68	2,123	1	111	5,046	--
Chemicals and paints	14	19,116	308	14,112	2	(x)	9	146	4,355	---	7	171	---	106	7,288	---	30	790	2	10	515	---
Electrical goods	15	28,064	492	24,017	---	---	2	205	7,968	---	6	229	---	137	10,636	---	50	1,646	---	92	(x)	---
Furniture and house furnishings	8	(x)	124	4,148	2	(x)	1	28	782	---	2	(x)	---	28	1,618	1	58	1,452	---	7	164	1
Groceries and foods (specialty lines)	18	18,407	357	14,650	20	405	1	83	2,681	1	5	314	--	201	9,050	12	39	1,492	6	28	(x)	1
Lumber and construction materials	6	8,438	293	14,224	10	134	18	84	2,353	1	2	(x)	---	112	7,584	---	74	2,540	4	5	133	5
Machinery—equipment—supplies	65	22,110	1,142	51,240	30	524	23	318	10,155	15	38	1,861	---	440	27,322	4	121	3,110	5	202	6,531	8
Metals and metal work (except scrap)	17	28,591	381	16,667	6	138	6	104	3,519	2	9	308	---	87	6,100	---	167	5,460	4	8	179	---
Plumbing and heating equipment and supplies	6	4,107	154	5,343	21	463	5	58	1,495	10	3	104	---	46	2,298	---	33	905	11	5	154	---
All other [2]	29	17,717	517	22,523	7	167	19	110	8,004	---	8	466	--	263	13,000	---	97	2,559	3	20	660	4
MANUFACTURERS' SALES OFFICES (Without stocks)	134	125,047	1,248	67,980	15	256	37	436	14,311	5	54	2,996	1	653	42,793	2	---	—	--	68	1,983	7
Groceries and foods (specialty lines)	8	5,365	99	5,853	2	(x)	1	14	309	---	1	(x)	---	82	5,318	---	---	---	---	1	(x)	2
Lumber and construction materials	10	9,430	198	10,757	1	(x)	5	70	2,021	1	--	---	---	121	7,940	---	—	--	---		---	---
Machinery—equipment—supplies	41	13,205	213	10,823	4	73	6	46	1,161	3	9	329	---	135	7,931	---	---	---	-	17	442	1
Metals and metal work (except scrap)	20	58,816	188	13,493	2	(x)	3	79	2,924	---	5	378	1	94	9,075	---	-	---	-	-	319	1
Plumbing and heating equipment and supplies	8	2,424	97	4,517	1	(x)	6	47	1,827	---	1	(x)	-	27	1,109	--	---	---		10	498	1
All other [3]	47	35,727	455	22,517	5	68	16	180	6,269	1	38	(x)	--	194	11,420	2	---	---		-	(x)	2
PETROLEUM BULK STATIONS AND TERMINALS: **														SALESMEN			TRUCK OPERATORS AND CHAUFFEURS					
Petroleum and its products	32	10,917	458	18,521	12	192	25	68	2,000	2	—		--	95	3,784	---	139	5,082	2	141	4,456	8
														BUYING AND SELLING EMPLOYEES								
AGENTS AND BROKERS	148	[illegible]	1,225	52,331	108	2,801	134	434	14,712	17	---	-		32[illegible]	15,9[illegible]	36	---	—	---	[illegible]	4,[illegible]	55
Coal and coke	8	[illegible]	212	21,108	11	377	37	159	6,350	6	---	--	--	99	5,437	4	--	—	---	[illegible]	[illegible]	1
Groceries and foods (specialty lines)	20	[illegible]	[illegible]	4,700	2	(x)	13	38	1,053	--	---	---	--	51	2,063	2	---	-		4	134	
Machinery—equipment—supplies	36	[illegible]	[illegible]	6,534	17	240	18	53	1,299	5	---	---	--	50	2,555	8	---	-	-	24	905	4
All other [4]	84	[illegible]	4[illegible]	19,989	78	(x)	66	184	6,010	6	---	---	--	122	5,871	22	---	-		85	1,778	50
ASSEMBLERS (Mainly farm products) [5]	12	[illegible]	[illegible]	4,256	1	(x)	8	19	569	1	-	--	--	45	1,680	--	---	-		41	1,407	--

** Sales include taxes.

x Withheld to avoid disclosure.

1 Includes 2 farm products--raw materials; 10 jewelry; 13 [illegible] products; 4 flowers and nursery stock; 5 forest products (except lumber); 2 leather and shoe findings; 2 leather goods; 1 oils and greases (animal and vegetable); 2 textiles and materials (other than dry goods); [illegible] miscellaneous kinds of business.

2 Includes 3 beer, wines, and liquors; 1 clothing and furnishings; [illegible] drug sundries (specialty lines); 1 dry goods (specialty lines); [illegible] farm products--consumer goods; 2 farm supplies; 1 hardware; 4 paper and its products; 2 petroleum and its products; 1 tobacco and products (except leaf); and 7 all other products.

3 Includes 1 amusement and sporting goods; 3 automotive; 1 beer, wines, and liquors; 3 chemicals and paints; 1 coal and coke; 1 drugs and drug sundries (specialty lines); 3 dry goods (specialty lines); 1 electrical goods; 2 farm products--consumer goods; 1 furniture and house furnishings; [illegible] paper and its products; 1 tobacco and products (except leaf); and 2 all other products.

4 Includes 3 automotive; 3 beer, wines, and liquors; 6 chemicals and paints; [illegible] clothing and furnishings; 1 drugs and drug sundries (specialty lines); 3 dry goods (specialty lines); [illegible] electrical goods; 1 farm products--raw materials; 8 farm products--consumer goods; 4 furniture and house furnishings; [illegible] hardware; 8 lumber and construction materials; 11 metals and metal work (except scrap); 1 paper and its products; 2 petroleum and its products; 5 plumbing and heating equipment and supplies; and 8 all other products.

5 Includes 1 farm products--raw materials; 10 farm products--consumer goods; [illegible] supplies.

DETROIT

TABLE 3.—ANALYSIS OF EMPLOYMENT AND PAY ROLL BY OCCUPATIONAL GROUPS

TYPES OF OPERATION BY KINDS OF BUSINESS

[Figures are for week ended October 21, 1939, except where such period is not representative. In such cases one week of representative employment is given]

TYPE OF OPERATION KIND OF BUSINESS	ESTABLISHMENTS REPORTING EMPLOYEES BY OCCUPATIONAL GROUPS		TOTAL EMPLOYEES REPORTED BY OCCUPATIONAL GROUPS				Number of executives and salaried corporation officers	OFFICE AND CLERICAL EMPLOYEES			INSIDE SELLING EMPLOYEES			OUTSIDE SELLING EMPLOYEES			WAREHOUSE EMPLOYEES			ALL OTHER		
			Full-time		Part-time			Full-time		Number of part-time	Full-time		Number of part-time	Full-time		Number of part-time	Full-time		Number of part-time	Full-time		Number of part-time
	Number	Sales (add 000)	Number	Pay roll for week	Number	Pay roll for week		Number	Pay roll for week		Number	Pay roll for week		Number	Pay roll for week		Number	Pay roll for week		Number	Pay roll for week	
SERVICE AND LIMITED-FUNCTION WHOLESALERS	1,161	$419,054	15,518	$542,334	351	$4,250	891	3,238	$92,681	50	1,513	$47,517	35	2,869	$130,302	41	3,268	$84,587	[illegible]	3,739	$100,911	140
Automotive	103	102,865	2,141	79,878	14	(x)	114	522	17,843	1	173	6,046	--	261	12,006	12	432	11,767	---	659	19,629	1
Automobiles (new and used)	12	89,221	1,064	40,872	---	---	34	344	12,935	-	48	2,046	---	116	5,278	---	272	7,833	---	250	7,903	---
Automotive accessories and equipment	48	8,469	646	24,449	9	(x)	46	112	3,216	1	75	2,325	---	86	4,101	8	87	2,330	---	240	7,722	---
All other	43	5,175	431	14,757	5	(x)	34	66	1,692	---	50	1,677	---	59	2,627	4	73	1,604	--	149	4,004	1
Beer, wines, and liquors	22	20,499	415	13,345	2	(x)	10	143	3,741	2	1	(x)	---	93	2,841	---	28	858	---	140	5,031	---
Beer and ale	14	4,065	222	7,914	---	---	5	21	696	---	--	---	---	61	1,711	--	20	673	---	115	4,434	---
Wines and liquors	8	16,436	193	5,431	2	(x)	5	122	3,045	2	1	(x)	---	32	1,130	---	8	185	---	25	597	---
Chemicals and paints	27	2,372	220	7,659	10	74	24	37	1,061	5	46	1,258	2	42	1,398	1	35	1,233	2	26	857	---
Paints with glass and/or wallpaper	12	1,288	117	3,547	5	47	8	15	366	2	34	939	2	14	413	1	28	(x)	---	18	(x)	---
All other	15	1,084	103	4,112	5	27	16	22	695	3	12	319	---	28	985	---	17	(x)	2	8	(x)	---
Clothing and furnishings	40	5,103	208	6,978	9	175	20	51	1,119	1	50	1,806	2	43	1,609	5	24	490	1	20	589	---
Coal and coke	20	10,190	99	5,595	2	(x)	15	25	725	---	1	(x)	---	52	3,192	---	---	---	---	6	224	2
Drugs (general line)	4	6,056	272	7,805	---	---	11	58	1,565	--	17	476	---	39	2,187	---	98	1,673	---	49	747	---
Drugs and drug sundries (specialty lines)	20	2,243	155	4,565	8	34	16	47	1,184	3	8	(x)	1	21	650	---	30	700	1	33	559	3
Dry goods (general line)	2	8,239	417	16,875	5	36	22	63	1,559	---	129	3,343	---	89	7,723	---	73	1,521	---	41	808	5
Dry goods (specialty lines)	20																					
Electrical goods	52	20,031	1,067	41,152	3	24	62	325	9,438	--	113	4,125	2	208	10,171	---	180	5,090	1	179	4,942	---
Electrical merchandise (general line)	8	8,557	414	16,769	---	---	22	136	4,145	---	50	2,285	---	83	4,504	---	82	2,380	---	31	917	---
Wiring supplies and construction materials	12	2,919	145	6,289	---	---	12	42	1,186	---	26	967	---	25	1,220	---	30	778	---	10	245	---
All other	32	8,555	508	18,094	3	24	28	147	4,106	---	27	873	2	100	4,447	---	68	1,932	1	138	3,782	---
Farm products--consumer goods	141	47,479	1,871	65,906	85	1,406	[illegible]	194	5,478	16	210	6,806	7	503	23,291	7	195	5,597	23	700	20,195	32
Dairy and poultry products	42	15,279	1,154	43,459	27	468	34	108	3,249	13	41	951	---	470	22,055	1	58	1,731	4	443	13,030	9
Fruits and vegetables (fresh)	66	23,136	462	13,675	27	327	23	58	1,503	1	120	4,050	4	24	893	6	81	1,985	9	156	3,821	7
All other	33	9,064	255	8,772	31	611	12	28	726	2	49	1,805	3	9	343	---	56	1,881	10	101	3,344	16
Furniture and house furnishings	27	4,561	206	6,839	4	51	23	36	811	---	34	1,089	---	40	1,488	2	36	941	---	37	759	2
Groceries (general line)	27	25,548	663	17,889	3	40	13	129	3,165	1	24	649	---	139	4,094	---	280	6,703	2	78	2,135	---
Not sponsoring cooperative or voluntary groups	19	(x)	366	10,583	2	(x)	10	67	1,662	---	21	555	---	53	1,943	--	169	4,180	2	46	1,285	---
All other	8	(x)	297	7,306	1	(x)	3	62	1,503	1	3	94	---	86	2,151	---	111	2,523	---	32	850	---
Groceries and foods (specialty lines)	154	29,000	1,269	38,621	76	665	76	177	4,321	7	159	4,491	19	272	10,367	7	218	5,466	8	367	9,070	35
Coffee, tea, and spices	9	1,447	98	3,837	3	(x)	6	16	384	1	---	--	---	37	1,948	---	21	559	2	18	448	---
Fish and sea foods	12	1,904	106	3,085	1	(x)	11	19	448	---	9	220	1	20	736	---	16	433	---	31	719	---
Meats and provisions	69	14,309	555	16,938	30	273	30	64	1,683	4	105	3,127	14	55	2,208	3	71	2,108	2	230	5,851	7
All other	64	11,340	510	14,761	42	330	29	78	1,806	2	45	1,144	4	160	5,575	4	110	2,366	4	88	2,052	28
Hardware	19	10,096	668	22,520	2	(x)	16	209	6,130	1	56	1,640	---	133	6,858	---	180	4,804	---	74	2,057	1
Jewelry	23	2,120	132	4,954	1	(x)	18	36	796	---	39	1,075	---	23	1,171	---	5	65	1	11	461	---
Lumber and construction materials	40	13,152	409	18,970	25	345	40	89	2,957	---	9	443	---	62	3,738	2	105	3,673	7	104	3,010	16
Lumber	9	6,603	97	5,426	2	(x)	10	29	817	---	2	(x)	--	20	1,416	---	26	988	1	10	351	1
Glass	6	(x)	109	3,924	7	111	7	15	414	---	5	158	--	19	801	---	43	1,503	2	20	644	5
All other	25	(x)	203	9,620	16	(x)	23	45	1,726	---	2	(x)	---	23	1,521	2	36	1,282	4	74	2,015	10
Machinery--equipment--supplies	124	23,969	1,386	54,205	17	159	126	382	10,442	8	190	5,311	1	307	14,486	3	220	5,940	3	161	4,734	2
Commercial equipment and supplies	24	3,329	256	8,498	---	---	24	47	1,138	---	47	1,330	---	50	1,828	---	54	1,279	---	34	1,017	---
Industrial machinery, equipment, and supplies	59	16,970	833	35,048	9	87	70	270	7,586	3	82	2,562	---	184	9,301	3	134	4,055	2	93	2,691	1
Service equipment and supplies	27	2,178	205	6,244	4	32	23	44	1,135	1	32	726	1	51	2,019	---	26	521	1	29	824	1
All other	14	1,492	92	4,415	4	40	9	21	563	4	29	693	---	22	1,338	---	6	105	---	5	202	---
Metals and metal work (except scrap)	30	13,234	784	31,066	21	402	37	142	4,728	---	28	1,215	---	98	5,523	---	367	10,429	18	112	3,626	3
Iron and steel products (general line)	4	(x)	276	10,457	5	85	8	50	1,770	---	13	540	---	32	1,918	---	163	4,826	5	10	270	---
Iron and steel products (flat)	8	4,463	253	10,138	12	269	12	25	869	---	5	180	---	20	1,285	---	131	3,362	12	60	2,157	---
All other	18	(x)	255	10,471	4	48	17	67	2,087	---	10	495	---	46	2,320	---	73	2,241	1	42	1,199	3

For footnotes, see end of table.

TABLE 3.—ANALYSIS OF EMPLOYMENT AND PAY ROLL BY OCCUPATIONAL GROUPS

TYPES OF OPERATIONS BY KINDS OF BUSINESS—Continued

DETROIT

[Figures are for week ended October 21, 1939, except where such period is not representative. In such cases one week of representative employment is given]

TYPE OF OPERATION KIND OF BUSINESS	ESTABLISHMENTS REPORTING EMPLOYEES BY OCCUPATIONAL GROUPS		TOTAL EMPLOYEES REPORTED BY OCCUPATIONAL GROUPS				Number of executives and salaried corporation officers	OFFICE AND CLERICAL EMPLOYEES			INSIDE SELLING EMPLOYEES			OUTSIDE SELLING EMPLOYEES			WAREHOUSE EMPLOYEES			ALL OTHER		
			Full-time		Part-time			Full-time		Number of part-time	Full-time		Number of part-time	Full-time		Number of part-time	Full-time		Number of part-time	Full-time		Number of part-time
	Number	Sales (add 000)	Number	Pay roll for week	Number	Pay roll for week		Number	Pay roll for week		Number	Pay roll for week		Number	Pay roll for week		Number	Pay roll for week		Number	Pay roll for week	
SERVICE AND LIMITED-FUNCTION WHOLESALERS—Con.																						
Paper and its products	38	$13,494	626	$23,506	8	$88	26	194	$5,863	1	49	$1,264	---	168	$6,691	1	147	$3,922	2	42	$1,079	4
Wrapping or coarse paper and products	21	10,026	388	14,577	8	88	16	118	3,556	1	25	676	--	102	3,852	1	92	2,408	2	35	932	4
All other	15	3,468	238	8,929	---	---	10	76	2,307	---	24	588	---	66	2,839	--	55	1,514	---	7	147	---
Plumbing and heating equipment and supplies	30	5,744	385	16,580	8	108	31	94	2,705	1	40	1,862	---	59	3,437	---	87	2,990	2	74	2,254	5
Plumbing fixtures, equipment, and supplies	14	3,113	187	7,825	6	(x)	19	55	1,470	1	13	490	---	37	1,926	---	48	1,406	2	15	499	3
All other	16	2,631	198	8,755	2	(x)	12	39	1,235	-	27	1,372	---	22	1,511	---	39	1,584	---	59	1,755	2
Tobacco and products (except leaf)	46	24,171	262	7,716	2	(x)	14	20	618	---	63	1,797	1	63	2,078	---	74	1,715	---	28	708	1
Waste materials	67	17,177	854	21,149	18	166	41	82	1,856	1	4	165	---	20	877	---	256	4,610	5	471	9,142	12
Iron and steel scrap	26	8,062	359	10,287	4	53	15	30	896	---	4	165	---	7	407	---	63	1,387	1	240	5,665	3
Waste paper, rags, and rubber	16	2,083	246	4,059	4	23	13	13	296	---	--	---	---	4	85	---	108	1,480	---	108	1,478	4
All other	25	7,032	249	6,803	10	90	13	19	464	1	---	---	---	9	385	---	85	1,743	4	123	1,999	5
All other products	87	11,711	1,009	28,581	28	234	67	203	4,788	2	70	2,140	---	134	4,426	1	188	4,400	9	347	8,317	16
Books, periodicals, and newspapers	9	(x)	225	5,431	13	(x)	7	91	1,987	- -	7	136	---	42	1,221	---	52	1,091	6	26	620	7
Optical goods	14	(x)	306	9,366	1	(x)	28	33	846	---	22	739	---	12	463	---	11	257	---	20	4,804	1
Miscellaneous kinds of business [1]	64	7,929	478	13,764	14	192	32	79	1,955	2	41	1,265	---	80	2,742	1	125	3,052	3	121	2,893	8
MANUFACTURERS' SALES BRANCHES (With stocks)	235	216,774	5,552	240,032	111	2,018	104	1,505	48,483	17	183	8,001	---	1,885	107,059	11	993	30,891	36	882	31,246	47
Amusement and sporting goods	10	6,463	251	9,933	38	607	8	143	4,525	---	5	354	---	43	2,958	---	40	941	---	12	223	38
Automotive	25	(x)	839	36,229	1	(x)	18	244	8,091	---	51	2,200	---	226	13,222	---	104	3,025	1	196	7,602	---
Beer, wines, and liquors	6	7,849	154	7,556	---	---	4	20	805	--	---	---	---	119	5,571	---	10	389	---	1	(x)	---
Chemicals and paints	14	(x)	265	13,543	1	(x)	7	83	2,959	1	13	(x)	---	98	8,653	--	33	914	---	33	(x)	---
Electrical goods	17	29,137	663	28,995	---	- -	8	238	8,249	--	3	(x)	---	183	11,921	---	35	1,118	---	196	6,902	---
Groceries and foods (specialty lines)	28	(x)	1,059	40,422	21	470	10	172	4,935	---	42	2,075	---	570	23,737	9	157	4,985	11	106	3,498	1
Machinery--equipment--supplies	72	28,985	1,004	49,120	12	249	22	264	8,125	11	16	622	---	359	25,677	---	118	3,515	---	225	7,464	1
Metals and metal work (except scrap)	17	21,694	498	21,861	13	228	10	100	3,464	1	28	1,116	---	88	5,031	---	272	9,122	12	18	1,000	---
Plumbing and heating equipment and supplies	12	8,340	362	13,254	15	247	7	136	4,027	2	16	859	---	79	3,389	2	83	2,407	11	41	1,875	---
All other [2]	36	30,888	459	19,139	10	(x)	10	105	3,303	2	9	287	---	142	8,920	---	141	4,372	1	52	1,078	7
MANUFACTURERS' SALES OFFICES (Without stocks)	157	238,573	1,165	74,139	20	292	37	391	13,371	12	37	1,864	---	652	51,898	5	---	---	- -	48	1,529	3
Groceries and foods (specialty lines)	9	5,770	129	5,812	1	(x)	2	26	812	1	--	---	---	97	4,507	---	- -	---	---	4	(x)	---
Machinery--equipment--supplies	43	17,079	253	14,577	3	36	4	69	2,072	3	25	1,201	---	136	10,033	---	--	- -	---	19	721	---
Metals and metal work (except scrap)	24	127,920	227	19,702	1	(x)	4	95	4,086	1	6	251	-	119	13,790	--	---	---	---	3	(x)	---
All other [3]	81	87,804	556	34,048	15	(x)	27	201	6,401	7	6	212	- -	300	23,568	5	---	---	---	22	611	3
														SALESMEN			TRUCK OPERATORS AND CHAUFFEURS					
PETROLEUM BULK STATIONS: **																						
Petroleum and its products	31	41,105	940	38,406	13	331	23	154	5,368	---	-	- -	--	182	7,812	---	305	11,372	9	276	9,449	4
														BUYING AND SELLING EMPLOYEES								
AGENTS AND BROKERS	238	176,342	1,159	59,945	77	948	127	357	10,224	25	---	-	--	459	26,746	21	--	---	---	216	6,544	31
Automotive	25	51,268	106	9,794	3	34	20	40	1,435	2	-	- -	---	35	4,219	---	--		- -	13	486	1
Farm products--consumer goods	11	12,814	139	6,148	8	135	10	23	839	-	--	-	---	24	1,291		-	-	---	82	2,510	8
Machinery--equipment--supplies	61	16,877	287	14,454	10	92	33	91	2,552	6	--	--	---	124	6,546	2			- -	39	1,342	2
All other [4]	141	68,743	625	29,549	56	687	64	203	5,398	17	-	---	--	276	14,890	19	--	---	--	82	2,366	20

** Sales include taxes.

x Withheld to avoid disclosure.

[1] Includes 10 amusement and sporting goods; 4 farm products--raw materials; 5 farm supplies; 6 petroleum and its products; 8 flowers and nursery stock; 9 forest products (except lumber); 7 leather and shoe findings; 2 leather goods; 4 textiles and materials (other than dry goods); and 9 miscellaneous kinds of business.

[2] Includes 1 clothing and furnishings; 2 drugs and drug sundries (specialty lines); 4 farm products--consumer goods; 8 furniture and house furnishings; 6 hardware; 2 lumber and construction materials; 4 paper and its products; 1 petroleum and its products; 2 tobacco and products (except leaf); and 6 all other products.

[3] Includes 1 amusement and sporting goods; 10 automotive; 2 beer, wines, and liquors; 7 chemicals and paints; 1 clothing and furnishings; 1 coal and coke; 2 dry goods (specialty lines); 16 electrical goods; 2 farm products--consumer goods; 2 furniture and house furnishings; 5 hardware; 15 lumber and construction materials; 8 paper and its products; 6 plumbing and heating equipment and supplies; 1 tobacco and products (except leaf); and 1 all other products.

[4] Includes 5 beer, wines, and liquors; 8 chemicals and paints; 6 clothing and furnishings; 5 coal and coke; 2 drugs and drug sundries (specialty lines); 8 dry goods (specialty lines); 20 electrical goods; 3 farm products--raw materials; 1 farm supplies; 7 furniture and house furnishings; 19 groceries and foods (specialty lines); 4 hardware; 8 lumber and construction materials; 21 metals and metal work (except scrap); 5 paper and its products; 9 plumbing and heating equipment and supplies; 1 tobacco and products (except leaf); 1 waste materials; and 10 all other products.

TABLE 3.—ANALYSIS OF EMPLOYMENT AND PAY ROLL BY OCCUPATIONAL GROUPS

TYPES OF OPERATION BY KINDS OF BUSINESS

LOS ANGELES

[Figures are for week ended October 21, 1939, except where such period is not representative. In such cases one week of representative employment is given]

TYPE OF OPERATION KIND OF BUSINESS	ESTABLISHMENTS REPORTING EMPLOYEES BY OCCUPATIONAL GROUPS		TOTAL EMPLOYEES REPORTED BY OCCUPATIONAL GROUPS				Number of executives and salaried corporation officers	OFFICE AND CLERICAL EMPLOYEES			INSIDE SELLING EMPLOYEES			OUTSIDE SELLING EMPLOYEES			WAREHOUSE EMPLOYEES			ALL OTHER		
			Full-time		Part-time			Full-time		Number of part-time	Full-time		Number of part-time	Full-time		Number of part-time	Full-time		Number of part-time	Full-time		Number of part-time
	Number	Sales (add 000)	Number	Pay roll for week	Number	Pay roll for week		Number	Pay roll for week		Number	Pay roll for week		Number	Pay roll for week		Number	Pay roll for week		Number	Pay roll for week	
SERVICE AND LIMITED-FUNCTION WHOLESALERS	1,789	$479,526	21,764	$751,693	908	$11,017	1,138	4,523	$128,143	130	2,005	$82,458	17	4,477	$186,357	111	4,991	$128,965	304	4,630	$119,470	346
Amusement and sporting goods	54	15,588	422	19,017	24	386	42	124	3,521	8	40	1,062	---	78	5,268	7	89	2,280	2	49	1,014	7
Automotive	196	58,823	2,199	68,076	36	394	86	374	10,180	7	296	9,012	2	363	15,131	3	317	8,531	4	763	18,921	20
Automobiles (new and used)	11	43,258	649	21,655	1	(x)	21	114	3,397	1	47	1,750	---	68	3,760	---	86	2,540	---	313	8,310	---
Automotive accessories and equipment	45	4,244	398	11,726	9	92	21	82	2,174	2	67	1,897	---	89	2,956	---	78	1,944	3	61	1,495	4
Automotive parts	103	8,009	887	25,838	23	233	32	148	3,828	3	154	4,435	2	140	5,501	3	107	2,837	1	306	7,189	14
All other	37	3,312	265	8,857	3	(x)	12	30	781	1	28	930	---	66	2,914	---	46	1,210	---	83	1,947	2
Beer, wines, and liquors	56	30,813	1,224	39,950	84	622	39	194	5,637	3	56	1,825	---	363	13,053	2	172	5,158	4	400	10,358	75
Beer and ale	16	4,045	177	5,231	7	106	5	32	842	---	4	127	---	52	1,877	---	20	577	---	64	2,601	7
Wines and liquors	40	26,768	1,047	33,719	77	516	34	162	4,795	3	52	1,698	---	311	11,176	2	152	4,581	4	336	7,757	68
Chemicals and paints	44	6,901	360	12,969	6	49	32	81	2,486	5	50	1,471	---	81	3,533	---	60	1,537	1	58	1,520	---
Industrial chemicals	8	3,716	119	4,485	2	(x)	9	55	1,191	1	8	175	---	32	1,582	---	25	688	1	10	241	---
Paints and varnishes	20	1,694	120	3,854	2	(x)	13	18	499	2	26	776	---	17	548	---	24	576	---	22	481	---
All other	16	1,491	121	4,630	2	(x)	10	28	796	2	16	520	---	32	1,803	---	11	273	---	24	618	---
Clothing and furnishings	105	14,638	814	20,867	17	180	42	118	2,833	1	116	3,422	---	210	8,103	7	75	1,826	---	55	1,189	5
Men's and boys'	25	2,690	126	4,230	10	112	9	24	550	---	29	873	---	38	1,454	2	10	263	---	16	340	8
Women's and children's	44	6,495	252	8,775	5	(x)	16	42	1,038	---	49	1,565	---	100	3,760	5	51	588	---	14	263	---
All other	38	5,453	236	7,862	2	(x)	17	50	1,245	1	38	984	---	72	2,889	---	34	777	---	25	586	1
Drugs (general line)	4	15,816	667	21,633	1	(x)	12	145	4,085	1	38	1,195	---	69	3,643	---	211	5,664	---	212	5,790	---
Drugs and drug sundries (specialty lines)	47	3,461	349	10,134	16	331	23	87	2,441	6	26	649	---	108	3,298	5	58	1,043	2	47	915	3
Proprietary medicines	12	1,465	98	3,586	4	43	5	34	1,095	4	5	195	---	28	1,144	---	21	477	---	3	113	---
Toiletries	21	1,140	158	4,211	6	98	11	25	629	1	14	314	---	55	1,391	1	12	278	1	41	742	3
Drug specialties and sundries	14	856	95	2,537	6	190	7	28	717	1	7	140	---	25	761	4	25	332	1	3	60	---
Dry goods (general line)	4	16,753	680	22,736	26	192	48	178	4,484	---	104	3,358	1	178	7,388	18	100	2,138	5	72	1,355	2
Dry goods (specialty lines)	97																					
Electrical goods	82	23,527	1,145	41,052	21	257	58	318	9,376	4	155	4,768	---	296	13,661	4	175	4,539	5	143	3,412	8
Electrical merchandise (general line)	9	(x)	350	15,799	2	(x)	19	107	3,449	1	47	1,581	---	86	3,987	---	67	1,838	1	24	529	---
Wiring supplies and construction materials	28	4,941	242	8,088	7	88	16	64	1,777	---	25	738	---	55	2,327	3	43	1,122	---	39	784	4
Radios and equipment	20	5,408	305	10,401	7	46	11	76	2,017	3	48	1,484	---	104	4,484	---	36	804	3	30	902	1
Refrigerators and equipment (household)	5	2,723	102	4,398	2	(x)	3	43	1,376	---	6	185	---	26	1,778	---	13	371	1	11	282	1
All other	20	(x)	146	4,348	3	60	9	28	757	---	29	780	---	25	1,085	1	16	404	---	39	915	2
Farm products--raw materials	9	8,075	116	6,310	16	428	14	42	1,667	---	3	80	---	6	310	---	6	190	---	45	1,068	[illegible]
Farm products--consumer goods	212	40,015	1,889	57,734	201	2,112	49	205	5,741	20	308	10,548	8	296	10,769	3	415	10,407	118	616	16,636	52
Dairy and poultry products	14	7,182	553	19,669	16	102	15	34	983	1	1	(x)	---	238	8,793	---	74	1,955	14	191	6,188	1
Poultry and poultry products	19	2,804	124	2,388	6	74	3	9	190	---	7	(x)	---	18	463	1	54	832	1	33	650	4
Fruits and vegetables (fresh)	179	30,029	1,212	35,679	179	1,936	31	162	4,568	19	300	10,359	8	40	1,513	2	287	7,620	103	392	9,798	47
Farm supplies	19	13,868	259	8,673	9	124	13	72	2,477	---	4	90	---	33	1,171	4	57	1,320	3	80	2,513	2
Seeds	7	1,225	131	3,735	1	(x)	7	34	718	---	4	90	---	17	624	---	49	1,029	1	20	486	---
All other	12	12,643	128	4,938	8	(x)	6	38	1,759	---	---	---	---	16	547	4	8	291	2	60	1,827	2
Furniture and house furnishings	69	17,058	675	25,595	33	373	55	194	5,278	7	74	2,482	1	131	6,177	11	147	3,696	8	74	1,789	[illegible]
Floor coverings	14	10,572	293	11,505	7	103	18	102	2,712	1	30	915	---	59	3,030	---	72	1,669	5	12	259	5
Furniture (household)	16	1,982	117	4,921	11	184	11	22	643	2	20	664	1	20	939	4	24	645	3	20	452	1
House furnishings (except as specified)	20	2,794	141	4,558	9	54	7	35	1,005	1	15	556	---	32	1,198	7	29	720	---	23	560	1
All other	19	1,930	124	4,613	6	32	19	35	918	3	9	329	---	20	1,010	---	22	662	2	19	518	1
Groceries (general line)	26	23,804	736	24,152	25	452	21	165	5,165	2	41	1,161	---	134	5,039	3	216	6,416	13	159	4,144	7
Not sponsoring cooperative or voluntary groups	10	11,552	411	14,047	23	(x)	13	89	2,880	2	16	420	---	105	3,701	3	116	3,201	12	72	2,223	6
All other	16	12,052	325	10,105	2	(x)	8	76	2,285	---	25	741	---	29	1,338	---	100	3,215	1	87	1,921	1

For footnotes, see end of table.

TABLE 3.—ANALYSIS OF EMPLOYMENT AND PAY ROLL BY OCCUPATIONAL GROUPS

TYPES OF OPERATION BY KINDS OF BUSINESS—Continued

LOS ANGELES

[Figures are for week ended October 21, 1939, except where such period is not representative. In such cases one week of representative employment is given]

TYPE OF OPERATION KIND OF BUSINESS	ESTABLISHMENTS REPORTING EMPLOYEES BY OCCUPATIONAL GROUPS		TOTAL EMPLOYEES REPORTED BY OCCUPATIONAL GROUPS				Number of executives and salaried corporation officers	OFFICE AND CLERICAL EMPLOYEES			INSIDE SELLING EMPLOYEES			OUTSIDE SELLING EMPLOYEES			WAREHOUSE EMPLOYEES			ALL OTHER		
			Full-time		Part-time			Full-time		Number of part-time	Full-time		Number of part-time	Full-time		Number of part-time	Full-time		Number of part-time	Full-time		Number of part-time
	Number	Sales (add 000)	Number	Pay roll for week	Number	Pay roll for week		Number	Pay roll for week		Number	Pay roll for week		Number	Pay roll for week		Number	Pay roll for week		Number	Pay roll for week	
SERVICE AND LIMITED-FUNCTION WHOLESALERS—Con.																						
Groceries and foods (specialty lines)	196	$41,954	2,277	$72,350	97	$1,220	112	359	$9,984	19	97	$2,709	1	586	$20,830	13	638	$16,652	20	485	$13,160	44
Coffee, tea, and spices	15	5,682	304	10,282	10	121	15	58	1,838	3	---	---	---	107	4,048	---	118	2,667	1	8	192	6
Coffee roasting and spice grinding	10	6,001	345	11,077	7	143	8	63	1,787	1	---	---	---	124	4,986	---	109	2,584	2	37	1,105	4
Fish and sea foods	33	4,665	253	8,842	9	105	23	38	991	3	13	337	---	52	1,904	2	87	2,734	1	40	1,083	3
Meats and provisions	35	10,850	506	17,279	16	212	6	59	1,836	1	33	1,240	1	91	3,727	1	119	3,759	6	198	6,347	7
All other	105	14,756	871	24,870	55	639	60	141	3,532	11	51	1,132	---	210	6,265	10	307	4,928	10	202	4,735	24
Hardware	29	17,090	1,112	39,437	20	384	51	356	10,334	7	119	3,715	---	191	8,824	---	353	9,985	13	42	1,069	---
General line (with industrial department)	4	12,516	801	29,659	18	(x)	35	270	8,090	5	76	2,453	---	146	6,899	---	262	7,796	13	14	(x)	---
General line (without industrial department)	3	2,612	161	4,980	1	(x)	3	58	1,574	1	15	455	---	21	1,106	---	65	1,524	---	1	(x)	---
Specialty lines	22	1,962	150	4,798	1	(x)	15	28	670	1	28	807	---	24	819	---	28	645	---	27	668	---
Jewelry	43	6,819	312	12,219	7	60	23	81	2,081	1	97	3,041	---	58	3,279	3	21	460	1	32	781	2
Jewelry (general line)	8	3,317	173	6,410	2	(x)	7	38	983	---	76	2,224	---	29	1,750	---	8	219	1	15	265	1
All other	35	3,502	139	5,809	5	(x)	16	43	1,098	1	21	817	---	29	1,549	3	13	241	---	17	518	1
Lumber and construction materials	56	21,341	841	34,732	66	767	66	151	4,654	3	19	929	---	102	5,550	7	275	8,656	42	228	8,484	14
Lumber	22	13,544	467	18,648	26	478	27	76	2,399	1	14	753	---	43	2,595	6	191	6,185	6	116	3,813	13
Glass	9	1,309	143	6,382	---	---	8	16	422	---	---	---	---	21	1,085	---	22	765	---	76	3,642	---
All other	25	6,488	231	9,702	40	289	31	59	1,833	2	5	196	---	38	1,870	1	62	1,726	36	36	1,009	1
Machinery--equipment--supplies	160	30,447	1,901	71,602	67	1,046	135	518	15,277	10	169	5,525	3	473	23,017	11	323	8,884	4	285	7,458	39
Commercial equipment and supplies	28	2,690	230	7,226	4	27	15	71	2,712	1	16	485	---	48	1,679	---	24	558	1	56	1,415	2
Industrial machinery, equipment and supplies:																						
Construction (except road building)	4	2,225	100	4,894	2	(x)	10	24	582	---	10	360	1	23	1,629	---	20	511	1	13	513	---
All other	60	16,029	873	33,969	37	702	59	273	7,824	2	54	1,989	---	189	10,182	7	151	4,803	1	147	3,957	27
Professional equipment and supplies:																						
Dental supply houses	8	1,344	135	4,202	3	36	5	17	476	2	32	937	---	35	1,423	---	25	421	---	21	395	1
All other	12	1,593	145	6,079	12	137	10	32	1,044	3	14	438	1	44	2,590	---	33	847	1	12	288	7
Service equipment and supplies:																						
Barber and beauty supply houses	13	1,429	159	4,919	4	40	5	40	866	---	18	501	---	60	2,214	4	23	565	---	13	313	---
All other	22	2,447	141	5,786	3	35	13	32	946	2	11	320	1	49	2,253	---	29	648	---	7	149	---
All other	13	2,690	118	4,527	2	(x)	18	29	827	---	14	495	---	25	1,047	---	18	551	---	14	428	2
Metals and metal work (except scrap)	32	7,044	447	13,728	18	228	34	77	1,969	6	18	552	1	72	2,624	2	185	4,492	5	61	1,494	4
Paper and its products	46	11,070	682	25,016	10	91	58	173	5,008	2	42	1,228	---	196	8,182	---	147	3,858	6	66	1,718	2
Wrapping or coarse paper and products	21	8,376	456	17,609	8	(x)	31	122	3,544	2	18	619	---	139	6,021	---	101	2,691	5	45	1,203	1
Printing and writing papers	8	1,845	125	4,731	2	(x)	11	30	992	---	9	250	---	35	1,611	---	37	963	1	3	89	1
All other	17	849	101	2,676	---	---	16	21	472	---	15	359	---	22	550	---	9	204	---	18	426	---
Petroleum and its products	[illegible]	1,453	131	5,439	1	(x)	8	30	888	---	---	---	---	55	2,615	---	24	721	---	14	500	1
Plumbing and heating equipment and supplies	39	5,821	308	11,531	15	262	21	84	2,495	4	19	558	---	65	2,097	6	75	2,158	3	44	1,257	2
Plumbing fixtures, equipment, and supplies	18	3,262	135	4,172	7	31	7	33	935	2	5	201	---	37	926	2	49	1,345	2	4	103	1
All other	21	2,559	173	7,359	8	231	14	51	1,560	2	14	357	---	28	1,171	4	26	813	1	40	1,154	1
Tobacco and products (except leaf)	23	19,559	265	8,055	7	53	11	65	1,458	5	16	510	---	102	3,528	---	48	1,475	-	23	[illegible]	[illegible]
Waste materials	34	11,165	1,052	27,570	37	355	23	56	1,686	1	14	620	---	29	1,7[illegible]	---	526	10,914	35	404	[illegible]	[illegible]
Iron and steel scrap	9	2,422	299	8,253	---	---	6	16	543	---	2	(x)	---	9	566	---	175	3,912	---	91	[illegible]	[illegible]
Junk and scrap (general line)	10	4,665	448	12,083	1	(x)	9	19	558	1	9	470	---	12	770	---	143	2,717	---	56	[illegible]	---
All other	15	4,398	305	7,234	36	(x)	8	21	585	---	3	(x)	---	8	423	---	208	4,285	35	57	[illegible]	[illegible]

For footnotes, see end of table.

TABLE 3.—ANALYSIS OF EMPLOYMENT AND PAY ROLL BY OCCUPATIONAL GROUPS

TYPES OF OPERATION BY KINDS OF BUSINESS—Continued

LOS ANGELES

[Figures are for week ended October 21, 1939, except where such period is not representative. In such cases one week of representative employment is given]

TYPE OF OPERATION KIND OF BUSINESS	ESTABLISHMENTS REPORTING EMPLOYEES BY OCCUPATIONAL GROUPS		TOTAL EMPLOYEES REPORTED BY OCCUPATIONAL GROUPS				Number of executives and salaried corporation officers	OFFICE AND CLERICAL EMPLOYEES			INSIDE SELLING EMPLOYEES			OUTSIDE SELLING EMPLOYEES			WAREHOUSE EMPLOYEES			ALL OTHER		
			Full-time		Part-time			Full-time		Number of part-time	Full-time		Number of part-time	Full-time		Number of part-time	Full-time		Number of part-time	Full-time		Number of part-time
	Number	Sales (add 000)	Number	Pay roll for week	Number	Pay roll for week		Number	Pay roll for week		Number	Pay roll for week		Number	Pay roll for week		Number	Pay roll for week		Number	Pay roll for week	
SERVICE AND LIMITED-FUNCTION WHOLESALERS—Con.																						
All other products	101	$18,523	1,081	$31,136	48	(x)	82	278	$8,938	8	84	$1,970	---	202	$7,310	2	278	$6,185	10	177	$4,026	28
Books, periodicals, and newspapers	13	3,703	232	7,133	13	$171	9	105	2,842	4	1	(x)	---	38	1,183	---	49	1,118	5	30	835	4
General merchandise	5	7,829	260	8,619	1	(x)	4	70	1,897	---	15	430	---	44	2,893	---	104	2,493	---	23	464	1
Leather and shoe findings	10	1,604	111	3,203	4	[illegible]	18	15	345	1	30	696	---	33	882	---	6	144	---	9	189	3
Optical goods	7	835	92	2,625	---	---	4	17	413	---	3	96	---	8	297	---	5	104	---	55	1,402	---
Textiles and materials (other than dry goods)	13	960	112	2,479	2	(x)	7	7	195	1	5	142	---	4	200	---	73	1,514	---	16	303	1
Miscellaneous kinds of business [1]	53	3,792	274	7,077	28	402	20	64	1,448	2	30	(x)	---	75	1,855	2	41	1,012	5	44	835	19
MANUFACTURERS' SALES BRANCHES (With stocks)	374	221,894	7,038	279,412	267	3,794	172	1,871	56,871	28	262	11,476	1	2,576	130,987	24	1,181	30,737	49	976	31,792	167
Amusement and sporting goods	13	8,614	327	13,491	31	380	11	191	6,056	1	9	797	---	53	3,570	---	51	1,163	---	12	235	30
Automotive	30	22,690	823	34,188	18	344	14	261	8,271	2	39	2,276	---	266	14,846	---	101	2,728	1	142	4,564	15
Beer, wines, and liquors	17	16,183	440	18,648	15	229	8	65	2,039	---	8	283	---	239	11,367	---	100	3,277	15	20	716	---
Chemicals and paints	17	7,019	280	11,045	1	(x)	8	69	2,014	---	6	194	---	129	5,708	---	37	1,137	1	31	1,145	---
Clothing and furnishings	18	2,881	97	3,749	2	(x)	2	25	633	1	13	385	---	34	1,965	---	19	395	---	4	(x)	1
Drugs and drug sundries	13	4,332	189	7,279	2	(x)	8	41	991	---	2	(x)	---	79	3,892	---	45	1,165	---	14	348	2
Electrical goods	18	(x)	318	15,341	2	(x)	4	141	4,545	1	8	356	---	110	8,037	---	28	732	1	27	1,251	---
Farm products—consumer goods	4	6,932	281	9,914	52	564	16	60	1,570	---	---	---	---	138	5,294	---	40	1,028	---	27	798	52
Furniture and house furnishings	11	5,231	145	5,926	18	177	6	38	982	3	2	(x)	---	58	2,960	---	38	1,112	---	3	80	15
Groceries and foods (specialty lines)	39	43,893	1,160	43,249	37	602	13	208	6,213	2	38	1,894	---	531	23,594	17	132	3,973	5	238	6,599	13
Lumber and construction materials	15	12,946	259	11,708	12	119	17	61	1,861	4	6	285	---	103	5,797	---	61	1,744	3	11	328	5
Machinery—equipment—supplies	94	21,794	1,313	52,254	47	959	34	294	9,804	9	47	1,886	---	414	22,548	6	194	2,865	5	330	11,866	27
Metals and metal work (except scrap)	16	22,055	262	11,094	3	15	1	95	2,998	1	20	714	---	86	5,497	---	58	1,658	2	4	(x)	---
Paper and its products	18	13,990	424	15,302	---	---	12	109	2,844	---	43	1,590	---	133	5,979	---	95	2,731	---	32	955	---
Plumbing and heating equipment and supplies	18	10,224	421	15,488	10	129	7	134	4,202	2	5	133	---	89	4,763	---	136	3,959	8	50	1,801	---
All other [2]	55	(x)	299	10,736	17	389	11	79	1,870	---	16	464	1	114	5,270	1	48	1,090	8	31	928	7
MANUFACTURERS' SALES OFFICES (Without stocks)	104	106,973	1,131	49,999	35	512	19	285	8,604	6	71	2,699	---	457	26,567	23	---	---	---	299	9,407	6
Groceries and foods (specialty lines)	10	(x)	318	11,148	27	413	4	61	1,725	4	11	408	---	130	4,959	23	---	---	---	112	3,405	---
Lumber and construction materials	4	(x)	110	5,351	---	---	2	30	1,159	---	1	(x)	---	25	2,112	---	---	---	---	52	(x)	---
Machinery—equipment—supplies	16	13,785	140	5,852	1	(x)	1	33	831	---	19	476	---	82	3,737	---	---	---	---	25	(x)	1
Metals and metal work (except scrap)	11	25,187	105	6,204	1	(x)	3	51	1,490	1	---	---	---	46	3,844	---	---	---	---	5	176	---
All other [3]	63	54,041	458	21,444	6	(x)	9	110	3,399	1	40	(x)	---	194	11,915	---	---	---	---	105	3,275	5
														SALESMEN			TRUCK OPERATORS AND CHAUFFEURS					
PETROLEUM BULK STATIONS AND TERMINALS: **																						
Petroleum and its products	34	30,530	844	35,271	9	131	23	169	6,391	1	---	---	---	210	9,913	3	212	8,352	1	230	8,900	4
														BUYING AND SELLING EMPLOYEES								
AGENTS AND BROKERS	341	135,586	1,449	55,532	143	1,727	115	498	13,835	41	---	---	---	560	23,867	62	---	---	---	276	7,521	40
Dry goods (general line)	2	8,802	138	3,525	10	91	---	49	(x)	---	---	---	---	51	1,598	7	---	---	---	38	(x)	3
Dry goods (specialty lines)	37																					
Electrical goods	28	4,379	95	3,188	26	318	9	41	1,016	4	---	---	---	33	1,518	21	---	---	---	12	265	1
Farm products—consumer goods	26	11,186	171	6,690	6	80	25	52	1,888	2	---	---	---	48	1,955	---	---	---	---	46	1,216	4
Groceries and foods (specialty lines)	46	43,252	288	11,522	15	178	20	92	2,738	9	---	---	---	125	6,002	4	---	---	---	31	908	2
Machinery—equipment—supplies	45	10,681	207	9,382	24	270	26	56	1,554	9	---	---	---	60	2,441	4	---	---	---	65	1,902	11
All other [4]	157	57,286	570	21,245	62	790	35	208	(x)	17	---	---	---	243	10,355	26	---	---	---	84	(x)	19
ASSEMBLERS (Mainly farm products)	35	103,297	3,744	92,174	336	6,239	37	489	17,545	5	---	---	---	395	18,984	4	---	---	---	2,823	51,553	327

** Sales include taxes.

x Withheld to avoid disclosure.

1 Includes 1 coal and coke; 19 flowers and nursery stock; 12 forest products (except lumber); 3 leather goods; 4 yarns; and 14 miscellaneous kinds of business.

2 Includes 11 dry goods (specialty lines); 4 hardware; 2 jewelry; 3 petroleum and its products; and 15 all other products.

3 Includes 1 amusement and sporting goods; 1 automotive; 2 beer, wines, and liquors; 7 chemicals and paints; 5 clothing and furnishings; 1 drugs and drug sundries (specialty lines); 7 dry goods (specialty lines); 5 electrical goods; 2 furniture and house furnishings; 1 jewelry; 10 paper and its products; 1 petroleum and its products, 6 plumbing and heating equipment and supplies; 1 tobacco and products (except leaf); and 13 all other products.

4 Includes 6 amusement and sporting goods; 10 automotives; 4 beer, wines, and liquors; 13 chemicals and paints; 25 clothing and furnishings; 10 drugs and drug sundries; 7 farm products—raw materials; 2 farm supplies; 16 furniture and house furnishings; 17 hardware; 3 jewelry; 7 lumber and construction materials; 5 metals and metal work (except scrap); 7 paper and its products; 3 petroleum and its products; 6 plumbing and heating equipment and supplies; and 16 all other products.

TABLE 3.—ANALYSIS OF EMPLOYMENT AND PAY ROLL BY OCCUPATIONAL GROUPS

TYPES OF OPERATION BY KINDS OF BUSINESS

MILWAUKEE

[Figures are for week ended October 21, 1939, except where such period is not representative. In such cases one week of representative employment is given]

TYPE OF OPERATION KIND OF BUSINESS	ESTABLISHMENTS REPORTING EMPLOYEES BY OCCUPATIONAL GROUPS		TOTAL EMPLOYEES REPORTED BY OCCUPATIONAL GROUPS				Number of executives and salaried corporation officers	OFFICE AND CLERICAL EMPLOYEES			INSIDE SELLING EMPLOYEES			OUTSIDE SELLING EMPLOYEES			WAREHOUSE EMPLOYEES			ALL OTHER		
			Full-time		Part-time			Full-time		Number of part-time	Full-time		Number of part-time	Full-time		Number of part-time	Full-time		Number of part-time	Full-time		Number of part-time
	Number	Sales (add 000)	Number	Pay roll for week	Number	Pay roll for week		Number	Pay roll for week		Number	Pay roll for week		Number	Pay roll for week		Number	Pay roll for week		Number	Pay roll for week	
SERVICE AND LIMITED-FUNCTION WHOLESALERS	656	$164,373	8,201	$277,777	228	$2,815	891	1,838	$45,888	24	598	$18,186	10	1,861	$66,617	38	1,686	$41,847	70	1,527	$40,694	84
Amusement and sporting goods	13	1,688	131	3,889	2	(x)	15	35	852	---	19	586	---	18	783	---	34	522	1	7	137	1
Automotive	47	10,750	556	17,812	4	42	53	86	1,994	1	85	2,363	1	91	3,541	1	70	1,561	1	171	4,667	---
Automobiles (new and used)	4	7,159	173	5,568	---	---	8	30	635	---	34	941	---	27	1,012	---	10	187	---	64	1,735	---
Automotive accessories and equipment	21	1,603	153	4,881	3	(x)	21	18	409	1	27	660	1	32	1,178	1	18	361	---	39	964	---
All other	22	1,988	230	7,363	1	(x)	24	38	950	---	24	762	---	32	1,351	---	44	1,013	1	68	1,968	---
Beer, wines, and liquors	40	10,767	396	14,541	13	131	41	67	1,371	2	4	147	---	166	6,863	5	74	2,226	4	44	963	2
Beer and ale	16	3,900	130	4,525	4	23	14	20	587	---	1	(x)	---	44	1,628	-	19	525	3	32	650	1
Wines and liquors	24	6,867	266	10,016	9	108	27	47	984	2	3	(x)	---	122	5,235	5	55	1,701	1	12	313	1
Chemicals and paints	22	1,581	116	4,011	3	51	24	22	517	1	17	520	---	25	844	1	13	288	---	15	313	1
Clothing and furnishings	21	2,384	159	5,769	15	318	27	33	617	1	22	633	---	43	1,605	10	26	509	2	6	130	2
Coal and coke	11	13,602	614	22,891	---	--	21	101	3,246	---	---	---	---	82	3,451	--	24	912	---	386	12,695	---
Drugs (general line)	5	5,079	285	8,881	1	(x)	20	82	2,059	1	29	836	---	44	1,941	---	85	2,317	---	25	461	---
Drugs and drug sundries (specialty lines)	4																					
Electrical goods	37	12,252	555	21,187	13	126	57	169	4,411	1	82	1,924	2	131	6,333	---	76	2,132	5	60	1,902	5
Electrical merchandise (general line)	5	5,570	197	7,963	---	---	12	69	2,001	---	31	995	---	47	2,470	---	37	1,141	---	1	(x)	-
Radios and equipment	9	2,329	120	4,728	5	34	13	33	791	---	13	381	2	21	1,182	---	9	289	1	31	940	2
All other	23	4,353	238	8,496	8	92	32	67	1,619	1	18	548	---	63	2,671	---	30	702	4	28	(x)	3
Farm products--raw materials	10	5,813	106	4,629	9	188	13	18	553	1	2	(x)	---	3	11[illegible]	---	65	2,009	8	5	137	---
Farm products--consumer goods	53	18,188	449	14,680	12	93	75	60	1,328	---	56	1,847	---	61	2,238	---	119	2,926	1	78	1,998	11
Fruits and vegetables (fresh)	33	10,724	245	7,381	10	(x)	43	36	793	---	45	1,451	---	15	60[illegible]	---	81	1,618	1	45	1,087	9
All other	20	5,464	204	7,309	2	(x)	32	24	535	---	11	396	---	46	1,631	--	58	1,308	---	33	911	2
Farm supplies	8	(x)	114	3,923	---	---	16	34	1,141	--	---	---	---	7	33[illegible]	---	57	1,260	---	---	---	-
Furniture and house furnishings	13	2,009	114	4,104	7	134	11	24	523	1	17	649	---	14	765	--	25	742	3	23	482	3
Groceries (general line)	11	13,466	581	19,132	11	72	26	148	3,324	1	19	731	---	129	5,09[illegible]	---	203	5,679	1	56	1,767	9
Groceries and foods (specialty lines)	67	6,314	442	12,628	18	193	70	55	1,173	1	62	1,617	1	129	3,633	---	53	1,077	7	73	1,793	9
Meats and provisions	14	2,082	116	3,589	3	56	15	12	246	---	42	1,182	---	13	373	---	4	107	1	30	825	2
All other	53	4,232	326	9,039	15	137	55	43	927	1	20	435	1	116	3,260	---	49	970	6	43	968	7
Hardware	14	6,692	475	15,978	7	60	31	101	4,646	1	25	775	---	77	3,342	---	159	3,968	---	22	583	6
Lumber and construction materials	19	2,341	156	5,633	5	61	22	41	1,124	-	3	148	---	22	1,110	---	22	631	---	46	1,336	5
Machinery--equipment--supplies	92	17,463	1,155	42,135	40	683	141	325	8,583	4	78	2,210	3	278	11,797	5	117	5,906	15	116	2,926	13
Commercial equipment and supplies	18	2,515	168	6,332	5	57	19	46	1,256	--	21	565	---	26	1,170	2	22	796	---	24	559	3
Industrial machinery, equipment, and supplies	42	9,698	568	21,114	19	385	78	157	3,945	---	17	576	---	130	5,804	3	13[illegible]	3,584	13	51	1,487	3
Service equipment and supplies	16	2,455	184	6,276	3	19	20	45	1,152	3	21	533	---	63	2,483	---	26	510	-	9	178	---
All other	16	2,795	235	8,213	13	222	24	77	2,230	1	19	536	3	59	2,340	-	24	619	2	32	782	7
Metals and metal work (except scrap)	8	3,436	104	4,357	3	24	10	25	837	---	5	168	- -	12	874	---	40	1,171	2	12	375	1
Paper and its products	30	5,092	375	12,243	14	101	37	132	2,568	1	12	491	---	133	4,713	10	43	1,049	2	18	361	1
Wrapping or coarse paper and products	17	1,902	158	5,143	7	52	20	25	532	1	2	(x)	---	82	2,299	3	14	391	2	13	296	1
Printing and writing papers	8	2,575	114	4,549	---	-	10	29	714		10	(x)	---	36	1,876	---	27	658	---	2	(x)	---
Stationery and stationery supplies	5	615	103	2,511	7	49	7	78	1,322	---	---	-	---	15	538	7	--	---	- -	3	(x)	--

For footnotes, see end of table.

TABLE 3.—ANALYSIS OF EMPLOYMENT AND PAY ROLL BY OCCUPATIONAL GROUPS

TYPES OF OPERATION BY KINDS OF BUSINESS—Continued

MILWAUKEE

[Figures are for week ended October 21, 1939, except where such period is not representative. In such cases one week of representative employment is given]

TYPE OF OPERATION KIND OF BUSINESS	ESTABLISHMENTS REPORTING EMPLOYEES BY OCCUPATIONAL GROUPS		TOTAL EMPLOYEES REPORTED BY OCCUPATIONAL GROUPS				Number of executives and salaried corporation officers	OFFICE AND CLERICAL EMPLOYEES			INSIDE SELLING EMPLOYEES			OUTSIDE SELLING EMPLOYEES			WAREHOUSE EMPLOYEES			ALL OTHER		
			Full-time		Part-time			Full-time		Number of part-time	Full-time		Number of part-time	Full-time		Number of part-time	Full-time		Number of part-time	Full-time		Number of part-time
	Number	Sales (add 000)	Number	Pay roll for week	Number	Pay roll for week		Number	Pay roll for week		Number	Pay roll for week		Number	Pay roll for week		Number	Pay roll for week		Number	Pay roll for week	
SERVICE AND LIMITED-FUNCTION WHOLESALERS—Con.																						
Plumbing and heating equipment and supplies	18	$3,824	263	$8,801	8	$56	38	68	$1,682	---	21	$655	---	53	$2,049	---	62	$1,713	8	23	$484	---
Plumbing fixtures, equipment, and supplies	10	2,297	146	5,103	---	---	19	42	1,074	---	12	417	---	27	1,182	---	26	701	---	20	396	---
All other	8	1,327	117	3,698	8	56	19	24	608	---	9	238	---	26	867	---	36	1,012	8	3	88	---
Tobacco and products (except leaf)	12	10,489	172	5,427	2	(x)	27	30	598	---	10	232	---	58	2,074	---	26	534	2	21	334	---
Waste materials	47	5,824	475	11,452	16	252	49	27	587	2	6	110	---	5	137	---	141	2,136	3	247	5,279	11
Iron and steel scrap	18	2,476	137	4,603	8	175	19	13	267	---	2	(x)	---	---	---	---	9	254	---	94	2,518	8
Junk and scrap (general line)	15	1,671	196	3,867	5	48	10	8	128	---	4	(x)	---	4	(x)	---	76	1,042	3	96	1,718	2
All other	14	1,677	142	3,182	3	31	20	8	192	2	---	---	---	1	(x)	---	56	840	---	57	1,043	1
All other [1]	56	(x)	408	13,664	23	210	67	94	1,954	5	44	(x)	3	80	2,989	6	50	977	5	73	1,510	4
MANUFACTURERS' SALES BRANCHES (With stocks)	111	59,235	2,030	76,715	61	980	83	542	15,590	11	91	3,675	---	607	28,824	1	405	11,794	8	302	9,167	41
Amusement and sporting goods	7	2,945	134	4,899	24	359	3	75	2,081	---	1	(x)	---	23	1,651	---	25	551	1	7	132	23
Automotive	16	(x)	554	15,597	8	203	26	107	3,706	2	13	752	---	95	4,873	---	59	1,947	1	54	1,779	5
Electrical goods	4	(x)	124	5,467	3	39	---	42	1,399	---	---	---	---	24	2,208	---	10	395	---	48	1,465	3
Groceries and foods (specialty lines)	21	(x)	454	14,909	2	(x)	5	64	1,696	---	40	1,586	---	162	6,258	1	98	2,797	1	85	2,163	---
Lumber and construction materials	7	3,839	259	9,830	3	13	7	59	1,752	1	10	272	---	58	2,831	---	108	3,394	---	17	682	2
Machinery--equipment--supplies	25	5,089	272	10,909	6	102	18	64	1,537	---	6	145	---	98	5,065	---	24	684	1	62	2,121	5
All other [2]	31	(x)	433	15,104	15	(x)	24	131	3,419	8	21	(x)	---	147	5,958	---	81	2,026	4	29	825	3
MANUFACTURERS' SALES OFFICES (Without stocks)	42	51,025	265	13,425	9	163	4	90	2,833	2	9	318	---	137	9,093	1	---	---	---	25	691	6
														SALESMEN			TRUCK OPERATORS AND CHAUFFEURS					
PETROLEUM BULK STATIONS: **																						
Petroleum and its products	19	10,759	273	10,574	21	259	16	34	1,088	---	---	---	---	48	2,302	5	100	3,571	---	75	2,316	16
														BUYING AND SELLING EMPLOYEES								
AGENTS AND BROKERS	114	60,610	531	26,239	61	697	121	167	4,019	12	---	---	---	130	6,932	15	---	---	---	113	3,042	34
Groceries and foods (specialty lines)	23	22,756	117	5,563	25	259	30	49	1,159	3	---	---	---	28	1,434	3	---	---	---	10	262	19
Machinery--equipment--supplies	34	3,228	125	6,301	12	139	27	32	645	3	---	---	---	43	2,927	9	---	---	---	23	674	---
All other [3]	57	34,626	289	14,375	24	299	64	86	2,215	6	---	---	---	59	2,571	3	---	---	---	80	2,106	15

** Sales include taxes.

x Withheld to avoid disclosure.

[1] Includes 13 dry goods (specialty lines); 6 jewelry; 11 petroleum and its products; and 26 all other products.

[2] Includes 5 chemicals and paints; 1 clothing and furnishings; 1 dry goods (specialty lines); 4 furniture and house furnishings; 1 hardware; 4 metals and metal work (except scrap); 4 paper and its products; 6 plumbing and heating equipment and supplies; and 5 all other products.

[3] Includes 1 amusement and sporting goods; 1 beer, wines, and liquors; 1 chemicals and paints; 1 clothing and furnishings; 1 coal and coke; 6 electrical goods; 8 farm products--raw materials; 9 farm products--consumer goods; 1 farm supplies; 1 furniture and house furnishings; 1 hardware; 1 jewelry; 5 lumber and construction materials; 5 metals and metal work (except scrap); 1 paper and its products; 7 plumbing and heating equipment and supplies; 1 waste materials; and 6 all other products.

TABLE 3.—ANALYSIS OF EMPLOYMENT AND PAY ROLL BY OCCUPATIONAL GROUPS

NEW YORK CITY

TYPES OF OPERATION BY KINDS OF BUSINESS

[Figures are for week ended October 21, 1939, except where such period is not representative. In such cases one week of representative employment is given]

TYPE OF OPERATION KIND OF BUSINESS	ESTABLISHMENTS REPORTING EMPLOYEES BY OCCUPATIONAL GROUPS		TOTAL EMPLOYEES REPORTED BY OCCUPATIONAL GROUPS				Number of executives and salaried operation officers	OFFICE AND CLERICAL EMPLOYEES			INSIDE SELLING EMPLOYEES			OUTSIDE SELLING EMPLOYEES			WAREHOUSE EMPLOYEES			ALL OTHER		
			Full-time		Part-time			Full-time		Number of part-time	Full-time		Number of part-time	Full-time		Number of part-time	Full-time		Number of part-time	Full-time		Number of part-time
	Number	Sales (add 000)	Number	Pay roll for week	Number	Pay roll for week		Number	Pay roll for week		Number	Pay roll for week		Number	Pay roll for week		Number	Pay roll for week		Number	Pay roll for week	
SERVICE AND LIMITED-FUNCTION WHOLESALERS	11,856	$4,803,955	140,606	$5,612,045	3,125	$45,206	14,468	39,446	$1,118,018	314	10,099	$372,868	147	26,068	$1,260,891	823	24,681	$631,333	721	25,844	$698,480	1,120
Amusement and sporting goods	271	52,506	2,976	119,368	58	807	321	1,181	41,752	18	248	9,652	1	517	14,559	8	530	11,951	2	381	8,635	29
Cameras and photographic supplies	30	6,576	388	14,135	6	70	39	139	3,286	5	54	1,179	---	47	2,351	1	57	1,132	---	72	1,917	---
Motion picture equipment and supplies (except films)	9	2,277	108	3,898	2	(x)	15	43	1,065	---	11	(x)	---	12	448	---	3	128	---	24	715	2
Sporting goods	50	9,550	389	14,251	5	168	28	135	3,322	1	47	1,569	---	69	3,010	4	69	1,635	---	41	835	---
Toys, novelties, and fireworks	130	19,807	1,183	36,036	19	193	132	285	6,956	5	127	3,251	1	126	5,596	5	332	7,441	2	181	5,334	8
All other	72	14,314	908	51,048	26	(x)	107	579	27,143	7	27	(x)	---	63	3,154	---	69	1,615	---	63	1,836	19
Automotive	260	156,470	3,118	115,060	68	1,233	279	952	29,920	16	336	11,165	3	586	25,571	13	313	7,485	18	652	18,596	18
Automobiles (new and used)	18	108,432	573	27,770	50	1,010	26	363	14,109	11	6	421	---	91	6,177	5	39	1,025	16	48	2,915	18
Automotive accessories and equipment	90	10,545	863	27,290	5	(x)	93	184	4,004	3	114	3,102	2	223	7,189	---	92	1,964	---	157	4,134	---
Automotive parts	106	14,785	1,060	34,950	11	140	110	223	5,716	2	144	4,341	1	158	6,866	8	104	2,509	---	321	8,240	---
All other	46	22,708	622	25,050	2	(x)	50	182	6,091	---	72	3,301	---	114	5,339	---	78	1,987	2	126	3,307	---
Beer, wines, and liquors	162	143,988	4,244	190,727	88	1,612	274	1,272	36,434	4	108	6,429	---	1,578	82,344	28	604	20,830	28	408	11,863	30
Beer and ale	65	13,513	582	18,695	15	242	75	107	2,481	---	10	245	---	147	5,258	6	43	1,299	1	200	5,675	8
Wines and liquors	97	130,475	3,662	172,032	73	1,370	199	1,165	33,953	4	98	6,184	---	1,431	77,088	22	561	19,531	25	208	6,185	22
Chemicals and paints	228	102,608	2,785	144,564	42	636	354	1,043	32,301	12	99	3,559	1	587	33,817	12	338	9,284	9	364	13,001	8
Dyestuffs	18	8,908	310	28,987	1	(x)	37	179	5,217	---	2	(x)	---	68	7,896	1	51	1,508	---	174	5,404	---
Industrial chemicals	65	56,579	849	53,911	16	355	153	401	12,778	9	5	416	---	141	10,691	2	94	2,756	4	75	4,505	1
Paints and varnishes	79	14,145	616	23,784	19	219	84	185	5,000	1	54	1,488	1	138	8,261	7	84	2,468	3	71	1,755	7
All other	66	21,176	810	37,882	6	(x)	100	279	9,308	2	38	(x)	---	240	8,969	2	109	2,552	2	44	1,337	---
Clothing and furnishings	1,288	333,818	11,854	460,535	288	4,487	1,350	2,579	84,089	27	1,663	57,192	44	2,129	102,987	91	2,306	51,629	35	1,827	51,149	91
Clothing and furnishings (general line)	102	22,587	926	28,183	30	588	71	174	4,011	1	281	8,720	11	104	4,516	1	131	2,530	2	165	3,664	15
Men's and boys'	275	62,778	2,028	80,466	63	756	228	529	13,187	10	246	8,114	20	421	19,750	8	519	8,146	8	245	5,928	17
Women's and children's	451	129,340	5,025	197,806	151	2,455	486	1,059	26,047	12	486	20,481	9	843	44,250	71	1,114	25,057	16	1,037	32,203	43
Furs, dressed, and fur clothing	182	40,874	881	45,099	7	127	221	175	4,356	1	140	5,761	---	96	5,167	---	102	3,071	1	147	4,693	5
Millinery and millinery supplies	208	54,785	2,191	75,102	21	322	251	458	11,309	2	473	12,826	3	426	17,439	5	377	6,817	1	206	3,929	10
Shoes and other footwear	70	23,654	803	33,879	16	239	93	184	5,179	1	37	1,290	1	239	11,865	8	223	5,988	7	27	734	1
Coal and coke	74	73,099	984	49,314	66	807	114	384	12,239	---	18	1,725	---	174	9,799	6	76	2,549	33	218	7,043	27
Drugs (general line)	14	27,195	1,032	36,759	5	77	48	297	8,512	3	67	1,729	2	109	6,362	---	492	12,535	---	19	963	---
Drugs and drug sundries (specialty lines)	291	53,166	4,542	164,993	123	1,135	341	1,218	33,329	13	595	14,510	36	1,275	49,345	56	541	11,861	8	572	12,613	18
Proprietary medicines	62	11,317	616	22,833	14	171	86	238	6,062	---	21	738	3	88	3,286	6	127	2,850	3	56	1,616	2
Toiletries	139	27,274	2,845	102,179	86	623	159	660	17,979	7	502	11,028	33	912	34,019	38	309	6,711	4	301	6,861	7
Drug specialties and sundries	90	14,581	1,083	40,031	23	341	96	320	9,288	6	72	2,544	---	275	12,060	9	105	2,320	1	215	4,136	7
Dry goods (general line)	7	8,935	327	12,464	---	---	18	72	1,958	---	44	1,585	---	6	420	---	156	4,198	---	31	1,417	---
Dry goods (specialty lines)	1,842	780,085	21,349	850,073	556	7,235	2,289	6,240	165,522	25	1,453	53,650	7	4,608	217,257	264	4,085	88,728	165	2,674	55,199	95
Hosiery and lingerie	116	47,900	1,315	53,203	24	108	119	325	8,298	1	110	3,608	---	535	17,888	21	238	5,282	1	188	4,100	1
Notions	472	83,577	5,428	185,712	145	2,013	498	1,156	26,091	8	374	11,607	3	1,193	51,729	80	1,020	21,885	6	1,189	21,556	48
Piece goods:																						
General line	19	10,261	312	13,175	---	---	30	110	2,690	---	45	1,496	---	73	3,905	---	77	1,801	---	17	427	---
Cotton	285	199,784	4,129	182,879	20	448	385	1,958	55,527	7	179	8,749	2	792	42,557	7	683	15,282	1	252	5,062	3
Silk, linen, rayon, and velvet	550	267,346	5,698	234,050	140	1,992	765	1,497	38,108	4	408	16,311	2	1,279	53,166	123	1,277	27,365	1	470	12,211	10
Woolen and worsted	198	63,579	1,305	52,959	16	117	142	360	9,922	1	111	4,198	---	264	14,923	14	313	7,068	1	115	2,515	---
Other	165	65,963	2,078	89,926	185	2,270	244	656	17,463	1	154	5,815	---	462	25,067	19	294	6,109	154	268	5,964	11
Other dry goods specialties	105	21,675	1,046	37,339	26	287	108	278	7,430	3	72	2,066	---	210	8,220	---	183	3,936	1	195	3,564	22
Electrical goods	296	86,385	4,511	172,157	42	694	380	1,534	42,077	4	406	14,459	1	762	37,902	20	866	18,189	---	763	20,947	17
Electrical merchandise (general line)	18	20,631	785	33,158	1	(x)	39	323	9,871	---	149	6,523	---	127	6,193	---	109	3,552	---	58	779	1
Apparatus and equipment	27	2,677	192	7,158	---	---	23	66	1,610	---	7	270	---	14	658	---	9	153	---	71	2,020	---
Wiring supplies and construction materials	141	22,074	1,382	47,840	28	434	172	336	8,544	2	174	5,015	---	183	7,547	20	266	6,017	---	251	6,123	6
Radios and equipment	34	15,592	773	31,[illegible]	2	(x)	48	304	8,250	---	30	1,171	1	126	7,573	---	114	3,969	---	91	2,237	1
Refrigerators and equipment (household)	12	17,695	828	34,416	8	212	26	344	10,123	---	6	238	---	174	11,052	---	50	1,361	---	228	7,849	8
All other	64	7,514	551	18,[illegible]	3	32	72	159	3,675	2	40	1,222	---	138	4,900	---	58	1,267	---	84	1,939	1
Farm products—raw materials	308	270,360	1,851	100,796	38	902	444	622	21,060	4	219	11,434	1	120	7,813	3	204	3,426	5	242	6,358	25
Grains	17	50,279	170	7,657	1	(x)	31	78	2,863	---	1	(x)	1	19	751	---	16	307	---	25	680	---
Hides, skins, and raw furs	197	83,494	973	54,110	26	785	280	259	7,596	2	132	6,298	---	61	3,446	2	124	3,577	2	117	3,340	20
Silk (raw)	10	78,984	158	1[illegible]	2	(x)	28	110	3,992	---	14	1,992	---	5	651	---	1	(x)	---	---	---	2
Tobacco (leaf)	26	3,872	98	6,[illegible]	5	56	32	27	984	---	3	180	---	7	346	1	23	479	3	6	106	1
All other	56	56,231	452	21,[illegible]	4	26	73	148	5,625	2	69	(x)	---	28	2,619	---	40	(x)	---	94	2,232	2

For footnotes, see end of table.

TABLE 3.—ANALYSIS OF EMPLOYMENT AND PAY ROLL BY OCCUPATIONAL GROUPS

TYPES OF OPERATION BY KINDS OF BUSINESS—Continued

NEW YORK CITY

[Figures are for week ended October 21, 1939, except where such period is not representative. In such cases one week of representative employment is given]

TYPE OF OPERATION KIND OF BUSINESS	ESTABLISHMENTS REPORTING EMPLOYEES BY OCCUPATIONAL GROUPS		TOTAL EMPLOYEES REPORTED BY OCCUPATIONAL GROUPS				Number of executives and salaried corporation officers	OFFICE AND CLERICAL EMPLOYEES			INSIDE SELLING EMPLOYEES			OUTSIDE SELLING EMPLOYEES			WAREHOUSE EMPLOYEES			ALL OTHER		
			Full-time		Part-time			Full-time		Number of part-time	Full-time		Number of part-time	Full-time		Number of part-time	Full-time		Number of part-time	Full-time		Number of part-time
	Number	Sales (add 000)	Number	Pay roll for week	Number	Pay roll for week		Number	Pay roll for week		Number	Pay roll for week		Number	Pay roll for week		Number	Pay roll for week		Number	Pay roll for week	
SERVICE AND LIMITED-FUNCTION WHOLESALERS—Con.																						
Farm products--consumer goods	884	$381,938	10,380	$404,795	251	$3,836	863	1,709	$48,396	17	862	$34,687	12	2,153	$92,824	22	1,571	$52,312	57	3,222	$108,317	143
Dairy and poultry products	328	201,925	6,310	247,045	86	1,363	449	963	27,104	7	230	8,462	4	1,855	79,994	19	820	26,511	9	1,993	65,695	47
Poultry and poultry products	153	56,576	1,050	42,595	65	769	185	174	4,551	10	131	5,861	6	86	3,363	3	172	5,874	3	302	10,437	43
Fruits and vegetables (fresh)	403	125,437	3,020	115,155	100	1,704	229	572	16,741	---	501	20,364	2	212	9,467	---	579	19,927	45	927	30,185	53
Farm supplies	30	10,096	273	10,569	7	156	31	102	2,719	---	9	626	---	48	1,767	1	47	1,258	---	36	1,013	6
Furniture and house furnishings	651	143,971	6,892	270,474	151	1,931	830	1,976	48,700	9	575	23,162	8	1,189	60,494	51	1,193	28,741	11	951	25,993	74
China, glassware, and crockery	118	18,484	1,298	50,815	31	310	157	380	10,372	3	87	3,679	1	192	10,199	7	254	5,569	4	228	5,127	16
Floor coverings	140	42,544	1,464	65,087	50	857	170	488	12,604	1	101	4,577	1	289	15,256	23	204	5,406	---	212	6,664	25
Furniture (household)	91	16,322	925	37,301	19	212	131	276	6,609	---	112	4,751	1	140	7,763	7	149	3,384	1	117	3,138	10
Musical instruments and sheet music	33	7,050	627	24,254	5	49	51	229	4,385	1	49	1,801	---	81	4,214	2	165	4,545	---	52	1,826	2
All other	289	59,571	2,378	93,217	46	523	321	603	14,730	4	224	8,354	3	467	25,062	12	421	9,837	6	342	7,436	21
Groceries (general line)	62	(x)	4,041	175,316	36	338	151	1,094	34,745	2	67	3,405	---	1,111	61,467	2	1,317	45,179	31	301	11,144	1
Not sponsoring cooperative or voluntary groups	47	(x)	1,920	78,084	6	125	107	495	12,708	2	38	2,451	---	510	25,309	2	485	16,054	3	285	10,548	1
Voluntary group wholesalers	11	56,695	2,006	93,156	28	213	37	575	21,437	---	22	706	---	585	35,300	---	784	27,743	28	5	172	---
Retailer-cooperative warehouses	4	5,888	115	4,126	---	---	7	28	600	---	7	248	---	16	858	---	48	1,382	---	11	424	---
Groceries and foods (specialty lines)	1,082	440,953	11,672	450,343	250	3,350	1,225	2,621	77,971	21	777	33,183	6	2,358	95,829	60	1,768	51,613	65	2,923	80,043	98
Canned foods	68	35,913	601	25,502	12	178	95	207	5,798	2	22	1,250	---	119	4,491	8	79	2,157	1	79	1,997	1
Coffee, tea, and spices	84	44,991	1,355	52,115	17	362	92	349	11,509	1	43	1,902	---	374	15,474	6	244	6,408	1	251	6,989	9
Coffee roasting and spice grinding	19	4,754	356	15,203	3	27	28	78	2,211	---	6	226	---	63	2,219	---	96	5,241	2	85	1,968	1
Confectionery	79	12,054	897	19,035	15	172	79	96	1,868	3	34	932	---	172	5,852	3	72	2,018	1	234	4,128	8
Fish and sea foods	126	30,771	1,266	55,014	38	610	196	264	8,349	---	127	5,729	4	175	8,408	5	214	7,840	1	290	10,815	28
Flour	36	9,376	196	8,076	13	241	49	58	1,784	---	4	137	---	70	2,480	10	7	202	---	8	204	3
Meats and provisions	289	150,084	3,074	122,058	20	280	292	485	14,682	2	446	19,587	---	269	12,761	6	455	13,522	5	1,147	34,764	7
All other	361	173,010	4,139	155,337	132	1,475	394	1,104	31,870	13	95	3,420	2	1,116	44,164	22	601	16,225	54	829	19,178	41
Hardware	172	34,739	2,116	72,089	19	325	224	665	15,801	1	229	6,678	5	347	15,057	2	410	9,373	2	241	5,678	9
General line (with industrial department)	15	6,399	408	15,854	---	---	42	106	2,682	---	35	1,078	---	56	2,508	---	102	2,513	---	67	1,944	---
General line (without industrial department)	37	12,564	681	21,491	4	33	60	203	4,758	---	113	3,026	3	97	3,994	---	128	3,019	---	80	1,853	1
Specialty lines	120	15,776	1,027	34,764	15	292	122	356	8,381	1	81	2,574	2	194	8,557	2	180	3,841	2	94	1,881	8
Jewelry	477	110,820	4,967	206,067	79	1,183	508	1,736	40,431	14	274	9,261	3	685	59,704	20	684	15,945	3	1,080	26,535	39
Jewelry (general line)	49	10,190	504	18,901	3	55	63	209	4,109	---	74	2,517	---	81	4,085	3	21	316	---	76	2,428	---
Clocks and watches	66	33,519	1,052	43,351	15	254	78	582	13,972	1	42	1,422	1	162	12,312	10	51	1,105	---	157	4,953	3
Diamonds and other precious stones	108	24,388	468	28,195	19	270	114	177	5,195	3	24	1,123	---	75	6,052	5	45	2,298	---	33	2,049	11
All other	254	42,743	2,943	115,620	42	604	253	788	17,155	10	134	4,199	2	387	37,257	2	567	12,226	3	814	17,105	25
Lumber and construction materials	517	93,230	4,057	172,069	101	1,791	462	835	24,829	12	81	3,764	1	419	20,772	8	629	18,952	25	1,631	59,206	55
Lumber	86	24,725	755	35,064	22	413	138	208	5,903	3	22	1,202	---	101	5,418	---	153	4,039	11	153	4,102	8
Lumber and millwork	13	1,634	118	4,232	7	62	24	17	482	5	2	(x)	---	13	542	---	11	285	---	51	1,238	2
Millwork	25	6,479	373	18,596	11	180	32	80	2,949	3	6	370	---	53	2,570	7	119	3,988	---	81	2,823	1
Brick, tile, and terra cotta	29	5,111	198	7,813	1	(x)	36	55	1,444	---	12	569	---	30	1,310	---	17	448	---	48	1,391	1
Cement, lime, and plaster	19	9,339	233	10,251	3	65	36	43	1,104	---	2	(x)	---	29	1,725	---	56	1,184	---	87	2,872	5
Glass	32	5,894	383	14,675	6	95	51	84	2,438	---	4	154	---	45	1,675	---	84	2,637	1	115	4,031	5
All other	113	40,050	1,997	81,438	51	(x)	145	348	10,419	1	31	1,469	1	148	7,532	1	209	6,371	13	1,116	42,749	35
Machinery--equipment--supplies	894	154,940	8,983	354,800	220	3,777	1,114	2,624	71,705	32	648	20,680	5	1,797	79,924	55	1,163	27,980	14	1,837	45,779	114
Commercial equipment and supplies:																						
Office machines and equipment	33	5,575	439	15,092	8	77	38	128	2,932	---	22	617	---	90	3,387	4	74	1,846	2	87	2,159	2
Restaurant and hotel supply houses	55	9,424	600	20,183	2	(x)	48	177	4,595	1	40	1,172	---	165	6,433	---	54	1,287	1	116	3,106	---
Store fixtures and equipment	24	2,194	187	5,249	16	218	23	29	588	---	5	117	1	60	2,107	1	11	212	5	59	1,750	9
All other	57	5,916	447	14,617	21	278	64	93	2,473	7	75	2,009	---	59	1,823	---	40	895	1	116	2,895	13
Industrial machinery, equipment, and supplies:																						
Belting, hose, and packing	22	1,767	186	6,369	28	648	25	52	1,400	---	7	230	---	64	1,886	26	24	552	---	14	336	2
Construction (except road building)	6	879	103	4,822	---	---	10	21	641	---	---	---	---	31	1,238	---	1	(x)	---	40	1,657	---
Road building	6	(x)	185	9,892	---	---	11	37	1,086	---	---	---	---	46	3,086	---	52	1,739	---	39	1,450	---
Mine and mill supplies	9	2,759	117	5,858	6	127	17	41	1,195	---	9	306	---	15	813	---	7	160	---	28	851	6
Power plant and power transmission	9	2,284	111	4,039	15	277	13	36	1,121	---	22	873	---	9	427	3	7	165	---	24	669	12
Printing and lithographing (except paper)	20	4,175	430	17,947	11	187	27	115	3,871	3	1	(x)	---	207	9,322	3	38	1,165	---	42	1,144	5
Rope, cordage, and twine	14	3,594	110	4,765	6	160	13	54	1,327	---	1	(x)	---	26	1,078	6	16	411	---	---	---	---
Textile	20	1,915	161	7,071	1	(x)	31	36	950	1	22	1,261	---	7	348	---	4	108	---	61	2,038	---
Used machinery and equipment	33	2,615	232	7,883	15	247	36	44	979	2	14	443	---	14	764	---	24	697	---	100	2,495	13
All other	172	(x)	1,404	58,845	17	238	213	400	11,355	6	75	2,975	1	174	8,579	3	164	4,143	4	378	10,952	3

For footnotes, see end of table.

NEW YORK CITY

TABLE 3.—ANALYSIS OF EMPLOYMENT AND PAY ROLL BY OCCUPATIONAL GROUPS

TYPES OF OPERATION BY KINDS OF BUSINESS—Continued

[Figures are for week ended October 21, 1939, except where such period is not representative. In such cases one week of representative employment is given]

TYPE OF OPERATION KIND OF BUSINESS	ESTABLISHMENTS REPORTING EMPLOYEES BY OCCUPATIONAL GROUPS		TOTAL EMPLOYEES REPORTED BY OCCUPATIONAL GROUPS				Number of executives and salaried corporation officers	OFFICE AND CLERICAL EMPLOYEES			INSIDE SELLING EMPLOYEES			OUTSIDE SELLING EMPLOYEES			WAREHOUSE EMPLOYEES			ALL OTHER		
			Full-time		Part-time			Full-time		Number of part-time	Full-time		Number of part-time	Full-time		Number of part-time	Full-time		Number of part-time	Full-time		Number of part-time
	Number	Sales (add 000)	Number	Pay roll for week	Number	Pay roll for week		Number	Pay roll for week		Number	Pay roll for week		Number	Pay roll for week		Number	Pay roll for week		Number	Pay roll for week	
SERVICE AND LIMITED-FUNCTION WHOLESALERS—Con.																						
Machinery—equipment—supplies—Con.																						
Professional equipment and supplies:																						
Dental supply houses	27	$3,561	282	$9,049	1	(x)	22	75	$1,804	---	55	$1,322	1	64	$2,290	---	27	$480	---	39	$977	---
Religious supply houses	20	3,270	208	7,951	12	$218	28	65	1,618	3	32	921	---	12	795	---	46	1,109	---	25	706	9
School equipment and supplies	14	1,273	90	3,483	2	(x)	17	28	981	---	1	(x)	---	10	411	---	19	4 433	---	15	601	2
Surgical, medical, and hospital	54	7,197	542	22,659	4	35	75	205	4,970	1	22	755	---	124	6,720	---	64	1,553	1	54	1,164	2
All other	19	2,282	150	6,241	2	(x)	18	53	1,510	1	12	363	1	21	1,175	---	29	748	---	19	512	---
Service equipment and supplies:																						
Barber and beauty supply houses	56	6,034	632	20,315	11	117	55	189	4,734	3	25	670	---	175	5,500	3	117	2,317	---	73	1,858	5
Laundry and dry cleaning	19	6,025	261	12,116	5	14	29	79	2,540	---	5	65	---	75	4,411	---	47	1,284	---	28	879	5
Upholsterers' supplies	60	12,875	786	35,742	4	99	104	262	6,334	---	105	2,997	1	144	7,255	3	120	2,643	---	53	1,530	---
All other	98	10,824	785	26,265	8	172	120	217	5,221	1	74	2,093	---	138	5,880	3	120	2,335	---	116	2,285	4
All other	47	25,816	535	29,387	27	482	79	190	7,502	3	28	1,604	---	69	4,617	---	58	(x)	---	111	3,829	24
Metals and metal work (except scrap)	175	255,195	2,929	141,956	32	660	505	1,322	50,226	6	116	5,827	4	332	17,840	2	543	15,570	5	311	8,922	15
Building metal work	21	3,517	168	6,055	17	393	31	40	903	---	4	186	3	29	1,120	---	30	673	---	34	925	14
Iron and steel products (general line)	7	64,784	522	26,898	---	---	20	470	21,453	---	10	956	---	11	446	---	11	337	---	---	---	---
Iron and steel products (semi-finished)	15	5,452	110	5,755	6	85	30	42	1,162	5	1	(x)	---	14	1,018	---	14	359	1	9	188	---
Iron and steel products (flat)	43	13,139	597	26,409	6	142	74	127	3,875	1	25	1,063	---	98	4,846	2	155	4,641	2	118	3,396	1
Copper	11	45,299	212	13,005	---	---	28	98	3,810	---	13	595	---	24	1,399	---	35	1,336	---	16	497	---
All other	78	123,004	1,320	63,834	3	40	124	545	19,023	---	63	(x)	1	156	9,011	---	298	8,224	2	134	3,918	---
Paper and its products	528	131,708	6,465	254,771	182	2,133	694	1,926	50,215	36	323	11,026	6	1,485	74,424	51	1,265	33,274	37	772	18,117	32
Wrapping or coarse paper and products	285	68,645	2,970	115,273	104	1,287	365	732	18,919	10	105	4,072	2	759	33,981	33	580	15,260	32	429	10,677	27
Printing and writing papers	92	42,273	1,657	79,506	16	476	160	494	14,360	---	60	2,069	---	444	27,553	11	382	11,226	2	97	2,870	3
Stationery and stationery supplies	134	19,038	1,557	49,737	38	353	144	613	14,715	24	84	2,249	2	258	12,027	7	232	5,129	3	226	4,129	2
Wallpaper	15	1,752	501	10,255	4	57	25	87	2,221	2	74	2,636	2	24	863	---	71	1,659	---	20	441	---
Petroleum and its products	63	27,336	576	28,021	10	120	93	179	4,663	2	13	413	---	98	4,009	2	35	959	4	160	5,054	2
Plumbing and heating equipment and supplies	255	50,581	2,435	89,942	36	573	318	790	22,050	5	187	6,471	---	330	14,488	3	508	14,812	7	304	9,461	21
Plumbing and heating (general line)	34	11,239	470	17,874	2	(x)	54	151	4,223	1	62	2,198	---	87	3,308	---	106	2,937	1	30	990	---
Heating (including stoves and ranges)	35	6,893	336	13,919	20	337	51	87	2,293	3	16	599	---	68	3,751	---	41	1,442	1	73	2,472	16
Plumbing fixtures, equipment, and supplies	164	28,463	1,374	48,536	14	(x)	184	432	11,492	1	94	3,000	---	177	6,553	3	314	9,148	5	173	5,236	5
All other	22	3,986	255	9,613	---	---	27	120	4,042	---	15	674	---	18	876	---	47	1,287	---	28	763	---
Tobacco and products (except leaf)	101	107,093	1,512	42,524	9	87	72	243	5,801	---	64	1,704	1	290	12,478	---	240	6,409	7	403	10,315	1
Waste materials	379	80,462	3,728	99,441	163	2,368	351	366	9,950	6	56	2,125	---	95	4,631	---	1,103	21,657	74	1,757	30,952	83
Iron and steel scrap	66	28,071	748	21,333	36	694	77	75	2,390	---	9	601	---	11	450	---	120	3,083	7	456	8,124	29
Waste paper, rags, and rubber	217	40,127	2,497	63,948	98	1,370	202	241	6,424	5	28	1,130	---	70	3,638	---	840	15,420	63	1,116	18,491	30
Non-ferrous metals	39	8,150	258	8,616	5	42	42	29	740	1	7	150	---	7	272	---	83	2,052	3	88	2,277	1
All other	57	4,114	227	5,544	24	262	30	21	396	---	12	244	---	7	271	---	60	1,102	1	97	2,060	23
All other products	771	(x)	10,407	421,658	225	2,953	1,017	3,864	121,623	25	566	22,787	2	1,102	57,007	49	1,894	44,664	78	1,964	49,172	71
Books, periodicals, and newspapers	71	57,988	2,938	106,352	57	813	118	1,331	39,577	8	96	2,806	---	325	15,158	20	692	18,429	6	378	14,312	23
Flowers and nursery stock	44	5,447	444	13,056	78	674	41	73	1,886	---	72	2,312	---	35	1,683	---	134	2,113	69	99	2,119	9
Forest products (except lumber)	53	6,871	349	12,140	6	70	60	59	1,493	1	4	147	---	20	1,012	---	103	1,987	1	103	2,485	4
General merchandise	24	205,013	1,463	64,780	7	128	85	802	31,487	7	86	5,730	---	32	2,381	---	132	3,031	---	328	4,832	---
Leather and shoe findings	117	20,780	591	21,312	13	305	107	184	4,740	3	53	1,701	1	86	3,654	7	93	1,902	---	68	1,228	2
Leather goods	35	5,784	330	12,993	9	107	46	92	2,032	1	15	429	---	61	3,112	4	33	681	1	83	2,055	3
Oils and greases (animal and vegetable)	35	38,220	438	30,512	1	(x)	71	143	4,379	1	5	340	---	51	5,401	---	102	3,266	---	66	3,337	---
Optical goods	45	4,547	483	16,468	5	87	52	104	2,520	2	25	802	---	46	1,994	---	60	1,206	---	196	5,624	5
Textiles and materials (other than dry goods)	45	24,287	592	22,666	11	144	49	219	8,648	---	25	775	---	63	3,135	---	105	2,118	---	133	2,815	11
Yarns	96	57,293	1,023	42,339	7	141	123	248	6,734	---	119	4,532	1	122	5,980	5	170	3,485	---	241	5,747	1
Miscellaneous kinds of business	206	(x)	1,756	79,040	31	(x)	265	609	18,127	2	68	3,213	---	281	13,517	13	270	6,448	1	285	5,619	15
MANUFACTURERS' SALES BRANCHES (With stocks)	1,110	1,821,608	44,625	2,020,577	750	14,747	1,494	15,209	488,025	53	2,137	101,052	66	14,077	808,978	152	5,537	155,312	146	6,171	185,948	353
Amusement and sporting goods	15	44,702	984	42,745	52	899	56	530	18,580	---	12	505	---	121	7,738	---	218	5,884	---	47	1,283	52
Automotive	49	42,993	1,856	69,953	78	2,354	30	584	18,985	9	79	3,852	59	352	19,982	---	147	4,574	4	684	19,243	6
Beer, wines, and liquors	22	118,088	2,037	113,729	56	275	33	602	25,704	---	204	6,401	---	1,060	65,298	47	43	1,320	8	95	3,858	1
Chemicals and paints	60	118,524	2,708	134,535	95	1,154	109	1,113	59,912	6	57	2,156	---	702	46,301	---	339	11,481	1	384	15,983	88
Clothing and furnishings	121	114,302	2,835	134,579	19	250	188	1,001	25,310	7	164	8,573	2	648	50,260	---	482	11,138	1	352	10,208	9
Drugs and drug sundries (specialty lines)	45	75,915	3,900	151,978	55	440	69	1,304	36,250	2	55	3,285	2	1,542	73,530	5	473	13,674	2	357	9,504	44
Dry goods (specialty lines)	108	168,330	4,557	194,242	34	546	227	1,580	41,822	---	284	11,827	---	1,055	64,603	18	852	17,695	1	579	11,955	15
Electrical goods	58	(x)	2,221	96,508	5	53	18	678	27,758	1	52	2,408	---	328	24,254	1	145	4,646	---	1,000	34,438	5

For footnotes, see end of table.

TABLE 3.—ANALYSIS OF EMPLOYMENT AND PAY ROLL BY OCCUPATIONAL GROUPS

TYPES OF OPERATION BY KINDS OF BUSINESS—Continued

NEW YORK CITY

[Figures are for week ended October 21, 1939, except where such period is not representative. In such cases one week of representative employment is given]

TYPE OF OPERATION KIND OF BUSINESS	ESTABLISHMENTS REPORTING EMPLOYEES BY OCCUPATIONAL GROUPS		TOTAL EMPLOYEES REPORTED BY OCCUPATIONAL GROUPS				Number of executives and salaried corporation officers	OFFICE AND CLERICAL EMPLOYEES			INSIDE SELLING EMPLOYEES			OUTSIDE SELLING EMPLOYEES			WAREHOUSE EMPLOYEES			ALL OTHER		
			Full-time		Part-time			Full-time		Number of part-time	Full-time		Number of part-time	Full-time		Number of part-time	Full-time		Number of part-time	Full-time		Number of part-time
	Number	Sales (add 000)	Number	Pay roll for week	Number	Pay roll for week		Number	Pay roll for week		Number	Pay roll for week		Number	Pay roll for week		Number	Pay roll for week		Number	Pay roll for week	
MANUFACTURERS' SALES BRANCHES (With stocks)—Con.																						
Farm products--consumer goods	12	$16,015	215	$8,385	7	$89	10	39	$1,186	---	8	$618	---	79	$3,508	---	21	$660	2	58	$1,735	5
Furniture and house furnishings	40	34,883	978	48,356	10	204	67	547	18,124	3	55	2,856	---	178	12,154	4	112	3,120	1	17	335	2
Groceries and foods (specialty lines)	133	289,855	5,825	254,609	62	1,281	63	1,414	46,821	2	409	24,078	---	2,479	124,536	37	880	29,075	8	580	19,120	15
Hardware	22	(x)	406	15,278	3	31	25	155	3,982	---	19	510	3	103	5,800	---	98	2,337	---	6	290	---
Jewelry	10	(x)	324	14,361	8	155	20	106	2,997	8	16	1,071	---	70	3,900	---	106	2,283	---	6	112	---
Lumber and construction materials	20	(x)	727	38,222	83	3,127	54	222	7,203	---	4	177	---	275	18,855	---	89	3,220	83	83	2,588	---
Machinery--equipment--supplies	224	113,274	6,320	288,225	83	2,16[illegible]	254	1,882	59,492	8	320	12,315	---	1,784	112,183	27	571	15,639	4	1,529	50,734	44
Metals and metal work (except scrap)	38	(x)	1,166	57,240	6	[illegible]	4[illegible]	457	18,305	2	73	3,149	---	321	20,926	1	262	8,946	2	9	418	1
Paper and its products	34	44,389	1,125	56,457	3	25	4[illegible]	588	13,068	2	111	5,173	---	289	22,014	1	116	2,905	---	179	4,059	---
Petroleum and its products	5	9,674	536	25,046	---	---	1[illegible]	161	5,738	---	73	3,219	---	252	11,171	---	11	532	---	22	807	---
Plumbing and heating equipment and supplies	37	(x)	952	43,671	49	1,019	45	589	11,864	---	23	1,142	---	285	18,622	1	169	4,961	11	41	1,217	37
Tobacco and products (except leaf)	15	(x)	2,074	82,643	---	---	55	598	12,674	---	65	3,013	---	1,534	55,241	---	42	1,246	---	12	293	---
All other [1]	82	120,737	2,981	150,035	42	615	108	1,871	54,300	3	74	4,724	---	620	46,324	10	341	10,390	18	147	7,682	11
MANUFACTURERS' SALES OFFICES (Without stocks)	798	1,273,880	15,359	904,598	290	4,945	907	7,039	237,292	30	477	30,706	1	5,257	388,065	190	---	---	---	1,899	61,578	69
Amusement and sporting goods	19	(x)	248	15,487	1	(x)	19	144	4,884	---	13	480	1	40	4,040	---	---	---	---	32	834	---
Automotive	8	(x)	170	8,525	---	---	4	53	1,658	---	3	192	---	92	5,429	---	---	---	---	18	731	---
Beer, wines, and liquors	8	34,060	602	40,149	---	---	8	207	4,342	---	---	---	---	299	28,519	---	---	---	---	88	5,288	---
Chemicals and paints	35	60,280	1,257	64,588	43	1,824	74	576	19,780	---	37	1,784	---	449	25,637	---	---	---	---	101	3,667	43
Clothing and furnishings	163	99,751	1,726	102,610	30	648	178	682	17,996	8	82	4,478	---	496	40,402	20	---	---	---	288	8,459	2
Drugs and drug sundries (specialty lines)	20	28,611	766	43,327	1	(x)	55	311	8,086	1	3	250	---	328	25,365	---	---	---	---	71	1,835	---
Dry goods (specialty lines)	57	174,904	1,746	100,687	14	185	105	1,004	34,527	6	38	3,167	---	457	35,533	8	---	---	---	162	4,521	---
Electrical goods	35	72,585	681	40,917	2	(x)	18	341	11,248	1	9	751	---	279	23,093	---	---	---	---	14	1,000	1
Furniture and house furnishings	41	27,553	414	23,695	1	(x)	37	143	3,913	---	20	1,075	---	170	11,845	---	---	---	---	44	926	1
Groceries and foods (specialty lines)	41	(x)	1,565	79,830	18	152	94	600	20,995	---	42	1,785	---	539	27,858	16	---	---	---	290	6,527	2
Hardware	8	(x)	105	6,068	---	---	12	62	1,889	---	---	---	---	31	2,060	---	---	---	---	---	---	---
Lumber and construction materials	45	38,511	769	46,780	---	---	35	323	14,434	---	11	849	---	377	25,599	---	---	---	---	21	675	---
Machinery--equipment--supplies	128	146,631	2,781	162,163	14	229	131	1,412	49,550	7	122	8,144	---	642	52,151	5	---	---	---	474	25,486	4
Metals and metal work (except scrap)	52	289,486	759	54,131	22	703	24	384	15,698	5	16	1,325	---	298	26,917	1	---	---	---	37	1,290	16
Paper and its products	47	70,275	661	42,160	---	---	28	303	9,609	---	45	4,597	---	272	22,414	---	---	---	---	13	(x)	---
Petroleum and its products	7	13,659	220	14,452	---	---	14	142	7,440	---	14	934	---	48	2,994	---	---	---	---	2	(x)	---
Plumbing and heating equipment and supplies	21	6,897	176	10,518	---	---	8	77	2,678	---	2	(x)	---	78	6,897	---	---	---	---	11	468	---
All other [2]	65	94,923	753	48,702	144	1,349	65	273	8,787	2	20	(x)	---	362	23,722	142	---	---	---	33	1,270	---
														SALESMEN			TRUCK OPERATORS AND CHAUFFEURS					
PETROLEUM BULK STATIONS AND TERMINALS: **																						
Petroleum and its products	33	104,405	1,970	82,560	104	2,829	36	401	13,221	1	---	---	---	287	13,880	---	699	28,057	59	567	19,641	44
														BUYING AND SELLING EMPLOYEES								
AGENTS AND BROKERS	2,070	3,057,622	17,237	876,558	528	9,987	2,044	8,659	259,325	127	---	---	---	5,058	504,158	219	---	---	---	1,478	45,309	180
Amusement and sporting goods	33	8,910	187	7,868	5	33	25	64	1,923	1	---	---	---	43	2,372	1	---	---	---	35	782	3
Automotive	22	17,524	142	5,697	---	---	24	106	2,758	---	---	---	---	10	415	---	---	---	---	2	(x)	---
Chemicals and paints	29	32,670	235	14,084	1	(x)	45	153	3,652	1	---	---	---	43	3,230	---	---	---	---	14	405	---
Clothing and furnishings	353	305,742	2,590	105,900	52	995	251	1,001	22,840	19	---	---	---	1,070	48,447	25	---	---	---	268	8,889	8
Coal and coke	19	55,442	233	15,261	4	27	37	148	4,898	1	---	---	---	43	3,082	1	---	---	---	5	275	2
Drugs and drug sundries (specialty lines)	15	7,839	153	7,181	1	(x)	21	72	2,235	---	---	---	---	56	2,469	---	---	---	---	4	96	1
Dry goods (general line)	11	(x)	687	27,609	17	190	10	412	11,168	16	---	---	---	240	14,510	---	---	---	---	5	158	1
Dry goods (specialty lines)	306	941,030	4,776	288,888	75	753	327	2,627	86,057	6	---	---	---	1,509	113,614	63	---	---	---	313	8,453	6
Electrical goods	76	20,135	391	15,410	23	139	61	192	5,553	8	---	---	---	112	4,736	15	---	---	---	26	633	---
Farm products--raw materials	77	130,987	389	21,529	4	63	101	218	6,910	2	---	---	---	32	3,195	2	---	---	---	39	1,028	---
Farm products--consumer goods	128	192,988	1,305	62,408	124	2,456	174	493	17,081	8	---	---	---	326	17,410	7	---	---	---	512	11,437	109
Furniture and house furnishings	120	31,739	600	26,016	54	2,420	81	211	5,147	8	---	---	---	264	13,102	42	---	---	---	44	827	4
Groceries and foods (specialty lines)	228	555,895	1,272	63,557	24	313	187	700	22,283	6	---	---	---	519	16,842	13	---	---	---	86	2,552	5
Hardware	32	8,308	184	7,187	8	61	33	108	3,042	3	---	---	---	32	1,461	1	---	---	---	11	226	4
Lumber and construction materials	41	11,966	150	8,070	3	90	33	61	1,814	1	---	---	---	27	1,266	---	---	---	---	9	351	2
Machinery--equipment--supplies	180	67,770	825	39,459	34	593	172	470	14,195	9	---	---	---	136	7,054	15	---	---	---	45	1,510	10
Metals and metal work (except scrap)	46	112,515	318	16,758	30	823	62	180	4,866	6	---	---	---	68	5,928	17	---	---	---	28	970	7
Paper and its products	74	33,479	397	21,575	8	59	80	171	5,052	4	---	---	---	105	5,439	1	---	---	---	41	923	3
Plumbing and heating equipment and supplies	28	6,116	112	4,574	12	436	22	43	1,040	1	---	---	---	38	1,891	11	---	---	---	9	231	---
All other [3]	252	(x)	2,333	117,731	47	(x)	278	1,269	36,971	27	---	---	---	583	39,895	5	---	---	---	203	x)	15
ASSEMBLERS (Mainly farm products) [4]	18	29,684	367	15,016	39	322	15	75	2,150	1	---	---	---	71	3,651	---	---	---	---	206	8,209	35

** Sales include taxes.

x Withheld to avoid disclosure.

[1] Includes 2 farm supplies; and 60 miscellaneous kinds of business.

[2] Includes 1 coal and coke; 2 farm products--consumer goods; 1 farm supplies; 11 jewelry; 4 tobacco and products (except leaf); and 46 all other products.

[3] Includes 2 beer, wines, and liquors; 10 farm supplies; 12 jewelry; 14 petroleum and its products; 14 waste materials; and 200 all other products

[4] Includes 1 farm products--raw materials; 16 farm products--consumer goods; and 1 groceries and foods (specialty lines).

TABLE 3.—ANALYSIS OF EMPLOYMENT AND PAY ROLL BY OCCUPATIONAL GROUPS

TYPES OF OPERATION BY KINDS OF BUSINESS

PHILADELPHIA

[Figures are for week ended October 21, 1939, except where such period is not representative In such cases one week of representative employment is given]

TYPE OF OPERATION KIND OF BUSINESS	ESTABLISHMENTS REPORTING EMPLOYEES BY OCCUPATIONAL GROUPS		TOTAL EMPLOYEES REPORTED BY OCCUPATIONAL GROUPS				Number of executives and salaried corporation officers	OFFICE AND CLERICAL EMPLOYEES			INSIDE SELLING EMPLOYEES			OUTSIDE SELLING EMPLOYEES			WAREHOUSE EMPLOYEES			ALL OTHER		
			Full-time		Part-time			Full-time		Number of part-time	Full-time		Number of part-time	Full-time		Number of part-time	Full-time		Number of part-time	Full-time		Number of part-time
	Number	Sales (*add 000*)	Number	Pay roll for week	Number	Pay roll for week		Number	Pay roll for week		Number	Pay roll for week		Number	Pay roll for week		Number	Pay roll for week		Number	Pay roll for week	
SERVICE AND LIMITED-FUNCTION WHOLESALERS	1,856	$583,655	22,054	$715,098	677	$8,845	1,428	4,947	$125,564	62	2,155	$64,495	[illegible]	3,872	$168,085	81	5,293	$122,246	142	4,561	$105,574	364
Amusement and sporting goods	27	7,298	348	11,807	11	30	26	93	2,018	2	40	1,166	1	67	3,237	—	95	1,845	—	27	480	8
Automotive	97	49,625	1,246	38,651	27	439	61	291	7,815	2	139	4,225	—	210	9,449	—	205	4,840	—	340	8,292	25
Automobiles (new and used)	8	(x)	538	11,878	15	179	14	134	3,989	2	29	955	—	35	2,161	—	7	210	—	117	3,088	15
Automotive accessories and equipment	36	2,998	312	8,964	1	(x)	21	52	1,191	—	55	1,448	—	52	1,854	—	62	1,278	—	70	1,674	1
Automotive parts	35	5,697	425	13,069	2	(x)	18	71	2,002	—	45	1,323	—	74	3,670	—	98	2,546	—	121	2,773	2
All other	18	(x)	175	4,940	9	234	8	34	653	—	12	499	—	49	1,764	—	38	806	—	32	757	9
Beer, wines, and liquors	63	8,830	361	10,442	42	740	17	41	950	—	8	224	—	121	3,334	9	[illegible]	2,378	26	76	1,590	7
Chemicals and paints	28	4,846	208	8,185	2	(x)	31	46	1,143	—	9	152	1	62	2,878	—	36	989	—	24	901	1
Clothing and furnishings	109	18,647	708	20,811	18	239	66	142	2,848	2	161	3,947	2	180	6,717	4	116	2,292	4	45	847	6
Men's and boys'	29	3,709	137	4,241	8	108	14	26	572	1	22	552	1	35	1,398	—	21	398	2	19	456	4
Women's and children's	19	2,914	137	4,014	3	40	12	26	505	—	55	1,308	—	20	690	2	21	398	—	3	47	1
Millinery and millinery supplies	10	1,286	89	2,168	2	(x)	6	14	252	—	36	853	—	15	473	—	9	145	2	9	136	—
Shoes and other footwear	34	7,833	241	7,709	3	40	31	54	1,094	1	21	821	—	78	3,097	2	52	1,032	—	5	82	—
All other	17	2,905	104	2,679	2	(x)	3	22	425	—	27	615	1	32	1,059	—	13	323	—	7	126	1
Coal and coke	30	25,925	318	17,950	14	356	48	144	4,751	2	6	655	—	73	4,736	6	18	402	2	51	995	4
Drugs (general line)	3	12,386	596	19,040	—	—	18	160	4,210	—	3	100	—	35	2,309	—	310	7,987	—	70	2,380	—
Drugs and drug sundries (specialty lines)	20	3,247	207	5,731	9	[illegible]	20	48	1,329	—	11	285	1	43	1,220	1	56	1,114	—	29	656	7
Dry goods (general line)	4	3,128	186	6,202	4	97	2	58	1,570	—	40	1,218	—	50	2,047	4	16	412	—	20	(x)	—
Dry goods (specialty lines)	102	22,247	898	23,689	31	326	50	194	4,116	6	137	3,452	5	138	6,052	3	245	3,747	3	134	2,118	14
Hosiery and lingerie	37	8,736	305	7,403	20	208	20	58	1,107	6	36	701	—	28	1,305	—	61	1,110	2	102	1,609	12
Notions	13	3,455	232	5,959	2	(x)	8	44	953	—	18	496	—	25	1,500	—	131	1,658	1	6	148	1
All other	52	10,056	361	10,327	9	(x)	22	92	2,056	—	83	2,255	5	85	3,247	3	53	979	—	26	361	1
Electrical goods	71	29,458	1,380	54,008	19	185	72	413	11,501	1	160	4,722	5	319	17,249	—	229	6,167	3	187	5,398	10
Electrical merchandise (general line)	9	12,531	547	21,225	4	20	18	204	5,530	—	70	2,411	4	121	6,084	—	117	3,646	—	17	545	—
Wiring supplies and construction materials	33	3,823	227	6,762	4	22	22	44	914	1	49	1,226	1	32	1,343	—	53	1,032	—	27	476	2
Radios and equipment	9	3,428	179	6,954	3	58	11	63	1,582	—	25	679	—	34	2,663	—	23	466	—	23	523	3
Refrigerators and equipment (household)	3	5,883	201	9,824	—	—	5	58	2,388	—	6	140	—	70	3,752	—	7	236	—	55	1,903	—
All other	17	3,793	226	9,243	8	85	16	44	1,107	—	10	266	—	62	3,407	—	29	787	3	65	1,951	5
Farm products--raw materials	22	26,764	164	8,213	—	—	26	71	2,293	—	6	254	—	23	1,529	—	29	654	—	9	224	—
Farm products--consumer goods	179	49,253	1,286	37,100	35	380	61	231	5,735	2	302	9,789	4	107	3,985	2	187	4,197	3	400	9,490	24
Dairy and poultry products	48	(x)	538	18,464	7	100	30	101	2,670	—	63	1,866	1	74	2,468	1	84	1,882	3	186	5,141	2
Poultry and poultry products	15	2,970	144	2,579	—	—	7	9	178	—	11	388	—	5	140	—	48	697	—	64	897	—
Fruits and vegetables (fresh)	118	(x)	608	18,057	28	280	24	121	2,889	2	228	7,535	3	28	1,379	1	55	1,618	—	150	3,452	22
Farm supplies	11	3,006	99	2,601	4	27	6	31	799	1	2	(x)	—	11	461	—	39	758	2	10	211	1
Furniture and house furnishings	82	14,731	722	22,776	21	258	52	183	3,988	3	113	3,324	—	137	6,087	1	136	2,971	4	101	1,997	13
Floor coverings	22	7,799	326	10,553	3	26	27	88	1,902	—	48	1,325	—	72	3,106	—	70	1,560	—	21	485	3
Furniture (household)	18	1,680	106	3,164	3	12	6	29	638	2	18	579	—	12	490	—	23	448	1	18	329	—
House furnishings (except as specified)	23	2,715	159	4,327	7	86	8	36	757	—	31	993	—	26	1,001	—	27	553	1	31	620	6
All other	19	2,537	131	4,732	8	134	11	30	691	1	16	427	—	27	1,490	1	16	410	2	31	563	4

For footnotes, see end of table.

TABLE 3.—ANALYSIS OF EMPLOYMENT AND PAY ROLL BY OCCUPATIONAL GROUPS

TYPES OF OPERATION BY KINDS OF BUSINESS—Continued

PHILADELPHIA

[Figures are for week ended October 21, 1939, except where such period is not representative. In such cases one week of representative employment is given]

TYPE OF OPERATION KIND OF BUSINESS	ESTABLISHMENTS REPORTING EMPLOYEES BY OCCUPATIONAL GROUPS		TOTAL EMPLOYEES REPORTED BY OCCUPATIONAL GROUPS				Number of executives and salaried corporation officers	OFFICE AND CLERICAL EMPLOYEES			INSIDE SELLING EMPLOYEES			OUTSIDE SELLING EMPLOYEES			WAREHOUSE EMPLOYEES			ALL OTHER		
			Full-time		Part-time			Full-time		Number of part-time	Full-time		Number of part-time	Full-time		Number of part-time	Full-time		Number of part-time	Full-time		Number of part-time
	Number	Sales (add 000)	Number	Pay roll for week	Number	Pay roll for week		Number	Pay roll for week		Number	Pay roll for week		Number	Pay roll for week		Number	Pay roll for week		Number	Pay roll for week	
SERVICE AND LIMITED-FUNCTION WHOLESALERS—Con.																							
Groceries (general line)	28	$36,957	1,021	$32,660	6	$76	44	231	$5,884	1	23	$749	---	182	$5,756	---	367	$9,364	4	174	$6,227	1
Not sponsoring cooperative or voluntary groups	20	9,253	349	10,254	3	26	16	74	1,631	1	23	749	---	84	2,726	---	91	2,129	1	61	1,752	1
Voluntary group wholesalers	5	10,109	377	11,280	3	50	6	75	2,232	---	---	---	---	86	2,565	---	163	3,791	3	47	1,862	---
Retailer-cooperative warehouses	3	17,595	295	11,146	---	---	22	82	2,021	---	---	---	---	12	465	---	113	3,444	---	66	2,633	---
Groceries and foods (specialty lines)	195	42,707	2,064	64,577	132	1,866	139	330	7,904	4	192	5,366	7	524	17,341	5	421	10,080	10	458	11,836	106
Canned foods	8	2,142	147	4,803	---	---	7	40	953	---	---	---	---	46	1,550	---	22	515	---	32	743	---
Coffee, tea, and spices	16	2,493	121	3,842	---	---	6	22	539	---	6	148	---	37	1,391	---	32	619	---	18	347	---
Confectionery	22	2,172	147	3,996	4	38	7	19	305	2	28	641	1	48	977	---	23	375	---	22	519	1
Fish and sea foods	31	4,706	249	7,871	38	826	18	45	1,276	1	75	2,180	2	36	1,298	---	22	687	---	53	1,272	35
Meats and provisions	47	12,699	504	18,262	17	210	42	71	1,621	1	58	1,797	4	58	2,048	3	96	2,916	1	179	5,777	8
All other	73	18,495	896	25,803	73	792	59	133	3,228	---	25	600	---	299	10,077	2	226	4,948	9	154	3,178	62
Hardware	21	5,553	497	14,951	1	(x)	22	142	2,823	1	34	860	---	126	6,480	---	147	2,523	---	26	464	--
Jewelry	37	5,775	263	9,706	10	111	21	89	1,893	5	66	2,286	1	42	3,064	3	13	280	---	32	872	1
Jewelry (general line)	8	2,993	121	5,829	---	---	5	40	850	---	36	1,451	---	25	2,228	---	5	143	---	10	260	---
All other	29	2,780	142	4,077	10	111	16	49	1,043	5	30	835	1	17	836	3	8	117	---	22	612	1
Lumber and construction materials	65	19,751	748	28,502	19	194	71	147	4,005	3	19	703	---	118	5,827	1	241	6,649	10	152	4,203	5
Lumber	28	12,465	384	13,716	11	110	39	74	2,065	1	5	276	---	58	3,364	---	85	2,056	8	73	1,979	2
Glass	6	1,208	132	4,902	2	(x)	5	17	468	---	2	(x)	---	19	756	---	75	2,686	---	14	520	2
All other	31	6,058	232	9,684	6	(x)	27	56	1,472	2	12	(x)	---	41	1,707	1	81	1,927	2	65	1,704	1
Machinery--equipment--supplies	189	28,776	2,130	70,284	24	391	155	596	15,562	3	229	6,017	---	446	19,655	---	385	8,970	5	319	7,110	16
Commercial equipment and supplies	23	3,027	183	5,582	2	(x)	14	43	988	---	20	524	---	20	918	---	28	547	---	58	1,379	2
Industrial machinery, equipment, and supplies	87	15,430	1,032	35,974	18	298	76	299	8,371	2	55	1,645	---	220	10,043	---	246	5,879	4	136	3,505	10
Professional equipment and supplies	20	3,407	305	9,261	---	---	19	86	2,219	---	60	1,478	---	41	1,705	---	35	690	---	64	1,399	---
Service equipment and supplies	50	5,250	450	12,807	3	18	28	103	2,172	---	56	1,554	---	146	5,087	---	62	1,274	---	55	905	3
All other	9	1,662	160	6,660	3	(x)	18	65	1,812	1	38	816	---	19	1,902	---	14	580	1	6	122	1
Metals and metal work (except scrap)	35	21,162	895	33,263	40	613	53	183	5,614	3	31	1,376	---	101	6,123	---	390	11,188	15	137	3,998	22
Iron and steel products (general line)	3	(x)	323	12,474	21	425	4	75	2,483	2	13	471	---	38	2,942	---	162	4,824	---	31	854	19
Iron and steel products (flat)	8	4,364	281	10,850	9	113	23	49	1,598	1	11	582	---	32	1,583	---	135	4,191	6	31	1,039	2
Iron and steel finished products (N.E.C.)	9	2,000	146	5,025	1	(x)	15	28	744	---	3	96	---	16	841	---	43	1,008	1	41	1,271	---
All other	15	(x)	145	4,914	9	(x)	11	31	989	---	4	227	---	15	757	---	50	1,145	8	34	834	1
Paper and its products	103	20,694	1,309	45,797	43	661	94	305	8,802	2	158	3,874	---	312	15,031	20	312	6,786	7	130	2,507	14
Wrapping or coarse paper and products	40	8,949	481	16,139	22	392	28	115	2,500	2	25	618	---	145	6,573	10	114	2,298	7	54	807	3
Printing and writing papers	19	9,026	590	23,418	---	---	42	125	3,121	---	61	1,802	---	157	8,140	---	169	3,895	---	36	1,029	---
All other	44	2,719	238	6,240	21	269	24	65	1,181	---	70	1,654	---	10	318	10	29	595	---	40	671	11
Plumbing and heating equipment and supplies	78	12,979	781	26,406	15	246	94	189	4,697	4	88	2,404	---	113	4,543	3	174	4,469	2	123	3,631	6
Plumbing and heating (general line)	33	7,288	385	12,732	3	32	31	106	2,785	1	40	1,069	---	56	2,383	---	104	2,657	1	45	1,335	1
Plumbing fixtures, equipment, and supplies	21	3,074	176	6,037	5	71	24	42	1,073	2	20	473	---	19	781	2	26	662	1	45	1,258	---
All other	24	2,637	220	7,637	7	143	39	38	839	1	28	862	---	38	1,379	1	44	1,150	---	33	1,040	5
Tobacco and products (except leaf)	40	31,091	520	13,901	15	87	24	104	2,242	1	49	1,105	1	154	5,405	1	112	2,340	2	77	1,623	10

For footnotes, see end of table.

TABLE 3.—ANALYSIS OF EMPLOYMENT AND PAY ROLL BY OCCUPATIONAL GROUPS

TYPES OF OPERATION BY KINDS OF BUSINESS—Continued

PHILADELPHIA

[Figures are for week ended October 21, 1939, except where such period is not representative. In such cases one week of representative employment is given]

TYPE OF OPERATION KIND OF BUSINESS	ESTABLISHMENTS REPORTING EMPLOYEES BY OCCUPATIONAL GROUPS		TOTAL EMPLOYEES REPORTED BY OCCUPATIONAL GROUPS				Number of executives and salaried corporation officers	OFFICE AND CLERICAL EMPLOYEES			INSIDE SELLING EMPLOYEES			OUTSIDE SELLING EMPLOYEES			WAREHOUSE EMPLOYEES			ALL OTHER		
			Full-time		Part-time			Full-time		Number of part-time	Full-time		Number of part-time	Full-time		Number of part-time	Full-time		Number of part-time	Full-time		Number of part-time
	Number	Sales (add 000)	Number	Pay-roll for week	Number	Pay-roll for week		Number	Pay-roll for week		Number	Pay-roll for week		Number	Pay-roll for week		Number	Pay-roll for week		Number	Pay-roll for week	
SERVICE AND LIMITED-FUNCTION WHOLESALERS—Con.																						
Waste materials	115	$47,820	1,672	$43,899	48	$510	64	185	$5,263	6	18	$2,725	---	32	$1,939	---	602	$11,590	9	771	$15,444	33
Iron and steel scrap	23	33,195	824	19,108	10	136	13	78	2,230	4	16	(x)	---	2	(x)	---	25	555	---	490	10,651	6
Waste paper, rags, and rubber	47	7,466	711	15,744	14	133	25	65	2,038	---	---	---	---	14	644	---	429	8,307	6	178	3,106	8
Non-ferrous metals	10	2,827	127	3,184	1	(x)	8	15	368	1	---	---	---	3	97	---	70	1,357	---	31	807	---
All other	35	4,132	210	5,863	23	(x)	18	27	627	1	2	(x)	---	13	(x)	---	78	1,371	3	72	1,078	19
All other products	102	31,221	1,425	44,166	87	914	89	300	7,809	8	113	(x)	---	146	5,609	18	316	7,314	31	461	(x)	30
Books, periodicals, and newspapers	4	5,082	330	11,385	30	228	9	97	2,904	---	---	---	---	18	651	---	68	1,810	11	138	5,066	19
Flowers and nursery stock	10	1,849	139	4,182	7	108	10	22	578	---	39	(x)	---	12	359	---	22	495	---	34	630	7
Leather and shoe findings	14	2,536	96	3,143	2	(x)	13	21	431	1	20	(x)	---	16	658	---	24	500	1	2	(x)	--
Optical goods	13	2,015	275	7,640	1	(x)	15	46	989	1	19	(x)	---	7	258	---	38	910	--	148	3,590	--
Miscellaneous kinds of business [1]	61	21,739	587	17,818	47	544	42	114	2,907	6	35	(x)	---	93	3,683	18	164	3,599	19	139	(x)	4
MANUFACTURERS' SALES BRANCHES (With stocks)	341	366,404	9,953	405,610	334	5,739	209	2,910	90,549	29	361	16,367	1	3,357	182,722	7	1,598	44,039	202	1,518	47,793	95
Amusement and sporting goods	9	9,882	323	11,411	39	807	6	207	5,983	---	3	(x)	---	42	2,740	---	49	1,261	---	16	324	39
Automotive	28	25,481	1,005	40,694	21	442	25	279	9,070	3	46	2,370	---	297	14,294	---	108	2,985	11	250	8,080	7
Chemicals and paints	28	63,398	1,079	53,546	20	364	15	513	17,054	12	30	1,814	---	367	27,728	1	77	2,183	7	77	2,426	---
Drugs and drug sundries (specialty lines)	4	2,520	112	5,100	---	---	1	12	259	---	2	(x)	---	64	3,710	---	33	923	---	---	---	--
Electrical goods	18	50,841	805	38,250	3	62	7	364	12,922	---	10	393	---	201	16,107	---	56	1,742	1	167	6,048	2
Farm products--consumer goods	6	(x)	340	12,315	12	129	19	57	1,534	---	6	178	---	164	6,346	---	38	1,024	1	56	1,955	11
Groceries and foods (specialty lines)	41	(x)	2,327	82,928	32	440	11	435	12,507	3	188	8,112	---	916	37,366	3	386	11,947	12	391	11,337	14
Lumber and construction materials	11	10,487	439	20,863	37	776	23	111	3,724	---	1	(x)	---	135	9,195	---	107	3,480	34	82	1,853	3
Machinery--equipment--supplies	101	36,020	1,915	81,077	30	514	65	513	15,801	10	40	1,475	---	688	39,219	3	182	4,219	2	447	14,088	15
Metals and metal work (except scrap)	17	15,663	235	9,830	4	40	7	79	2,199	1	11	531	---	77	4,493	---	60	1,785	3	1	(x)	---
Plumbing and heating equipment and supplies	22	13,019	441	18,231	9	260	8	158	5,014	---	6	272	---	148	8,218	---	92	2,840	5	29	1,099	4
All other [2]	56	22,079	932	31,365	127	1,905	22	182	4,502	---	18	739	1	258	13,319	---	430	9,650	126	22	(x)	--
MANUFACTURERS' SALES OFFICES (Without stocks)	207	212,202	1,884	98,315	68	987	29	515	16,375	4	105	3,644	19	1,072	69,620	21	---	--	---	163	4,249	19
Groceries and foods (specialty lines)	14	14,431	264	10,372	16	229	1	39	1,574	---	2	(x)	---	181	7,771	---	---	---	---	41	566	16
Lumber and construction materials	21	(x)	295	14,568	1	(x)	4	89	3,284	1	14	528	---	158	9,480	---	---	---	---	30	840	---
Machinery--equipment--supplies	46	25,954	227	12,500	5	67	4	88	1,707	3	2	(x)	---	138	9,591	2	---	---	---	15	718	---
Metals and metal work (except scrap)	28	99,648	297	18,912	1	(x)	3	144	4,947	---	4	285	---	136	12,529	1	---	---	---	10	259	---
Paper and its products	14	8,608	132	6,924	4	73	6	21	540	---	1	(x)	---	102	5,519	4	---	---	---	2	(x)	---
All other [3]	86	(x)	669	35,039	36	(x)	11	154	4,323	---	82	2,514	19	357	24,730	14	---	---	---	65	(x)	3
														SALESMEN			TRUCK OPERATORS AND CHAUFFEURS					
PETROLEUM BULK STATIONS AND TERMINALS: **																						
Petroleum and its products	18	46,115	1,541	59,074	144	2,820	5	282	9,093	2	---	---	---	220	12,740	---	451	15,905	48	583	20,335	94
														BUYING AND SELLING EMPLOYEES								
AGENTS AND BROKERS	262	167,483	1,525	66,402	67	970	153	596	15,568	19	---	---	---	509	24,957	13	---	---	---	287	7,528	35
Coal and coke	12	17,555	117	6,487	1	(x)	12	58	1,821	1	---	---	---	29	1,768	---	---	---	---	20	786	---
Farm products--consumer goods	60	29,440	316	11,128	9	165	27	84	1,919	2	---	---	---	133	5,239	1	---	---	---	72	1,613	6
Groceries and foods (specialty lines)	37	48,930	184	8,314	6	74	19	96	2,504	3	---	---	---	64	3,070	---	---	---	---	5	250	3
Machinery--equipment--supplies	36	7,848	268	11,533	11	171	18	92	2,322	4	---	---	---	111	5,102	1	---	--	---	47	1,824	6
All other [4]	117	63,710	640	28,940	40	(x)	77	268	7,202	9	---	---	---	172	9,778	11	---	---	---	123	3,055	20

** Sales include taxes.

x Withheld to avoid disclosure.

[1] Includes 7 petroleum and its products; 11 forest products (except lumber); 1 general merchandise; 2 leather goods; 4 oils and greases (animal and vegetable); 12 textiles and materials (other than dry goods); 7 yarns; and 17 miscellaneous kinds of business.

[2] Includes 3 beer, wines, and liquors; 2 clothing and furnishings; 7 dry goods (specialty lines); 1 farm supplies; 6 furniture and house furnishings; 4 hardware; 2 jewelry; 7 paper and its products; 3 petroleum and its products; 3 tobacco and products (except leaf); and 18 all other products.

[3] Includes 2 amusement and sporting goods; 2 automotive; 4 beer, wines, and liquors; 13 chemicals and paints; 3 drugs and drug sundries (specialty lines); 8 dry goods (specialty lines); 14 electrical goods; 1 farm products--consumer goods; 6 furniture and house furnishings; 6 hardware; 11 plumbing and heating equipment and supplies; 1 tobacco and products (except leaf); and 15 all other products.

[4] Includes 4 automotive; 2 beer, wines, and liquors; 2 chemicals and paints; 2 drugs and drug sundries (specialty lines); 4 dry goods (specialty lines); 17 electrical goods; 7 farm products--raw materials; 9 furniture and house furnishings; 3 hardware; 8 lumber and construction materials; 11 metals and metal work (except scrap); 4 paper and its products; 2 petroleum and its products; 12 plumbing and heating equipment and supplies; 3 waste materials; and 27 all other products.

TABLE 3.—ANALYSIS OF EMPLOYMENT AND PAY ROLL BY OCCUPATIONAL GROUPS

TYPES OF OPERATION BY KINDS OF BUSINESS

PITTSBURGH

[Figures are for week ended October 21, 1939, except where such period is not representative. In such cases one week of representative employment is given]

TYPE OF OPERATION KIND OF BUSINESS	ESTABLISHMENTS REPORTING EMPLOYEES BY OCCUPATIONAL GROUPS		TOTAL EMPLOYEES REPORTED BY OCCUPATIONAL GROUPS				Number of executives and salaried corporation officers	OFFICE AND CLERICAL EMPLOYEES			INSIDE SELLING EMPLOYEES			OUTSIDE SELLING EMPLOYEES			WAREHOUSE EMPLOYEES			ALL OTHER		
			Full-time		Part-time			Full-time		Number of part-time	Full-time		Number of part-time	Full-time		Number of part-time	Full-time		Number of part-time	Full-time		Number of part-time
	Number	Sales (add 000)	Number	Pay roll for week	Number	Pay roll for week		Number	Pay roll for week		Number	Pay roll for week		Number	Pay roll for week		Number	Pay roll for week		Number	Pay roll for week	
SERVICE AND LIMITED-FUNCTION WHOLESALERS	790	$285,993	11,603	$395,478	357	$4,903	659	2,752	$70,648	61	1,164	$35,751	30	2,329	$101,095	74	2,655	$70,003	80	2,044	$52,534	112
Amusement and sporting goods	19	2,752	171	5,508	2	(x)	16	47	1,080	1	23	648	---	41	1,845	---	25	557	---	19	430	1
Automotive	52	47,183	1,126	37,536	31	656	58	232	5,772	6	152	4,771	2	198	9,189	---	178	5,076	1	308	8,035	22
Automobiles (new and used)	10	(x)	540	16,068	2	(x)	27	133	3,633	2	44	1,437	---	79	3,783	---	94	2,556	---	163	4,161	---
Automotive accessories and equipment	21	3,584	265	8,271	1	(x)	14	49	1,141	---	59	1,712	---	66	3,277	---	33	838	---	44	1,387	1
All other	21	(x)	321	10,199	28	612	17	50	994	4	49	1,622	2	53	2,129	---	51	1,682	1	101	2,487	21
Beer, wines, and liquors	43	5,727	183	4,774	13	118	7	29	528	---	6	159	--	33	890	1	24	629	2	84	2,129	10
Chemicals and paints	15	3,449	205	9,366	15	106	24	68	2,373	---	22	603	--	45	1,829	13	21	363	2	25	1,019	---
Clothing and furnishings	52	11,095	377	12,024	4	22	21	70	1,832	--	131	3,535	3	67	3,004	---	42	859	---	46	1,134	1
Men's and boys'	27	4,810	177	5,514	1	(x)	9	31	659	---	61	1,527	--	41	1,773	--	6	127	--	29	785	1
All other	25	6,285	200	6,510	3	(x)	12	39	1,173	---	70	2,008	3	26	1,231	---	36	732	---	17	349	---
Drugs (general line)	3	8,017	441	12,655	2	(x)	13	123	3,086	---	35	904	-	55	2,175	2	178	3,889	--	37	956	---
Drugs and drug sundries (specialty lines)	8																					
Dry goods (general line)	1	5,468	317	9,130	--	---	8	47	1,023	---	124	2,956	---	49	2,321	---	55	1,291	-	34	590	---
Dry goods (specialty lines)	12																					
Electrical goods	37	19,095	977	39,256	42	860	52	269	7,298	6	104	3,959	---	185	10,682	25	194	5,336	4	173	3,498	7
Electrical merchandise (general line)	5	5,992	240	10,544	---	---	8	90	2,948	---	39	1,330	---	46	2,963	--	40	1,519	---	17	499	---
Wiring supplies and construction materials	14	2,678	128	4,465	5	20	9	37	1,041	---	18	875	- -	25	949	5	28	517	---	11	302	---
Radios and equipment	5	3,134	168	6,518	5	29	16	43	970	---	16	506	---	30	1,699	---	31	866	---	32	938	5
Refrigerators and equipment (household)	3	3,475	203	7,982	24	758	11	67	1,590	---	15	566	---	39	2,400	20	68	1,633	4	3	60	---
All other	10	3,816	238	9,747	8	53	8	32	749	6	16	682	---	45	2,671	---	27	821	---	110	1,699	2
Farm products--consumer goods	103	41,403	1,480	45,160	65	936	43	237	5,610	17	133	4,192	14	354	10,575	3	397	12,202	17	316	9,808	14
Dairy and poultry products	29	11,188	910	28,143	27	408	17	111	2,797	15	22	413	4	307	8,799	---	234	7,544	6	219	7,280	2
Fruits and vegetables (fresh)	74	30,215	570	17,037	38	528	26	126	2,813	2	111	3,779	10	47	1,776	3	163	4,658	11	97	2,526	12
Farm supplies	7	2,874	146	5,535	10	103	9	43	1,099	---	2	(x)	---	35	1,321	4	5	125	---	52	1,943	6
Furniture and house furnishings	22	7,902	324	12,172	4	55	19	97	2,310	---	30	978	1	53	3,932	1	92	2,077	--	33	737	2
Floor coverings	7	3,450	123	4,512	2	(x)	13	31	792	---	5	260	---	20	976	1	39	703	---	15	318	1
All other	15	4,452	201	7,660	2	(x)	6	66	1,518	---	25	718	1	33	2,954	---	53	1,374	---	18	419	1
Groceries (general line)	25	(x)	327	10,296	12	227	16	63	1,339	2	18	548	---	98	3,756	1	104	2,651	5	28	904	4
Not sponsoring cooperative or voluntary groups	19	(x)	203	6,452	4	78	10	38	785	1	10	368	---	64	2,500	1	67	1,871	---	14	388	2
All other	6	4,308	124	3,844	8	149	6	25	554	1	8	180	---	34	1,256	---	37	980	5	14	516	2
Groceries and foods (specialty lines)	77	14,717	720	22,141	21	151	32	122	2,701	1	62	1,629	3	222	8,152	---	146	3,819	1	156	3,267	16
Meats and provisions	17	2,494	151	5,153	2	(x)	6	19	432	---	15	403	1	23	783	---	40	1,375	---	48	1,331	1
All other	60	12,223	569	16,988	19	(x)	26	103	2,269	1	47	1,226	2	199	7,369	---	106	2,444	1	88	1,936	15
Hardware	10	4,979	383	12,049	5	81	26	105	2,283	1	64	1,893	4	63	2,815	---	108	2,468	---	17	414	---
Jewelry	12	(x)	120	4,539	2	(x)	14	36	780	1	15	406	1	31	1,520	---	7	120	---	17	353	---
Lumber and construction materials	41	14,672	470	20,830	27	342	67	120	3,686	5	5	(x)	---	81	4,657	8	121	3,977	9	76	2,097	5
Lumber	18	7,473	170	8,204	10	133	31	50	1,689	4	1	(x)	---	48	2,742	6	7	192	---	33	511	---
All other	23	7,199	300	12,626	17	209	36	70	1,997	1	4	(x)	---	33	1,915	2	114	3,785	9	43	1,586	5
Machinery--equipment--supplies	100	26,051	1,550	58,059	19	186	111	499	12,907	6	120	4,545	---	325	15,336	5	332	8,808	2	163	3,665	6
Industrial machinery, equipment, and supplies	48	18,559	886	38,801	10	115	67	298	7,994	3	55	2,786	---	165	9,527	4	202	5,389	1	99	2,320	2
Professional equipment and supplies	11	2,893	273	8,256	2	(x)	14	104	2,617	---	32	899	---	31	1,166	1	74	1,896	---	18	336	1
Service equipment and supplies	21	2,206	216	7,307	3	21	14	49	1,245	---	23	588	---	85	2,991	---	16	403	---	29	584	3
All other	20	2,393	175	5,695	4	(x)	16	48	1,051	3	10	272	---	44	1,652	---	40	1,120	1	17	425	---
Metals and metal work (except scrap)	12	5,180	256	9,813	8	99	17	84	2,185	4	14	574	---	44	1,970	---	85	2,796	3	12	278	1

For footnotes, see end of table.

TABLE 3.—ANALYSIS OF EMPLOYMENT AND PAY ROLL BY OCCUPATIONAL GROUPS

TYPES OF OPERATION BY KINDS OF BUSINESS—Continued

PITTSBURGH

[Figures are for week ended October 21, 1939, except where such period is not representative. In such cases one week of representative employment is given]

TYPE OF OPERATION KIND OF BUSINESS	ESTABLISHMENTS REPORTING EMPLOYEES BY OCCUPATIONAL GROUPS		TOTAL EMPLOYEES REPORTED BY OCCUPATIONAL GROUPS				Number of executives and salaried corporation officers	OFFICE AND CLERICAL EMPLOYEES			INSIDE SELLING EMPLOYEES			OUTSIDE SELLING EMPLOYEES			WAREHOUSE EMPLOYEES			ALL OTHER		
			Full-time		Part-time			Full-time		Number of part-time	Full-time		Number of part-time	Full-time		Number of part-time	Full-time		Number of part-time	Full-time		Number of part-time
	Number	Sales (add 000)	Number	Pay roll for week	Number	Pay roll for week		Number	Pay roll for week		Number	Pay roll for week		Number	Pay roll for week		Number	Pay roll for week		Number	Pay roll for week	
SERVICE AND LIMITED-FUNCTION WHOLESALERS—Con.																						
Paper and its products	28	$10,938	508	$19,176	27	$182	23	130	$3,583	4	47	$1,330	---	133	$6,256	8	148	$4,102	13	27	$807	2
Wrapping or coarse paper and products	10	3,942	175	7,265	4	28	8	44	1,193	---	3	75	---	57	2,925	2	49	1,430	2	14	401	---
All other	18	6,996	333	11,911	23	154	15	86	2,390	4	44	1,255	---	76	3,331	6	99	2,672	11	13	406	2
Plumbing and heating equipment and supplies	24	4,438	329	11,782	19	329	23	102	3,246	3	24	787	---	64	2,657	1	80	2,407	8	36	815	7
Plumbing and heating (general line)	3	1,559	108	4,234	1	(x)	6	40	1,322	---	---	---	---	19	908	---	38	1,168	1	5	115	---
Heating (including stoves and ranges)	7	1,368	108	3,820	16	299	7	30	980	2	7	239	---	21	827	---	20	627	7	23	555	7
All other	14	1,511	113	3,728	2	(x)	10	32	944	1	17	548	---	24	922	1	22	612	---	8	165	---
Tobacco and products (except leaf)	11	13,734	252	8,153	5	82	10	54	1,408	1	11	300	1	68	3,010	---	71	1,641	---	38	928	3
Waste materials	28	2,805	301	6,292	15	134	12	16	399	---	5	144	---	3	99	---	102	1,628	11	163	3,227	4
Iron and steel scrap	9	1,188	118	2,370	---	---	7	5	109	---	1	(x)	---	1	(x)	---	32	565	---	72	1,388	---
All other	19	1,617	183	3,922	15	134	5	11	290	---	4	(x)	---	2	(x)	---	70	1,061	11	91	1,839	4
All other [1]	48	22,068	640	19,212	9	104	38	159	4,122	3	17	568	1	82	3,104	2	140	3,162	2	204	5,502	1
MANUFACTURERS' SALES BRANCHES (With stocks)	204	174,192	4,927	206,576	167	2,502	85	1,373	44,016	19	149	7,057	2	1,678	93,028	13	946	29,891	44	696	23,690	89
Amusement and sporting goods	8	5,466	222	7,528	28	485	7	121	3,228	---	4	207	---	35	2,141	---	44	1,014	--	11	226	28
Automotive	22	(x)	689	30,334	14	155	20	181	5,955	9	27	1,379	--	187	11,152	---	129	4,164	1	145	5,332	4
Chemicals and paints	18	12,398	226	10,002	2	(x)	2	84	2,290	1	16	585	---	85	4,999	--	43	1,357	1	16	(x)	---
Electrical goods	10	25,901	469	21,803	1	(x)	2	227	7,888	1	1	(x)	---	117	9,216	---	26	903	--	96	(x)	---
Groceries and foods (specialty lines)	26	(x)	1,298	50,029	78	1,168	9	258	7,291	1	52	3,007	---	613	26,627	9	188	6,392	27	178	5,854	41
Lumber and construction materials	5	(x)	291	12,090	9	161	4	72	3,096	1	3	114	2	51	3,087	---	140	4,595	4	21	661	2
Machinery--equipment--supplies	58	17,964	745	37,340	10	130	22	170	5,404	1	17	625	---	300	21,207	---	53	1,469	3	183	6,344	6
Metals and metal work (except scrap)	12	9,504	369	14,571	11	185	8	134	4,926	5	10	399	---	43	2,813	---	166	5,442	6	8	237	---
Plumbing and heating equipment and supplies	13	7,525	260	9,892	3	63	5	85	2,306	---	7	273	---	87	4,339	1	66	2,111	---	10	383	2
All other [2]	32	9,715	358	13,187	11	127	6	61	1,632	---	12	(x)	---	160	7,447	3	91	2,424	2	28	743	6
MANUFACTURERS' SALES OFFICES (Without stocks)	112	170,085	1,043	57,008	7	195	18	364	13,312	3	34	2,467	---	562	37,188	--	---	---	---	65	1,737	4
Lumber and construction materials	9	7,811	117	6,339	---	---	2	42	1,819	---	1	(x)	---	68	4,211	---	---	--	---	4	(x)	---
Machinery--equipment--supplies	31	8,813	163	9,035	---	---	2	53	1,529	---	---	---	--	103	7,191	---	---	---	---	5	(x)	---
Metals and metal work (except scrap)	19	121,242	291	19,328	---	---	2	171	7,176	---	20	(x)	--	98	10,161	---	---	---	---	---	---	---
All other [3]	53	32,419	472	22,306	7	195	12	98	2,788	3	13	1,037	---	293	15,825	---	---	---	---	56	1,483	4
														SALESMEN			TRUCK OPERATORS AND CHAUFFEURS					
PETROLEUM BULK STATIONS AND TERMINALS: **																						
Petroleum and its products	11	(x)	540	19,615	58	1,054	3	110	3,426	8	---	---	--	223	9,417	17	---	---	---	204	(x)	33
														BUYING AND SELLING EMPLOYEES								
AGENTS AND BROKERS	120	74,674	632	28,853	61	1,129	73	255	6,750	[illegible]	---	---	---	213	12,073	16	---	---	---	91	2,690	37
Groceries and foods (specialty lines)	21	23,877	113	4,529	3	24	13	54	1,465	1	---	---	---	39	1,717	2	---	---	---	7	152	---
Machinery--equipment--supplies	30	6,974	189	8,878	11	208	20	67	1,740	3	---	---	---	76	4,045	---	---	---	---	26	1,106	8
All other [4]	69	43,823	330	15,446	47	897	40	134	3,545	4	---	---	---	98	6,313	14	---	---	--	58	1,430	29

** Sales include taxes.

x Withheld to avoid disclosure.

[1] Includes 8 coal and coke; 3 farm products—raw materials; 4 petroleum and its products; and 33 all other products.

[2] Includes 1 beer, wines, and liquors; 1 clothing and furnishings; 2 drugs and drug sundries (specialty lines); 1 dry goods (specialty lines); 4 farm products--consumer goods; 10 furniture and house furnishings; 1 hardware; 8 paper and its products; and 4 all other products.

[3] Includes 1 amusement and sporting goods; 1 beer, wines, and liquors; 4 chemicals and paints; 1 drugs and drug sundries (specialty lines); 11 electrical goods; 2 farm products--consumer goods; 4 furniture and house furnishings; 6 groceries and foods (specialty lines); 5 paper and its products; 1 petroleum and its products; 8 plumbing and heating equipment and supplies; 1 tobacco and products (except leaf); and 8 all other products.

[4] Includes 3 chemicals and paints; 2 clothing and furnishings; 5 coal and coke; 1 drugs and drug sundries (specialty lines); 10 electrical goods; 4 farm products--raw materials; 7 farm products--consumer goods; 3 furniture and house furnishings; 2 hardware; 12 lumber and construction materials; 7 metals and metal work (except scrap); 1 petroleum and its products; 4 plumbing and heating equipment and supplies; 6 waste materials; and 2 all other products.

TABLE 3.—ANALYSIS OF EMPLOYMENT AND PAY ROLL BY OCCUPATIONAL GROUPS

TYPES OF OPERATION BY KINDS OF BUSINESS

ST. LOUIS

[Figures are for week ended October 21, 1939, except where such period is not representative. In such cases one week of representative employment is given]

TYPE OF OPERATION KIND OF BUSINESS	ESTABLISHMENTS REPORTING EMPLOYEES BY OCCUPATIONAL GROUPS		TOTAL EMPLOYEES REPORTED BY OCCUPATIONAL GROUPS				Number of executives and salaried corporation officers	OFFICE AND CLERICAL EMPLOYEES			INSIDE SELLING EMPLOYEES			OUTSIDE SELLING EMPLOYEES			WAREHOUSE EMPLOYEES			ALL OTHER		
			Full-time		Part-time			Full-time		Number of part-time	Full-time		Number of part-time	Full-time		Number of part-time	Full-time		Number of part-time	Full-time		Number of part-time
	Number	Sales (add 000)	Number	Pay roll for week	Number	Pay roll for week		Number	Pay roll for week		Number	Pay roll for week		Number	Pay roll for week		Number	Pay roll for week		Number	Pay roll for week	
SERVICE AND LIMITED-FUNCTION WHOLESALERS	1,216	$467,864	20,415	$656,052	524	$4,974	1,447	5,184	$131,560	44	1,362	$38,2[illegible]	22	3,917	$189,011	18	5,651	$117,022	150	2,854	$61,200	290
Amusement and sporting goods	22	5,133	250	7,844	4	51	29	68	1,677	---	28	698	---	47	1,387	1	34	929	---	44	1,094	3
Automotive	84	95,263	1,567	50,522	19	246	78	288	9,331	2	121	3,496	1	265	12,103	---	443	9,555	14	372	8,512	2
Automobiles (new and used)	12	84,535	604	21,866	1	(x)	33	111	4,917	1	23	841	---	76	4,894	---	233	5,054	---	128	2,531	---
Automotive accessories and equipment	22	4,999	381	11,367	12	200	25	87	2,307	---	29	728	---	75	2,765	---	103	2,363	12	62	1,337	--
Automotive parts	30	3,967	435	13,055	4	(x)	14	69	1,596	1	56	1,559	1	86	3,235	---	76	1,524	2	134	3,566	---
All other	20	1,762	147	4,234	2	(x)	6	21	511	---	13	368	---	28	1,209	---	31	614	---	48	1,078	2
Beer, wines, and liquors	28	13,931	490	17,560	6	75	41	97	2,735	---	4	(x)	---	149	6,315	---	129	2,957	1	70	1,719	5
Beer and ale	10	2,038	118	4,629	6	75	10	24	914	---	---	---	---	26	1,312	---	23	867	1	35	945	5
Wines and liquors	18	11,895	372	12,931	---	---	31	73	1,821	---	4	(x)	---	123	5,003	---	106	2,090	---	35	774	---
Chemicals and paints	23	2,189	144	5,434	7	46	31	33	839	---	12	257	---	33	1,248	---	25	580	3	10	226	4
Clothing and furnishings	84	26,201	1,031	36,935	7	107	103	265	5,707	3	105	2,952	---	284	12,584	2	240	4,479	2	34	512	---
Clothing and furnishings (general line)	13	2,506	116	4,968	2	(x)	19	26	571	1	21	511	---	27	1,145	1	21	394	---	2	(x)	---
Men's and boys'	16	5,246	267	10,953	2	(x)	30	67	1,310	1	11	326	---	101	4,785	1	53	930	---	5	76	---
Women's and children's	26	5,811	269	8,382	---	---	21	61	1,261	---	51	1,477	---	54	1,994	---	58	1,256	---	24	359	---
All other	29	12,838	379	12,632	3	41	33	111	2,565	1	22	638	---	102	4,660	---	108	1,899	2	3	(x)	---
Coal and coke	35	7,927	160	7,073	31	308	31	58	1,668	---	8	326	1	34	1,527	---	4	113	3	27	576	27
Drugs (general line)	4	7,821	530	14,937	---	---	17	180	4,383	---	35	843	---	78	3,304	---	228	4,418	---	12	305	---
Drugs and drug sundries (specialty lines)	21	1,622	163	4,185	18	48	13	31	543	3	5	101	---	41	1,287	5	62	956	9	11	137	1
Dry goods (general line)	5	44,254	1,877	69,669	43	607	35	764	20,473	---	354	8,477	---	452	28,060	---	191	4,223	---	81	1,975	43
Dry goods (specialty lines)	22	2,508	99	3,216	2	(x)	19	25	479	2	17	378	---	20	832	--	13	177	---	5	73	---
Electrical goods	47	15,051	750	30,157	9	93	71	254	6,715	6	65	2,342	---	147	9,014	---	113	3,098	2	100	2,059	1
Wiring supplies and construction materials	14	1,786	107	3,885	4	(x)	22	34	816	3	4	134	---	23	1,042	---	17	365	1	7	122	---
Radios and equipment	12	2,513	151	5,737	1	(x)	16	58	830	---	20	540	---	36	2,192	---	12	321	---	29	641	1
Refrigerators and equipment (household)	7	4,225	209	8,692	3	38	10	87	2,613	2	14	486	---	40	2,609	---	29	1,042	1	29	784	---
All other	14	6,529	283	11,843	1	(x)	23	95	2,456	1	27	1,182	---	48	3,171	---	55	1,370	---	35	512	---
Farm products--raw materials	28	14,179	327	18,276	38	392	46	98	2,998	3	5	191	---	9	335	---	108	2,624	29	61	1,705	6
Grains	8	(x)	111	5,977	2	(x)	15	39	1,385	---	3	(x)	---	1	(x)	---	8	182	2	45	1,274	---
All other	18	(x)	216	14,299	36	(x)	31	59	1,613	3	2	(x)	---	8	(x)	---	100	2,442	27	16	431	6
Farm products--consumer goods	139	33,975	1,047	31,644	93	788	101	145	3,451	4	136	4,729	9	170	6,332	---	204	4,806	16	291	7,252	64
Dairy and poultry products	54	9,091	401	11,707	39	330	37	45	966	1	25	526	2	144	5,538	---	89	1,871	7	61	1,213	29
Fruits and vegetables (fresh)	85	24,884	646	19,937	54	458	64	100	2,485	3	111	4,203	7	26	794	---	115	2,935	9	230	6,039	35
Furniture and house furnishings	25	5,292	320	10,838	4	36	35	103	2,522	---	23	530	1	37	1,255	---	102	1,804	1	20	392	2
Groceries (general line)	22	20,113	731	23,201	2	(x)	41	118	3,802	---	16	548	---	128	4,887	---	312	7,231	---	116	2,882	2
Voluntary group wholesalers	5	10,647	405	12,137	---	---	16	47	1,554	---	---	---	---	62	2,519	---	202	4,554	---	78	1,846	---
All other	17	9,466	326	11,064	2	(x)	25	71	2,248	---	16	548	---	66	2,368	---	110	2,677	---	38	1,036	2
Groceries and foods (specialty lines)	129	32,471	2,179	58,739	45	314	159	330	8,814	6	41	878	3	463	14,839	1	806	15,093	13	400	8,554	22
Coffee, tea, and spices	18	5,864	507	14,615	3	22	23	115	2,905	---	1	(x)	1	151	4,613	---	93	1,829	2	124	2,960	---
Coffee roasting and spice grinding	3	2,748	108	3,099	---	---	4	28	870	---	---	---	---	---	---	---	41	921	---	35	868	---
Fish and sea foods	10	1,577	154	4,083	21	156	14	23	522	1	9	216	1	30	1,124	---	58	1,181	9	20	392	10
Meats and provisions	23	3,094	160	5,247	4	50	13	18	459	1	9	265	1	24	926	---	37	1,122	1	59	1,729	1
All other	75	19,188	1,250	31,695	17	86	85	146	4,058	4	22	(x)	---	258	8,176	1	577	10,040	1	162	2,605	11
Hardware	19	24,082	2,076	59,619	4	26	48	796	17,851	2	27	770	---	433	17,306	1	724	15,275	1	48	1,156	---
General line (with industrial department)	5	21,450	1,888	52,677	---	---	25	749	16,739	---	12	347	---	381	15,004	---	683	14,548	---	38	976	---
All other	14	2,632	188	6,942	4	26	23	47	1,092	2	15	423	---	52	2,302	1	41	727	1	10	180	---
Jewelry	12	3,005	179	6,836	1	(x)	23	64	1,535	1	29	836	---	24	1,240	---	22	413	---	17	427	---
Lumber and construction materials	55	13,044	670	24,557	29	393	71	132	3,959	2	20	777	---	82	3,965	---	229	5,467	11	136	3,495	18
Lumber	28	(x)	333	12,450	16	181	43	76	2,144	2	8	399	---	38	1,910	---	114	3,048	10	54	1,102	4
All other	27	(x)	337	12,107	13	212	28	56	1,815	---	12	378	---	44	2,055	---	115	2,419	1	82	2,393	12
Machinery--equipment--supplies	137	20,207	1,821	52,281	35	323	152	485	10,851	3	77	2,133	2	412	16,369	2	331	6,808	9	164	3,774	19
Commercial equipment and supplies	28	1,998	195	7,414	3	66	19	43	1,049	---	8	209	---	42	1,948	---	16	333	---	67	1,744	3
Industrial machinery, equipment, and supplies	59	7,338	465	15,570	7	42	66	144	3,073	2	21	653	---	100	3,764	2	81	1,897	---	53	1,170	3
Professional equipment and supplies	16	6,683	652	19,554	2	(x)	29	218	4,963	---	34	933	2	167	7,077	---	186	3,747	---	18	366	---
All other	34	4,188	309	9,763	23	(x)	38	80	1,746	1	14	338	---	103	3,560	---	48	1,031	9	26	494	13
Metals and metal work (except scrap)	20	10,787	396	11,887	1	(x)	21	113	2,660	---	16	645	---	56	2,627	---	105	2,314	---	85	1,983	1
Paper and its products	49	9,237	568	19,678	19	188	58	127	3,244	4	28	746	---	137	5,574	2	185	3,786	4	33	696	9
Wrapping or coarse paper and products	16	3,899	258	8,510	5	35	19	46	1,094	---	5	77	---	57	2,416	---	120	2,410	3	13	281	2
Printing and writing papers	10	4,368	200	8,155	4	57	23	53	1,632	3	6	246	---	59	2,661	---	51	1,138	1	8	138	---
All other	23	1,172	110	3,013	10	96	16	28	518	1	19	425	---	21	497	2	14	238	---	12	277	7

For footnotes, see end of table.

TABLE 3.—ANALYSIS OF EMPLOYMENT AND PAY ROLL BY OCCUPATIONAL GROUPS

TYPES OF OPERATION BY KINDS OF BUSINESS—Continued

ST. LOUIS

[Figures are for week ended October 21, 1939, except where such period is not representative. In such cases one week of representative employment is given]

TYPE OF OPERATION KIND OF BUSINESS	ESTABLISHMENTS REPORTING EMPLOYEES BY OCCUPATIONAL GROUPS		TOTAL EMPLOYEES REPORTED BY OCCUPATIONAL GROUPS				Number of executives and salaried corporation officers	OFFICE AND CLERICAL EMPLOYEES			INSIDE SELLING EMPLOYEES			OUTSIDE SELLING EMPLOYEES			WAREHOUSE EMPLOYEES			ALL OTHER		
			Full-time		Part-time			Full-time		Number of part-time	Full-time		Number of part-time	Full-time		Number of part-time	Full-time		Number of part-time	Full-time		Number of part-time
	Number	Sales (add 000)	Number	Pay roll for week	Number	Pay roll for week		Number	Pay roll for week		Number	Pay roll for week		Number	Pay roll for week		Number	Pay roll for week		Number	Pay roll for week	
SERVICE AND LIMITED-FUNCTION WHOLESALERS—Con.																						
Plumbing and heating equipment and supplies	27	$4,392	326	$10,793	20	$270	45	76	$1,973	3	27	$846	---	71	$2,724	3	74	$1,689	2	33	$664	12
Plumbing and heating (general line)	6	1,729	112	3,703	1	(x)	12	26	656	---	1	(x)	---	35	1,500	---	32	772	1	6	155	---
Heating (including stoves and ranges)	9	1,180	104	3,832	7	138	19	23	795	3	16	589	---	16	517	---	26	575	1	4	83	3
All other	12	1,483	110	3,258	12	(x)	14	27	522	---	10	(x)	---	20	707	3	16	342	---	23	426	9
Tobacco and products (except leaf)	26	18,275	305	9,133	3	16	21	66	1,216	---	28	523	3	99	3,994	---	43	846	---	48	1,042	--
Waste materials	65	9,927	724	14,386	58	461	42	47	1,044	---	2	(x)	---	11	483	---	333	4,460	22	289	3,949	36
Iron and steel scrap	22	4,817	235	4,587	20	199	7	16	364	---	2	(x)	---	1	(x)	---	156	1,939	---	53	839	20
Waste paper, rags, and rubber	20	3,487	358	7,168	17	69	20	22	518	---	---	---	---	9	(x)	---	129	1,801	14	178	2,311	3
All other	23	1,623	131	2,831	21	193	15	9	162	---	---	---	---	1	(x)	---	48	720	8	58	799	13
All other products	90	30,980	1,885	56,672	28	131	136	443	11,130	---	133	3,940	2	235	9,420	1	591	12,921	8	347	6,041	15
Forest products (except lumber)	12	5,565	217	8,285	1	(x)	28	60	1,540	---	6	170	1	5	186	---	22	444	---	96	1,539	---
Leather and shoe findings	11	1,958	98	3,500	---	---	14	24	609	--	11	264	---	30	1,421	---	12	301	---	7	97	---
Miscellaneous kinds of business [1]	67	23,457	1,570	44,887	25	(x)	94	359	8,981	---	116	3,506	1	200	7,813	1	557	12,176	8	244	4,465	15
MANUFACTURERS' SALES BRANCHES (With stocks)	254	294,428	8,329	325,982	110	2,107	155	2,760	84,916	13	235	11,256	---	2,963	151,517	10	1,592	39,107	33	624	19,842	54
Amusement and sporting goods	10	4,500	257	9,030	18	274	8	128	3,422	---	7	327	---	39	2,639	---	39	1,039	--	36	757	18
Automotive	21	15,252	652	26,160	3	68	14	220	7,142	---	27	1,513	---	236	11,619	--	66	1,712	2	89	2,872	1
Chemicals and paints	21	(x)	347	13,937	3	43	8	174	4,744	---	10	344	---	107	6,004	---	32	932	2	16	752	1
Clothing and furnishings	16	(x)	1,914	79,892	---	---	18	598	23,270	---	32	1,329	---	652	38,589	--	600	13,966	---	14	512	---
Drugs (general line)	1	19,897	649	23,371	7	195	9	339	10,110	---	6	206	---	118	6,396	7	145	3,830	---	32	1,174	---
Drugs and drug sundries (specialty lines)	11																					
Dry goods (specialty lines)	4	3,855	116	4,264	---	---	8	47	1,085	---	---	-	---	37	1,652	---	24	584	---	--	---	--
Electrical goods	8	11,881	231	11,375	---	---	1	111	3,418	---	---	---	---	98	6,877	---	9	295		12	(x)	-
Groceries and foods (specialty lines)	23	(x)	724	25,127	11	80	5	142	3,607	1	15	957	---	400	15,871	---	96	2,443	5	66	1,813	5
Lumber and construction materials	8	(x)	287	13,916	4	70	10	63	2,078	---	12	585	---	117	7,495	1	67	2,008	3	16	753	---
Machinery--equipment--supplies	74	28,744	1,372	53,221	29	445	33	453	12,584	9	45	1,884	---	433	23,450	1	122	2,926	5	286	6,842	14
Metals and metal work (except scrap)	13	11,789	313	11,443	23	691	9	85	2,236	3	6	194	---	91	4,916	---	120	2,925	6	2	(x)	14
Paper and its products	8	5,718	536	19,411	---	---	10	212	5,757	---	62	3,523	---	110	4,551	---	140	3,566	---	2	(x)	---
Plumbing and heating equipment and supplies	8	5,418	269	8,546	9	182	12	99	2,420	---	7	199	---	63	2,608	1	77	1,547	8	11	378	---
All other [2]	28	61,669	662	26,389	3	59	10	89	3,043	---	6	195	---	462	19,150	---	55	1,468	2	40	1,220	1
MANUFACTURERS' SALES OFFICES (Without stocks)	88	97,982	1,038	51,476	14	120	44	446	14,603	4	12	465	---	452	27,640	8	---	---	---	84	2,526	2
Groceries and foods (specialty lines)	4	7,981	100	4,277	---	---	1	20	591	---	---	---	--	74	3,446	---	---	---	---	5	(x)	--
Machinery--equipment--supplies	23	11,109	154	9,186	1	(x)	7	71	2,530	---	1	(x)	---	68	5,670	---	---	---	---	7	279	1
Metals and metal work (except scrap)	12	43,165	368	20,038	---	---	24	229	7,285	--	2	(x)	---	108	8,241	--	---	---	-	1	163	---
Plumbing and heating equipment and supplies	6	3,252	104	4,557	2	(x)	1	31	1,075	1	---	---	---	30	2,679	--	---	---	---	30	(x	1
All other [3]	43	32,475	312	13,418	11	82	11	95	3,124	3	9	315	---	166	7,564	8		---	-	31	1,189	--
														SALESMEN			TRUCK OPERATORS AND CHAUFFEURS					
PETROLEUM BULK STATIONS AND TERMINALS: **																						
Petroleum and its products	28	20,208	522	21,471	6	71	27	95	2,910	1	---	---	---	136	8,433	2	189	6,738	1	95	2,719	2
														BUYING AND SELLING EMPLOYEES								
AGENTS AND BROKERS	207	106,086	886	37,192	40	570	131	360	8,550	13	---	---	---	248	12,386	14		- -	-	147	3,[illegible]	13
Groceries and foods (specialty lines)	32	27,976	131	6,014	4	44	25	83	1,424	1	---	---	---	41	1,612	2		- -	--	4	(x	1
Machinery--equipment--supplies	40	6,523	185	8,940	16	228	31	66	1,518	6	---	---	---	61	2,897	7		-	---	27	594	3
All other [4]	135	71,587	570	22,238	20	298	75	231	5,808	6	---	---	---	146	7,889	5	---	---	--	118	(x)	9

** Sales include taxes.

x Withheld to avoid disclosure.

[1] Includes 13 farm supplies; 10 petroleum and its products; 4 books, periodicals, and newspapers; 10 flowers and nursery stock; 2 general merchandise; 1 oils and greases (animal and vegetable); 6 optical goods; 5 textiles and materials (other than dry goods); and 16 miscellaneous kinds of business.

[2] Includes 2 farm products--consumer goods; 9 furniture and house furnishings; 2 hardware; 2 tobacco and products (except leaf); and 13 all other products.

[3] Includes 1 automotive; 2 beer, wines, and liquors; 4 chemicals and paints; 2 clothing and furnishings; 5 dry goods (specialty lines); 4 electrical goods; 2 farm products--consumer goods; 1 farm supplies; 3 furniture and house furnishings; 2 hardware; 6 lumber and construction materials; 5 paper and its products; 1 petroleum and its products; 1 tobacco and products (except leaf); and 6 all other products.

[4] Includes 2 amusement and sporting goods; 1 automotive; 1 beer, wines, and liquors; 4 chemicals and paints; 6 clothing and furnishings; 3 coal and coke; 1 drugs and drug sundries (specialty lines); 14 dry goods (specialty lines); 12 electrical goods; 15 farm products--raw materials; 16 farm products--consumer goods; 4 farm supplies; 8 furniture and house furnishings; 2 hardware; 3 lumber and construction materials; 12 metals and metal work (except scrap); 1 paper and its products; 6 plumbing and heating equipment and supplies; 4 waste materials; and 20 all other products.

TABLE 3.—ANALYSIS OF EMPLOYMENT AND PAY ROLL BY OCCUPATIONAL GROUPS

TYPES OF OPERATION BY KINDS OF BUSINESS

SAN FRANCISCO

[Figures are for week ended October 21, 1939, except where such period is not representative. In such cases one week of representative employment is given]

TYPE OF OPERATION KIND OF BUSINESS	ESTABLISHMENTS REPORTING EMPLOYEES BY OCCUPATIONAL GROUPS		TOTAL EMPLOYEES REPORTED BY OCCUPATIONAL GROUPS				Number of executives and salaried corporation officers	OFFICE AND CLERICAL EMPLOYEES			INSIDE SELLING EMPLOYEES			OUTSIDE SELLING EMPLOYEES			WAREHOUSE EMPLOYEES			ALL OTHER		
			Full-time		Part-time			Full-time		Number of part-time	Full-time		Number of part-time	Full-time		Number of part-time	Full-time		Number of part-time	Full-time		Number of part-time
	Number	Sales (add 000)	Number	Pay roll for week	Number	Pay roll for week		Number	Pay roll for week		Number	Pay roll for week		Number	Pay roll for week		Number	Pay roll for week		Number	Pay roll for week	
SERVICE AND LIMITED-FUNCTION WHOLESALERS	1,044	$389,375	15,618	$613,817	650	$9,527	964	4,134	$123,829	106	1,210	$43,687	21	3,185	$142,542	63	3,511	$108,895	150	2,614	$54,273	280
Amusement and sporting goods	25	3,161	205	7,559	5	69	10	73	2,050	4	29	1,003	---	51	2,063	---	27	728	---	15	319	1
Automotive	65	36,795	1,269	52,480	32	392	64	262	7,897	9	162	6,856	---	222	11,618	6	97	2,824	---	462	16,622	17
Automobiles (new and used)	9	30,109	745	34,148	19	256	40	162	5,074	2	74	3,994	---	106	6,740	5	17	606	---	346	12,792	12
Automotive parts	29	2,714	246	8,279	10	97	4	41	1,121	4	47	1,551	---	45	1,951	1	33	866	---	78	2,553	5
All other	27	3,972	278	10,053	3	39	20	59	1,702	3	41	1,311	---	73	2,945	---	47	1,352	---	38	1,277	---
Beer, wines, and liquors	74	23,659	847	32,751	43	833	67	191	5,763	7	47	1,388	2	267	11,975	4	149	4,462	19	126	4,270	11
Beer and ale	10	5,109	196	8,829	9	99	9	37	1,303	---	9	280	---	68	3,732	---	15	645	---	58	2,266	9
Wines and liquors	64	18,550	651	23,922	34	734	58	154	4,460	7	38	1,088	2	199	8,243	4	134	3,817	19	68	2,004	2
Chemicals and paints	16	4,759	208	9,118	5	44	21	74	2,284	3	18	715	---	54	2,156	---	35	1,315	2	6	210	---
Clothing and furnishings	61	10,314	442	16,674	14	168	22	114	2,979	8	76	2,529	---	125	5,663	2	66	1,566	---	41	1,024	4
Men's and boys'	16	2,710	131	5,475	7	98	12	29	764	4	24	865	---	36	1,715	---	18	370	---	14	284	3
Women's and children's	16	3,614	141	4,741	2	(x)	2	40	1,066	---	20	789	---	44	1,688	1	25	594	---	10	(x)	1
All other	29	3,990	170	6,458	5	(x)	8	45	1,149	4	32	875	---	43	2,280	1	25	602	---	17	(x)	---
Drugs (general line)	4	8,455	415	15,698	1	(x)	17	141	4,367	1	32	1,026	---	43	2,733	---	164	5,296	---	18	467	---
Drugs and drug sundries (specialty lines)	16	3,285	185	6,489	7	72	8	45	719	2	5	195	---	68	3,262	---	39	1,040	4	20	345	1
Dry goods (general line)	1	10,782	529	17,292	8	93	23	160	4,346	1	118	2,679	---	142	5,599	2	65	2,008	1	21	516	4
Dry goods (specialty lines)	40																					
Electrical goods	49	14,913	750	30,193	23	230	60	253	7,594	9	67	2,521	1	162	8,827	4	113	3,086	1	95	2,718	8
Electrical merchandise (general line)	3	(x)	228	9,216	1	(x)	14	110	3,280	1	23	959	---	37	2,234	---	30	907	---	12	375	---
Wiring supplies and construction materials	18	2,767	143	5,426	10	65	13	30	993	---	9	317	---	30	1,494	4	27	777	---	34	759	6
Radios and equipment	12	4,849	201	8,416	4	63	16	55	1,478	1	27	1,032	---	56	3,009	---	23	445	1	24	846	2
All other	16	(x)	180	7,135	8	(x)	17	58	1,843	7	8	213	1	39	2,090	---	33	957	---	25	738	---
Farm products--raw materials	17	19,910	154	10,506	3	17	27	49	1,916	1	12	773	---	8	524	---	29	765	2	29	686	---
Farm products--consumer goods	53	22,956	787	33,711	127	2,072	37	115	3,833	4	55	2,859	1	81	3,423	1	137	4,993	46	382	14,268	75
Dairy and poultry products	21	12,586	557	23,847	58	797	25	52	1,809	---	22	1,089	---	63	2,618	1	96	3,686	3	299	11,842	54
Fruits and vegetables (fresh)	32	10,370	230	9,864	69	1,275	12	63	2,024	4	33	1,770	1	18	805	---	41	1,307	43	83	2,426	21
Farm supplies	11	6,394	208	10,342	3	33	18	54	2,093	1	8	261	2	9	707	---	22	724	---	97	4,156	---
Furniture and house furnishings	36	8,933	522	18,092	34	516	21	159	4,375	13	62	2,356	---	80	3,047	3	150	4,439	3	50	1,188	15
Floor coverings	5	6,014	260	9,465	14	230	9	87	2,352	6	35	1,207	---	36	1,843	---	84	2,492	1	9	182	7
House furnishings (except as specified)	16	1,678	165	5,287	13	197	3	51	1,399	3	15	476	---	30	727	1	47	1,349	1	19	458	8
All other	15	1,241	97	3,340	7	89	9	21	624	4	12	673	---	14	477	2	19	598	1	22	548	---
Groceries (general line)	19	28,214	802	30,977	33	611	41	254	7,914	2	31	1,224	---	178	6,822	---	247	7,515	28	51	1,542	3
Not sponsoring cooperative or voluntary groups	11	10,883	378	14,450	17	(x)	23	95	3,192	---	11	505	---	101	3,378	---	123	3,602	15	25	741	2
Voluntary group wholesalers	3	9,782	275	10,938	14	192	13	101	3,050	1	7	245	---	68	3,104	---	76	2,436	13	10	405	---
All other	5	5,549	149	5,589	2	(x)	5	58	1,672	1	13	474	---	9	340	---	48	1,477	---	16	696	1

For footnotes, see end of table.

TABLE 3.—ANALYSIS OF EMPLOYMENT AND PAY ROLL BY OCCUPATIONAL GROUPS

TYPES OF OPERATION BY KINDS OF BUSINESS—Continued

SAN FRANCISCO

[Figures are for week ended October 21, 1939, except where such period is not representative. In such cases one week of representative employment is given]

TYPE OF OPERATION KIND OF BUSINESS	Establishments reporting employees by occupational groups		Total employees reported by occupational groups				Number of executives and salaried corporation officers	Office and clerical employees			Inside selling employees			Outside selling employees			Warehouse employees			All other		
			Full-time		Part-time			Full-time		Number of part-time	Full-time		Number of part-time	Full-time		Number of part-time	Full-time		Number of part-time	Full-time		Number of part-time
	Number	Sales (add 000)	Number	Pay roll for week	Number	Pay roll for week		Number	Pay roll for week		Number	Pay roll for week		Number	Pay roll for week		Number	Pay roll for week		Number	Pay roll for week	
SERVICE AND LIMITED-FUNCTION WHOLESALERS—Con.																						
Groceries and foods (specialty lines)	150	$66,957	2,813	$113,920	103	$1,388	155	381	$18,594	8	95	$5,252	—	619	$26,814	8	725	$24,277	21	638	$17,482	66
Canned foods	12	6,841	169	6,784	4	58	20	45	1,184	---	55	1,095	---	34	1,590	4	34	1,090	---	1	(x)	---
Coffee, tea, and spices	19	19,104	596	24,160	13	130	31	153	5,224	3	2	(x)	---	206	9,737	---	81	2,721	1	123	2,747	9
Coffee roasting and spice grinding	11	10,195	755	35,760	18	277	36	188	6,403	---	1	(x)	---	125	5,146	2	330	10,891	8	75	1,937	8
Fish and sea foods	16	2,453	233	8,069	43	628	11	17	456	---	12	415	---	9	295	---	52	1,790	11	132	3,896	32
Meats and provisions	32	13,018	446	16,895	4	40	21	55	1,843	1	27	966	---	68	2,873	---	125	4,494	1	150	5,205	2
All other	60	15,356	614	22,252	21	225	36	123	3,484	4	18	588	---	177	7,173	2	103	3,291	---	157	(x)	15
Hardware	25	13,503	889	32,441	9	142	58	275	8,116	2	62	2,091	1	191	7,996	4	288	9,302	---	15	417	2
General line	11	(x)	678	24,834	2	(x)	41	210	6,369	---	26	929	1	152	6,220	---	248	8,139	---	1	(x)	1
Specialty lines	14	(x)	211	7,607	7	(x)	17	65	1,747	2	36	1,162	---	39	1,776	4	40	1,163	---	14	(x)	1
Jewelry	23	3,783	182	7,094	2	(x)	16	58	1,448	---	34	1,254	---	44	2,300	1	19	432	---	11	324	1
Lumber and construction materials	35	12,711	471	19,994	23	380	38	100	3,144	2	13	802	---	75	3,186	2	156	5,194	14	91	3,275	5
Lumber	20	9,471	292	13,055	15	262	20	73	2,393	2	10	630	---	33	1,669	2	111	3,767	7	45	1,670	4
All other	15	3,240	179	6,939	8	118	16	27	751	---	3	172	---	42	1,517	---	45	1,427	7	46	1,605	1
Machinery—equipment—supplies	130	19,051	1,249	50,321	51	512	112	372	10,786	5	95	3,176	5	357	15,568	---	173	5,261	2	140	4,220	19
Commercial equipment and supplies	20	1,934	136	3,986	4	43	5	40	965	2	19	438	1	43	1,669	---	10	259	---	19	415	1
Industrial machinery, equipment, and supplies	49	8,623	497	21,888	4	56	45	169	5,028	2	20	781	---	154	6,415	---	75	2,297	---	54	1,939	2
Professional equipment and supplies	15	1,210	135	4,769	7	121	13	44	1,131	---	12	388	4	28	1,240	---	18	432	---	20	494	3
Service equipment and supplies:																						
Barber and beauty supply houses	12	1,500	148	5,898	1	(x)	10	32	877	---	9	270	---	66	2,711	---	20	514	---	11	259	1
All other	20	2,592	156	6,206	2	(x)	15	40	1,305	---	15	387	---	53	2,134	---	21	642	2	12	322	---
All other	14	3,190	177	7,574	13	256	24	47	1,480	1	20	912	--	33	1,399	---	29	1,117	---	24	791	12
Metals and metal work (except scrap)	16	5,365	255	10,757	20	377	24	97	3,284	3	11	361	---	28	1,303	---	85	2,788	13	10	301	4
Paper and its products	53	5,631	349	12,819	54	728	17	94	2,880	4	37	1,253	---	111	4,675	24	76	2,407	4	14	424	22
Wrapping or coarse paper and products	14	1,815	110	3,747	51	703	10	21	566	4	5	122	---	46	1,812	21	25	706	4	3	(x)	22
Printing and writing papers	6	2,751	140	5,788	---	---	6	43	1,483	---	10	395	---	47	2,030	---	29	1,000	---	5	210	---
All other	10	1,265	99	3,284	3	25	1	30	831	---	22	736	---	18	833	3	22	701	---	6	(x)	---
Plumbing and heating equipment and supplies	25	6,396	342	14,709	7	143	22	97	3,572	5	40	1,589	--	73	3,278	---	100	3,745	1	10	323	1
Plumbing fixtures, equipment, and supplies	14	3,081	169	6,546	1	(x)	13	39	1,241	1	17	633	---	37	1,426	---	56	1,886	---	7	222	---
All other	11	3,315	173	8,163	6	(x)	9	58	2,331	4	23	956	---	36	1,852	---	44	1,859	1	3	101	1
Tobacco and products (except leaf)	12	8,646	167	5,868	3	33	5	66	1,878	1	11	232	---	38	1,585	---	29	814	2	18	521	---
Waste materials	27	5,123	367	10,864	3	52	12	27	717	---	12	418	--	5	230	---	204	5,605	2	107	2,941	1
Waste paper, rags, and rubber	9	1,551	167	5,174	3	52	7	17	466	---	---	---	---	4	(x)	---	108	3,140	2	31	756	1
All other	18	3,572	200	5,690	---	---	5	10	251	---	12	418	--	1	(x)	---	98	2,465	---	76	2,185	---
All other products	84	41,601	1,211	43,548	57	601	71	423	11,280	11	78	2,894	9	156	7,170	2	316	8,513	15	167	5,434	20
Books, periodicals, and newspapers	7	2,941	149	4,830	3	24	8	62	1,780	---	4	111	---	33	1,175	---	52	935	1	10	381	2
Flowers and nursery stock	29	7,234	137	4,311	20	206	11	31	761	3	15	492	2	12	440	---	33	845	7	30	762	8
General merchandise	6	19,586	556	20,707	8	75	23	247	6,447	1	30	1,228	---	68	3,530	---	159	4,546	7	32	1,602	---
Optical goods	7	750	101	3,216	---	---	5	12	265	--	17	563	---	3	210	---	9	220	---	55	1,462	---
Miscellaneous kinds of business [1]	42	10,362	276	10,280	26	296	24	71	2,027	7	12	500	7	40	1,815	2	83	1,769	---	40	1,227	10

For footnotes, see end of table.

TABLE 3.--ANALYSIS OF EMPLOYMENT AND PAY ROLL BY OCCUPATIONAL GROUPS

TYPE OF OPERATION BY KINDS OF BUSINESS--Continued

SAN FRANCISCO

[Figures are for week ended October 21, 1939, except where such period is not representative. In such cases one week of representative employment is given]

TYPE OF OPERATION KIND OF BUSINESS	ESTABLISHMENTS REPORTING EMPLOYEES BY OCCUPATIONAL GROUPS		TOTAL EMPLOYEES REPORTED BY OCCUPATIONAL GROUPS				Number of executives and salaried corporation officers	OFFICE AND CLERICAL EMPLOYEES			INSIDE SELLING EMPLOYEES			OUTSIDE SELLING EMPLOYEES			WAREHOUSE EMPLOYEES			ALL OTHER		
			Full-time		Part-time			Full-time		Number of part-time	Full-time		Number of part-time	Full-time		Number of part-time	Full-time		Number of part-time	Full-time		Number of part-time
	Number	Sales (add 000)	Number	Pay roll for week	Number	Pay roll for week		Number	Pay roll for week		Number	Pay roll for week		Number	Pay roll for week		Number	Pay roll for week		Number	Pay roll for week	
MANUFACTURERS' SALES BRANCHES (With stocks)	406	$416,215	8,588	$379,564	198	$3,251	287	2,875	$91,508	36	311	$14,660	3	2,917	$160,492	31	1,349	$41,337	46	849	$29,370	82
Amusement and sporting goods	10	13,729	364	12,763	24	303	9	152	4,504	---	5	314	---	40	2,435	---	87	2,460	---	71	1,882	24
Automotive	24	13,258	586	23,517	17	232	16	170	5,170	2	39	1,823	---	173	9,168	---	92	2,854	10	96	3,484	5
Beer, wines, and liquors	16	16,811	442	22,743	---	---	11	75	2,445	---	13	587	---	214	13,702	---	81	2,640	---	48	2,184	---
Chemicals and paints	25	13,851	500	22,588	12	166	22	195	6,969	1	7	267	---	142	8,304	---	68	2,217	8	66	2,432	3
Clothing and furnishings	20	(x)	198	10,115	2	(x)	5	61	1,729	---	12	532	---	77	6,364	---	38	879	1	5	112	1
Drugs and drug sundries	21	11,919	523	22,213	7	130	9	166	4,524	---	10	395	---	223	12,732	5	90	2,516	2	25	944	---
Dry goods (specialty lines)	21	(x)	228	9,516	1	(x)	7	98	2,516	1	2	(x)	---	69	4,759	---	51	1,317	---	1	(x)	---
Electrical goods	21	20,059	409	20,107	2	(x)	3	199	6,673	2	4	199	---	156	11,210	---	34	998	---	13	676	---
Farm products--consumer goods	5	(x)	122	4,306	21	313	7	14	402	---	2	(x)	---	40	1,723	---	16	510	---	43	1,093	21
Furniture and house furnishings	12	(x)	366	18,192	14	246	37	130	4,049	6	36	1,296	2	106	5,712	---	46	1,286	---	11	337	6
Groceries and foods (specialty lines)	36	(x)	1,164	51,032	26	370	27	373	13,027	3	27	2,118	---	501	20,577	15	141	4,525	8	95	3,223	---
Lumber and construction materials	12	(x)	216	11,058	8	127	16	69	2,258	---	13	657	---	78	5,029	---	27	949	3	13	381	5
Machinery--equipment--supplies	97	29,266	1,408	61,978	19	250	55	388	12,296	8	61	2,508	---	428	24,699	1	225	7,354	4	251	9,215	6
Metals and metal work (except scrap)	19	30,461	296	13,151	15	387	5	63	2,087	5	27	1,249	1	95	5,757	5	106	3,457	4	1	(x)	---
Paper and its products	16	31,108	584	29,462	1	(x)	26	321	11,546	1	37	1,905	---	79	4,885	---	85	2,581	---	36	1,232	---
Plumbing and heating equipment and supplies	17	(x)	304	11,014	14	376	9	106	2,532	5	2	(x)	---	79	4,180	---	81	2,418	3	27	902	6
Tobacco and products (except leaf)	4	65,753	321	13,152	5	51	3	57	2,199	---	---	---	---	241	9,734	5	17	671	---	3	113	---
All other [2]	30	8,573	557	22,657	10	247	20	236	6,582	2	14	512	---	176	9,542	---	65	1,865	3	44	1,126	5
MANUFACTURERS' SALES OFFICES (Without stocks)	106	99,404	1,482	78,335	38	834	70	628	20,974	2	49	2,635	---	534	34,607	---	---	---	---	201	5,453	36
Chemicals and paints	6	7,354	282	11,196	---	---	5	170	4,952	---	---	---	---	75	4,257	---	---	---	---	32	1,213	---
Groceries and foods (specialty lines)	12	29,006	438	25,029	34	763	32	182	7,412	---	30	1,710	---	111	5,634	---	---	---	---	83	1,891	34
Machinery--equipment--supplies	22	7,701	109	6,103	---	---	3	29	761	---	2	(x)	---	70	4,691	---	---	---	---	5	187	---
Metals and metal work (except scrap)	14	17,046	140	8,453	1	(x)	7	58	2,219	1	---	---	---	53	4,744	---	---	---	---	22	417	---
All other [3]	52	38,295	513	27,554	3	(x)	23	189	5,630	1	17	(x)	---	225	15,281	---	---	---	---	59	1,745	2
														SALESMEN			TRUCK OPERATORS AND CHAUFFEURS					
PETROLEUM BULK STATIONS AND TERMINALS: **																						
Petroleum and its products	11	19,203	549	22,308	6	104	5	119	4,464	1	---	---	---	156	7,133	---	116	4,533	1	153	5,713	4
														BUYING AND SELLING EMPLOYEES								
AGENTS AND BROKERS	326	203,796	1,893	76,758	143	2,246	158	752	24,819	58	---	---	---	552	27,601	31	---	---	---	231	6,964	54
Dry goods (general line)	1	6,224	90	3,114	6	61	2	35	927	1	---	---	---	28	1,421	4	---	---	---	25	(x)	1
Dry goods (specialty lines)	18																					
Electrical goods	27	3,959	97	3,184	9	159	10	38	1,056	5	---	---	---	33	1,274	3	---	---	---	16	390	1
Farm products--consumer goods	9	7,149	119	5,341	4	94	9	35	1,138	1	---	---	---	32	1,662	---	---	---	---	43	1,622	3
Groceries and foods (specialty lines)	87	100,708	486	26,690	10	100	51	272	10,277	6	---	---	---	146	8,352	1	---	---	---	17	593	3
Machinery--equipment--supplies	49	8,904	159	5,600	36	695	9	60	1,797	8	---	---	---	56	2,245	7	---	---	---	34	850	21
All other [4]	155	76,852	742	32,829	78	1,137	77	312	9,624	37	---	---	---	257	12,647	16	---	---	---	96	(x)	25
ASSEMBLERS (Mainly farm products)	15	11,748	266	9,299	442	9,904	20	60	1,845	9	---	---	---	65	2,244	4	---	---	---	121	3,587	429
Farm products--consumer goods	9	6,166	135	4,375	431	9,723	10	30	1,133	2	---	---	---	43	1,490	---	---	---	---	52	1,209	429
All other [5]	6	5,582	131	4,924	11	181	10	30	712	7	---	---	---	22	754	4	---	---	---	69	2,378	---

** Sales include taxes.

x Withheld to avoid disclosure.

1 Includes 5 coal and coke; 3 petroleum and its products; and 34 all other products.

2 Includes 1 farm supplies; 3 hardware; 3 jewelry; 3 petroleum and its products; and 20 all other products.

3 Includes 2 amusement and sporting goods; 1 automotive; 2 beer, wines, and liquors; 2 clothing and furnishings; 1 drugs and drug sundries (specialty lines); 1 dry goods (specialty lines); 5 electrical goods; 1 farm supplies; 6 furniture and house furnishings; 1 hardware; 7 lumber and construction materials; 10 paper and its products; 7 plumbing and heating equipment and supplies; 1 tobacco and products (except leaf); and 5 all other products.

4 Includes 5 amusement and sporting goods; 10 automotive; 3 beer, wines, and liquors; 12 chemicals and paints; 13 clothing and furnishings; 7 drugs and drug sundries (specialty lines); 8 farm products--raw materials; 4 farm supplies; 17 furniture and house furnishings; 13 hardware; 3 jewelry; 20 lumber and construction materials; 5 metals and metal work (except scrap); 7 paper and its products; 7 plumbing and heating equipment and supplies; 2 tobacco and products (except leaf); 2 waste materials; and 17 all other products.

5 Includes 1 farm products--raw materials; and 5 groceries and foods (specialty lines).

TABLE 3.—ANALYSIS OF EMPLOYMENT AND PAY ROLL BY OCCUPATIONAL GROUPS

TYPES OF OPERATION BY KINDS OF BUSINESS

WASHINGTON, D. C.

[Figures are for week ended October 21, 1939, except where such period is not representative. In such cases one week of representative employment is given]

TYPE OF OPERATION KIND OF BUSINESS	ESTABLISHMENTS REPORTING EMPLOYEES BY OCCUPATIONAL GROUPS		TOTAL EMPLOYEES REPORTED BY OCCUPATIONAL GROUPS				Number of executives and salaried corporation officers	OFFICE AND CLERICAL EMPLOYEES			INSIDE SELLING EMPLOYEES			OUTSIDE SELLING EMPLOYEES			WAREHOUSE EMPLOYEES			ALL OTHER		
			Full-time		Part-time			Full-time		Number of part-time	Full-time		Number of part-time	Full-time		Number of part-time	Full-time		Number of part-time	Full-time		Number of part-time
	Number	Sales (add 000)	Number	Pay roll for week	Number	Pay roll for week		Number	Pay roll for week		Number	Pay roll for week		Number	Pay roll for week		Number	Pay roll for week		Number	Pay roll for week	
SERVICE AND LIMITED-FUNCTION WHOLESALERS	361	$149,093	6,043	$195,894	158	$1,763	382	1,102	$30,737	51	587	$17,566	9	1,178	$47,734	10	1,131	$26,163	18	1,663	$37,145	70
Automotive	35	23,808	597	20,471	13	68	31	116	3,308	3	81	2,359	1	185	4,788	---	32	800	---	212	5,836	9
Automobiles (new and used)	6	19,679	192	7,847	12	(x)	9	50	1,637	3	8	259	1	48	1,922	---	---	---	--	77	2,416	8
Automotive parts	14	1,413	201	6,277	1	(x)	8	20	482	---	50	1,449	---	25	995	---	18	427	-	80	2,046	1
All other	15	2,716	204	6,347	---	---	14	46	1,189	--	23	651	---	52	1,871	---	14	373	---	55	1,372	---
Beer, wines, and liquors	20	(x)	583	23,278	4	39	32	86	2,469	---	8	337	---	241	10,395	2	111	2,718	1	105	2,729	1
Beer and ale	8	(x)	264	8,616	1	(x)	12	16	513	---	6	(x)	---	114	3,943	---	36	780	--	76	1,807	1
Wines and liquors	12	(x)	319	14,662	3	(x)	20	70	1,956	---	2	(x)	---	127	6,452	2	73	1,938	1	27	922	---
Chemicals and paints	10	1,053	95	2,909	5	66	10	16	361	1	15	400	---	21	653	4	17	341	--	16	638	---
Coal and coke	6	(x)	99	2,739	9	45	3	17	612	---	1	(x)	--	7	321	--	---	---	---	71	1,491	9
Drugs (general line)	1	2,733	130	3,842	---	---	11	43	965	---	5	177	---	10	271	---	50	1,145	---	11	301	---
Drugs and drug sundries (specialty lines)	5																					
Electrical goods	23	8,640	438	15,486	2	(x)	28	110	2,899	2	71	2,141	---	81	3,457	---	52	1,427	---	96	2,821	---
Electrical merchandise (general line)	4	4,590	199	7,153	---	---	11	59	1,700	---	27	931	---	34	1,542	-	27	810	---	41	1,151	---
Radios and equipment	5	1,927	109	4,205	2	(x)	8	21	466	2	10	273	---	29	1,142	--	13	406	---	28	597	---
All other	14	2,123	130	4,128	---	---	9	30	733	- -	34	937	---	18	773	--	12	212	-	27	873	---
Farm products--consumer goods	40	10,711	485	13,860	15	97	25	42	1,272	2	48	1,556	1	93	2,912	---	73	1,614	2	204	4,873	10
Fruits and vegetables (fresh)	25	5,378	213	5,820	13	(x)	10	24	693	2	32	1,067	---	21	706	---	43	860	2	92	1,655	9
All other	15	5,333	272	8,040	2	(x)	15	18	579	---	16	489	1	72	2,212	---	30	754	---	121	3,218	1
Groceries (general line)	11	11,823	376	12,097	20	316	33	60	1,743	- -	20	479	---	53	2,436	--	173	4,284	-	27	[illegible]	10
Groceries and foods (specialty lines)	51	15,402	681	21,533	16	153	44	88	2,730	1	83	2,535	5	140	4,958	2	155	4,117	4	172	5,330	4
Coffee, tea, and spices	3	1,396	93	3,214	3	(x)	4	14	509	1	6	157	---	26	1,004	- -	36	976	2	[illegible]	133	--
Meats and provisions	24	8,426	269	9,111	2	(x)	27	32	1,029	---	50	1,744	---	30	1,211	---	33	1,246	-	97	1,919	1
All other	24	5,586	319	9,208	11	84	13	42	1,192	---	27	634	5	84	2,743	2	86	[illegible]	1	[illegible]	1,268	2
Hardware	9	3,999	277	10,292	4	94	16	67	2,021	—	31	1,432	---	34	2,102	—	44	1,382	1	[illegible]	[illegible]	3
Lumber and construction materials	12	8,993	421	13,508	4	56	16	67	2,160	---	9	330	--	40	2,201	—	44	871	1	248	[illegible]	7
Machinery--equipment--supplies	24	3,376	261	8,495	6	66	32	49	1,365	2	33	912	---	58	[illegible]	1	34	901	---	32	1,394	3
Service equipment and supplies	12	1,090	94	2,933	2	(x)	12	20	481	- -	7	197	---	31	1,094	1	12	241	---	12	[illegible]	1
All other	12	2,286	167	5,562	4	(x)	20	29	884	2	26	715	---	27	994	---	22	660	--	43	[illegible]	2
Paper and its products	25	6,590	292	9,879	3	19	19	65	1,653	---	45	1,093	1	76	3,493	---	60	1,272	--	27	[illegible]	2
Printing and writing papers	6	(x)	110	4,728	---	---	9	25	661	--	7	297	---	31	1,709	--	33	728	- -	5	177	---
All other	19	(x)	182	5,151	3	19	10	40	972	---	38	796	1	45	1,784	---	27	544		22	465	2
Plumbing and heating equipment and supplies	15	10,304	387	12,501	50	644	25	116	2,977	40	33	1,013	- -	48	2,486	1	74	1,641	--	91	[illegible]	9
Plumbing and heating (general line)	7	8,366	244	8,310	50	644	12	69	2,073	40	27	757	---	30	1,588	1	55	1,169	---	50	1,04[illegible]	9
All other	8	1,938	143	4,191	---	--	12	47	904	---	6	256	-	18	898		19	472	-	41	834	
Tobacco and products (except leaf)	11	(x)	177	5,409	2	(x)	11	26	728	---	17	405	1	66	1,934	- -	30	673	---	27	565	1
Waste materials	14	1,520	181	2,608	---	---	--	6	195	-	--	---	---	2	(x)		7	1,344		[illegible]	[illegible]	---
All other [1]	49	(x)	503	16,987	5	33	46	128	3,279	- -	87	(x)	---	83	(x)		107	2,295	1	[illegible]	[illegible]	4

For footnotes, see end of table.

TABLE 3.--ANALYSIS OF EMPLOYMENT AND PAY ROLL BY OCCUPATIONAL GROUPS

TYPES OF OPERATION BY KINDS OF BUSINESS--Continued

WASHINGTON, D. C.

[Figures are for week ended October 21, 1939, except where such period is not representative. In such cases one week of representative employment is given]

TYPE OF OPERATION KIND OF BUSINESS	ESTABLISHMENTS REPORTING EMPLOYEES BY OCCUPATIONAL GROUPS		TOTAL EMPLOYEES REPORTED BY OCCUPATIONAL GROUPS				Number of executives and salaried supervisory officers	OFFICE AND CLERICAL EMPLOYEES			INSIDE SELLING EMPLOYEES			OUTSIDE SELLING EMPLOYEES			WAREHOUSE EMPLOYEES			ALL OTHER		
			Full-time		Part-time			Full-time		Number of part-time	Full-time		Number of part-time	Full-time		Number of part-time	Full-time		Number of part-time	Full-time		Number of part-time
	Number	Sales (add 000)	Number	Pay roll for week	Number	Pay roll for week		Number	Pay roll for week		Number	Pay roll for week		Number	Pay roll for week		Number	Pay roll for week		Number	Pay roll for week	
MANUFACTURERS' SALES BRANCHES (With stocks)	75	$73,335	1,824	$75,014	45	$870	50	498	$17,230	13	70	$3,201	---	508	$28,272	---	290	$8,751	5	408	$12,538	27
Amusement and sporting goods	8	5,958	229	7,775	24	413	7	142	3,841	---	---	---	---	29	1,888	---	38	874	---	13	250	24
Automotive	8	3,958	146	5,819	---	---	11	33	1,103	---	7	450	---	43	2,111	---	10	214	---	44	1,441	---
Beer, wines, and liquors	5	3,630	136	5,932	---	---	4	17	460	---	1	(x)	---	81	4,157	---	20	584	---	13	329	---
Groceries and foods (specialty lines)	13	(x)	435	[illegible]	3	(x)	5	65	1,764	---	38	1,775	---	147	5,593	---	110	3,479	---	70	2,018	3
Machinery--equipment--supplies	24	11,568	355	[illegible]	13	242	12	80	2,813	13	13	540	---	124	8,882	---	4	81	---	122	3,986	---
Plumbing and heating equipment and supplies	4	3,958	102	[illegible]	1	(x)	3	37	1,161	---	3	94	---	24	1,428	---	19	458	1	18	515	---
All other [2]	13	(x)	419	[illegible]	4	137	8	124	6,088	---	8	(x)	---	60	4,212	--	89	3,061	4	130	3,999	---
MANUFACTURERS' SALES OFFICES (Without stocks)	37	40,542	345	[illegible]	9	79	9	116	3,727	3	11	568	---	176	10,665	1	---	---	---	33	884	5
														SALESMEN			TRUCK OPERATORS AND CHAUFFEURS					
PETROLEUM BULK STATIONS: **																						
Petroleum and its products	9	11,928	236	8,709	34	718	1	72	2,485	1	---	---	---	26	(x)	7	70	2,691	9	67	2,277	17
														BUYING AND SELLING EMPLOYEES								
AGENTS AND BROKERS	55	24,882	360	14,968	30	347	28	102	2,835	4	---	---	---	128	6,434	6	---	---	---	102	2,550	20
Farm products--consumer goods	8	3,945	114	7,425	5	75	10	16	571	1	---	---	---	27	1,039	1	---	---	---	61	1,183	3
Machinery--equipment--supplies	13	5,771	101	2,012	8	103	4	37	1,001	2	--	---	---	41	3,360	4	---	---	---	19	895	2
All other [3]	34	15,166	145	5,031	17	169	14	49	1,263	1	---	---	---	60	2,035	1	---	---	---	22	474	15

** Sales include taxes.

x Withheld to avoid disclosure.

1 Includes 8 amusement and sporting goods; 1 dry goods (general line); 4 dry goods (specialty lines); 1 farm products--raw materials; 1 farm supplies; 5 furniture and house furnishings; 4 jewelry; 4 metals and metal work (except scrap); 1 petroleum and its products; and 20 all other products.

2 Includes 1 chemicals and paints; 3 electrical goods; 1 farm products--consumer goods; 3 furniture and house furnishings; 2 lumber and construction materials; 1 metals and metal work (except scrap); and 2 all other products.

3 Includes 1 automotive; 2 coal and coke; 3 electrical goods; 1 furniture and house furnishings; 9 groceries and foods (specialty lines); 3 lumber and construction materials; 3 metals and metal work (except scrap); 4 paper and its products; 5 plumbing and heating equipment and supplies; and 3 all other products.

Table 4.—BUSINESS SIZE—WHOLESALE MERCHANTS

Wholesale merchants and, for trades in which they appear, industrial distributors are classified by size based on 1939 sales in table 4. A maximum of nine sales-size groups, as outlined below, are used in presenting the results.

Group number:	*Business-size group*
I	$2, 000, 000 and over.
II	$1, 000, 000–$1, 999, 999.
III	$500, 000–$999, 999.
IV	$300, 000–$499, 999.
V	$200, 000–$299, 999.
VI	$100, 000–$199, 999.
VII	$50, 000–$99, 999.
VIII	$10, 000–$49, 999.
IX	Under $10, 000.

The number of establishments, sales, expenses, personnel, and pay roll are given for each size classification. Size groups under each kind of business are analyzed by geographic divisions in as much detail as the data permit without disclosing individual operations.

INDEX TO DATA BY TRADES OR KINDS OF BUSINESS IN TABLE 4

Page

Amusement and sporting goods 525
- Bicycles and supplies 525
- Cameras and photographic supplies 525
- Motion picture equipment and supplies (except films) 525
- Motion picture film exchanges 525
- Sporting goods 525
- Toys, novelties, and fireworks 525
- All other 525

Automotive 525
- Automobiles (new and used) 525
- Trucks and tractors 525
- Automotive accessories and equipment 526
- Automotive parts 526
- Tires and tubes 526

Beer, wines, and liquors 527
- Beer and ale 527
- Wines and liquors 527

Chemicals and paints 528
- Dyestuffs 528
- Explosives 528
- Industrial chemicals 528
- Naval stores 528
- Paints and varnishes 528
- Paints with glass and/or wallpaper 528
- All other 528

Clothing and furnishings 529
- Clothing and furnishings (general line) 529
- Men's and boys' 529
- Women's and children's 529
- Furs, dressed, and fur clothing 530
- Millinery and millinery supplies 530
- Shoes and other footwear 530

Coal and coke 530

Drugs (general line) 531
- Service wholesalers (without liquor) 531
- Service wholesalers (with liquor) 531

Drugs and drug sundries (specialty lines) 531
- Proprietary medicines 531
- Toiletries 531
- Drug specialties and sundries 531

Dry goods (general line) 532

Dry goods (specialty lines) 532
- Hosiery and lingerie 532
- Notions 532
- Piece goods:
  - General line 532
  - Cotton 532
  - Silk, linen, rayon, and velvet 533
  - Woolen and worsted 533
  - Other 533
- Other dry goods specialties 533

Electrical goods 534
- Electrical merchandise (general line) 534
- Apparatus and equipment 534
- Wiring supplies and construction materials 534
- Radios and equipment 534
- Refrigerators and equipment (household) 535
- All other 535

Farm products—raw materials 535
- Cotton 535
- Grains 535
- Hides, skins, and raw furs 536
- Horses and mules 536
- Livestock 536
- Tobacco (leaf) 536
- Wool and mohair 536
- All other 536

Farm products—consumer goods 536
- Dairy products 536
- Dairy and poultry products 537
- Poultry and poultry products 537
- Fruits and vegetables (fresh) 538
- Fresh fruits only 538
- All other 539

Farm supplies 539
- Feed 539
- Fertilizer 539
- Seeds 539
- All other 539

Furniture and house furnishings 539
- China, glassware, and crockery 539
- Floor coverings 540
- Furniture (general line) 540
- Furniture (household) 540
- Furniture (office) 540
- House furnishings (except as specified) 540
- Musical instruments and sheet music 540

Groceries (general line) 540
- Not sponsoring cooperative or voluntary groups 540

Groceries and foods (specialty lines) 541
- Breakfast cereals 541
- Canned foods 541
- Coffee, tea, and spices 541
- Coffee roasting and spice grinding 541
- Confectionery 542
- Fish and sea foods 542
- Flour 543
- Fruits and vegetables (frosted) 543
- Meats and provisions 543
- Other food and grocery specialties 543

Page

Hardware 544
- General line (with industrial department) 544
- General line (without industrial department) 544
- Specialty lines 545

Jewelry 545
- Jewelry (general line) 545
- Clocks and watches 545
- Diamonds and other precious stones 545
- All other 545

Lumber and construction materials 545
- Builders' supplies (general line) 545
- Lumber 545
- Lumber and millwork 546
- Millwork 546
- Brick, tile, and terra cotta 546
- Cement, lime, and plaster 546
- Glass 546
- All other 547

Machinery—equipment—supplies 547
- Commercial equipment and supplies:
  - Office machines and equipment 547
  - Restaurant and hotel supply houses 547
  - Garage and filling station equipment 547
  - Soda fountain equipment and supplies 547
  - Store machines 547
  - Store fixtures and equipment 548
  - All other 548
- Farm and dairy:
  - Dairy equipment 548
  - Farm implements 548
  - Farm machinery and equipment 548
- Industrial machinery, equipment, and supplies:
  - Industrial (general line) 548
  - Belting, hose, and packing 548
  - Construction (except road building) 548
  - Road building 548
  - Machine tools 549
  - Mine and mill supplies 549
  - Oil-well supply houses 549
  - Power plant and power transmission 549
  - Printing and lithographing (except paper) 549
  - Rope, cordage, and twine 549
  - Textile 549
  - Used machinery and equipment 549
  - All other 550
- Professional equipment and supplies:
  - Dental supply houses 550
  - Religious supply houses 550
  - School equipment and supplies 550
  - Surgical, medical, and hospital 550
  - All other 551
- Service equipment and supplies:
  - Barber and beauty supply houses 551
  - Laundry and dry cleaning 551
  - Tailors' supplies 551
  - Undertakers' supplies 551
  - Upholsterers' supplies 551
  - All other 551
- Transportation equipment and supplies:
  - Aircraft and aeronautical 552
  - Railroad 552
  - Marine 552
  - Other 552

Metals and metal work (except scrap) 552
- Building metal work 552
- Iron and steel products (general line) 552
- Iron and steel products (semifinished) 552
- Iron and steel products (flat) 552
- Wire and wire products 552
- Iron and steel finished products (n. e. c.) 552
- Copper 552
- All other 552

Paper and its products 552
- Wrapping or coarse paper and products 552
- Printing and writing papers 553
- Stationery and stationery supplies 553
- Wallpaper 553

Petroleum and its products 554

Plumbing and heating equipment and supplies 554
- Plumbing and heating (general line) 554
- Heating (including stoves and ranges) 554
- Plumbing fixtures, equipment, and supplies 555
- All other 555

Tobacco and products (except leaf) 555

Waste materials 556
- Iron and steel scrap 556
- Junk and scrap (general line) 556
- Waste paper, rags, and rubber 557
- Nonferrous metals 557
- All other 557

All other products 557
- Books, periodicals, and newspapers 557
- Flowers and nursery stock 558
- Forest products (except lumber) 558
- General merchandise 558
- Leather and shoe findings 558
- Leather goods 559
- Oils and greases (animal and vegetable) 559
- Optical goods 559
- Textiles and materials (other than dry goods) 559
- Yarns 559
- Miscellaneous kinds of business 559

TABLE 4.—BUSINESS SIZE—WHOLESALE MERCHANTS

ESTABLISHMENTS, SALES, EXPENSES, PERSONNEL, AND PAY ROLL
KINDS OF BUSINESS, NET-SALES-SIZE GROUPS, AND GEOGRAPHIC DIVISIONS

GEOGRAPHIC DIVISIONS

KIND OF BUSINESS BUSINESS SIZE GROUP GEOGRAPHIC DIVISION	Number of establishments	Sales (add 000)	OPERATING EXPENSES (including pay roll) Amount (add 000)	OPERATING EXPENSES Percent of sales	Active proprietors	Number of employees* Average for year	Total pay roll* (add 000)
	AMUSEMENT AND SPORTING GOODS						
BICYCLES AND SUPPLIES	40	$5,005	$899	18.0	16	336	$496
CAMERAS AND PHOTOGRAPHIC SUPPLIES	105	12,356	2,404	19.5	65	798	1,225
MOTION PICTURE EQUIPMENT AND SUPPLIES (Except films)	64	9,950	1,511	15.2	14	409	759
MOTION PICTURE FILM EXCHANGES	203	22,269	4,272	19.2	60	1,231	2,452
$200,000 and over	16	16,303	1,846	11.3	---	334	1,042
Middle Atlantic	6	4,000	728	---	---	140	337
East North Central	4	1,440	302	---	---	86	206
Other divisions	[illegible]	10,863	816	---	---	108	499
$100,000 - $199,999	15	2,005	616	30.7	6	205	358
East North Central	5	686	207	---	2	61	103
West South Central	4	494	120	---	3	45	71
Other divisions	6	825	289	---	1	[illegible]	184
$50,000 - $99,999	21	1,332	529	39.7	3	190	300
Middle Atlantic	9	536	199	---	1	75	119
West North Central	[illegible]	243	102	---	1	36	51
Other divisions	8	553	228	---	1	79	130
$10,000 - $49,999	95	2,357	1,146	48.6	30	431	679
New England	6	129	65	---	1	24	45
Middle Atlantic	35	898	420	---	6	143	247
East North Central	8	164	79	---	3	42	50
West North Central	10	223	118	---	1	40	61
South Atlantic	7	143	63	---	2	24	34
Mountain	6	155	84	---	9	28	43
Pacific	16	459	252	---	7	98	164
Other divisions	7	186	65	---	1	32	35
Under $10,000	56	272	135	49.6	21	71	73
Middle Atlantic	17	99	50	---	6	21	26
East North Central	12	45	24	---	1	18	15
West North Central	7	29	12	---	4	8	7
Pacific	10	44	22	---	7	15	13
Other divisions	10	55	27	---	3	9	12
SPORTING GOODS	224	36,720	6,786	18.5	114	2,063	3,304
$200,000 and over	40	25,081	4,221	16.8	4	1,244	2,137
Middle Atlantic	15	13,694	2,155	---	2	554	1,103
South Atlantic	5	1,592	255	---	---	64	84
Pacific	5	2,157	[illegible]	---	---	166	250
Other divisions	15	7,438	1,413	---	2	460	700
$100,000 - $199,999	34	5,082	1,096	21.6	21	319	511
Middle Atlantic	9	1,452	311	---	9	75	123
West South Central	7	975	186	---	---	60	100
Pacific	5	784	157	---	3	58	86
Other divisions	13	1,871	442	---	9	126	202
$50,000 - $99,999	58	4,187	909	21.7	18	283	417
Middle Atlantic	14	969	234	---	5	76	111
East North Central	9	639	124	---	---	[illegible]	65
South Atlantic	5	415	82	---	1	20	38
West South Central	7	533	143	---	---	33	63
Mountain	5	361	77	---	4	36	39
Pacific	11	746	148	---	6	44	59
Other divisions	7	524	101	---	2	28	42
Under $50,000	92	2,370	560	23.6	71	217	239
New England	7	164	40	---	4	16	16
Middle Atlantic	31	804	186	---	25	67	81
East North Central	10	225	41	---	[illegible]	17	18
West North Central	11	296	85	---	5	36	33
South Atlantic	9	224	54	---	7	22	20
Pacific	18	455	105	---	18	41	52
Other divisions	6	202	49	---	3	18	19
TOYS, NOVELTIES, AND FIREWORKS	481	37,950	8,080	21.3	413	2,630	3,838
$200,000 and over	44	21,286	4,172	19.6	22	1,175	2,064
Middle Atlantic	25	14,824	2,633	---	17	631	1,251
East North Central	9	3,585	832	---	---	289	422
Other divisions	10	3,077	707	---	5	255	391
$100,000 - $199,999	37	4,757	1,102	23.2	29	397	554
Middle Atlantic	17	2,170	482	---	18	142	240
East North Central	[illegible]	1,136	256	---	3	129	131
Other divisions	12	1,451	364	---	8	126	183

KIND OF BUSINESS BUSINESS-SIZE GROUP GEOGRAPHIC DIVISION	Number of establishments	Sales (add 000)	OPERATING EXPENSES (including pay roll) Amount (add 000)	OPERATING EXPENSES Percent of sales	Active proprietors	Number of employees* Average for year	Total pay roll* (add 000)
	MUSEMENT AND SPORTING GOODS—Con.						
TOYS, NOVELTIES, AND FIREWORKS—Con.							
$50,000 - $99,999	80	$5,728	$1,360	23.7	67	459	$612
Middle Atlantic	44	3,267	683	---	43	230	299
East North Central	15	1,061	327	---	9	115	168
West North Central	5	395	83	---	4	24	27
Pacific	9	601	174	---	7	53	72
Other divisions	7	404	93	---	4	37	46
Under $50,000	320	6,179	1,448	23.4	295	599	608
New England	20	356	92	---	16	54	45
Middle Atlantic	126	2,251	548	---	119	228	227
East North Central	66	1,292	251	---	57	113	106
West South Central	15	271	66	---	9	18	21
Pacific	49	821	206	---	53	70	88
Other divisions	44	1,188	283	---	41	118	121
ALL OTHER	138	11,515	2,606	22.6	113	834	1,388
	AUTOMOTIVE						
AUTOMOBILES (New and used)	567	1,300976	65,253	5.0	215	17,140	31,595
$500,000 and over	293	1,252203	58,792	4.7	42	14,841	28,151
New England	21	77757	3,792	---	---	1,157	2,133
Middle Atlantic	57	252954	9,321	---	5	2,822	5,044
East North Central	64	345093	22,529	---	5	4,070	7,998
West North Central	43	219239	6,269	---	7	1,853	3,495
South Atlantic	30	139263	4,680	---	3	1,385	2,578
East South Central	11	38153	1,428	---	5	443	745
West South Central	21	35397	1,647	---	3	448	826
Mountain	12	13657	1,114	---	7	365	579
Pacific	34	130790	8,012	---	7	2,278	4,753
$200,000 - $499,999	93	33,112	3,965	12.0	45	1,446	2,118
New England	7	2,449	281	---	1	86	147
Middle Atlantic	17	6,604	751	---	[illegible]	284	443
East North Central	22	7,620	1,033	---	10	379	561
West North Central	15	5,417	663	---	8	262	327
South Atlantic	9	2,818	371	---	2	133	203
East South Central	[illegible]	1,472	133	---	4	44	60
West South Central	7	2,319	222	---	6	89	102
Mountain	6	2,219	239	---	2	100	138
Pacific	6	2,194	252	---	6	[illegible]	137
Under $200,000	181	15,661	2,496	15.9	128	853	1,326
Middle Atlantic	40	5,230	780	---	19	247	396
East North Central	41	2,422	377	---	35	141	195
West North Central	26	2,688	277	---	23	110	138
South Atlantic	17	1,525	259	---	6	100	151
West South Central	20	1,514	391	---	23	108	218
Other divisions	37	2,884	412	---	22	147	228
TRUCKS AND TRACTORS	577	66,296	11,639	17.6	415	3,990	6,455
$500,000 and over	25	21,063	3,791	18.0	---	995	2,095
Middle Atlantic	5	4,739	924	---	---	279	559
South Atlantic	4	2,290	579	---	---	130	226
Pacific	4	3,154	486	---	---	115	296
Other divisions	12	10,880	1,802	---	---	471	1,014
$200,000 - $499,999	54	15,748	2,388	15.2	15	844	1,498
Middle Atlantic	11	3,127	502	---	5	159	288
East North Central	13	4,425	611	---	4	205	407
South Atlantic	10	2,836	490	---	---	207	370
Pacific	8	2,142	261	---	2	81	129
Other divisions	12	3,218	524	---	4	192	324
$100,000 - $199,999	88	12,219	2,136	17.5	48	772	1,179
New England	9	1,239	227	---	4	81	139
Middle Atlantic	16	2,206	450	---	11	158	257
East North Central	16	2,288	405	---	7	133	236
South Atlantic	13	1,661	238	---	5	97	126
West South Central	9	1,334	235	---	2	94	158
Pacific	18	2,430	391	---	15	124	186
Other divisions	7	1,081	190	---	4	85	97
Under $100,000	410	17,266	3,324	19.3	352	1,379	1,683
New England	32	1,434	320	---	20	136	174
Middle Atlantic	100	4,175	831	---	84	329	409
East North Central	92	4,015	786	---	[illegible]	302	411
West North Central	35	1,538	270	---	32	117	132

* Employees and pay roll include paid executives of corporations but not the number and compensation of proprietors of unincorporated businesses.

GEOGRAPHIC DIVISIONS

TABLE 4.—BUSINESS SIZE—WHOLESALE MERCHANTS

Establishments, Sales, Expenses, Personnel, and Pay Roll—Continued

Kinds of Business, Net-Sales-Size Groups, and Geographic Divisions

KIND OF BUSINESS BUSINESS-SIZE GROUP GEOGRAPHIC DIVISION	Number of establishments	Sales (add 000)	OPERATING EXPENSES (including pay roll) Amount (add 000)	Per cent of sales	Active proprietors of unincorporated businesses	Number of employees* (full-time and part-time) Average for year	Total pay roll* (add 000)
AUTOMOTIVE—Con.							
TRUCKS AND TRACTORS—Con.							
Under $100,000—Con.							
South Atlantic	31	$1,022	$200	—	26	88	[illegible]
East South Central	22	762	146	—	22	78	80
West South Central	56	1,559	264	—	37	127	132
Mountain	10	[illegible]	78	—	10	32	39
Pacific	52	2,271	429	—	[illegible]	170	[illegible]
AUTOMOTIVE ACCESSORIES AND EQUIPMENT	2,827	257,123	59,971	23.3	1,826	22,186	33,033
$500,000 and over	56	58,927	10,170	17.3	13	3,625	5,902
Middle Atlantic	9	6,253	1,530	—	3	470	847
East North Central	17	16,095	2,786	—	2	1,001	1,641
West North Central	11	14,204	2,342	—	3	826	1,241
West South Central	6	6,876	875	—	—	302	[illegible]
Other divisions	13	15,499	2,637	—	5	1,026	1,687
$300,000 - $499,999	73	27,100	6,759	24.9	24	2,239	3,874
Middle Atlantic	16	5,947	1,657	—	4	493	840
East North Central	21	7,517	1,818	—	8	578	1,062
West North Central	7	2,610	723	—	2	258	435
South Atlantic	10	4,011	[illegible]	—	6	318	506
Pacific	8	2,894	689	—	3	273	[illegible]
Other divisions	11	4,121	972	—	1	319	595
$200,000 - $299,999	131	31,620	7,757	24.5	32	2,634	4,374
New England	9	2,186	583	—	4	201	307
Middle Atlantic	29	7,004	1,769	—	9	565	1,025
East North Central	25	5,744	1,458	—	5	478	803
West North Central	17	4,357	981	—	—	354	535
South Atlantic	13	3,113	899	—	2	316	568
East South Central	5	1,130	307	—	2	132	171
West South Central	12	2,785	567	—	5	181	297
Mountain	9	2,281	447	—	1	162	257
Pacific	12	3,020	746	—	4	245	411
$100,000 - $199,999	408	56,609	14,294	25.3	224	5,276	7,921
New England	28	3,850	934	—	18	333	[illegible]
Middle Atlantic	[illegible]	11,533	2,798	—	46	1,070	1,645
East North Central	97	13,710	3,515	—	[illegible]	1,312	1,961
West North Central	49	6,759	1,702	—	26	612	901
South Atlantic	43	5,835	1,580	—	24	639	922
East South Central	21	2,585	714	—	20	256	350
West South Central	35	4,811	1,108	—	17	401	592
Mountain	17	2,550	558	—	5	187	285
Pacific	33	4,976	1,385	—	25	466	775
$50,000 - $99,999	668	47,288	11,959	25.3	373	4,541	6,435
New England	38	2,842	725	—	23	301	432
Middle Atlantic	134	9,560	2,370	—	67	[illegible]	1,288
East North Central	144	10,275	2,549	—	71	1,017	1,429
West North Central	83	5,769	1,512	—	65	608	794
South Atlantic	64	4,470	1,104	—	30	392	594
East South Central	43	2,914	726	—	22	269	369
West South Central	53	3,790	[illegible]	—	36	357	[illegible]
Mountain	36	2,569	670	—	13	222	321
Pacific	73	5,099	1,364	—	46	469	722
$10,000 - $49,999	1,208	33,895	8,542	25.2	930	3,657	4,341
New England	51	1,492	370	—	37	156	193
Middle Atlantic	218	6,376	1,541	—	137	624	789
East North Central	314	8,388	2,217	—	258	[illegible]	1,166
West North Central	148	4,277	1,067	—	127	469	524
South Atlantic	114	3,268	817	—	86	353	389
East South Central	64	1,680	406	—	53	187	201
West South Central	115	3,069	726	—	86	365	377
Mountain	45	1,528	[illegible]	—	28	144	176
Pacific	139	3,817	1,010	—	118	393	[illegible]
Under $10,000	285	1,684	490	29.1	230	214	196
New England	12	68	19	—	12	7	7
Middle Atlantic	26	161	35	—	17	12	[illegible]
East North Central	74	435	134	—	67	57	51
West North Central	42	244	82	—	33	37	30
South Atlantic	26	153	43	—	19	24	20
East South Central	12	70	28	—	7	11	11
West South Central	40	255	66	—	33	34	26
Mountain	13	73	21	—	[illegible]	6	7
Pacific	38	225	62	—	34	26	25

KIND OF BUSINESS BUSINESS-SIZE GROUP GEOGRAPHIC DIVISION	Number of establishments	Sales (add 000)	OPERATING EXPENSES (including pay roll) Amount (add 000)	Per cent of sales	Active proprietors of unincorporated businesses	Number of employees* (full-time and part-time) Average for year	Total pay roll* (add 000)
AUTOMOTIVE—Con.							
AUTOMOTIVE PARTS	3,310	$253,482	$66,763	26.3	2,240	24,745	$37,248
$500,000 and over	[illegible]	61,371	13,698	22.3	3	3,993	6,926
Middle Atlantic	11	12,132	2,748	—	3	819	1,394
East North Central	20	18,970	4,373	—	—	1,277	2,178
West North Central	6	5,094	1,239	—	—	336	580
South Atlantic	5	5,562	1,040	—	—	351	611
West South Central	[illegible]	8,500	1,731	—	—	481	854
Pacific	6	4,514	1,075	—	—	344	603
Other divisions	7	6,599	1,492	—	—	385	706
$300,000 - $499,999	[illegible]	22,212	5,748	25.9	6	2,019	3,451
Middle Atlantic	13	5,019	1,361	—	1	476	820
East North Central	[illegible]	3,352	799	—	1	324	498
West North Central	[illegible]	2,805	757	—	1	259	398
West South Central	7	2,798	580	—	—	199	356
Pacific	10	3,709	962	—	1	292	557
Other divisions	12	4,529	1,289	—	2	469	822
$200,000 - $299,999	92	22,173	6,292	28.4	30	2,250	3,743
Middle Atlantic	11	2,445	781	—	1	257	467
East North Central	21	5,053	1,535	—	4	[illegible]	910
West North Central	14	3,478	1,103	—	8	374	614
South Atlantic	11	2,609	645	—	5	303	457
East South Central	6	1,553	422	—	3	151	191
West South Central	14	3,437	919	—	8	370	571
Pacific	10	2,390	548	—	5	189	337
Other divisions	5	1,208	339	—	1	112	196
$100,000 - $199,999	361	49,610	14,190	28.6	152	5,225	8,291
New England	17	2,476	730	—	4	228	445
Middle Atlantic	56	7,765	2,211	—	33	809	1,278
East North Central	73	9,828	3,010	—	22	1,083	1,758
West North Central	35	4,918	1,329	—	15	538	784
South Atlantic	[illegible]	6,591	1,841	—	20	709	1,150
East South Central	17	2,260	661	—	11	246	370
West South Central	[illegible]	6,434	1,762	—	12	698	1,037
Mountain	23	2,979	845	—	7	306	468
Pacific	[illegible]	6,359	1,801	—	28	608	1,021
$50,000 - $99,999	733	51,242	13,787	26.9	460	5,510	7,896
New England	43	2,877	687	—	19	284	418
Middle Atlantic	116	8,119	2,315	—	66	952	1,393
East North Central	158	11,285	3,206	—	98	1,200	1,831
West North Central	94	6,471	1,694	—	61	675	879
South Atlantic	78	5,563	1,401	—	53	598	785
East South Central	26	1,809	484	—	17	211	271
West South Central	70	4,803	1,207	—	[illegible]	536	693
Mountain	30	2,058	546	—	17	[illegible]	294
Pacific	118	8,257	2,247	—	86	856	1,332
$10,000 - $49,999	1,636	44,546	12,326	27.7	1,250	5,408	6,625
New England	65	1,875	526	—	35	214	307
Middle Atlantic	251	6,964	2,102	—	183	[illegible]	1,196
East North Central	386	10,464	2,927	—	305	1,281	1,588
West North Central	192	5,062	1,326	—	167	614	640
South Atlantic	112	3,034	847	—	[illegible]	424	484
East South Central	74	1,952	497	—	41	248	241
West South Central	178	4,951	1,221	—	127	541	614
Mountain	56	1,393	350	—	[illegible]	141	167
Pacific	322	8,851	2,530	—	272	1,051	1,388
Under $10,000	365	2,328	722	31.0	339	340	316
New England	11	60	18	—	8	6	7
Middle Atlantic	48	347	116	—	47	49	51
East North Central	106	664	220	—	98	111	96
West North Central	53	320	97	—	51	49	44
South Atlantic	24	142	54	—	15	32	29
East South Central	14	65	17	—	14	9	7
West South Central	40	239	62	—	38	27	25
Mountain	11	108	23	—	13	12	9
Pacific	58	383	115	—	55	45	[illegible]
TIRES AND TUBES	631	76,957	11,195	14.5	[illegible]	3,452	5,669
$300,000 and over	34	40,571	3,671	9.0	19	829	1,886
Middle Atlantic	20	32,075	2,153	—	16	501	1,063
East North Central	5	3,178	476	—	1	[illegible]	258
Other divisions	9	5,318	1,042	—	2	237	565

* Employees and pay roll include paid executives of corporations but not the number and compensation of proprietors of unincorporated businesses.

TABLE 4.—BUSINESS SIZE—WHOLESALE MERCHANTS

ESTABLISHMENTS, SALES, EXPENSES, PERSONNEL, AND PAY ROLL—Continued

KINDS OF BUSINESS, NET SALES-SIZE GROUPS, AND GEOGRAPHIC DIVISIONS

KIND OF BUSINESS / BUSINESS-SIZE GROUP / GEOGRAPHIC DIVISION	Number of establishments	Sales (add 000)	Operating expenses (including pay roll): Amount (add 000)	Operating expenses: Percent of sales	Active proprietors of unincorporated businesses	Number of employees*: Average for year	Total pay roll* (add 000)
AUTOMOTIVE—Con.							
TIRES AND TUBES—Con.							
$100,000 - $299,999	124	$20,588	$4,005	19.5	[illegible]	1,216	$1,961
New England	11	1,728	321	—	9	90	136
Middle Atlantic	45	7,594	1,336	—	27	398	672
East North Central	24	3,925	895	—	19	250	451
West North Central	8	1,241	266	—	7	80	109
South Atlantic	10	1,627	297	—	7	115	148
West South Central	9	1,505	285	—	5	91	117
Pacific	11	1,586	369	—	10	119	200
Other divisions	8	1,384	236	—	6	73	128
$50,000 - $99,999	127	9,026	1,940	21.5	85	691	1,006
New England	10	729	132	—	9	44	59
Middle Atlantic	36	2,551	503	—	19	175	272
East North Central	24	1,699	374	—	15	143	188
West North Central	11	774	158	—	9	58	77
South Atlantic	10	655	165	—	7	68	94
West South Central	8	554	87	—	5	27	42
Pacific	20	1,423	339	—	16	117	197
Other divisions	8	641	182	—	5	[illegible]	77
$10,000 - $49,999	249	6,171	1,432	23.2	213	636	753
New England	12	330	82	—	9	37	41
Middle Atlantic	37	925	194	—	25	78	93
East North Central	64	1,472	390	—	57	185	231
West North Central	28	757	172	—	21	83	86
South Atlantic	24	637	153	—	18	66	80
East South Central	5	106	22	—	6	11	10
West South Central	24	631	121	—	22	52	55
Mountain	11	241	[illegible]	—	10	20	22
Pacific	44	1,072	249	—	45	104	135
Under $10,000	97	601	147	24.5	99	80	63
Middle Atlantic	10	64	21	—	8	8	4
East North Central	28	172	[illegible]	—	32	28	21
West North Central	14	82	14	—	13	11	8
South Atlantic	6	[illegible]	5	—	4	2	2
West South Atlantic	8	44	10	—	7	5	5
Pacific	22	131	40	—	23	21	20
Other divisions	9	62	9	—	12	5	3
BEER, WINES, AND LIQUORS							
BEER AND ALE	4,652	491,557	76,104	15.5	3,700	23,017	31,442
$500,000 and over	108	83,251	12,864	15.5	35	3,390	5,986
New England	11	9,302	1,450	—	1	361	659
Middle Atlantic	18	12,561	1,711	—	5	454	766
East North Central	33	26,340	4,015	—	11	1,120	2,056
West North Central	10	6,853	1,039	—	5	274	518
South Atlantic	11	8,060	1,396	—	5	454	727
West South Central	7	5,981	789	—	3	190	258
Pacific	13	10,972	1,974	—	2	417	817
Other divisions	5	3,182	490	—	3	120	185
$300,000 - $499,999	182	69,190	10,483	15.2	101	2,951	4,689
New England	24	9,129	1,237	—	14	348	565
Middle Atlantic	45	16,871	2,150	—	31	594	856
East North Central	39	14,464	2,332	—	11	692	1,206
West North Central	14	5,360	986	—	13	232	355
South Atlantic	18	6,849	1,042	—	8	378	488
East South Central	7	2,672	464	—	2	134	208
West South Central	11	4,684	649	—	3	165	258
Mountain	4	1,391	215	—	3	47	71
Pacific	20	7,770	1,408	—	16	361	682
$200,000 - $299,999	311	75,458	11,496	15.2	203	3,359	4,937
New England	32	8,003	1,202	—	19	332	521
Middle Atlantic	[illegible]	20,906	2,925	—	50	846	1,215
East North Central	79	19,286	2,970	—	[illegible]	868	1,321
West North Central	23	5,376	738	—	18	212	295
South Atlantic	29	7,073	1,256	—	11	393	554
East South Central	4	866	166	—	1	64	66
West South Central	19	4,559	748	—	17	185	264
Mountain	9	2,149	313	—	6	97	125
Pacific	31	7,240	1,178	—	32	362	576
$100,000 - $199,999	[illegible]	122,516	19,714	16.1	640	5,872	7,891
New England	51	7,243	1,350	—	22	380	513
Middle Atlantic	240	32,360	4,643	—	205	1,355	1,746
East North Central	232	32,581	5,394	—	162	1,625	2,325
West North Central	111	14,788	2,662	—	89	729	922
BEER, WINES, AND LIQUORS—Con.							
BEER AND ALE—Con.							
$100,000 - $199,999—Con.							
South Atlantic	64	$9,178	$1,553	—	36	505	$610
East South Central	27	3,667	624	—	14	243	280
West South Central	62	8,629	1,334	—	36	425	524
Mountain	27	3,989	636	—	21	159	230
Pacific	75	10,081	1,518	—	55	451	741
$50,000 - $99,999	1,268	90,320	13,550	15.0	1,041	4,500	5,073
New England	36	2,662	429	—	19	141	157
Middle Atlantic	346	24,734	3,059	—	319	1,068	1,181
East North Central	295	21,342	3,363	—	247	1,116	1,321
West North Central	223	15,810	2,676	—	177	[illegible]	882
South Atlantic	78	5,504	942	—	42	357	375
East South Central	45	3,022	443	—	26	183	193
West South Central	107	7,372	1,104	—	84	367	363
Mountain	49	3,359	536	—	45	158	172
Pacific	[illegible]	6,515	998	—	82	302	449
Under $50,000	1,894	50,822	7,997	15.7	1,680	2,945	2,866
Middle Atlantic	482	13,321	1,736	—	460	660	612
East North Central	483	12,257	1,985	—	431	748	755
West North Central	329	8,858	1,575	—	297	539	524
South Atlantic	87	2,550	388	—	65	163	151
West South Central	184	4,353	617	—	141	283	226
Mountain	89	2,406	415	—	72	109	116
Pacific	166	4,414	762	—	141	242	285
Other divisions	94	2,665	519	—	73	201	197
WINES AND LIQUORS	1,334	679,952	74,501	11.0	642	20,383	37,631
$1,000,000 and over	175	376,766	36,918	9.8	56	9,187	19,896
New England	16	25,098	2,644	—	1	[illegible]	1,598
Middle Atlantic	51	135,973	16,198	—	5	3,646	8,764
East North Central	29	81,257	5,298	—	7	1,350	2,809
West North Central	12	25,852	2,091	—	—	514	1,000
South Atlantic	28	36,856	3,777	—	10	1,012	2,196
West South Central	14	18,756	1,751	—	19	532	811
Pacific	18	41,516	4,387	—	11	1,263	2,333
Other divisions	7	11,458	772	—	3	180	385
$500,000 - $999,999	194	138,042	14,959	10.8	69	4,131	7,426
New England	25	18,536	2,146	—	3	572	1,159
Middle Atlantic	19	14,063	1,825	—	5	557	934
East North Central	45	31,083	3,265	—	22	870	1,706
West North Central	26	17,362	1,983	—	8	529	913
South Atlantic	27	18,732	1,847	—	11	583	937
East South Central	8	6,239	423	—	4	112	198
West South Central	18	12,529	1,206	—	6	350	547
Mountain	7	4,940	671	—	3	186	288
Pacific	19	14,558	1,593	—	7	372	744
$300,000 - $499,999	191	75,676	9,079	12.0	66	2,596	4,200
New England	19	7,671	969	—	5	271	500
Middle Atlantic	15	5,621	963	—	—	209	381
East North Central	54	21,599	2,515	—	20	775	1,251
West North Central	20	8,133	1,056	—	2	250	442
South Atlantic	21	8,450	1,012	—	7	325	484
East South Central	20	7,980	717	—	12	212	333
West South Central	19	7,298	819	—	7	279	348
Mountain	4	1,606	205	—	1	60	87
Pacific	19	7,318	823	—	12	215	374
$200,000 - $299,999	152	36,778	4,755	12.9	72	1,459	2,185
New England	10	2,384	396	—	2	111	210
Middle Atlantic	10	2,405	447	—	3	151	257
East North Central	47	11,365	1,367	—	24	425	592
West North Central	[illegible]	1,882	346	—	4	104	145
South Atlantic	17	4,043	456	—	9	152	214
East South Central	18	4,424	396	—	12	151	185
West South Central	12	2,844	362	—	3	148	180
Mountain	12	2,900	414	—	6	77	133
Pacific	18	4,531	571	—	9	140	269
$100,000 - $199,999	237	34,603	5,261	15.2	134	1,658	2,314
New England	20	3,035	478	—	2	155	215
Middle Atlantic	13	1,815	424	—	2	123	200
East North Central	[illegible]	14,215	2,011	—	[illegible]	650	913
West North Central	10	1,428	203	—	2	57	70
South Atlantic	14	1,831	309	—	[illegible]	96	136
East South Central	9	1,294	128	—	6	44	58
West South Central	12	1,737	256	—	4	88	98
Mountain	16	2,324	374	—	11	95	121
Pacific	47	6,924	1,078	—	33	350	503

* Employees and pay roll include paid executives of corporations but not the number and compensation of proprietors of unincorporated businesses.

TABLE 4.—BUSINESS SIZE—WHOLESALE MERCHANTS

ESTABLISHMENTS, SALES, EXPENSES, PERSONNEL, AND PAY ROLL—Continued

KINDS OF BUSINESS, NET-SALES-SIZE GROUPS, AND GEOGRAPHIC DIVISIONS

GEOGRAPHIC DIVISIONS

KIND OF BUSINESS BUSINESS-SIZE GROUP GEOGRAPHIC DIVISION	Number of establishments	Sales (add 000)	OPERATING EXPENSES (including pay roll) Amount (add 000)	OPERATING EXPENSES Percent of sales	Active proprietors of unincorporated business	Number of employees* (full-time and part-time) Average for year	Total pay roll* (add 000)
BEER, WINES, AND LIQUORS—Con.							
WINES AND LIQUORS—Con.							
$50,000 - $99,999	166	$12,104	$2,258	18.7	95	819	$1,017
Middle Atlantic	11	757	234	---	5	80	121
East North Central	58	4,213	708	---	36	248	312
West North Central	8	601	91	---	2	39	35
South Atlantic	9	677	120	---	1	[illegible]	51
East South Central	7	565	90	---	6	23	30
Mountain	10	810	114	---	7	37	44
Pacific	54	3,777	757	---	36	268	358
Other divisions	9	704	144	---	2	[illegible]	66
$10,000 - $49,999	192	5,794	1,224	21.1	135	515	577
Middle Atlantic	32	840	221	---	18	105	113
East North Central	53	1,837	335	---	39	128	168
West North Central	6	164	30	---	1	14	17
South Atlantic	9	213	46	---	6	24	16
East South Central	5	171	31	---	2	15	16
West South Central	6	185	41	---	4	19	15
Pacific	75	2,160	466	---	63	195	212
Other divisions	6	224	54	---	2	15	20
Under $10,000	27	189	47	24.9	15	18	16
East North Central	10	75	19	---	8	7	5
Pacific	9	56	10	---	7	4	3
Other divisions	8	58	18	---	---	7	8
CHEMICALS AND PAINTS							
DYESTUFFS	57	20,601	3,190	15.5	28	[illegible]	1,539
EXPLOSIVES	49	2,824	400	14.2	25	119	173
INDUSTRIAL CHEMICALS	259	80,704	11,078	13.7	78	2,521	6,102
$1,000,000 and over	13	35,927	3,433	9.6	2	596	1,987
Middle Atlantic	5	21,450	2,130	---	---	317	1,395
Other divisions	8	14,477	1,303	---	2	279	592
$500,000 - $999,999	28	20,543	2,572	12.5	1	508	1,371
New England	[illegible]	5,950	[illegible]	---	---	81	271
Middle Atlantic	13	10,395	1,405	---	1	251	728
Other divisions	6	4,218	809	---	---	176	372
$200,000 - $499,999	41	12,507	2,450	19.6	3	609	1,414
Middle Atlantic	19	6,168	1,249	---	2	272	717
East North Central	9	2,615	551	---	1	157	321
Pacific	5	1,588	514	---	---	72	163
Other divisions	8	2,336	336	---	---	108	213
$100,000 - $199,999	48	6,795	1,392	20.5	8	384	715
New England	7	1,006	144	---	---	41	[illegible]
Middle Atlantic	14	2,078	434	---	1	97	221
East North Central	11	1,554	319	---	1	89	184
West South Central	[illegible]	699	155	---	2	50	68
Other divisions	11	1,458	340	---	4	107	157
$50,000 - $99,999	47	3,272	751	23.0	16	236	372
Middle Atlantic	21	1,433	324	---	4	112	184
East North Central	10	773	200	---	6	65	87
Other divisions	16	1,066	227	---	6	[illegible]	101
Under $50,000	82	1,680	480	28.9	48	188	243
New England	12	502	66	---	6	26	29
Middle Atlantic	27	567	194	---	11	74	106
East North Central	17	367	89	---	13	35	50
West North Central	5	104	21	---	[illegible]	8	7
West South Central	[illegible]	85	46	---	2	12	18
Pacific	10	134	33	---	11	10	13
Other divisions	5	101	31	---	---	23	20
NAVAL STORES	23	11,528	1,088	9.4	8	328	532
PAINTS AND VARNISHES	608	46,293	10,859	23.5	322	3,340	5,667
$200,000 and over	47	18,639	3,981	21.4	10	1,068	2,123
Middle Atlantic	20	9,492	1,753	---	7	305	823
East North Central	5	2,608	412	---	---	157	243
South Atlantic	[illegible]	2,950	811	---	1	236	447
Other divisions	14	4,589	1,005	---	2	310	610

KIND OF BUSINESS BUSINESS-SIZE GROUP GEOGRAPHIC DIVISION	Number of establishments	Sales (add 000)	OPERATING EXPENSES (including pay roll) Amount (add 000)	OPERATING EXPENSES Percent of sales	Active proprietors of unincorporated business	Number of employees* (full-time and part-time) Average for year	Total pay roll* (add 000)
CHEMICALS AND PAINTS—Con.							
PAINTS AND VARNISHES—Con.							
$100,000 - $199,999	82	$11,268	$2,733	24.3	32	823	$1,422
New England	8	1,175	319	---	1	87	146
Middle Atlantic	31	4,273	956	---	18	270	479
East North Central	[illegible]	2,833	776	---	10	239	407
West North Central	5	777	181	---	---	77	116
South Atlantic	8	1,010	210	---	1	61	114
Other divisions	8	1,202	291	---	2	[illegible]	160
$50,000 - $99,999	116	7,721	1,934	25.0	41	627	1,035
New England	12	814	201	---	3	68	110
Middle Atlantic	52	3,521	843	---	25	271	453
East North Central	21	1,321	340	---	5	117	185
West North Central	7	460	118	---	1	41	68
South Atlantic	7	453	117	---	2	42	69
Pacific	9	582	186	---	2	55	88
Other divisions	8	570	129	---	3	33	62
$10,000 - $49,999	305	8,302	2,103	25.3	190	773	1,039
New England	15	338	91	---	11	33	53
Middle Atlantic	87	2,489	610	---	45	228	296
East North Central	68	1,947	549	---	31	196	292
West North Central	23	657	164	---	20	53	73
South Atlantic	31	790	182	---	17	82	90
East South Central	4	117	25	---	3	15	14
West South Central	8	208	51	---	6	17	21
Mountain	7	162	35	---	6	14	17
Pacific	62	1,594	396	---	51	135	183
Under $10,000	58	363	108	29.8	49	49	48
Middle Atlantic	14	84	21	---	15	6	6
East North Central	15	89	27	---	10	14	13
Pacific	13	83	24	---	12	7	8
Other divisions	16	107	36	---	12	22	21
PAINTS WITH GLASS AND/OR WALLPAPER	311	28,675	7,907	27.6	136	2,590	4,012
$200,000 and over	36	12,028	3,311	27.5	4	1,137	1,749
Middle Atlantic	7	1,642	424	---	1	140	223
East North Central	9	2,858	928	---	---	287	496
West North Central	6	1,971	496	---	3	181	259
West South Central	5	2,296	512	---	---	184	249
Other divisions	[illegible]	3,281	951	---	---	345	522
$100,000 - $199,999	48	6,457	1,813	28.1	22	537	937
Middle Atlantic	12	1,591	451	---	3	120	224
East North Central	14	1,976	535	---	5	149	265
West North Central	9	1,149	306	---	7	90	157
South Atlantic	6	778	249	---	---	84	142
Other divisions	7	963	272	---	7	[illegible]	149
$50,000 - $99,999	89	6,412	1,830	28.5	28	576	892
New England	6	451	141	---	---	43	68
Middle Atlantic	16	1,213	331	---	9	[illegible]	166
East North Central	37	2,527	725	---	10	199	321
West North Central	14	1,048	277	---	[illegible]	101	154
Pacific	5	324	86	---	3	24	33
Other divisions	11	849	270	---	2	110	150
$10,000 - $49,999	128	3,699	937	25.3	74	334	428
New England	14	457	119	---	[illegible]	42	62
Middle Atlantic	28	850	200	---	18	64	85
East North Central	46	1,309	349	---	24	112	148
West North Central	15	417	105	---	11	51	54
South Atlantic	5	150	43	---	3	17	21
Pacific	12	333	76	---	10	31	33
Other divisions	6	183	45	---	4	17	23
Under $10,000	12	79	16	20.3	[illegible]	6	6
ALL OTHER	286	26,071	5,653	21.7	155	1,541	3,024
$100,000 and over	66	21,169	4,284	20.2	8	978	2,264
New England	5	717	147	---	---	38	87
Middle Atlantic	33	13,152	2,689	---	---	594	1,420
East North Central	10	2,335	612	---	---	140	339
Pacific	10	2,341	438	---	1	97	209
Other divisions	8	2,624	398	---	7	109	209

* Employees and pay roll include paid executives of corporations but not the number and compensation of proprietors of unincorporated businesses.

TABLE 4.—BUSINESS SIZE—WHOLESALE MERCHANTS

ESTABLISHMENTS, SALES, EXPENSES, PERSONNEL, AND PAY ROLL—Continued

KINDS OF BUSINESS, NET SALES SIZE GROUPS, AND GEOGRAPHIC DIVISIONS

KIND OF BUSINESS / BUSINESS-SIZE GROUP / GEOGRAPHIC DIVISION	Number of establishments	Sales (add 000)	Operating expenses (including pay roll): Amount (add 000)	Operating expenses: Per cent of sales	Active proprietors of unincorporated businesses	Number of employees* (Average for year)	Total pay roll* (add 000)
CHEMICALS AND PAINTS—Con.							
ALL OTHER—Con.							
$50,000 - $99,999	25	$1,623	$407	25.1	4	123	$215
Middle Atlantic	11	646	179	---	1	45	75
Other divisions	14	977	228	---	3	78	140
$10,000 - $49,999	113	2,860	828	29.0	76	369	488
New England	14	371	131	---	10	70	77
Middle Atlantic	42	1,020	242	---	31	100	126
East North Central	18	488	195	---	[illegible]	79	127
West North Central	9	263	70	---	7	31	42
South Atlantic	12	295	69	---	8	32	36
Pacific	10	245	61	---	8	25	39
Other divisions	8	178	60	---	4	32	41
Under $10,000	82	419	134	32.0	67	71	57
Middle Atlantic	27	136	44	---	26	21	19
East North Central	16	83	25	---	13	13	11
West North Central	13	53	20	---	[illegible]	16	9
South Atlantic	7	35	6	---	5	3	1
West South Central	5	30	10	---	4	4	2
Pacific	7	42	15	---	4	6	8
Other divisions	7	40	14	---	6	[illegible]	7
CLOTHING AND FURNISHINGS							
CLOTHING AND FURNISHINGS (General line)	422	61,129	8,896	14.6	402	3,016	4,662
$300,000 and over	45	30,509	4,406	14.4	35	1,507	2,569
Middle Atlantic	21	14,287	1,638	---	26	508	959
East North Central	10	5,435	842	---	4	288	446
Other divisions	14	10,787	1,926	---	5	711	1,164
$200,000 - $299,999	39	9,500	1,318	13.9	39	400	651
Middle Atlantic	15	3,810	478	---	20	130	215
East North Central	6	1,395	199	---	5	[illegible]	81
Other divisions	18	4,295	641	---	14	222	355
$100,000 - $199,999	83	12,216	1,756	14.4	84	566	825
New England	6	983	134	---	3	47	70
Middle Atlantic	37	5,531	740	---	44	219	317
East North Central	12	1,834	267	---	16	79	130
West North Central	9	1,171	224	---	7	82	124
South Atlantic	6	890	123	---	4	40	61
East South Central	5	744	125	---	4	35	45
Other divisions	8	1,063	143	---	6	64	78
$50,000 - $99,999	73	5,125	813	15.9	62	303	392
New England	5	336	57	---	3	18	27
Middle Atlantic	30	2,132	276	---	33	109	120
East North Central	15	1,036	169	---	12	66	82
West North Central	6	410	104	---	3	32	62
South Atlantic	10	716	115	---	6	42	55
Other divisions	7	495	92	---	5	36	46
$10,000 - $49,999	126	3,480	548	15.7	129	216	211
Middle Atlantic	59	1,553	248	---	67	81	[illegible]
East North Central	18	505	74	---	18	29	31
West North Central	5	83	18	---	3	6	5
South Atlantic	20	610	97	---	19	[illegible]	43
East South Central	11	360	58	---	11	26	16
West South Central	5	144	19	---	6	12	10
Other divisions	8	225	34	---	5	14	18
Under $10,000	56	299	55	18.4	53	24	14
Middle Atlantic	26	147	27	---	23	14	8
East North Central	17	84	15	---	18	5	4
South Atlantic	7	36	7	---	7	2	(1)
Other divisions	6	32	6	---	5	3	2
MEN'S AND BOYS'	1,155	150,644	21,262	14.1	1,030	5,694	10,343
$500,000 and over	54	56,272	6,846	12.2	33	1,488	3,560
Middle Atlantic	35	37,523	4,181	---	26	825	2,175
East North Central	5	4,517	723	---	---	147	319
Other divisions	14	14,232	1,942	---	7	516	1,066
$300,000 - $499,999	68	25,691	3,870	15.1	47	978	1,948
New England	9	[illegible]	424	---	3	91	224
Middle Atlantic	32	12,375	1,843	---	24	449	911
East North Central	12	4,541	733	---	8	173	369
West North Central	6	[illegible]	345	---	[illegible]	130	[illegible]
Other divisions	9	3,119	525	---	[illegible]	135	263

KIND OF BUSINESS / BUSINESS-SIZE GROUP / GEOGRAPHIC DIVISION	Number of establishments	Sales (add 000)	Operating expenses (including pay roll): Amount (add 000)	Operating expenses: Per cent of sales	Active proprietors of unincorporated businesses	Number of employees* (Average for year)	Total pay roll* (add 000)
CLOTHING AND FURNISHINGS—Con.							
MEN'S AND BOYS'—Con.							
$200,000 - $299,999	73	$17,407	$2,615	15.0	72	758	$1,347
New England	[illegible]	2,164	307	---	2	79	172
Middle Atlantic	35	8,126	1,114	---	38	306	572
East North Central	9	2,147	385	---	6	111	203
West North Central	5	1,197	208	---	9	54	83
South Atlantic	7	1,796	244	---	12	52	86
Other divisions	8	1,977	357	---	5	156	231
$100,000 - $199,999	158	22,717	3,433	15.1	128	964	1,644
New England	22	2,912	453	---	6	127	255
Middle Atlantic	72	10,506	1,580	---	65	412	746
East North Central	25	3,555	618	---	19	202	294
West North Central	9	1,238	142	---	13	49	64
South Atlantic	7	1,124	177	---	4	64	90
Pacific	17	2,432	288	---	21	66	114
Other divisions	6	950	175	---	---	44	81
$50,000 - $99,999	222	15,732	2,332	14.8	212	712	997
New England	16	1,179	170	---	8	44	70
Middle Atlantic	119	8,420	1,248	---	126	359	502
East North Central	30	2,071	288	---	29	99	157
West North Central	12	677	144	---	8	50	[illegible]
South Atlantic	11	761	89	---	10	26	36
East South Central	8	564	103	---	5	38	42
Pacific	18	1,303	189	---	20	53	75
Other divisions	8	557	101	---	6	43	47
$10,000 - $49,999	437	11,982	1,992	16.6	396	718	765
New England	33	981	187	---	19	79	97
Middle Atlantic	204	5,472	902	---	205	314	346
East North Central	96	2,620	412	---	84	137	134
West North Central	24	612	121	---	27	38	41
South Atlantic	31	919	150	---	22	61	72
East South Central	6	202	32	---	2	16	19
West South Central	8	198	26	---	6	12	13
Mountain	5	124	17	---	5	7	4
Pacific	30	854	145	---	26	54	59
Under $10,000	143	843	174	20.6	142	76	62
New England	11	67	13	---	9	3	3
Middle Atlantic	76	468	84	---	77	29	25
East North Central	32	187	40	---	33	21	18
West North Central	5	26	6	---	5	[illegible]	2
South Atlantic	5	26	[illegible]	---	2	4	[illegible]
Pacific	9	41	15	---	9	13	6
Other divisions	5	28	7	---	7	2	2
WOMEN'S AND CHILDREN'S	1,056	216,766	33,620	15.5	774	8,179	16,585
$1,000,000 and over	32	47,087	7,187	15.3	18	1,458	3,803
Middle Atlantic	24	36,359	5,401	---	12	1,097	2,886
Other divisions	[illegible]	10,728	1,786	---	6	361	917
$500,000 - $999,999	85	59,990	8,807	14.7	45	1,874	4,504
New England	6	4,158	476	---	1	87	278
Middle Atlantic	63	45,120	6,983	---	30	1,454	3,614
East North Central	5	3,496	511	---	1	117	222
West North Central	5	3,309	346	---	6	90	157
Other divisions	6	3,907	491	---	7	126	233
$300,000 - $499,999	89	33,936	5,463	16.1	53	1,412	2,671
New England	6	2,099	243	---	1	76	147
Middle Atlantic	47	18,365	3,153	---	25	758	1,527
East North Central	13	4,920	746	---	10	169	346
West North Central	8	2,918	474	---	1	141	288
Pacific	5	1,858	345	---	2	76	138
Other divisions	10	3,776	502	---	14	172	225
$200,000 - $299,999	106	25,364	3,630	14.3	69	926	1,713
New England	8	1,953	237	---	4	69	116
Middle Atlantic	57	13,507	1,923	---	41	417	911
East North Central	13	3,188	519	---	3	142	244
West North Central	7	[illegible]	173	---	7	[illegible]	77
Pacific	12	[illegible]	495	---	9	127	228
Other divisions	9	2,297	283	---	5	[illegible]	[illegible]
$100,000 - $199,999	[illegible]	28,876	4,807	16.6	[illegible]	1,318	[illegible]
New England	18	2,670	454	---	6	107	[illegible]
Middle Atlantic	119	17,229	3,071	---	76	[illegible]	[illegible]
East North Central	[illegible]	[illegible]	424	---	11	[illegible]	[illegible]
West North Central	10	1,426	217	---	13	59	[illegible]
South Atlantic	9	1,218	181	---	[illegible]	[illegible]	72

* Employees and pay roll include paid executives of corporations but not the number and compensation of proprietors of unincorporated businesses.

(1) Less than $1,000.

TABLE 4.—BUSINESS SIZE—WHOLESALE MERCHANTS

ESTABLISHMENTS, SALES, EXPENSES, PERSONNEL, AND PAY ROLL—Continued

KINDS OF BUSINESS, NET-SALES-SIZE GROUPS, AND GEOGRAPHIC DIVISIONS

GEOGRAPHIC DIVISIONS

KIND OF BUSINESS / BUSINESS-SIZE GROUP / GEOGRAPHIC DIVISION	Number of establishments	Sales (add 000)	Operating expenses (including pay roll): Amount (add 000)	Operating expenses (including pay roll): Percent of sales	Active proprietors of unincorporated business	Number of employees* (including active proprietors) Average for year	Total pay roll* (add 000)
	CLOTHING AND FURNISHINGS—Con.						
WOMEN'S AND CHILDREN'S—Con.							
$100,000 - $199,999—Con.							
Pacific	16	$2,311	$306	---	14	89	$124
Other divisions	8	1,169	154	---	6	[illegible]	63
$50,000 - $99,999	171	12,639	2,080	16.5	137	605	942
New England	16	1,197	196	---	12	56	74
Middle Atlantic	98	7,227	1,208	---	76	348	579
East North Central	17	1,359	224	---	16	[illegible]	91
West North Central	5	338	70	---	2	15	22
South Atlantic	[illegible]	643	98	---	7	23	29
Pacific	18	1,312	193	---	16	88	100
Other divisions	8	563	101	---	8	27	47
$10,000 - $49,999	297	8,362	1,538	18.4	249	545	634
New England	12	403	71	---	8	19	24
Middle Atlantic	176	4,833	870	---	149	323	380
East North Central	25	725	173	---	24	[illegible]	58
West North Central	19	[illegible]	79	---	16	32	31
South Atlantic	13	370	55	---	9	17	19
Pacific	[illegible]	1,262	242	---	32	84	102
Other divisions	9	273	[illegible]	---	11	24	20
Under $10,000	77	[illegible]	108	22.0	71	41	37
Middle Atlantic	55	368	84	---	52	31	29
Pacific	8	48	11	---	7	6	[illegible]
Other divisions	14	76	13	---	12	4	4
FURS, DRESSED, AND FUR CLOTHING	[illegible]	61,518	7,486	12.2	441	1,347	3,357
$200,000 and over	77	35,609	4,057	11.4	[illegible]	591	1,944
Middle Atlantic	62	29,896	3,235	---	38	462	1,561
East North Central	9	4,074	564	---	7	82	270
Other divisions	6	1,639	258	---	1	47	113
$100,000 - $199,999	95	13,391	1,658	12.4	94	330	662
Middle Atlantic	59	8,554	987	---	62	178	386
East North Central	14	1,909	307	---	13	64	126
Pacific	14	1,840	240	---	12	54	96
Other divisions	[illegible]	1,088	124	---	7	34	54
$50,000 - $99,999	119	8,344	1,150	13.8	93	247	433
Middle Atlantic	76	5,383	676	---	55	132	234
East North Central	24	1,608	239	---	20	66	106
Pacific	14	1,010	179	---	15	34	64
Other divisions	5	343	56	---	3	15	29
Under $50,000	197	4,174	621	14.9	208	179	258
New England	6	166	41	---	2	11	20
Middle Atlantic	152	3,110	404	---	166	110	155
East North Central	19	[illegible]	91	---	21	29	[illegible]
West North Central	6	146	46	---	4	19	23
Pacific	14	314	39	---	15	10	14
MILLINERY AND MILLINERY SUPPLIES	450	62,184	10,591	16.7	331	3,176	5,234
$200,000 and over	63	38,430	5,519	14.4	34	1,404	2,762
Middle Atlantic	47	32,726	4,399	---	27	1,046	2,135
East North Central	8	2,972	632	---	---	200	392
Other divisions	8	2,752	[illegible]	---	7	158	235
$100,000 - $199,999	77	10,954	2,086	19.0	51	657	1,023
Middle Atlantic	46	6,454	1,264	---	27	405	627
East North Central	13	1,820	337	---	12	104	173
West North Central	6	990	168	---	4	53	95
Pacific	5	719	142	---	1	38	51
Other divisions	7	971	175	---	7	57	77
$50,000 - $99,999	111	8,351	1,746	20.9	81	685	962
New England	7	571	97	---	6	33	42
Middle Atlantic	61	4,526	995	---	34	415	592
East North Central	11	875	165	---	12	64	84
West North Central	9	720	158	---	13	60	77
Pacific	12	854	164	---	10	62	88
Other divisions	11	805	167	---	6	51	79
$10,000 - $49,999	157	4,092	957	23.4	125	388	450
New England	[illegible]	140	33	---	5	14	15
Middle Atlantic	69	1,831	453	---	51	205	248
East North Central	23	572	131	---	18	49	63
West North Central	16	351	73	---	12	31	32
West North Central	10	280	72	---	7	26	23

KIND OF BUSINESS / BUSINESS-SIZE GROUP / GEOGRAPHIC DIVISION	Number of establishments	Sales (add 000)	Operating expenses (including pay roll): Amount (add 000)	Operating expenses (including pay roll): Percent of sales	Active proprietors of unincorporated business	Number of employees* (including active proprietors) Average for year	Total pay roll* (add 000)
	CLOTHING AND FURNISHINGS—Con.						
MILLINERY AND MILLINERY SUPPLIES—Con.							
$10,000 - $49,999—Con.							
Mountain	8	$170	$40	---	7	11	$9
Pacific	19	586	125	---	20	44	52
Other divisions	6	162	30	---	5	8	8
Under $10,000	42	357	83	23.2	40	42	37
Middle Atlantic	31	295	66	---	28	36	33
Pacific	[illegible]	32	10	---	8	2	1
Other divisions	5	30	7	---	4	4	3
SHOES AND OTHER FOOTWEAR	453	116,182	14,838	12.8	339	3,767	7,416
$500,000 and over	67	68,046	8,324	12.2	29	2,080	4,498
New England	16	14,966	1,750	---	4	408	942
Middle Atlantic	21	20,583	2,704	---	6	598	1,459
East North Central	6	4,967	649	---	---	191	395
West North Central	5	9,221	825	---	2	233	411
South Atlantic	10	9,641	1,187	---	6	330	696
Other divisions	9	8,668	1,209	---	11	320	605
$500,000 - $499,999	39	14,689	1,938	13.2	31	423	[illegible]
New England	8	3,353	343	---	3	58	149
Middle Atlantic	20	7,614	1,057	---	[illegible]	250	528
Other divisions	11	3,722	538	---	10	115	231
$200,000 - $299,999	53	12,837	1,742	13.6	37	440	809
New England	10	2,480	296	---	6	80	161
Middle Atlantic	18	4,380	550	---	16	148	245
East North Central	7	1,682	259	---	3	53	123
South Atlantic	8	1,950	308	---	[illegible]	83	127
Other divisions	10	2,345	329	---	8	76	153
$100,000 - $199,999	85	12,400	1,599	12.9	66	420	691
New England	17	2,737	356	---	7	78	157
Middle Atlantic	35	4,849	631	---	34	176	257
East North Central	12	[illegible],742	240	---	9	63	106
West North Central	10	1,477	157	---	8	44	73
South Atlantic	6	[illegible]59	104	---	5	28	47
Other divisions	5	[illegible]	111	---	3	31	51
$50,000 - $99,999	71	5,015	703	14.0	49	233	313
New England	17	1,087	138	---	8	45	56
Middle Atlantic	24	1,712	237	---	19	77	103
East North Central	14	1,059	173	---	8	59	91
West North Central	6	410	34	---	6	17	13
Other divisions	10	765	121	---	8	35	50
$10,000 - $49,999	106	3,001	490	16.3	96	159	185
New England	24	685	115	---	17	32	44
Middle Atlantic	38	1,139	201	---	33	73	81
East North Central	19	470	88	---	[illegible]	26	33
West North Central	9	213	27	---	9	11	9
South Atlantic	5	203	24	---	7	5	5
Other divisions	11	293	35	---	10	12	13
Under $10,000	32	196	42	21.4	31	12	12
New England	9	54	9	---	[illegible]	2	1
Middle Atlantic	12	73	16	---	12	4	3
Other divisions	11	69	17	---	10	6	8
	COAL AND COKE						
COAL AND COKE	520	270,338	27,728	10.3	209	6,969	12,605
$1,000,000 and over	60	191,440	16,865	8.8	2	3,547	7,500
New England	14	60,392	3,782	---	---	745	1,787
Middle Atlantic	15	40,884	3,212	---	2	773	1,553
East North Central	22	66,594	6,495	---	---	1,346	2,959
Other divisions	9	23,570	3,376	---	---	683	1,201
$500,000 - $999,999	44	31,630	3,696	11.7	11	945	1,763
New England	5	3,749	481	---	---	150	188
Middle Atlantic	17	11,303	1,297	---	1	283	612
East North Central	14	10,446	1,273	---	8	375	654
Other divisions	8	6,132	645	---	2	157	329

* Employees and pay roll include paid executives of corporations but not the number and compensation of proprietors of unincorporated businesses.

TABLE 4.—BUSINESS SIZE—WHOLESALE MERCHANTS

ESTABLISHMENTS, SALES, EXPENSES, PERSONNEL, AND PAY ROLL—CONTINUED
KINDS OF BUSINESS, NET SALES SIZE GROUPS, AND GEOGRAPHIC DIVISIONS

GEOGRAPHIC DIVISIONS

KIND OF BUSINESS / BUSINESS SIZE GROUP / GEOGRAPHIC DIVISION	Number	Net sales (add 000)	Operating expenses (including pay roll): Amount (add 000)	Operating expenses (including pay roll): Percent of net sales	Active proprietors	Number of employees, average for year	Total pay roll* (add 000)
COAL AND COKE—Con.							
COAL AND COKE—Con.							
$300,000 - $499,999	40	$15,208	$1,906	12.5	6	573	$956
Middle Atlantic	16	5,987	702	---	2	228	351
East North Central	8	2,825	324	---	3	72	162
South Atlantic	6	2,412	169	---	---	45	109
Other divisions	10	3,984	711	---	1	228	334
$200,000 - $299,999	47	11,127	1,738	15.6	5	468	743
Middle Atlantic	17	3,787	545	---	3	135	218
East North Central	13	3,297	526	---	1	151	257
West North Central	6	1,455	254	---	---	69	106
Other divisions	11	2,588	413	---	1	113	162
$100,000 - $199,999	84	11,945	1,874	15.7	34	691	842
New England	6	895	162	---	4	58	72
Middle Atlantic	37	5,366	785	---	12	239	337
East North Central	26	3,513	601	---	12	237	274
South Atlantic	6	870	133	---	6	89	68
Other divisions	9	1,301	195	---	---	68	91
$50,000 - $99,999	68	5,067	867	17.1	47	354	415
Middle Atlantic	24	1,767	289	---	23	99	123
East North Central	23	1,837	326	---	16	132	170
West North Central	7	456	56	---	3	21	30
South Atlantic	6	462	100	---	[illegible]	[illegible]	45
Other divisions	8	545	96	---	1	54	47
Under $50,000	177	3,921	782	19.9	104	393	366
Middle Atlantic	56	1,255	275	---	40	119	131
East North Central	44	1,003	186	---	18	94	89
West North Central	30	641	130	---	14	74	60
Other divisions	47	1,022	191	---	32	106	86
DRUGS (GENERAL LINE)							
SERVICE WHOLESALERS (Without liquor)	214	251,534	33,369	13.3	24	11,772	19,401
$1,000,000 and over	95	189,255	25,010	13.2	4	8,717	14,540
New England	7	13,407	1,888	---	---	678	1,065
Middle Atlantic	22	55,209	8,983	---	---	2,405	4,242
East North Central	16	35,992	5,021	---	1	1,527	2,517
West North Central	13	21,132	3,043	---	---	1,088	1,668
South Atlantic	10	11,872	1,649	---	2	575	981
West South Central	10	16,555	1,938	---	1	719	1,190
Pacific	[illegible]	22,534	2,842	---	---	1,066	1,896
Other divisions	8	12,554	1,646	---	---	659	981
$500,000 - $999,999	55	42,613	5,575	13.1	10	2,022	3,286
New England	6	4,510	600	---	---	218	318
Middle Atlantic	5	4,491	552	---	---	190	331
East North Central	7	5,558	751	---	4	266	421
South Atlantic	16	12,712	1,710	---	5	635	1,007
East South Central	8	6,427	838	---	---	323	515
West South Central	5	3,754	503	---	1	179	322
Other divisions	8	5,161	619	---	---	211	372
$300,000 - $499,999	31	13,183	1,819	13.8	3	634	1,013
South Atlantic	14	5,910	833	---	1	[illegible]	469
Other divisions	17	7,273	986	---	2	348	544
$100,000 - $299,999	27	6,253	923	14.8	5	378	536
Middle Atlantic	5	1,176	193	---	2	68	107
West North Central	5	1,051	148	---	3	56	72
South Atlantic	7	1,653	261	---	---	127	164
Other divisions	10	2,373	321	---	---	127	193
Under $100,000	6	230	44	19.1	2	21	26
SERVICE WHOLESALERS (With liquor)	45	72,329	9,971	13.8	8	3,261	5,666
DRUGS AND DRUG SUNDRIES (SPECIALTY LINES)							
PROPRIETARY MEDICINES	391	42,176	8,066	19.1	222	2,555	3,948
$200,000 and over	60	26,764	4,614	17.2	27	1,190	2,130
New England	5	4,079	562	---	---	130	188
Middle Atlantic	24	11,360	1,843	---	13	446	830
East North Central	10	3,252	861	---	3	192	369
West South Central	5	1,575	255	---	3	76	138
DRUGS AND DRUG SUNDRIES (SPECIALTY LINES)—Con.							
PROPRIETARY MEDICINES—Con.							
$200,000 and over—Con.							
Pacific	5	$2,174	$483	---	4	151	$200
Other divisions	11	4,324	780	---	4	215	379
$100,000 - $199,999	49	6,481	1,171	18.1	26	397	599
Middle Atlantic	17	2,137	327	---	10	92	160
East North Central	10	1,347	229	---	6	76	125
South Atlantic	5	866	178	---	1	65	69
West South Central	8	1,021	154	---	6	67	68
Other divisions	9	1,110	303	---	4	95	157
$50,000 - $99,999	86	4,761	1,062	22.3	36	417	542
Middle Atlantic	21	1,490	334	---	9	110	161
East North Central	16	1,068	248	---	7	134	140
West North Central	10	732	157	---	5	56	75
South Atlantic	6	446	98	---	3	34	49
Other divisions	13	1,025	225	---	6	83	111
Under $50,000	216	4,170	1,219	29.2	139	551	677
New England	6	145	38	---	2	24	24
Middle Atlantic	56	1,092	322	---	31	154	190
East North Central	57	1,177	359	---	32	144	211
West North Central	22	468	143	---	16	77	75
South Atlantic	20	349	110	---	16	54	59
West South Central	17	292	74	---	10	27	28
Pacific	25	485	152	---	21	51	67
Other divisions	13	162	41	---	11	20	23
TOILETRIES	367	45,392	17,278	38.1	160	4,956	7,713
$300,000 and over	35	30,513	12,350	40.5	8	2,922	5,052
Middle Atlantic	22	20,567	8,249	---	8	2,110	3,592
East North Central	8	7,711	3,390	---	---	623	1,116
Other divisions	5	2,235	711	---	---	189	344
$100,000 - $299,999	46	8,627	2,550	31.8	13	1,042	1,314
Middle Atlantic	29	5,117	1,625	---	11	750	901
Pacific	7	1,159	441	---	1	125	170
Other divisions	10	1,751	484	---	1	167	243
$50,000 - $99,999	38	2,648	891	33.6	14	307	524
Middle Atlantic	23	1,573	638	---	9	218	399
East North Central	6	483	133	---	1	40	59
Other divisions	9	592	120	---	4	49	66
$10,000 - $49,999	156	3,748	1,318	35.2	59	586	747
Middle Atlantic	70	1,801	705	---	20	320	467
East North Central	25	543	198	---	11	79	106
West North Central	13	331	110	---	9	51	61
East South Central	7	128	45	---	3	25	18
West South Central	11	299	62	---	3	39	17
Pacific	21	481	184	---	6	63	78
Other divisions	9	175	52	---	3	21	23
Under $10,000	92	459	325	70.8	26	99	76
Middle Atlantic	33	172	71	---	13	51	33
East North Central	18	64	23	---	16	11	12
West North Central	8	37	19	---	4	10	7
West South Central	6	34	5	---	7	2	2
Pacific	21	97	40	---	12	19	17
Other divisions	6	32	14	---	5	6	3
DRUG SPECIALTIES AND SUNDRIES	484	60,385	13,175	21.8	343	2,796	4,399
$300,000 and over	25	36,825	8,830	24.0	9	1,026	2,139
Middle Atlantic	12	8,911	2,964	---	4	668	1,420
East North Central	6	24,241	5,301	---	3	144	393
Other divisions	7	3,673	565	---	2	214	326
$100,000 - $299,999	72	11,281	2,012	17.9	45	756	1,059
Middle Atlantic	31	5,042	915	---	16	311	482
East North Central	11	1,598	287	---	5	80	145
South Atlantic	7	1,296	253	---	5	153	154
West South Central	7	1,025	165	---	4	65	91
Pacific	[illegible]	1,146	207	---	8	86	109
Other divisions	7	1,154	185	---	7	61	78
$50,000 - $99,999	94	6,566	1,131	17.2	66	445	588
New England	5	330	76	---	2	26	41
Middle Atlantic	31	2,241	418	---	21	159	210
East North Central	15	1,126	188	---	10	66	97

* Employees and pay roll include paid executives of corporations but not the number and compensation of proprietors of unincorporated businesses.

TABLE 4.—BUSINESS SIZE—WHOLESALE MERCHANTS

ESTABLISHMENTS, SALES, EXPENSES, PERSONNEL, AND PAY ROLL—Continued

KINDS OF BUSINESS, NET-SALES-SIZE GROUPS, AND GEOGRAPHIC DIVISIONS

GEOGRAPHIC DIVISIONS

KIND OF BUSINESS / BUSINESS-SIZE GROUP / GEOGRAPHIC DIVISION	Number of establishments	Sales (add 000)	Operating expenses (including pay roll): Amount (add 000)	Operating expenses (including pay roll): Percent of sales	Active proprietors (unincorporated businesses)	Number of employees* (full-time and part-time average for year)	Total pay roll* (add 000)
DRUGS AND DRUG SUNDRIES (SPECIALTY LINES)—Con.							
DRUG SPECIALTIES AND SUNDRIES—Con.							
$50,000 - $99,999—Con.							
South Atlantic	12	$806	$109	---	10	55	$48
East South Central	6	385	43	---	7	21	18
West South Central	10	666	99	---	7	50	49
Pacific	9	623	128	---	7	41	86
Other divisions	6	389	70	---	2	27	39
$10,000 - $49,999	209	5,248	1,079	20.8	161	502	556
New England	4	92	21	---	---	13	11
Middle Atlantic	64	1,563	369	---	43	169	190
East North Central	34	735	148	---	26	71	83
West North Central	19	495	86	---	13	32	33
South Atlantic	20	553	100	---	13	54	67
East South Central	15	442	90	---	9	47	56
West South Central	27	712	120	---	26	56	55
Mountain	5	137	24	---	4	10	10
Pacific	21	499	121	---	27	46	51
Under $10,000	84	485	123	25.4	62	67	57
Middle Atlantic	22	131	28	---	17	12	10
East North Central	16	94	36	---	7	22	21
South Atlantic	12	64	17	---	7	15	12
East South Central	5	38	7	---	3	3	[1]
West South Central	10	60	13	---	8	5	3
Pacific	10	52	17	---	12	8	6
Other divisions	9	46	5	---	8	2	1
DRY GOODS (GENERAL LINE)							
DRY GOODS (General line)	217	204,037	30,945	15.2	118	10,989	17,885
$1,000,000 and over	43	146,164	21,513	14.7	8	7,621	12,780
Middle Atlantic	5	13,737	1,971	---	---	671	1,287
East North Central	9	33,238	5,186	---	3	2,084	2,907
South Atlantic	8	14,773	2,212	---	2	753	1,390
East South Central	6	10,966	1,592	---	3	573	922
West South Central	9	15,119	2,478	---	---	815	1,421
Other divisions	6	58,331	8,074	---	---	2,725	4,853
$500,000 - $999,999	43	31,869	5,405	17.0	15	1,974	3,048
Middle Atlantic	7	5,109	927	---	2	340	488
West North Central	7	5,923	976	---	1	443	614
South Atlantic	8	5,795	886	---	5	304	509
East South Central	5	3,687	629	---	---	188	364
West South Central	5	3,594	713	---	---	265	342
Other divisions	11	7,761	1,274	---	7	434	731
$300,000 - $499,999	25	10,177	1,467	14.4	13	485	826
East South Central	11	4,545	618	---	12	218	340
Other divisions	14	5,632	849	---	1	267	486
$200,000 - $299,999	31	7,794	1,240	15.9	20	448	599
Middle Atlantic	6	1,363	246	---	2	96	121
South Atlantic	13	3,221	463	---	10	169	229
Other divisions	12	3,210	531	---	8	183	249
$100,000 - $199,999	42	6,129	1,009	16.5	35	341	503
Middle Atlantic	11	1,610	259	---	8	91	134
West North Central	5	771	193	---	1	74	70
South Atlantic	11	1,644	210	---	16	56	107
East South Central	5	740	141	---	1	52	84
Other divisions	10	1,364	206	---	9	68	108
Under $100,000	33	1,904	311	16.3	27	120	129
Middle Atlantic	6	395	54	---	6	18	19
South Atlantic	11	675	103	---	15	48	44
Other divisions	16	834	154	---	6	54	66
DRY GOODS (SPECIALTY LINES)							
HOSIERY AND LINGERIE	404	84,461	9,174	10.9	351	2,404	4,491
$500,000 and over	44	43,104	4,147	9.6	36	831	2,090
Middle Atlantic	38	38,250	3,744	---	29	733	1,875
Other divisions	6	4,854	403	---	7	[illegible]	215
$200,000 - $499,999	78	24,732	2,865	11.7	55	849	1,506
Middle Atlantic	52	17,104	1,766	---	48	546	903
East North Central	13	3,792	589	---	5	147	316
Other divisions	13	3,836	530	---	2	156	287

KIND OF BUSINESS / BUSINESS-SIZE GROUP / GEOGRAPHIC DIVISION	Number of establishments	Sales (add 000)	Operating expenses (including pay roll): Amount (add 000)	Operating expenses (including pay roll): Percent of sales	Active proprietors (unincorporated businesses)	Number of employees* (full-time and part-time average for year)	Total pay roll* (add 000)
DRY GOODS (SPECIALTY LINES)—Con.							
HOSIERY AND LINGERIE—Con.							
$100,000 - $199,999	55	$7,847	$914	11.6	47	298	$423
Middle Atlantic	32	4,480	507	---	35	172	224
East North Central	6	794	79	---	3	24	45
East South Central	5	748	89	---	4	22	23
Pacific	5	839	123	---	2	38	83
Other divisions	7	986	116	---	3	42	48
$50,000 - $99,999	76	5,473	752	13.7	72	246	300
Middle Atlantic	41	2,984	467	---	43	156	191
East North Central	15	1,055	122	---	13	43	50
South Atlantic	5	363	34	---	5	9	13
Pacific	6	433	56	---	3	17	26
Other divisions	9	638	73	---	8	21	20
$10,000 - $49,999	122	3,139	444	14.1	115	170	183
New England	5	142	17	---	2	4	6
Middle Atlantic	72	2,031	305	---	78	111	106
East North Central	13	304	37	---	11	18	17
South Atlantic	10	251	30	---	[1]	11	13
East South Central	4	68	6	---	[1]	5	4
West South Central	5	151	9	---	2	6	3
Pacific	7	192	40	---	7	15	14
Under $10,000	29	166	32	19.3	26	10	9
Middle Atlantic	16	94	21	---	15	6	5
East North Central	5	30	4	---	3	3	3
Other divisions	8	42	7	---	8	1	1
NOTIONS	861	92,549	17,704	19.1	668	6,143	9,944
$500,000 and over	31	30,856	5,787	18.8	8	1,729	3,447
$300,000 - $499,999	36	14,229	2,981	21.0	17	914	1,675
Middle Atlantic	29	11,648	2,366	---	16	729	1,339
Other divisions	7	2,581	615	---	1	185	336
$200,000 - $299,999	46	11,007	1,916	17.4	30	631	1,066
Middle Atlantic	36	8,677	1,573	---	25	512	849
East North Central	5	1,155	168	---	[1]	57	100
Other divisions	5	1,175	175	---	1	62	117
$100,000 - $199,999	101	14,252	2,597	18.2	64	1,002	1,495
New England	5	702	172	---	2	94	103
Middle Atlantic	73	10,424	1,873	---	50	672	1,077
East North Central	9	1,365	181	---	4	67	107
Pacific	7	862	147	---	4	61	79
Other divisions	7	899	224	---	4	108	129
$50,000 - $99,999	170	12,136	2,473	20.4	113	958	1,345
New England	8	599	128	---	4	35	50
Middle Atlantic	123	8,706	1,906	---	85	753	1,066
East North Central	18	1,362	181	---	9	76	109
West South Central	7	536	71	---	4	25	33
Pacific	9	628	137	---	6	49	70
Other divisions	5	305	50	---	5	20	17
$10,000 - $49,999	353	9,317	1,776	19.1	312	834	863
New England	14	359	59	---	13	26	23
Middle Atlantic	224	6,075	1,188	---	200	586	628
East North Central	41	1,032	187	---	36	80	80
West North Central	12	265	43	---	11	21	14
South Atlantic	13	349	55	---	11	21	20
West South Central	10	222	37	---	8	17	16
Pacific	31	776	167	---	28	68	67
Other divisions	8	241	40	---	5	15	17
Under $10,000	124	752	174	23.1	124	75	51
Middle Atlantic	81	495	125	---	83	53	38
East North Central	18	113	28	---	18	12	9
West North Central	5	33	6	---	4	3	1
Pacific	7	50	[1]	---	7	5	3
Other divisions	13	61	7	---	12	2	(1)
PIECE GOODS:							
GENERAL LINE	46	13,769	2,094	15.2	43	569	1,092
COTTON	282	54,752	6,329	11.6	221	1,588	3,008
$1,000,000 and over	7	10,638	717	6.7	11	165	331
Middle Atlantic	7	10,638	717	---	11	165	331

* Employees and pay roll include paid executives of corporations but not the number and compensation of proprietors of unincorporated businesses.
[1] Less than $1,000.

TABLE 4.—BUSINESS SIZE—WHOLESALE MERCHANTS

ESTABLISHMENTS, SALES, EXPENSES, PERSONNEL, AND PAY ROLL—Continued

KINDS OF BUSINESS, NET SALES-SIZE GROUPS, AND GEOGRAPHIC DIVISIONS

GEOGRAPHIC DIVISIONS

KIND OF BUSINESS BUSINESS-SIZE GROUP GEOGRAPHIC DIVISION	Number of establishments	Sales (add 000)	Operating expenses (thousands of dollars) Amount (add 000)	Operating expenses (thousands of dollars) Per cent of sales	Active proprietors (number)	Number of employees* (average for year)	Total pay roll* (add 000)
DRY GOODS (SPECIALTY LINES)—Con.							
PIECE GOODS—Con.							
COTTON—Con.							
$500,000 - $999,999	25	$17,547	$1,998	11.4	15	448	$962
Middle Atlantic	17	12,207	1,425	---	9	300	686
Other divisions	8	5,340	573	---	6	148	296
$300,000 - $499,999	25	9,161	1,178	12.9	12	255	586
Middle Atlantic	19	7,087	913	---	11	187	467
Other divisions	[illegible]	2,074	265	---	1	68	119
$200,000 - $299,999	21	5,179	771	14.9	13	183	395
Middle Atlantic	17	4,114	602	---	11	128	277
Other divisions	4	1,065	169	---	2	55	118
$100,000 - $199,999	44	6,176	791	12.8	35	258	372
Middle Atlantic	32	4,528	526	---	30	169	227
Other divisions	12	1,648	265	---	5	89	145
$50,000 - $99,999	48	3,517	491	14.0	41	134	198
Middle Atlantic	36	2,628	321	---	32	94	144
Other divisions	12	889	170	---	9	40	54
$10,000 - $49,999	86	2,366	361	15.3	71	136	157
Middle Atlantic	69	1,872	281	---	56	98	121
Other divisions	17	494	80	---	15	38	36
Under $10,000	26	168	22	13.1	23	9	7
Middle Atlantic	20	133	15	---	18	6	5
Other divisions	6	35	7	---	5	3	2
SILK, LINEN, RAYON, AND VELVET	366	78,148	7,812	10.0	268	1,921	3,901
$1,000,000 and over	17	28,249	1,947	6.9	10	469	1,079
Middle Atlantic	17	28,249	1,947	---	10	469	1,079
$500,000 - $999,999	28	19,895	1,757	8.8	10	355	851
$300,000 - $499,999	20	7,894	811	10.3	11	199	398
$200,000 - $299,999	26	6,390	[illegible]	13.8	11	201	443
Middle Atlantic	21	5,119	665	---	11	160	319
Other divisions	5	1,271	217	---	---	41	124
$100,000 - $199,999	57	7,994	1,242	15.5	36	329	624
Middle Atlantic	46	6,603	1,056	---	30	283	525
Other divisions	9	1,391	186	---	6	[illegible]	99
$50,000 - $99,999	59	4,255	661	15.5	46	182	288
Middle Atlantic	43	3,093	488	---	31	131	228
Pacific	8	629	89	---	9	26	31
Other divisions	8	533	84	---	6	25	29
$10,000 - $49,999	123	3,234	471	14.6	106	175	205
Middle Atlantic	96	2,618	355	---	87	124	152
East North Central	7	133	29	---	5	16	15
Pacific	11	307	45	---	8	16	16
Other divisions	9	176	42	---	6	19	22
Under $10,000	36	239	41	17.2	38	11	13
Middle Atlantic	32	207	37	---	34	9	12
Other divisions	4	32	4	---	4	2	1
WOOLEN AND WORSTED	348	89,046	9,631	10.8	270	2,085	4,168
$1,000,000 and over	17	38,555	2,942	7.6	18	483	1,303
$500,000 - $999,999	27	19,291	1,987	10.3	16	428	739
Middle Atlantic	21	15,540	1,524	---	13	341	528
Other divisions	6	3,751	463	---	3	87	211
$300,000 - $499,999	21	7,719	1,097	14.2	11	255	577
Middle Atlantic	13	4,869	744	---	7	176	413
Other divisions	8	2,850	353	---	4	79	164
$200,000 - $299,999	29	7,162	1,015	14.2	17	241	456
Middle Atlantic	17	4,453	507	---	10	153	313
Other divisions	12	2,709	408	---	7	88	143

KIND OF BUSINESS BUSINESS-SIZE GROUP GEOGRAPHIC DIVISION	Number of establishments	Sales (add 000)	Operating expenses (thousands of dollars) Amount (add 000)	Operating expenses (thousands of dollars) Per cent of sales	Active proprietors (number)	Number of employees* (average for year)	Total pay roll* (add 000)
DRY GOODS (SPECIALTY LINES)—Con.							
PIECE GOODS—Con.							
WOOLEN AND WORSTED—Con.							
$100,000 - $199,999	59	$8,323	$1,315	15.8	43	347	$570
Middle Atlantic	37	5,478	686	---	32	206	319
East North Central	8	1,024	202	---	7	46	74
Pacific	8	1,046	305	---	1	64	123
Other divisions	6	775	122	---	3	31	54
$50,000 - $99,999	69	5,196	811	15.6	58	190	343
New England	8	544	86	---	6	15	34
Middle Atlantic	37	2,757	419	---	37	104	188
East North Central	10	772	151	---	4	35	81
Pacific	7	566	95	---	4	20	44
Other divisions	7	457	18	---	5	16	26
$10,000 - $49,999	98	2,632	423	16.1	80	131	171
New England	8	209	30	---	6	13	16
Middle Atlantic	68	1,768	261	---	60	80	98
East North Central	9	265	58	---	3	16	24
Pacific	8	220	38	---	6	9	17
Other divisions	5	170	36	---	5	13	13
Under $10,000	28	168	41	24.4	27	10	9
Middle Atlantic	19	116	25	---	20	4	4
Other divisions	9	52	16	---	7	6	[illegible]
OTHER	309	37,212	5,574	15.0	234	1,577	2,827
$1,000,000 and over	4	6,054	736	12.2	2	189	425
$500,000 - $999,999	11	6,664	1,043	15.7	9	293	555
$300,000 - $499,999	23	9,295	1,172	12.6	15	267	596
Middle Atlantic	17	6,656	868	---	9	197	456
Other divisions	6	2,639	304	---	6	70	140
$200,000 - $299,999	13	3,065	439	14.3	11	114	191
Middle Atlantic	8	1,891	298	---	7	76	124
Other divisions	5	1,174	141	---	4	38	67
$100,000 - $199,999	37	5,119	909	17.8	21	260	461
Middle Atlantic	25	3,514	622	---	19	162	318
East North Central	5	582	131	---	---	40	65
Other divisions	7	1,023	156	---	2	58	78
$50,000 - $99,999	50	3,461	638	18.4	33	195	317
Middle Atlantic	26	1,811	343	---	18	91	155
East North Central	13	904	188	---	6	70	103
Other divisions	11	746	107	---	9	34	59
$10,000 - $49,999	129	3,281	576	17.6	103	241	266
New England	9	257	59	---	4	27	33
Middle Atlantic	82	2,056	352	---	60	147	163
East North Central	16	416	74	---	20	26	28
Pacific	14	349	56	---	11	17	24
Other divisions	8	203	35	---	6	24	20
Under $10,000	42	273	61	22.3	40	18	14
Middle Atlantic	31	190	40	---	29	9	7
Other divisions	11	83	21	---	11	9	7
OTHER DRY GOODS SPECIALTIES	295	29,656	4,666	15.7	263	1,504	2,329
$200,000 and over	32	16,559	2,350	14.2	26	658	1,242
Middle Atlantic	22	11,735	1,692	---	19	429	895
Other divisions	10	4,824	658	---	7	229	347
$100,000 - $199,999	42	6,078	1,059	17.4	30	392	521
Middle Atlantic	23	3,283	509	---	17	188	260
East North Central	7	948	179	---	4	51	87
South Atlantic	5	767	142	---	5	41	54
Other divisions	7	1,080	229	---	4	112	120
$50,000 - $99,999	[illegible]	3,283	517	16.0	41	185	280
New England	5	279	39	---	3	9	17
Middle Atlantic	23	1,576	249	---	21	90	147
East North Central	8	581	118	---	7	36	42
Other divisions	12	787	111	---	10	50	52

* Employees and pay roll include paid executives of corporations but not the number and compensation of proprietors of unincorporated businesses.

TABLE 4.—BUSINESS SIZE—WHOLESALE MERCHANTS

ESTABLISHMENTS, SALES, EXPENSES, PERSONNEL, AND PAY ROLL—Continued
KINDS OF BUSINESS, NET-SALES-SIZE GROUPS, AND GEOGRAPHIC DIVISIONS

GEOGRAPHIC DIVISIONS

KIND OF BUSINESS / BUSINESS-SIZE GROUP / GEOGRAPHIC DIVISION	Number of establishments	Sales (add 000)	Operating expenses (including pay roll): Amount (add 000)	Operating expenses (including pay roll): Percent of sales	Active proprietors	Number of employees* (including proprietors) Average for year	Total pay roll* (add 000)
DRY GOODS (SPECIALTY LINES)—Con.							
OTHER DRY GOODS SPECIALTIES—Con.							
$10,000 - $49,999	134	$3,543	$686	19.4	128	256	$294
Middle Atlantic	82	2,103	411	---	78	146	176
East North Central	13	376	69	---	16	19	27
South Atlantic	11	329	60	---	11	31	28
Pacific	12	[illegible]	71	---	7	24	29
Other divisions	16	447	75	---	16	36	34
Under $10,000	39	253	54	21.3	38	13	12
Middle Atlantic	23	138	29	---	24	[illegible]	7
Other divisions	16	115	25	---	14	5	5
ELECTRICAL GOODS							
ELECTRICAL MERCHANDISE (General line)	452	294,966	39,489	13.4	49	11,576	23,234
$1,000,000 and over	84	146,816	19,694	13.4	3	5,858	[illegible]
Middle Atlantic	18	33,470	4,429	---	---	1,314	2,914
East North Central	20	40,000	5,205	---	---	1,556	[illegible]
West North Central	11	18,225	2,514	---	---	717	1,568
South Atlantic	10	13,795	1,608	---	3	515	978
West South Central	7	8,837	1,463	---	---	506	[illegible]
Pacific	11	20,057	2,841	---	---	811	1,729
Other divisions	7	12,444	1,634	---	---	439	881
$500,000 - $999,999	113	79,136	10,331	13.1	6	2,967	5,923
New England	5	3,095	511	---	---	156	284
Middle Atlantic	18	13,951	2,089	---	1	606	1,233
East North Central	25	16,979	2,378	---	---	632	1,430
West North Central	13	8,482	1,033	---	---	302	539
South Atlantic	17	11,314	1,388	---	1	421	824
East South Central	10	6,935	790	---	2	220	403
West South Central	10	7,557	913	---	---	271	502
Mountain	5	3,976	411	---	---	118	243
Pacific	10	6,887	818	---	2	239	465
$300,000 - $499,999	116	45,295	5,914	13.1	5	1,665	3,217
New England	11	3,651	392	---	---	117	212
Middle Atlantic	22	8,841	1,190	---	2	354	642
East North Central	23	9,276	1,340	---	---	385	770
West North Central	13	5,361	760	---	2	193	375
South Atlantic	19	7,337	849	---	---	268	507
East South Central	7	2,758	319	---	---	74	46
West South Central	7	3,048	261	---	---	70	136
Mountain	5	1,942	235	---	1	62	130
Pacific	9	3,181	568	---	---	142	299
$200,000 - $299,999	51	12,439	1,753	14.1	13	525	905
New England	6	1,390	150	---	3	42	83
Middle Atlantic	8	1,939	298	---	5	107	166
East North Central	14	3,325	488	---	1	144	269
South Atlantic	[illegible]	1,566	216	---	1	64	97
Pacific	6	1,564	187	---	2	50	98
Other divisions	11	2,655	414	---	1	118	192
$100,000 - $199,999	67	10,011	1,579	15.8	17	492	818
New England	9	1,296	207	---	1	[illegible]	106
Middle Atlantic	21	2,953	522	---	6	177	293
East North Central	10	1,630	266	---	1	89	138
South Atlantic	5	1,241	177	---	5	51	77
West South Central	5	800	[illegible]	---	---	24	44
Pacific	6	955	130	---	3	39	69
Other divisions	7	1,136	188	---	1	64	91
Under $100,000	21	1,269	218	17.2	5	69	112
Middle Atlantic	5	345	61	---	---	20	35
Other divisions	16	924	157	---	5	49	77
APPARATUS AND EQUIPMENT	205	23,401	5,379	23.0	123	1,669	3,053
$100,000 and over	46	17,429	3,558	20.4	17	959	2,049
Middle Atlantic	13	2,237	603	---	3	195	365
East North Central	15	9,760	1,850	---	6	409	1,063
West North Central	9	2,343	319	---	8	88	173
Other divisions	9	3,089	786	---	---	267	[illegible]
$50,000 - $99,999	49	5,420	1,061	31.0	25	385	585
Middle Atlantic	15	1,110	348	---	10	125	210
East North Central	15	1,065	354	---	2	123	177
South Atlantic	5	357	82	---	5	35	47
Pacific	6	415	132	---	2	45	68
Other divisions	[illegible]	473	145	---	6	59	[illegible]

KIND OF BUSINESS / BUSINESS-SIZE GROUP / GEOGRAPHIC DIVISION	Number of establishments	Sales (add 000)	Operating expenses (including pay roll): Amount (add 000)	Operating expenses (including pay roll): Percent of sales	Active proprietors	Number of employees* (including proprietors) Average for year	Total pay roll* (add 000)
ELECTRICAL GOODS—Con.							
APPARATUS AND EQUIPMENT—Con.							
$10,000 - $49,999	90	$2,437	$724	29.7	[illegible]	304	$40
Middle Atlantic	28	759	221	---	23	78	111
East North Central	18	530	155	---	12	[illegible]	91
West North Central	14	342	114	---	8	56	69
Pacific	18	522	146	---	15	60	79
Other divisions	12	284	88	---	6	41	51
Under $10,000	20	115	36	31.3	17	21	18
Middle Atlantic	[illegible]	46	14	---	8	7	8
Other divisions	11	69	22	---	9	14	10
WIRING SUPPLIES AND CONSTRUCTION MATERIALS	942	124,991	21,899	17.5	555	6,996	11,920
$500,000 and over	33	30,164	4,628	15.3	9	1,289	2,659
Middle Atlantic	13	10,667	1,950	---	8	553	1,144
East North Central	5	6,311	1,018	---	---	257	566
Pacific	5	3,136	576	---	1	166	359
Other divisions	10	10,050	1,084	---	---	313	590
$300,000 - $499,999	60	22,519	4,003	17.8	12	1,149	2,276
Middle Atlantic	23	8,430	1,471	---	5	457	[illegible]
East North Central	14	5,191	1,092	---	---	274	593
West North Central	6	2,220	420	---	---	122	247
South Atlantic	6	2,429	373	---	---	107	195
West South Central	5	1,950	343	---	---	109	188
Pacific	6	2,299	304	---	7	[illegible]	157
$200,000 - $299,999	50	19,910	3,294	16.5	40	1,001	1,784
New England	8	2,004	335	---	2	99	186
Middle Atlantic	16	3,918	714	---	8	249	419
East North Central	23	5,954	1,047	---	14	303	561
South Atlantic	6	1,452	211	---	2	63	98
West South Central	8	1,886	225	---	6	76	112
Pacific	12	2,984	495	---	6	148	282
Other divisions	7	1,712	277	---	2	63	126
$100,000 - $199,999	195	27,337	5,029	18.4	103	1,626	2,712
New England	13	1,649	340	---	3	99	192
Middle Atlantic	88	9,610	1,808	---	37	584	962
East North Central	35	4,990	943	---	12	297	497
West North Central	9	1,281	198	---	9	63	101
South Atlantic	26	3,687	664	---	8	235	390
West South Central	8	1,197	210	---	6	70	108
Pacific	24	3,509	626	---	22	204	332
Other divisions	10	1,414	240	---	6	74	130
$50,000 - $99,999	245	17,503	3,354	19.2	148	1,260	1,712
New England	14	977	205	---	5	70	100
Middle Atlantic	109	7,520	1,509	---	71	540	766
East North Central	50	3,762	747	---	28	272	360
West North Central	10	784	136	---	6	56	70
South Atlantic	19	1,337	228	---	7	90	114
East South Central	[illegible]	341	90	---	---	37	53
West South Central	8	636	[illegible]	---	5	42	52
Mountain	6	430	61	---	4	23	31
Pacific	25	1,716	289	---	22	130	166
$10,000 - $49,999	264	7,156	1,493	20.9	185	825	744
New England	33	936	230	---	17	96	133
Middle Atlantic	109	3,011	607	---	75	259	293
East North Central	46	1,223	266	---	36	106	123
West North Central	12	281	68	---	6	[illegible]	50
South Atlantic	20	573	109	---	14	43	[illegible]
West South Central	[illegible]	189	20	---	6	14	10
Pacific	28	702	132	---	24	[illegible]	66
Other divisions	8	241	61	---	5	21	27
Under $10,000	67	402	98	24.4	58	46	33
Middle Atlantic	25	148	37	---	24	18	13
East North Central	20	104	28	---	15	15	11
West North Central	6	[illegible]	7	---	7	4	1
Pacific	8	62	12	---	7	3	2
Other divisions	8	[illegible]	14	---	5	6	6
RADIOS AND EQUIPMENT	[illegible]	111,278	21,178	19.0	431	6,042	10,759
$1,000,000 and over	22	40,396	7,570	18.7	1	1,905	3,970
Middle Atlantic	9	18,338	3,000	---	1	791	1,695
East North Central	6	10,116	2,143	---	---	502	[illegible]
Other divisions	7	11,942	2,427	---	---	612	1,289

* Employees and pay roll include paid executives of corporations but not the number and compensation of proprietors of unincorporated businesses.

TABLE 4.—BUSINESS SIZE—WHOLESALE MERCHANTS

ESTABLISHMENTS, SALES, EXPENSES, PERSONNEL, AND PAY ROLL—Continued

KINDS OF BUSINESS, NET-SALES-SIZE GROUPS, AND GEOGRAPHIC DIVISIONS

GEOGRAPHIC DIVISIONS

KIND OF BUSINESS / BUSINESS-SIZE GROUP / GEOGRAPHIC DIVISION	Number of establishments	Net sales (add 000)	OPERATING EXPENSES (including payroll): Amount (add 000)	OPERATING EXPENSES: Per cent of sales	Active proprietors and active partners, end of year	Number of employees, last pay period in December	Total pay roll* (add 000)
ELECTRICAL GOODS—Con.							
RADIOS AND EQUIPMENT—Con.							
$500,000 - $999,999	32	$21,514	$5,404	15.8	4	825	$1,686
East North Central	11	7,025	1,285	--	1	302	631
South Atlantic	5	3,172	536	---	---	95	200
Other divisions	16	11,319	1,743	---	3	428	855
$300,000 - $499,999	38	14,445	2,942	20.4	8	783	1,465
Middle Atlantic	10	3,846	827	---	---	241	483
East North Central	7	2,871	541	---	3	163	252
Pacific	7	2,533	497	---	3	142	249
Other divisions	14	5,195	1,077	---	2	237	481
$200,000 - $299,999	42	10,196	1,870	18.3	19	493	924
Middle Atlantic	13	3,049	528	---	5	128	273
East North Central	11	2,616	551	---	4	138	294
Other divisions	18	4,531	791	---	10	227	357
$100,000 - $199,999	70	9,970	2,071	20.8	34	683	1,075
New England	[illegible]	1,239	249	---	5	75	118
Middle Atlantic	18	2,665	525	---	7	189	283
East North Central	9	1,216	245	---	1	[illegible]	152
South Atlantic	6	700	156	---	5	50	77
West South Central	5	683	133	---	[illegible]	45	65
Pacific	15	2,226	490	---	6	168	272
Other divisions	9	1,241	273	---	6	90	128
$50,000 - $99,999	102	6,987	1,430	20.5	74	529	717
New England	8	571	138	---	5	58	79
Middle Atlantic	16	1,069	244	---	10	76	102
East North Central	29	1,951	375	---	20	133	203
West North Central	10	661	132	---	7	59	73
South Atlantic	9	671	99	---	[illegible]	33	37
East South Central	4	276	51	---	3	26	35
West South Central	14	940	221	---	[illegible]	85	115
Pacific	12	[illegible]	170	---	12	59	73
$10,000 - $49,999	281	7,264	1,753	24.1	225	761	870
New England	21	510	138	---	14	56	59
Middle Atlantic	46	1,251	332	---	41	123	158
East North Central	80	2,064	477	---	61	204	241
West North Central	30	764	187	---	30	106	93
South Atlantic	37	1,061	256	---	26	107	134
East South Central	10	258	50	---	6	24	29
West South Central	19	419	90	---	16	44	44
Mountain	7	203	62	---	3	31	35
Pacific	29	734	161	---	28	66	77
Under $10,000	71	[illegible]	138	27.3	66	63	52
New England	5	37	10	---	6	5	3
Middle Atlantic	19	173	51	---	20	21	18
East North Central	20	129	32	---	18	16	17
West North Central	9	60	17	---	8	8	8
West South Central	5	35	10	---	5	5	3
Pacific	8	40	7	---	6	3	1
Other divisions	5	32	11	---	3	5	2
REFRIGERATORS AND EQUIPMENT (Household)	159	118,018	20,116	17.0	53	4,814	10,653
ALL OTHER	620	105,220	21,162	20.1	322	6,360	11,197
$1,000,000 and over	12	18,711	3,277	17.5	2	818	1,719
Middle Atlantic	5	7,712	1,378	---	---	374	848
Other divisions	7	10,999	1,899	---	2	444	871
$500,000 - $999,999	34	24,270	4,241	17.5	6	1,110	2,293
Middle Atlantic	9	6,032	1,134	---	3	342	655
East North Central	[illegible]	6,804	1,162	---	---	287	616
South Atlantic	5	3,966	676	---	---	167	363
Other divisions	11	7,468	1,269	---	3	314	659
$300,000 - $499,999	51	19,955	3,945	19.8	8	1,215	2,158
New England	6	2,355	518	---	2	162	313
Middle Atlantic	12	4,504	898	---	2	272	467
East North Central	8	3,057	633	---	3	256	382
South Atlantic	5	1,998	402	---	---	105	216
West South Central	6	2,550	[illegible]	---	---	157	261
Pacific	6	2,334	395	---	---	63	212
Other divisions	[illegible]	3,177	591	---	1	180	307
ELECTRICAL GOODS—Con.							
ALL OTHER—Con.							
$200,000 - $299,999	53	$13,117	$2,704	20.6	8	742	$1,427
Middle Atlantic	11	2,555	609	---	1	168	347
East North Central	11	2,615	552	---	3	147	307
South Atlantic	6	1,499	311	---	--	91	171
Pacific	8	2,071	389	---	2	96	171
Other divisions	17	4,377	863	---	2	238	451
$100,000 - $199,999	107	14,757	3,414	23.1	48	1,153	2,119
New England	10	1,288	275	---	1	91	171
Middle Atlantic	31	4,208	989	---	14	304	492
East North Central	20	3,490	859	---	13	349	597
West North Central	12	1,778	361	---	7	158	261
South Atlantic	7	954	182	---	2	82	143
West South Central	7	1,101	196	---	5	69	98
Pacific	7	913	241	---	6	75	129
Other divisions	7	1,088	237	---	--	85	113
$50,000 - $99,999	119	8,614	2,061	23.4	60	721	1,286
New England	22	1,652	306	---	7	96	138
Middle Atlantic	32	2,219	564	---	16	210	342
East North Central	32	2,464	629	---	15	225	352
West North Central	5	413	90	---	3	28	39
South Atlantic	7	543	112	---	2	40	59
East South Central	5	384	81	---	4	27	38
Pacific	9	589	138	---	9	[illegible]	57
Other divisions	7	550	121	---	4	49	65
$10,000 - $49,999	190	5,297	1,395	26.3	154	592	682
New England	15	524	153	---	8	59	77
Middle Atlantic	49	1,546	366	---	39	170	192
East North Central	52	1,561	352	---	42	142	171
West North Central	26	684	171	---	19	87	98
South Atlantic	13	397	79	---	11	28	[illegible]
East South Central	4	121	23	---	3	12	9
West South Central	8	228	79	---	9	34	39
Mountain	6	201	45	---	6	18	20
Pacific	17	425	127	---	17	45	55
Under $10,000	54	299	125	41.8	36	59	[illegible]
Middle Atlantic	16	109	40	---	14	16	18
East North Central	14	67	26	---	9	17	14
South Atlantic	6	29	14	---	1	8	10
Pacific	9	[illegible]	25	---	5	14	17
Other divisions	9	46	20	---	7	4	12
FARM PRODUCTS—RAW MATERIALS							
COTTON	133	181,956	12,577	6.9	119	1,620	[illegible]
$1,000,000 and over	40	150,543	9,492	6.3	39	37[illegible]	3,136
South Atlantic	13	37,027	2,497	---	2[illegible]	334	7[illegible]
East South Central	14	74,865	4,954	---	2[illegible]	463	9[illegible]
West South Central	7	16,692	1,022	---	3	81	138
Other divisions	6	21,759	1,019	---	5	92	296
$500,000 - $999,999	28	20,088	2,099	10.4	23	398	706
South Atlantic	9	6,481	496	---	9	86	77
East South Central	7	4,461	229	---	11	48	74
Other divisions	12	9,146	1,374	---	8	264	557
$300,000 - $499,999	12	4,415	308	7.0	15	52	97
East South Central	6	2,301	162	---	6	28	51
Other divisions	6	2,112	146	---	9	24	46
$100,000 - $299,999	31	6,129	534	8.7	25	124	164
South Atlantic	13	2,677	248	---	9	51	54
East South Central	6	1,226	111	---	7	29	23
West South Central	5	1,061	114	---	4	27	42
Other divisions	7	1,165	161	---	5	17	45
Under $100,000	22	[illegible]	44	14.6	17	75	93
South Atlantic	8	357	59	---	5	39	42
East South Central	6	[illegible]	46	---	5	22	28
Other divisions	8	341	37	---	7	14	23
GRAINS	373	458,464	24,120	5.3	197	4,785	8,896
$1,000,000 and over	89	389,576	18,122	4.7	3	2,883	5,859
East North Central	12	77,166	4,061	---	---	523	1,[illegible]
West North Central	51	238,787	11,132	---	2	1,636	3,[illegible]

* Employees and pay roll include paid executives of corporations but not the number and compensation of proprietors of unincorporated businesses.

TABLE 4.—BUSINESS SIZE—WHOLESALE MERCHANTS

ESTABLISHMENTS, SALES, EXPENSES, PERSONNEL, AND PAY ROLL—Continued
KINDS OF BUSINESS, NET-SALES-SIZE GROUPS, AND GEOGRAPHIC DIVISIONS

GEOGRAPHIC DIVISIONS

KIND OF BUSINESS / BUSINESS-SIZE GROUP / GEOGRAPHIC DIVISION	Number of establishments	Sales (add 000)	OPERATING EXPENSES (including pay roll) Amount (add 000)	OPERATING EXPENSES (including pay roll) Percent of sales	Active proprietors (Unincorporated business)	Number of employees* (Full-time and part-time) Average for year	Total pay roll* (add 000)
	FARM PRODUCTS - RAW MATERIALS—Con.						
GRAINS—Con.							
$1,000,000 and over—Con.							
West South Central	10	$27,566	$1,064	---	---	[illegible]	$426
Pacific	[illegible]	23,452	838	---	---	176	476
Other divisions	8	22,608	1,027	---	1	180	416
$500,000 - $999,999	37	27,101	1,993	7.4	5	495	767
West North Central	19	14,026	950	---	1	232	369
Other divisions	18	13,075	1,043	---	4	263	398
$300,000 - $499,999	37	14,441	1,421	9.8	18	391	516
East North Central	6	2,321	117	---	1	49	61
West North Central	10	3,759	449	---	6	111	164
West South Central	5	1,966	189	---	4	85	77
Pacific	9	3,821	222	---	3	69	[illegible]
Other divisions	7	2,774	444	---	4	79	120
$200,000 - $299,999	26	6,378	805	12.6	8	270	340
East North Central	6	1,630	171	---	3	59	75
West North Central	5	1,150	111	---	2	26	35
Other divisions	15	3,598	523	---	3	185	230
$100,000 - $199,999	61	9,288	1,033	11.1	47	367	452
Middle Atlantic	6	851	127	---	7	[illegible]	50
East North Central	15	2,477	250	---	7	97	109
West North Central	14	2,160	198	---	12	70	82
South Atlantic	5	690	75	---	4	28	33
West South Central	6	970	150	---	4	62	85
Pacific	7	978	131	---	8	37	52
Other divisions	8	1,162	102	---	5	37	41
$50,000 - $99,999	56	3,872	500	12.9	49	217	239
Middle Atlantic	8	529	73	---	7	35	39
East North Central	12	816	104	---	9	48	45
West North Central	15	1,035	108	---	17	45	58
South Atlantic	6	327	75	---	5	29	33
West South Central	8	552	55	---	7	26	18
Other divisions	7	513	85	---	4	34	46
Under $50,000	67	1,805	246	13.6	67	162	123
Middle Atlantic	9	260	27	---	14	15	15
East North Central	12	261	38	---	13	28	22
West North Central	12	320	31	---	16	22	19
South Atlantic	8	185	33	---	6	17	14
West South Central	15	451	59	---	9	50	31
Other divisions	11	328	60	---	9	30	22
HIDES, SKINS, AND RAW FURS	609	158,206	12,779	8.1	486	3,270	5,633
$500,000 and over	65	92,690	5,870	6.3	24	1,196	2,589
Middle Atlantic	32	33,888	2,503	---	16	317	1,040
East North Central	13	33,782	1,434	---	5	350	622
West North Central	5	5,368	377	---	---	111	212
Pacific	6	9,904	688	---	---	208	439
Other divisions	9	9,748	868	---	3	210	276
$300,000 - $499,999	53	20,150	1,909	9.5	37	463	837
Middle Atlantic	31	11,958	995	---	21	159	445
East North Central	6	2,124	185	---	6	67	93
Other divisions	16	6,068	729	---	10	237	299
$200,000 - $299,999	66	16,550	1,739	10.5	45	530	842
Middle Atlantic	33	8,032	684	---	29	127	271
East North Central	5	1,516	126	---	[illegible]	46	62
West North Central	8	2,043	450	---	5	129	252
Mountain	7	1,755	139	---	1	90	81
Pacific	6	1,575	175	---	1	60	105
Other divisions	7	1,849	165	---	5	78	71
$100,000 - $199,999	115	16,531	1,816	11.0	82	554	762
Middle Atlantic	54	7,810	719	---	33	147	315
East North Central	12	1,855	233	---	14	56	77
West North Central	17	2,476	344	---	12	145	166
West South Central	11	1,457	164	---	[illegible]	75	68
Mountain	9	1,133	158	---	8	54	61
Other divisions	12	1,820	198	---	9	77	75
$50,000 - $99,999	119	8,624	939	10.9	119	345	398
Middle Atlantic	57	4,137	408	---	51	84	164
East North Central	10	[illegible]	61	---	15	30	32
West North Central	18	1,276	185	---	22	67	76
West South Central	11	806	85	---	8	73	45
Mountain	10	728	102	---	6	54	40

KIND OF BUSINESS / BUSINESS-SIZE GROUP / GEOGRAPHIC DIVISION	Number of establishments	Sales (add 000)	OPERATING EXPENSES (including pay roll) Amount (add 000)	OPERATING EXPENSES (including pay roll) Percent of sales	Active proprietors (Unincorporated business)	Number of employees* (Full-time and part-time) Average for year	Total pay roll* (add 000)
	FARM PRODUCES—RAW MATERIALS—Con.						
HIDES, SKINS, AND RAW FURS—Con.							
$50,000 - $99,999—Con.							
Pacific	6	$444	$46	---	9	9	$15
Other divisions	7	544	52	---	8	28	26
$10,000 - $49,999	132	3,354	449	13.4	125	160	187
New England	5	171	20	---	3	7	12
Middle Atlantic	65	1,669	231	---	53	57	[illegible]
East North Central	26	606	72	---	27	40	35
West North Central	8	149	32	---	11	9	8
South Atlantic	8	165	26	---	9	14	9
Pacific	10	328	35	---	11	9	14
Other divisions	10	268	33	---	11	24	17
Under $10,000	59	307	57	18.6	54	22	18
New England	5	27	5	---	3	2	1
Middle Atlantic	23	109	25	---	25	7	[illegible]
East North Central	14	81	10	---	16	[illegible]	1
West North Central	7	41	11	---	3	5	6
Other divisions	10	49	6	---	7	2	2
HORSES AND MULES	28	6,992	329	4.7	31	118	100
LIVESTOCK	108	8,253	1,041	12.6	102	370	328
TOBACCO (Leaf)	144	62,189	9,124	14.7	94	5,752	4,830
WOOL AND MOHAIR	153	179,634	11,876	6.6	139	1,306	4,089
ALL OTHER	221	63,737	6,816	10.7	168	2,411	2,512
$500,000 and over	33	43,162	3,814	8.8	18	[illegible]	1,272
Middle Atlantic	10	15,091	1,585	---	4	113	[illegible]
South Atlantic	7	8,985	927	---	5	486	378
Pacific	5	5,149	563	---	5	55	165
Other divisions	11	13,937	739	---	[illegible]	189	292
$300,000 - $499,999	24	8,961	1,228	13.7	12	601	452
South Atlantic	7	2,574	289	---	1	319	144
Pacific	5	1,954	221	---	2	[illegible]	89
Other divisions	12	4,433	718	---	9	214	219
$200,000 - $299,999	11	2,678	418	15.6	[illegible]	189	195
$100,000 - $199,999	31	4,551	612	13.4	19	417	253
West North Central	7	1,109	161	---	3	67	69
Pacific	5	713	[illegible]	---	6	38	36
Other divisions	19	2,729	359	---	10	312	148
$50,000 - $99,999	38	2,610	398	15.2	25	198	188
Middle Atlantic	11	710	138	---	6	81	57
East North Central	10	760	104	---	7	56	49
West North Central	6	433	58	---	4	32	32
Other divisions	11	707	98	---	8	49	[illegible]
Under $50,000	84	1,775	346	19.5	90	163	152
Middle Atlantic	21	311	77	---	19	37	42
East North Central	18	406	55	---	24	28	23
West North Central	10	223	27	---	[illegible]	14	12
South Atlantic	11	227	47	---	8	21	18
Mountain	5	153	33	---	2	13	14
Pacific	10	253	67	---	21	18	20
Other divisions	9	202	40	---	7	32	23
	FARM PRODUCTS—CONSUMER GOODS						
DAIRY PRODUCTS	1,977	465,744	106347	23.3	1,172	32,520	53,935
$1,000,000 and over	87	190,688	36,617	19.2	14	9,336	18,984
Middle Atlantic	50	110,482	20,437	---	10	4,507	9,417
East North Central	18	37,147	6,898	---	2	1,817	4,096
Pacific	9	19,831	3,860	---	---	1,198	2,233
Other divisions	10	23,428	5,634	---	2	1,814	3,238
$500,000 - $999,999	125	84,843	19,522	23.0	16	5,141	9,469
New England	11	7,520	2,554	---	---	627	1,223
Middle Atlantic	51	35,745	7,053	---	7	1,644	3,151
East North Central	40	26,377	5,366	---	9	1,405	2,666
Pacific	14	9,438	2,487	---	---	717	1,416
Other divisions	9	5,763	2,082	---	---	748	1,013

* Employees and pay roll include paid executives of corporations but not the number and compensation of proprietors of unincorporated businesses.

TABLE 4.—BUSINESS SIZE—WHOLESALE MERCHANTS

ESTABLISHMENTS, SALES, EXPENSES, PERSONNEL, AND PAY ROLL—Continued

KINDS OF BUSINESS, NET-SALES-SIZE GROUPS, AND GEOGRAPHIC DIVISIONS

GEOGRAPHIC DIVISIONS

KIND OF BUSINESS BUSINESS-SIZE GROUP GEOGRAPHIC DIVISION	Number of establishments	Sales (add 000)	OPERATING EXPENSES (including pay roll) Amount (add 000)	OPERATING EXPENSES Percent of sales	Active proprietors of unincorporated business	Number of employees (including proprietors) average for year	Total pay roll* (add 000)
	FARM PRODUCTS—CONSUMER GOODS—Con.						
DAIRY PRODUCTS—Con.							
$300,000 - $499,999	152	$58,335	$15,160	26.0	39	4,517	$7,554
New England	12	4,747	1,321	---	2	422	745
Middle Atlantic	57	22,987	4,631	---	21	1,114	2,110
East North Central	43	15,591	4,287	---	9	1,232	2,157
West North Central	7	2,489	620	---	4	205	387
South Atlantic	[illegible]	3,257	1,231	---	---	358	598
West South Central	11	4,100	1,566	---	1	667	817
Pacific	7	2,467	720	---	2	244	575
Other divisions	7	2,697	784	---	---	277	385
$200,000 - $299,999	135	32,403	8,727	26.9	30	2,900	4,357
Middle Atlantic	37	9,005	1,955	---	9	522	818
East North Central	28	8,631	1,835	---	7	652	1,037
West North Central	17	3,882	1,116	---	1	425	592
South Atlantic	7	1,805	576	---	1	217	246
West South Central	8	1,832	578	---	3	255	286
Mountain	5	1,207	382	---	1	130	165
Pacific	26	6,412	1,800	---	7	523	945
Other divisions	7	1,628	485	---	1	176	268
$100,000 - $199,999	366	51,503	15,527	30.1	163	5,352	7,600
New England	25	3,282	754	---	12	261	369
Middle Atlantic	77	10,869	2,564	---	35	809	1,224
East North Central	117	16,275	4,952	---	51	1,725	2,607
West North Central	30	4,131	1,267	---	8	441	622
South Atlantic	24	3,377	1,304	---	3	527	579
East South Central	14	2,088	820	---	6	282	354
West South Central	23	3,262	1,062	---	12	409	449
Mountain	9	1,279	365	---	9	137	171
Pacific	47	6,960	2,439	---	27	761	1,225
$50,000 - $99,999	400	30,321	8,047	26.5	288	3,071	3,860
New England	21	1,515	333	---	15	131	172
Middle Atlantic	105	8,611	1,813	---	69	602	831
East North Central	118	8,407	2,408	---	81	928	1,162
West North Central	46	3,150	936	---	42	362	454
South Atlantic	14	963	269	---	7	129	132
East South Central	11	701	223	---	5	107	100
West South Central	26	1,811	561	---	21	278	272
Mountain	16	1,060	359	---	7	120	160
Pacific	45	4,103	1,145	---	31	414	577
$10,000 - $49,999	609	16,972	4,574	27.0	532	2,096	2,033
New England	16	416	98	---	18	39	37
Middle Atlantic	91	2,669	630	---	[illegible]	241	270
East North Central	210	5,611	1,628	---	194	720	721
West North Central	95	2,666	717	---	99	369	319
South Atlantic	28	760	216	---	26	110	101
East South Central	29	916	214	---	21	150	118
West South Central	52	1,437	411	---	29	202	166
Mountain	35	931	265	---	28	119	115
Pacific	53	1,966	403	---	49	146	186
Under $10,000	103	679	173	25.5	90	107	78
New England	7	40	7	---	7	4	4
Middle Atlantic	15	131	32	---	10	18	18
East North Central	28	164	47	---	24	[illegible]	21
West North Central	22	149	41	---	23	28	16
South Atlantic	6	32	9	---	7	7	5
West South Central	9	61	14	---	5	9	8
Pacific	7	50	9	---	6	3	3
Other divisions	9	52	14	---	8	10	3
DAIRY AND POULTRY PRODUCTS	725	240,254	20,762	8.6	591	6,673	10,774
$1,000,000 and over	52	124,819	7,217	5.8	23	2,174	3,989
Middle Atlantic	27	57,846	3,413	---	15	964	2,057
East North Central	9	41,869	1,451	---	[illegible]	342	722
Pacific	6	11,136	869	---	---	261	410
Other divisions	10	13,968	1,504	---	---	607	800
$500,000 - $999,999	49	34,163	3,643	10.7	23	1,207	2,016
Middle Atlantic	23	16,320	1,748	---	12	544	938
East North Central	11	7,138	763	---	4	249	459
Pacific	5	3,655	536	---	5	216	293
Other divisions	10	7,050	596	---	2	198	326
$300,000 - $499,999	56	21,696	2,494	11.5	47	874	1,250
Middle Atlantic	25	9,766	997	---	24	313	527
East North Central	[illegible]	3,580	348	---	9	121	190
West North Central	7	2,602	371	---	5	147	179
South Atlantic	6	2,409	383	---	---	123	182
Other divisions	9	3,339	395	---	9	170	172

KIND OF BUSINESS BUSINESS-SIZE GROUP GEOGRAPHIC DIVISION	Number of establishments	Sales (add 000)	OPERATING EXPENSES (including pay roll) Amount (add 000)	OPERATING EXPENSES Percent of sales	Active proprietors of unincorporated business	Number of employees (including proprietors) average for year	Total pay roll* (add 000)
	FARM PRODUCTS—CONSUMER GOODS—Con.						
DAIRY AND POULTRY PRODUCTS—Con.							
$200,000 - $299,999	88	$21,283	$2,518	11.8	73	859	$1,282
Middle Atlantic	44	10,684	1,038	---	38	331	514
East North Central	22	5,225	669	---	21	234	373
South Atlantic	6	1,525	147	---	3	75	[illegible]
Pacific	8	1,988	335	---	1	114	173
Other divisions	[illegible]	1,841	329	---	10	105	134
$100,000 - $199,999	154	22,882	3,062	13.4	151	1,054	1,460
New England	6	904	7	---	5	24	33
Middle Atlantic	76	10,546	1,322	---	62	401	598
East North Central	36	5,227	807	---	48	210	284
West North Central	[illegible]	1,270	172	---	2	80	92
Other divisions	27	4,935	889	---	14	339	453
$50,000 - $99,999	145	10,482	1,248	11.9	128	467	586
Middle Atlantic	64	4,637	444	---	58	158	201
East North Central	43	3,081	337	---	43	121	154
West North Central	11	813	109	---	7	50	47
South Atlantic	5	372	39	---	4	25	19
West South Central	6	425	78	---	6	32	17
Pacific	8	628	121	---	5	36	61
Other divisions	8	526	122	---	7	47	67
$10,000 - $49,999	164	4,853	[illegible]	11.5	148	229	204
New England	4	129	15	---	4	5	4
Middle Atlantic	61	1,809	204	---	51	67	74
East North Central	47	1,295	164	---	46	63	60
West North Central	19	595	[illegible]	---	17	41	24
South Atlantic	12	327	35	---	13	15	12
East South Central	6	196	15	---	7	10	5
West South Central	5	162	20	---	3	12	9
Mountain	5	192	27	---	3	9	10
Pacific	5	148	16	---	4	7	6
Under $10,000	17	96	20	20.8	18	9	7
East North Central	8	42	8	---	8	3	(1)
Other divisions	9	54	12	---	10	6	7
POULTRY AND POULTRY PRODUCTS	1,527	238,693	21,974	9.2	1,534	8,569	9,986
$1,000,000 and over	33	53,602	3,775	7.0	23	845	1,488
Middle Atlantic	19	34,231	2,342	---	12	441	989
East North Central	8	10,964	645	---	11	192	239
Other divisions	6	8,407	788	---	---	212	260
$500,000 - $999,999	70	46,159	4,005	8.7	46	1,486	1,990
Middle Atlantic	24	15,552	1,230	---	12	335	641
East North Central	18	12,312	952	---	17	290	405
West North Central	[illegible]	3,680	262	---	[illegible]	184	141
Pacific	7	4,926	527	---	5	247	327
Other divisions	15	9,889	1,034	---	12	430	476
$300,000 - $499,999	101	38,855	3,419	8.8	83	1,242	1,704
Middle Atlantic	31	12,095	985	---	29	230	486
East North Central	34	13,058	913	---	28	309	437
West North Central	8	3,065	349	---	[illegible]	204	178
South Atlantic	6	2,258	194	---	5	94	106
Pacific	[illegible]	5,293	360	---	10	162	202
Other divisions	13	5,086	618	---	7	243	295
$200,000 - $299,999	116	28,038	2,767	9.9	113	1,155	1,348
Middle Atlantic	[illegible]	9,850	933	---	37	299	481
East North Central	28	7,192	673	---	24	241	298
West North Central	9	2,113	202	---	9	70	72
South Atlantic	10	2,285	263	---	8	144	123
East South Central	5	1,237	115	---	6	78	74
Other divisions	23	5,561	581	---	29	323	300
$100,000 - $199,999	258	36,587	3,761	10.3	263	1,586	1,726
New England	15	2,171	248	---	16	84	105
Middle Atlantic	76	10,881	1,095	---	82	292	486
East North Central	59	8,564	835	---	60	323	417
West North Central	22	3,071	360	---	20	163	146
South Atlantic	21	2,847	312	---	15	160	146
East South Central	13	1,880	153	---	12	92	66
Mountain	6	939	74	---	5	34	39
Other divisions	46	6,434	[illegible]	---	53	438	327
$50,000 - $99,999	286	20,266	2,298	11.3	289	1,141	996
New England	8	589	80	---	6	23	33
Middle Atlantic	60	4,336	479	---	58	160	189
East North Central	70	4,893	536	---	76	231	240

* Employees and pay roll include paid executives of corporations but not the number and compensation of proprietors of unincorporated businesses.

1 Less than $1,000.

TABLE 4.—BUSINESS SIZE—WHOLESALE MERCHANTS

ESTABLISHMENTS, SALES, EXPENSES, PERSONNEL, AND PAY ROLL—Continued

KINDS OF BUSINESS, NET-SALES SIZE GROUPS, AND GEOGRAPHIC DIVISIONS

KIND OF BUSINESS / BUSINESS-SIZE GROUP / GEOGRAPHIC DIVISION	Number of establishments	Sales (add 000)	OPERATING EXPENSES (including pay roll) Amount (add 000)	Per cent of sales	Active proprietors (of unincorporated businesses)	Number of employees* (full time and part time) Average for year	Total pay roll* (add 000)
FARM PRODUCTS—CONSUMER GOODS—Con.							
POULTRY AND POULTRY PRODUCTS—Con.							
$50,000 - $99,999—Con.							
West North Central	27	$1,898	$218	---	24	123	$106
South Atlantic	23	1,592	172	---	28	85	77
East South Central	20	1,428	125	---	23	61	39
West South Central	28	2,030	281	---	23	284	128
Mountain	15	1,090	149	---	13	66	66
Pacific	35	2,410	258	---	38	108	118
$10,000 - $49,999	558	14,576	1,838	12.6	607	1,055	702
New England	21	429	68	---	21	19	19
Middle Atlantic	104	2,799	344	---	107	150	138
East North Central	177	4,475	535	---	201	267	198
West North Central	80	2,182	262	---	93	143	99
South Atlantic	44	1,093	158	---	44	108	63
East South Central	24	665	77	---	23	55	28
West South Central	42	1,239	186	---	41	209	83
Mountain	10	280	40	---	11	36	20
Pacific	56	1,414	168	---	66	68	54
Under $10,000	105	610	111	18.2	110	59	32
Middle Atlantic	26	159	27	---	27	10	9
East North Central	31	182	36	---	34	20	8
West North Central	12	67	13	---	12	7	4
South Atlantic	9	56	10	---	9	5	3
East South Central	9	48	8	---	10	9	4
Mountain	8	43	10	---	8	4	2
Other divisions	10	55	7	---	10	4	2
FRUITS AND VEGETABLES (Fresh)	5,037	971,052	106,316	10.9	5,321	35,537	49,831
$1,000,000 and over	140	247,376	21,065	8.5	57	5,872	10,539
New England	11	20,043	1,385	---	3	471	686
Middle Atlantic	45	90,312	7,061	---	14	1,504	2,977
East North Central	36	66,341	4,533	---	32	1,014	2,200
West North Central	17	22,058	2,621	---	---	908	1,503
South Atlantic	7	10,344	462	---	1	93	212
East South Central	7	9,053	1,093	---	---	434	599
West South Central	7	9,205	1,214	---	1	546	697
Pacific	10	20,020	2,696	---	6	902	1,665
$500,000 - $999,999	327	221,303	23,081	10.4	274	7,355	11,415
New England	19	12,670	1,251	---	11	349	548
Middle Atlantic	83	56,698	5,475	---	87	1,319	2,450
East North Central	72	49,644	4,508	---	76	1,291	2,206
West North Central	41	29,231	2,974	---	25	1,032	1,579
South Atlantic	30	18,790	2,341	---	19	886	1,081
East South Central	7	5,303	486	---	8	215	225
West South Central	26	17,160	2,180	---	8	970	1,143
Mountain	11	7,053	881	---	8	319	482
Pacific	38	24,754	2,985	---	32	974	1,701
$300,000 - $499,999	396	149,700	17,447	11.7	309	5,909	8,432
New England	23	9,461	1,104	---	15	357	585
Middle Atlantic	106	39,973	4,738	---	104	1,277	2,145
East North Central	90	34,222	3,401	---	87	1,067	1,719
West North Central	56	21,087	2,344	---	33	862	1,157
South Atlantic	41	15,298	1,904	---	21	680	934
East South Central	8	2,938	321	---	7	148	131
West South Central	24	9,079	1,351	---	10	576	623
Mountain	17	6,156	767	---	10	307	334
Pacific	31	11,486	1,517	---	22	635	804
$200,000 - $299,999	470	114,580	13,519	11.8	457	4,558	6,310
New England	33	8,051	1,057	---	29	309	487
Middle Atlantic	125	29,990	3,288	---	164	972	1,491
East North Central	106	25,702	2,843	---	96	918	1,369
West North Central	48	12,021	1,317	---	34	473	598
South Atlantic	44	10,805	1,454	---	36	577	640
East South Central	18	4,202	468	---	19	192	209
West South Central	26	6,416	877	---	7	388	465
Mountain	22	5,545	635	---	15	253	279
Pacific	48	11,848	1,580	---	37	476	772
$100,000 - $199,999	909	130,045	16,176	12.4	963	5,767	7,222
New England	101	14,441	1,898	---	79	640	853
Middle Atlantic	225	32,216	3,790	---	274	1,163	1,644
East North Central	184	26,127	3,163	---	237	1,088	1,421
West North Central	92	13,427	1,513	---	73	613	722
South Atlantic	82	11,452	1,482	---	68	639	645
East South Central	29	4,157	644	---	26	265	258
West South Central	44	6,371	848	---	41	374	358
Mountain	32	4,449	606	---	29	283	288
Pacific	120	17,405	2,232	---	136	702	1,033

KIND OF BUSINESS / BUSINESS-SIZE GROUP / GEOGRAPHIC DIVISION	Number of establishments	Sales (add 000)	OPERATING EXPENSES (including pay roll) Amount (add 000)	Per cent of sales	Active proprietors (of unincorporated businesses)	Number of employees* (full time and part time) Average for year	Total pay roll* (add 000)
FARM PRODUCTS—CONSUMER GOODS—Con.							
FRUITS AND VEGETABLES (Fresh)—Con.							
$50,000 - $99,999	923	$67,293	$8,939	13.3	1,101	3,491	$3,725
New England	111	8,376	1,135	---	114	419	455
Middle Atlantic	231	16,563	2,064	---	271	724	823
East North Central	149	11,293	1,247	---	200	520	568
West North Central	72	5,119	670	---	82	276	278
South Atlantic	107	7,738	1,179	---	125	495	478
East South Central	33	2,308	304	---	38	146	128
West South Central	49	3,684	501	---	60	231	194
Mountain	40	2,937	525	---	42	204	208
Pacific	131	9,275	1,314	---	169	476	593
$10,000 - $49,999	1,466	38,395	5,642	14.7	1,734	2,356	2,057
New England	108	3,042	474	---	132	161	163
Middle Atlantic	342	9,055	1,262	---	380	493	496
East North Central	245	6,324	898	---	275	377	325
West North Central	111	2,881	377	---	103	172	136
South Atlantic	170	4,169	697	---	211	346	229
East South Central	64	1,714	247	---	84	136	94
West South Central	85	2,158	345	---	[illegible]	185	120
Mountain	69	1,833	303	---	75	127	118
Pacific	272	7,219	1,039	---	375	359	376
Under $10,000	406	2,360	447	18.9	446	229	131
New England	22	134	34	---	27	20	13
Middle Atlantic	90	531	92	---	97	38	24
East North Central	74	404	78	---	79	42	23
West North Central	47	261	41	---	49	28	16
South Atlantic	42	260	56	---	[illegible]	27	14
East South Central	18	125	35	---	21	18	10
West South Central	29	167	29	---	32	26	10
Mountain	13	80	18	---	15	10	3
Pacific	71	398	64	---	77	20	18
FRESH FRUITS ONLY	776	81,964	9,329	11.4	833	3,270	4,059
$1,000,000 and over	5	8,747	974	11.1	4	318	542
$500,000 - $999,999	20	13,379	1,103	8.2	19	410	507
Middle Atlantic	8	5,279	380	---	6	115	158
Other divisions	12	8,100	723	---	13	295	349
$300,000 - $499,999	38	14,450	1,322	9.1	52	467	624
Middle Atlantic	18	6,489	549	---	23	139	239
East North Central	9	3,606	240	---	10	67	106
Other divisions	11	4,355	533	---	19	261	279
$200,000 - $299,999	53	12,597	1,411	11.2	58	374	513
Middle Atlantic	29	6,914	686	---	40	175	279
East North Central	8	2,024	155	---	4	63	80
Pacific	5	1,124	304	---	5	47	57
Other divisions	11	2,535	266	---	9	89	97
$100,000 - $199,999	102	14,786	1,936	13.1	116	669	863
New England	11	1,629	266	---	13	80	108
Middle Atlantic	46	6,677	765	---	60	205	303
East North Central	15	2,246	317	---	14	132	160
West South Central	8	997	199	---	5	102	84
Pacific	13	1,929	239	---	14	90	130
Other divisions	9	1,308	150	---	10	60	78
$50,000 - $99,999	142	9,920	1,308	13.2	151	511	545
New England	9	641	91	---	10	31	37
Middle Atlantic	59	4,215	498	---	68	159	182
East North Central	23	1,618	190	---	19	91	88
South Atlantic	11	775	112	---	13	60	45
Mountain	5	312	31	---	[illegible]	14	17
Pacific	26	1,717	320	---	26	112	143
Other divisions	9	642	66	---	10	44	33
$10,000 - $49,999	304	7,427	1,150	15.5	315	483	438
New England	18	400	67	---	20	22	22
Middle Atlantic	131	2,988	448	---	135	160	160
East North Central	29	764	113	---	28	54	54
West North Central	[illegible]	229	29	---	4	15	14
South Atlantic	31	812	151	---	32	80	53
West South Central	8	202	25	---	7	14	7
Pacific	70	1,792	268	---	83	113	105
Other divisions	9	240	49	---	6	25	23

* Employees and pay roll include paid executives of corporations but not the number and compensation of proprietors of unincorporated businesses.

TABLE 4.—BUSINESS SIZE—WHOLESALE MERCHANTS

ESTABLISHMENTS, SALES, EXPENSES, PERSONNEL, AND PAY ROLL—Continued
KINDS OF BUSINESS, NET-SALES-SIZE GROUPS, AND GEOGRAPHIC DIVISIONS

GEOGRAPHIC DIVISIONS

KIND OF BUSINESS BUSINESS-SIZE GROUP GEOGRAPHIC DIVISION	Number of establishments	Sales (add 000)	Operating expenses including pay roll: Amount (add 000)	Operating expenses including pay roll: Percent of sales	Active proprietors (active partners and active officers of corporations)	Number of employees* (including active proprietors) Average for year	Total pay roll* (add 000)
FARM PRODUCTS—CONSUMER GOODS—Con.							
FRESH FRUITS ONLY—Con.							
Under $10,000	112	$658	$125	19.0	118	38	$27
Middle Atlantic	33	197	41	-	34	11	10
East North Central	11	53	10	---	13	4	1
South Atlantic	7	48	14	---	[redacted]	4	4
West South Central	7	51	14	---	5	4	2
Pacific	42	246	33	---	45	[redacted]	6
Other divisions	12	63	13	---	13	7	[redacted]
ALL OTHER	30	5,328	574	10.8	25	258	303
FARM SUPPLIES							
FEED	762	126,788	13,926	11.0	625	5,027	6,477
$500,000 and over	56	61,012	5,449	8.9	32	1,688	2,650
New England	5	5,445	739	---	---	246	499
Middle Atlantic	11	12,252	1,019	---	9	266	480
East North Central	9	10,306	866	---	6	314	448
West North Central	7	8,274	467	---	2	70	182
South Atlantic	7	5,455	472	---	3	149	187
Pacific	8	11,357	1,349	---	6	376	593
Other divisions	9	7,943	557	---	6	267	261
$300,000 - $499,999	40	15,171	1,970	13.0	20	635	892
East North Central	13	4,696	711	---	10	211	354
West North Central	5	2,027	314	---	---	90	130
South Atlantic	5	1,916	250	---	4	100	107
West South Central	5	1,785	211	---	1	88	96
Pacific	5	1,804	163	---	4	49	81
Other divisions	7	2,943	321	---	1	97	144
$200,000 - $299,999	57	13,720	1,635	11.9	41	566	745
Middle Atlantic	5	1,126	223	---	3	57	108
East North Central	16	3,941	451	---	[redacted]	167	214
West North Central	14	3,212	382	---	17	131	161
South Atlantic	10	2,517	242	---	5	93	112
Pacific	7	1,716	173	---	6	57	79
Other divisions	5	1,208	164	---	[redacted]	61	71
$100,000 - $199,999	128	16,856	168	12.9	[redacted]	838	966
New England	5	629	69	---	1	22	29
Middle Atlantic	15	1,841	249	---	13	73	114
East North Central	23	2,944	426	---	13	162	186
West North Central	17	2,186	269	---	14	116	108
South Atlantic	19	2,539	321	---	9	140	136
East South Central	10	1,336	140	---	8	68	70
West South Central	25	3,389	401	---	23	172	183
Mountain	4	608	93	---	---	34	48
Pacific	10	1,364	200	---	7	51	92
$50,000 - $99,999	176	12,517	1,576	12.8	145	710	743
New England	5	428	60	---	2	26	28
Middle Atlantic	24	1,721	245	---	21	89	118
East North Central	30	2,210	289	---	20	134	150
West North Central	30	2,087	286	---	22	123	131
South Atlantic	34	2,377	268	---	27	141	133
East South Central	11	751	74	---	9	41	40
West South Central	22	1,584	194	---	21	102	81
Mountain	5	342	42	---	8	18	15
Pacific	15	1,019	118	---	15	36	47
$10,000 - $49,999	265	7,293	1,083	14.8	257	560	462
New England	5	121	[redacted]	---	6	4	4
Middle Atlantic	34	933	165	---	34	64	65
East North Central	56	1,508	250	---	64	119	102
West North Central	45	1,252	149	---	44	86	72
South Atlantic	[redacted]	1,207	176	---	44	106	80
East South Central	18	522	70	---	13	55	31
West South Central	36	975	131	---	31	68	47
Mountain	12	297	47	---	9	29	23
Pacific	16	478	86	---	12	29	38
Under $10,000	40	239	45	18.8	42	30	19
East North Central	[redacted]	42	10	---	7	8	5
West North Central	5	30	5	---	4	2	1
South Atlantic	15	91	10	---	19	7	3
Other divisions	12	76	20	---	12	13	10
FERTILIZER	80	14,762	1,606	10.9	55	509	[redacted]

KIND OF BUSINESS BUSINESS-SIZE GROUP GEOGRAPHIC DIVISION	Number of establishments	Sales (add 000)	Operating expenses including pay roll: Amount (add 000)	Operating expenses including pay roll: Percent of sales	Active proprietors (active partners and active officers of corporations)	Number of employees* (including active proprietors) Average for year	Total pay roll* (add 000)
FARM SUPPLIES—Con.							
SEEDS	407	$10,348	$1,981	19.0	286	6,528	$8,984
$500,000 and over	54	57,496	10,541	18.3	35	3,216	4,853
Middle Atlantic	5	3,115	709	---	---	120	295
East North Central	14	15,154	2,906	---	7	878	1,[illegible]82
West North Central	18	22,710	4,360	---	4	1,331	2,[illegible]3
South Atlantic	5	4,544	889	---	3	360	666
Other divisions	12	9,975	1,677	---	21	529	708
$300,000 - $499,999	28	10,656	1,928	18.1	7	865	906
East North Central	7	2,664	518	---	1	194	244
West North Central	6	2,272	362	---	1	87	120
East South Central	5	1,849	226	---	4	62	100
Other divisions	10	3,871	822	---	1	322	442
$200,000 - $299,999	40	9,588	1,344	20.3	22	604	936
Middle Atlantic	[redacted]	2,234	683	---	5	214	350
East North Central	10	2,348	405	---	5	139	231
South Atlantic	5	1,159	156	---	4	49	54
Other divisions	16	3,847	700	---	8	202	301
$100,000 - $199,999	89	13,418	2,623	19.5	57	1,047	1,324
Middle Atlantic	15	2,032	605	---	6	232	314
East North Central	15	2,658	397	---	5	126	208
West North Central	15	2,121	382	---	17	133	175
South Atlantic	9	1,324	193	---	6	80	72
East South Central	[redacted]	1,237	166	---	3	50	75
Mountain	10	1,482	303	---	7	148	163
Pacific	11	1,685	342	---	11	183	186
Other divisions	6	879	235	---	2	95	135
$50,000 - $99,999	87	6,395	1,324	20.7	56	482	612
Middle Atlantic	5	334	84	-	1	25	47
East North Central	15	1,096	242	---	10	87	103
West North Central	26	1,859	342	---	17	266	155
South Atlantic	9	656	124	---	4	47	76
East South Central	5	394	76	---	5	25	14
West South Central	11	817	189	---	6	77	86
Mountain	5	408	3[illegible]	---	5	32	32
Pacific	11	829	173	---	2	63	97
Under $50,000	109	4,795	721	25.8	85	372	353
Middle Atlantic	18	332	113	---	13	70	46
East North Central	26	814	181	---	17	79	97
West North Central	21	611	136	-	10	85	77
South Atlantic	[redacted]	304	55	--	10	2[illegible]	1[illegible]
East South Central	8	233	39	-	7	14	15
Pacific	20	516	156	--	21	73	9[illegible]
Other divisions	7	165	42	---	7	17	[illegible]
ALL OTHER	175	63,563	6,418	9.8	146	2,[illegible]34	1,[illegible]3
FURNITURE AND HOUSE FURNISHINGS							
CHINA, GLASSWARE, AND CROCKERY	236	20,654	4,706	22.8	149	1,540	2,414
$200,000 and over	30	11,530	2,592	22.5	8	725	1,299
Middle Atlantic	12	4,333	1,047	---	5	272	457
East North Central	6	2,605	354	---	---	96	175
Other divisions	12	4,592	1,190	---	3	363	667
$100,000 - $199,999	26	3,567	728	20.4	17	276	417
Middle Atlantic	14	2,025	378	---	12	139	219
East North Central	6	883	192	---	---	77	117
Other divisions	6	659	158	---	5	60	82
$50,000 - $99,999	45	2,964	752	25.2	14	271	414
Middle Atlantic	22	1,440	355	---	9	137	209
East North Central	9	555	195	---	1	74	100
West North Central	7	495	90	---	1	33	46
Other divisions	7	494	111	---	3	47	57
$10,000 - $49,999	106	2,427	593	24.4	87	242	269
New England	10	209	57	---	4	26	32
Middle Atlantic	42	996	265	---	39	89	104
East North Central	28	650	145	---	25	67	83
West North Central	6	139	33	---	3	14	22
Pacific	10	225	[redacted]	---	10	19	22
Other divisions	9	209	45	---	5	27	26

* Employees and pay roll include paid executives of corporations but not the number and compensation of proprietors of unincorporated businesses.

TABLE 4.—BUSINESS SIZE—WHOLESALE MERCHANTS

ESTABLISHMENTS, SALES, EXPENSES, PERSONNEL, AND PAY ROLL—Continued
KINDS OF BUSINESS, NET-SALES-SIZE GROUPS, AND GEOGRAPHIC DIVISIONS

GEOGRAPHIC DIVISIONS

KIND OF BUSINESS / BUSINESS-SIZE GROUP / GEOGRAPHIC DIVISION	Number of establishments	Sales (add 000)	OPERATING EXPENSES (including pay roll) Amount (add 000)	OPERATING EXPENSES (including pay roll) Percent of sales	Active proprietors of unincorporated business	Number of employees* (full-time and part-time) Average for year	Total pay roll* (add 000)
FURNITURE AND HOUSE FURNISHINGS—Con.							
CHINA, GLASSWARE, AND CROCKERY—Con.							
Under $10,000	29	$146	$45	30.8	23	26	$15
Middle Atlantic	15	81	24	---	[illegible]	12	9
East North Central	7	26	7	---	9	4	2
Other divisions	7	39	14	---	6	10	4
FLOOR COVERINGS	411	133,462	18,239	13.7	207	4,772	9,504
$1,000,000 and over	26	52,931	6,843	12.9	---	1,830	3,989
Middle Atlantic	8	17,025	2,148	---	---	465	1,206
East North Central	6	11,273	1,254	---	---	307	699
Pacific	5	13,523	1,781	---	---	460	1,013
Other divisions	7	11,110	1,660	---	---	598	1,071
$500,000 - $999,999	51	36,511	4,429	12.1	13	1,081	2,243
New England	6	4,406	671	---	2	121	308
Middle Atlantic	18	12,416	1,553	---	6	385	765
East North Central	15	10,625	1,072	---	4	261	540
Pacific	5	4,250	564	---	---	151	313
Other divisions	7	4,804	569	---	1	163	319
$300,000 - $499,999	52	19,728	2,731	13.8	12	684	1,282
Middle Atlantic	26	9,776	1,380	---	9	340	662
East North Central	7	2,654	477	---	---	126	238
Other divisions	19	7,298	874	---	3	218	382
$200,000 - $299,999	32	7,819	1,214	15.5	8	320	583
Middle Atlantic	17	4,240	733	---	[illegible]	184	363
Other divisions	15	3,579	481	---	---	136	220
$100,000 - $199,999	55	8,231	1,521	18.5	30	389	733
New England	7	1,095	152	---	3	37	73
Middle Atlantic	26	3,771	755	---	16	216	393
East North Central	6	889	141	---	4	25	34
West North Central	5	761	159	---	4	38	80
South Atlantic	5	849	140	---	2	44	68
Other divisions	6	866	174	---	1	29	85
$50,000 - $99,999	73	5,360	954	17.8	48	303	436
New England	5	336	47	---	4	11	16
Middle Atlantic	38	2,775	508	---	25	172	248
East North Central	15	1,173	223	---	11	59	84
South Atlantic	7	481	100	---	1	37	57
Other divisions	8	595	76	---	7	24	31
$10,000 - $49,999	93	2,731	511	18.7	71	148	225
New England	6	194	29	---	5	9	17
Middle Atlantic	51	1,483	273	---	37	86	126
East North Central	12	384	84	---	11	17	27
West North Central	5	107	17	---	4	[illegible]	5
Pacific	14	416	78	---	12	17	30
Other divisions	5	147	30	---	2	15	20
Under $10,000	29	151	36	23.8	25	17	13
Middle Atlantic	21	112	26	---	17	10	8
Other divisions	8	39	10	---	8	7	5
FURNITURE (General line)	48	10,432	2,188	21.0	26	752	1,150
FURNITURE (Household)	319	45,510	9,590	21.1	174	2,585	4,708
$200,000 and over	69	31,258	6,328	20.2	20	1,526	3,108
New England	5	1,192	276	---	3	[illegible]	119
Middle Atlantic	26	11,490	2,567	---	9	520	1,211
East North Central	14	6,765	1,319	---	3	313	638
West North Central	8	4,792	877	---	---	290	461
South Atlantic	7	2,659	514	---	1	129	255
Other divisions	9	4,360	775	---	4	206	424
$100,000 - $199,999	50	6,745	1,530	22.7	19	476	791
Middle Atlantic	24	3,185	784	---	5	205	403
East North Central	10	1,335	236	---	7	65	102
West North Central	6	816	210	---	1	91	118
Other divisions	10	1,407	300	---	6	115	168
$50,000 - $99,999	57	4,244	866	20.4	34	288	413
New England	7	514	120	---	4	38	58
Middle Atlantic	21	1,598	332	---	16	116	147
East North Central	10	708	147	---	4	37	64
South Atlantic	5	375	56	---	3	18	32
Pacific	9	686	142	---	6	52	72
Other divisions	5	363	69	---	1	27	40

KIND OF BUSINESS / BUSINESS-SIZE GROUP / GEOGRAPHIC DIVISION	Number of establishments	Sales (add 000)	OPERATING EXPENSES (including pay roll) Amount (add 000)	OPERATING EXPENSES (including pay roll) Percent of sales	Active proprietors of unincorporated business	Number of employees* (full-time and part-time) Average for year	Total pay roll* (add 000)
FURNITURE AND HOUSE FURNISHINGS—Con.							
FURNITURE (Household)—Con.							
Under $50,000	143	$3,265	$866	26.5	101	295	$396
Middle Atlantic	71	1,684	425	---	50	131	168
East North Central	32	672	189	---	20	70	101
Other divisions	40	909	252	---	31	[illegible]	127
FURNITURE (Office)	50	3,044	523	17.2	35	156	254
HOUSE FURNISHINGS (Except as specified)	741	88,568	13,706	15.5	616	4,218	7,128
$300,000 and over	71	50,483	6,308	12.5	35	1,639	3,601
New England	5	4,876	750	---	---	245	503
Middle Atlantic	45	33,144	3,570	---	32	828	1,989
East North Central	11	6,799	915	---	---	195	458
Pacific	5	2,686	567	---	---	198	379
Other divisions	5	2,978	476	---	3	173	272
$200,000 - $299,999	42	10,274	1,818	17.7	17	512	931
Middle Atlantic	24	5,689	1,084	---	13	281	546
Pacific	5	1,295	257	---	1	74	132
Other divisions	13	3,290	477	---	3	157	253
$100,000 - $199,999	89	12,380	2,202	17.8	74	677	979
Middle Atlantic	53	7,396	1,269	---	45	369	583
East North Central	14	2,118	397	---	9	128	171
Pacific	9	1,143	252	---	7	[illegible]	78
Other divisions	13	1,723	284	---	13	151	147
$50,000 - $99,999	100	6,906	1,376	19.9	82	526	687
Middle Atlantic	65	4,488	904	---	57	332	453
East North Central	17	1,165	261	---	14	102	137
Pacific	7	486	92	---	7	37	39
Other divisions	11	767	119	---	[illegible]	55	58
$10,000 - $49,999	305	7,763	1,757	22.6	277	748	834
New England	19	444	104	---	11	56	62
Middle Atlantic	165	4,228	901	---	158	335	393
East North Central	44	1,029	238	---	37	114	111
West North Central	14	395	112	---	16	60	59
South Atlantic	13	346	80	---	6	34	[illegible]
East South Central	5	140	22	---	3	12	10
Pacific	38	1,036	278	---	40	122	141
Other divisions	7	145	22	---	6	15	10
Under $10,000	134	762	245	32.2	131	116	[illegible]
New England	6	34	11	---	6	5	4
Middle Atlantic	75	436	141	---	74	66	53
East North Central	28	157	59	---	24	26	24
South Atlantic	5	25	7	---	5	6	4
Pacific	12	63	18	---	14	7	6
Other divisions	8	47	9	---	8	6	5
MUSICAL INSTRUMENTS AND SHEET MUSIC	115	17,619	4,461	25.3	69	1,399	2,469
GROCERIES (GENERAL LINE)							
NOT SPONSORING COOPERATIVE OR VOLUNTARY GROUPS	2,748	1302579	125321	9.6	1,380	47,128	66,625
$1,000,000 and over	339	444,683	48,284	10.9	73	17,090	27,203
New England	8	22,161	4,506	---	2	1,462	2,547
Middle Atlantic	31	61,578	7,340	---	17	2,320	4,491
East North Central	39	83,260	11,114	---	7	3,769	6,361
West North Central	34	58,560	5,964	---	5	2,125	3,195
South Atlantic	30	45,907	3,941	---	7	1,572	2,048
East South Central	33	47,839	4,082	---	23	1,744	2,123
West South Central	39	70,577	5,783	---	8	2,413	3,293
Mountain	12	15,204	1,456	---	1	505	826
Pacific	13	39,597	4,098	---	3	1,180	2,319
$500,000 - $999,999	568	381,339	34,324	9.0	235	12,765	17,979
New England	13	8,369	765	---	10	235	395
Middle Atlantic	57	37,923	3,368	---	35	1,158	1,783
East North Central	63	42,423	4,287	---	21	1,583	2,382
West North Central	75	50,577	4,857	---	24	1,865	2,503
South Atlantic	109	72,781	6,167	---	43	2,272	3,231
East South Central	71	49,322	4,373	---	34	1,639	2,131
West South Central	123	81,004	7,130	---	51	2,824	3,716

* Employees and pay roll include paid executives of corporations but not the number and compensation of proprietors of unincorporated businesses.

TABLE 4.—BUSINESS SIZE—WHOLESALE MERCHANTS

ESTABLISHMENTS, SALES, EXPENSES, PERSONNEL, AND PAY ROLL—Continued
KINDS OF BUSINESS, NET SALES-SIZE GROUPS, AND GEOGRAPHIC DIVISIONS

GEOGRAPHIC DIVISIONS

KIND OF BUSINESS BUSINESS-SIZE GROUP GEOGRAPHIC DIVISION	Number of establishments	Sales (add 000)	OPERATING EXPENSES (including pay roll) Amount (add 000)	OPERATING EXPENSES Percent of sales	Active proprietors (not included in pay roll)	Number of employees (full-time and part-time average for year)	Total pay roll* (add 000)
GROCERIES (GENERAL LINE)—Con.							
NOT SPONSORING COOPERATIVE OR VOLUNTARY GROUPS—Con.							
$500,000 - $999,999—Con.							
Mountain	36	$25,206	$2,100	---	8	744	$1,095
Pacific	21	13,734	1,277	---	[illegible]	445	743
$300,000 - $499,999	645	252,151	22,372	8.9	276	8,760	11,516
New England	19	7,510	694	---	7	228	370
Middle Atlantic	45	17,921	1,865	---	50	680	1,006
East North Central	70	27,136	2,631	---	20	1,028	1,468
West North Central	75	28,787	2,968	---	10	1,106	1,498
South Atlantic	146	56,832	4,813	---	63	1,926	2,446
East South Central	101	39,728	3,200	---	58	1,582	1,557
West South Central	145	56,534	4,651	---	52	1,890	2,360
Mountain	29	10,873	950	---	[illegible]	327	470
Pacific	15	5,830	600	---	12	193	341
$200,000 - $299,999	525	128,712	11,225	8.7	278	4,531	5,537
New England	9	2,128	160	---	3	60	79
Middle Atlantic	37	8,961	972	---	23	351	483
East North Central	50	12,214	1,128	---	34	455	587
West North Central	61	14,915	1,322	---	25	547	670
South Atlantic	124	30,478	2,505	---	68	1,043	1,283
East South Central	76	18,976	1,645	---	49	703	777
West South Central	123	30,126	2,440	---	50	1,013	1,154
Mountain	29	7,004	617	---	11	225	269
Pacific	16	3,910	436	---	15	136	215
$100,000 - $199,999	530	79,405	7,467	9.4	328	3,167	3,582
New England	22	3,373	355	---	11	154	195
Middle Atlantic	68	9,731	954	---	35	355	436
East North Central	53	7,715	853	---	39	352	424
West North Central	23	3,532	356	---	6	157	184
South Atlantic	142	21,276	1,926	---	106	845	917
East South Central	81	12,740	1,079	---	60	495	509
West South Central	110	16,497	1,525	---	51	673	736
Mountain	23	2,915	276	---	11	97	113
Pacific	11	1,628	143	---	9	39	68
Under $100,000	241	16,289	1,649	10.1	190	815	[illegible]
New England	6	443	62	---	1	26	31
Middle Atlantic	32	2,295	265	---	24	111	132
East North Central	20	1,203	152	---	18	62	65
West North Central	17	1,301	122	---	7	62	65
South Atlantic	79	5,043	442	---	66	266	226
East South Central	33	2,197	237	---	29	134	119
West South Central	35	2,484	262	---	26	128	133
Mountain	8	528	[illegible]	---	3	14	21
Pacific	11	797	61	---	16	12	16
GROCERIES AND FOODS (SPECIALTY LINES)							
BREAKFAST CEREALS	32	21,984	9,644	43.9	7	827	1,362
CANNED FOODS	350	77,353	9,201	11.9	252	2,917	4,645
$500,000 and over	44	41,393	4,367	10.6	23	1,187	2,244
Middle Atlantic	14	10,963	1,557	---	8	381	782
South Atlantic	10	8,684	770	---	8	306	389
Pacific	8	12,623	937	---	5	203	464
Other divisions	12	9,123	1,103	---	2	317	609
$300,000 - $499,999	35	13,141	1,617	12.3	24	555	897
Middle Atlantic	8	3,108	388	---	7	126	211
South Atlantic	8	2,968	262	---	2	92	142
Pacific	5	1,887	218	---	5	80	132
Other divisions	14	5,178	749	---	10	257	412
$200,000 - $299,999	28	6,616	969	14.6	10	289	430
East North Central	9	2,192	361	---	2	92	139
South Atlantic	9	1,961	183	---	5	77	106
Other divisions	10	2,463	425	---	3	120	185
$100,000 - $199,999	61	8,642	1,084	12.5	48	398	518
New England	9	1,203	142	---	7	48	69
Middle Atlantic	18	2,630	298	---	13	86	123
East North Central	12	1,567	210	---	6	78	119
West North Central	5	638	129	---	3	43	43
South Atlantic	6	972	93	---	5	48	54
Pacific	5	[illegible]	85	---	12	29	35
Other divisions	6	934	127	---	2	66	77
GROCERIES AND FOODS (SPECIALTY LINES)—Con.							
CANNED FOODS—Con.							
$50,000 - $99,999	67	$4,854	$700	14.4	64	284	$331
New England	5	378	72	---	2	35	36
Middle Atlantic	24	1,732	241	---	21	85	100
East North Central	10	711	108	---	10	36	51
South Atlantic	11	781	81	---	8	53	48
Pacific	9	715	123	---	18	36	52
Other divisions	8	537	75	---	5	39	44
$10,000 - $49,999	95	2,595	440	17.0	64	195	217
New England	8	221	41	---	4	19	22
Middle Atlantic	34	901	141	---	23	66	83
East North Central	15	414	82	---	9	37	44
West North Central	8	180	41	---	6	17	17
South Atlantic	7	218	33	---	8	15	12
West South Central	6	174	30	---	2	11	16
Mountain	[illegible]	124	[illegible]	---	4	7	5
Pacific	13	363	63	---	[illegible]	29	38
Under $10,000	20	112	24	21.4	19	9	8
Middle Atlantic	7	42	9	---	6	3	2
Other divisions	13	70	15	---	13	6	6
COFFEE, TEA, AND SPICES	589	78,956	20,574	26.1	399	5,832	9,582
$500,000 and over	32	42,147	10,212	24.2	2	2,318	4,319
Middle Atlantic	5	5,294	1,484	---	1	355	695
East North Central	7	10,071	2,005	---	1	383	837
Pacific	8	12,757	3,138	---	---	658	1,225
Other divisions	12	14,045	3,585	---	---	922	1,562
$200,000 - $499,999	49	14,640	4,292	29.3	8	1,237	2,223
Middle Atlantic	12	3,612	1,154	---	6	348	584
East North Central	11	3,751	1,186	---	---	274	617
West North Central	6	1,695	465	---	2	131	216
Pacific	7	1,990	616	---	---	202	384
Other divisions	13	3,612	871	---	---	282	422
$100,000 - $199,999	62	8,801	2,352	26.7	25	824	1,186
Middle Atlantic	16	2,046	519	---	9	178	239
East North Central	8	1,331	381	---	3	144	217
West North Central	9	1,355	359	---	5	127	170
West South Central	12	1,614	433	---	6	141	204
Pacific	8	1,175	323	---	1	107	184
Other divisions	9	1,280	337	---	1	127	166
$50,000 - $99,999	89	6,204	1,783	28.7	49	637	949
Middle Atlantic	25	1,809	491	---	12	184	273
East North Central	19	1,402	456	---	8	182	281
West North Central	7	428	98	---	4	45	54
South Atlantic	6	419	122	---	11	34	42
East South Central	5	361	93	---	2	40	54
West South Central	8	578	150	---	4	51	68
Pacific	14	871	263	---	4	85	149
Other divisions	5	336	110	---	4	37	57
$10,000 - $49,999	271	6,638	1,819	27.4	228	763	865
New England	11	291	77	---	7	31	32
Middle Atlantic	70	1,747	469	---	57	186	222
East North Central	57	1,336	370	---	49	148	171
West North Central	19	424	119	---	10	60	67
South Atlantic	58	899	240	---	36	105	107
East South Central	8	230	75	---	6	35	40
West South Central	34	880	268	---	28	102	102
Mountain	8	206	54	---	11	22	23
Pacific	26	625	167	---	22	74	101
Under $10,000	86	526	68	22.1	87	53	42
New England	5	14	2	---	4	3	2
Middle Atlantic	26	160	37	---	25	19	12
East North Central	19	117	27	---	18	9	7
West North Central	10	73	16	---	12	8	7
East South Central	5	34	3	---	5	3	1
West South Central	17	49	11	---	12	6	6
Pacific	6	39	12	---	6	4	5
Other divisions	5	22	3	---	5	2	1
COFFEE ROASTING AND SPICE GRINDING	275	105,794	19,885	18.8	153	5,897	9,283
$500,000 and over	35	81,564	18,438	15.2	---	3,253	5,519
Middle Atlantic	5	20,268	1,878	---	---	674	1,103
East North Central	6	22,525	1,621	---	---	562	963

* Employees and pay roll include paid executives of corporations but not the number and compensation of proprietors of unincorporated businesses.

TABLE 4.—BUSINESS SIZE—WHOLESALE MERCHANTS

ESTABLISHMENTS, SALES, EXPENSES, PERSONNEL, AND PAY ROLL—Continued
KINDS OF BUSINESS, NET SALES-SIZE GROUPS, AND GEOGRAPHIC DIVISIONS

GEOGRAPHIC DIVISIONS

KIND OF BUSINESS / BUSINESS-SIZE GROUP / GEOGRAPHIC DIVISION	Number of establishments	Sales (add 000)	Operating expenses (including pay roll) Amount (add 000)	Operating expenses (including pay roll) Percent of sales	Active proprietors (unincorporated businesses)	Number of employees* (full-time equivalent) Average for year	Total pay roll* (add 000)
	GROCERIES AND FOODS (SPECIALTY LINES)—Con.						
COFFEE ROASTING AND SPICE GRINDING—Con.							
$500,000 and over—Con.							
West North Central	5	$14,437	$3,214	---	---	628	$1,130
West South Central	7	13,349	2,599	---	---	658	971
Pacific	5	8,188	1,435	---	---	302	617
Other divisions	7	8,797	1,691	---	---	429	735
$200,000 - $499,999	38	11,880	3,500	29.5	5	1,184	1,726
Middle Atlantic	7	1,994	670	---	---	181	328
West North Central	5	1,594	449	---	---	122	184
Pacific	10	3,439	1,010	---	2	370	519
Other divisions	16	4,853	1,371	---	3	511	695
$100,000 - $199,999	38	5,512	1,859	33.7	24	666	972
Middle Atlantic	8	1,196	312	---	2	118	167
East North Central	6	773	298	---	---	97	173
East South Central	5	681	260	---	1	77	112
West South Central	8	1,046	367	---	5	158	183
Pacific	6	1,007	318	---	4	105	188
Other divisions	5	809	304	---	12	111	149
$50,000 - $99,999	62	4,351	1,370	31.5	42	522	658
Middle Atlantic	13	865	301	---	13	95	146
East North Central	8	542	183	---	---	71	85
West North Central	5	376	83	---	2	30	41
South Atlantic	9	638	169	---	[illegible]	72	84
East South Central	7	476	148	---	2	65	71
West South Central	[illegible]	659	201	---	11	92	91
Pacific	7	498	182	---	4	57	90
Other divisions	4	297	103	---	1	40	50
$10,000 - $49,999	84	2,386	685	28.7	67	258	319
Middle Atlantic	16	551	153	---	17	49	70
South Atlantic	15	400	154	---	12	62	75
East South Central	10	316	64	---	8	33	31
West South Central	10	322	73	---	12	38	37
Mountain	6	101	31	---	1	11	12
Pacific	[illegible]	506	140	---	7	39	63
Other divisions	[illegible]	190	70	---	10	26	31
Under $10,000	18	101	33	32.7	15	14	[illegible]
CONFECTIONERY	1,675	122,587	16,574	13.5	1,598	6,425	7,759
$300,000 and over	57	33,813	4,247	12.6	37	1,309	1,922
Middle Atlantic	22	13,226	1,297	---	16	430	659
East North Central	13	11,965	1,693	---	4	519	703
South Atlantic	7	2,801	397	---	2	149	235
West South Central	6	2,203	233	---	8	104	137
Other divisions	9	3,618	427	---	7	107	188
$200,000 - $299,999	50	12,103	1,910	15.8	38	722	1,003
New England	[illegible]	1,274	168	---	2	55	99
Middle Atlantic	21	5,125	934	---	15	386	532
East North Central	6	1,402	160	---	3	61	79
South Atlantic	5	1,145	239	---	2	86	111
Other divisions	13	3,157	409	---	16	134	182
$100,000 - $199,999	209	29,045	3,964	13.6	169	1,549	1,963
New England	19	2,551	409	---	7	133	178
Middle Atlantic	76	10,773	1,381	---	69	528	711
East North Central	38	5,608	763	---	28	292	388
West North Central	10	1,438	212	---	13	92	100
South Atlantic	36	4,802	704	---	27	317	361
East South Central	8	[illegible]	116	---	11	42	49
West South Central	13	1,692	198	---	8	84	99
Mountain	4	567	88	---	2	32	41
Pacific	5	636	93	---	4	29	36
$50,000 - $99,999	378	26,476	3,594	13.6	358	1,540	1,796
New England	24	1,712	261	---	21	102	120
Middle Atlantic	118	8,148	1,126	---	111	456	570
East North Central	80	5,586	765	---	76	338	397
West North Central	28	1,861	228	---	25	84	109
South Atlantic	69	5,020	692	---	71	298	337
East South Central	21	1,498	197	---	20	108	114
West South Central	26	1,803	191	---	21	110	93
Mountain	4	256	46	---	3	14	16
Pacific	8	590	90	---	10	30	40

KIND OF BUSINESS / BUSINESS-SIZE GROUP / GEOGRAPHIC DIVISION	Number of establishments	Sales (add 000)	Operating expenses (including pay roll) Amount (add 000)	Operating expenses (including pay roll) Percent of sales	Active proprietors (unincorporated businesses)	Number of employees* (full-time equivalent) Average for year	Total pay roll* (add 000)
	GROCERIES AND FOODS (SPECIALTY LINES)—Con.						
CONFECTIONERY—Con.							
$10,000 - $49,999	777	$19,917	$2,628	13.2	796	1,179	$1,009
New England	43	1,075	146	---	43	53	52
Middle Atlantic	229	5,968	785	---	239	332	304
East North Central	148	3,582	478	---	155	206	179
West North Central	59	1,446	216	---	61	[illegible]	83
South Atlantic	116	3,029	384	---	122	177	140
East South Central	40	1,174	140	---	35	68	58
West South Central	76	1,952	226	---	74	125	83
Mountain	19	545	74	---	19	25	24
Pacific	47	1,146	179	---	48	94	86
Under $10,000	204	1,233	231	18.7	200	126	66
New England	15	90	16	---	12	8	3
Middle Atlantic	59	358	60	---	63	20	15
East North Central	[illegible]	349	63	---	52	42	20
West North Central	13	63	19	---	11	13	7
South Atlantic	17	88	21	---	16	5	7
East South Central	5	35	4	---	6	---	---
West South Central	18	107	21	---	17	20	5
Mountain	6	33	7	---	7	7	4
Pacific	15	90	20	---	16	8	5
FISH AND SEA FOODS	1,104	126,640	25,584	20.2	906	8,410	12,014
$500,000 and over	40	36,716	6,458	17.6	16	1,702	3,261
New England	7	5,981	1,342	---	1	374	671
Middle Atlantic	15	15,617	2,284	---	8	474	1,170
East North Central	8	7,339	1,172	---	4	321	633
Pacific	6	4,830	832	---	2	234	441
Other divisions	[illegible]	2,949	828	---	1	299	346
$300,000 - $499,999	54	20,287	3,972	19.6	15	1,113	1,976
New England	10	3,814	859	---	1	208	349
Middle Atlantic	26	9,843	1,881	---	10	452	995
South Atlantic	[illegible]	2,958	480	---	3	171	208
Pacific	6	2,072	445	---	1	145	248
Other divisions	[illegible]	1,600	307	---	---	137	176
$200,000 - $299,999	76	18,439	3,916	21.2	38	1,166	1,806
New England	9	2,195	504	---	1	135	220
Middle Atlantic	24	5,770	1,106	---	11	320	647
East North Central	10	2,402	457	---	5	110	186
South Atlantic	12	2,857	648	---	10	223	235
Pacific	14	3,427	779	---	8	239	332
Other divisions	7	1,788	422	---	3	139	186
$100,000 - $199,999	177	24,485	5,257	21.5	111	1,824	2,412
New England	23	3,311	813	---	6	239	382
Middle Atlantic	50	6,972	1,523	---	25	453	687
East North Central	29	4,257	881	---	19	285	450
West North Central	20	2,595	599	---	7	244	299
South Atlantic	20	2,745	477	---	11	156	201
Pacific	24	3,210	713	---	31	207	292
Other divisions	11	1,397	251	---	12	240	101
$50,000 - $99,999	220	15,444	3,422	22.2	169	1,343	1,486
New England	17	1,279	302	---	10	115	137
Middle Atlantic	49	3,340	767	---	32	236	340
East North Central	42	3,024	702	---	32	264	325
West North Central	[illegible]	540	108	---	[illegible]	55	54
South Atlantic	31	2,066	403	---	28	203	156
East South Central	10	623	132	---	5	69	64
West South Central	23	1,740	364	---	19	207	132
Mountain	2	150	25	---	1	8	12
Pacific	37	2,682	619	---	37	186	266
$10,000 - $49,999	399	10,388	2,342	22.5	413	1,146	991
New England	53	1,341	283	---	51	136	121
Middle Atlantic	82	2,161	478	---	74	169	221
East North Central	78	1,938	453	---	85	199	203
West North Central	16	424	116	---	14	59	54
South Atlantic	79	1,974	449	---	84	198	151
East South Central	13	412	89	---	16	42	34
West South Central	30	772	186	---	37	215	77
Mountain	7	241	43	---	5	25	15
Pacific	41	1,125	245	---	47	103	115
Under $10,000	138	881	217	24.6	144	116	82
New England	24	143	28	---	22	16	10
Middle Atlantic	18	144	29	---	22	10	14
East North Central	29	150	36	---	37	24	21

* Employees and pay roll include paid executives of corporations but not the number and compensation of proprietors of unincorporated businesses.

TABLE 4.—BUSINESS SIZE—WHOLESALE MERCHANTS

ESTABLISHMENTS, SALES, EXPENSES, PERSONNEL, AND PAY ROLL—Continued

KINDS OF BUSINESS, NET SALES-SIZE GROUPS, AND GEOGRAPHIC DIVISIONS

GEOGRAPHIC DIVISIONS

KIND OF BUSINESS / BUSINESS-SIZE GROUP / GEOGRAPHIC DIVISION	Number of establishments	Sales (add 000)	OPERATING EXPENSES (including pay roll): Amount (add 000)	Per cent of sales	Active proprietors of unincorporated businesses	Number of employees* (Average for year)	Total pay roll* (add 000)
	GROCERIES AND FOODS (SPECIALTY LINES)—Con.						
FISH AND SEA FOODS—Con.							
Under $10,000—Con.							
West North Central	[illegible]	$60	$16	---	11	9	$7
South Atlantic	20	151	38	---	19	19	10
West South Central	16	89	29	---	12	18	9
Pacific	17	112	36	---	17	16	10
Other divisions	5	32	5	---	4	4	1
FLOUR	315	44,385	5,140	11.6	216	1,408	2,357
$500,000 and over	10	9,133	1,003	11.0	7	144	413
$300,000 - $499,999	33	12,497	1,301	10.4	14	312	577
New England	6	1,856	175	---	2	49	108
Middle Atlantic	14	5,506	610	--	5	109	214
Other divisions	13	5,135	516	---	7	154	255
$200,000 - $299,999	30	7,355	837	11.4	14	235	371
Middle Atlantic	15	3,637	427	---	9	76	157
Other divisions	15	3,718	410	---	5	159	214
$100,000 - $199,999	54	7,625	1,021	13.4	26	315	573
Middle Atlantic	15	2,216	272	---	7	76	146
East North Central	15	2,125	296	---	5	89	137
West North Central	7	942	149	- -	6	36	58
South Atlantic	5	638	93	---	2	38	59
Other divisions	12	1,704	211	---	6	76	173
$50,000 - $99,999	72	4,944	610	12.3	49	236	273
Middle Atlantic	19	1,382	157	---	12	56	74
East North Central	12	799	84	---	10	34	45
West North Central	9	607	91	---	4	34	42
South Atlantic	[illegible]	609	81	---	6	38	38
West South Central	13	860	123	---	8	51	47
Other divisions	10	687	74	---	9	23	27
$10,000 - $49,999	100	2,745	355	12.9	93	159	145
Middle Atlantic	13	435	76	---	11	30	33
East North Central	25	709	97	---	23	48	41
West North Central	14	380	44	---	14	10	8
South Atlantic	12	308	27	---	[illegible]	20	17
East South Central	6	166	21	---	4	11	11
West South Central	20	527	58	---	22	26	21
Mountain	5	66	6	---	6	4	2
Other divisions	5	154	26	---	4	10	12
Under $10,000	16	86	13	15.1	13	7	5
East North Central	[illegible]	23	2	---	6	1	(1)
West South Central	5	29	6	---	2	3	4
Other divisions	7	34	5	---	5	3	1
FRUITS AND VEGETABLES (Frosted)	28	8,318	800	9.6	20	235	398
MEATS AND PROVISIONS	2,340	510,276	56,505	11.1	2,292	17,682	28,729
$1,000,000 and over	75	133,018	12,335	9.3	42	3,050	6,323
New England	15	24,848	2,542	---	[illegible]	675	1,302
Middle Atlantic	39	63,074	4,754	---	19	1,182	2,583
East North Central	12	29,903	3,061	---	10	682	1,386
Other divisions	9	15,193	1,978	---	4	511	1,052
$500,000 - $999,999	162	111,383	11,180	10.0	114	3,155	5,996
New England	[illegible]	15,006	1,247	---	7	422	708
Middle Atlantic	62	42,403	3,536	---	37	[illegible]	1,814
East North Central	37	25,697	2,751	---	34	785	1,544
South Atlantic	16	11,570	1,301	---	5	438	704
West South Central	5	3,376	472	- -	6	164	234
Pacific	16	10,454	1,428	---	22	421	812
Other divisions	5	2,877	445	---	3	116	180
$300,000 - $499,999	237	91,799	10,858	11.8	163	3,302	5,719
New England	36	14,231	1,556	---	19	476	849
Middle Atlantic	94	36,001	4,203	---	[illegible]	1,100	2,143
East North Central	48	18,682	2,022	---	31	629	1,102
West North Central	11	4,094	534	---	11	214	326
South Atlantic	14	5,521	676	---	8	264	335
West South Central	6	2,330	301	---	6	146	147
Pacific	21	8,234	1,193	---	33	320	629
Other divisions	7	2,706	373	---	7	153	188
MEATS AND PROVISIONS—Con.							
$200,000 - $299,999	229	$58,860	$6,969	11.8	233	2,366	$3,586
New England	30	7,251	818	---	23	259	435
Middle Atlantic	73	20,220	2,124	---	65	625	1,035
East North Central	51	12,388	1,465	---	48	533	800
South Atlantic	18	4,656	673	---	9	236	353
West South Central	14	3,602	443	---	13	194	215
Pacific	32	7,967	1,054	---	64	361	552
Other divisions	11	2,776	392	---	11	158	196
$100,000 - $199,999	437	62,656	8,015	12.8	454	2,872	3,907
New England	44	6,799	830	---	37	280	370
Middle Atlantic	119	17,281	2,282	---	114	659	1,012
East North Central	100	14,055	1,801	---	98	711	954
West North Central	29	4,059	538	---	35	212	265
South Atlantic	34	4,787	572	---	32	276	288
East South Central	9	1,277	147	---	8	67	71
West South Central	24	3,500	395	---	25	180	206
Mountain	7	997	127	---	12	51	64
Pacific	71	9,901	1,323	---	93	436	677
$50,000 - $99,999	490	35,752	4,593	12.3	560	1,829	2,142
New England	39	2,832	287	---	38	124	132
Middle Atlantic	132	9,781	1,223	---	124	428	574
East North Central	124	8,979	1,086	---	133	430	521
West North Central	35	2,493	335	- -	40	140	150
South Atlantic	41	2,917	386	---	41	176	163
East South Central	4	291	30	---	[illegible]	17	11
West South Central	34	2,536	398	---	39	220	216
Mountain	14	1,023	154	---	15	62	72
Pacific	67	4,900	694	---	126	232	303
$10,000 - $49,999	591	16,122	2,407	14.9	605	1,035	1,009
New England	37	980	139	---	36	52	56
Middle Atlantic	111	3,252	534	---	106	215	230
East North Central	176	4,696	651	---	184	252	258
West North Central	62	1,619	259	---	64	111	112
South Atlantic	46	1,076	152	---	45	107	65
East South Central	24	610	97	---	26	51	44
West South Central	46	1,238	187	---	47	100	81
Mountain	20	544	72	---	20	34	31
Pacific	69	2,107	316	---	77	113	132
Under $10,000	119	686	148	21.6	121	73	47
New England	[illegible]	41	9	---	8	1	1
Middle Atlantic	25	146	31	---	27	13	9
East North Central	32	180	40	---	31	20	14
West North Central	22	125	24	---	21	14	5
South Atlantic	14	90	18	---	14	11	7
Pacific	9	57	18	---	8	9	[illegible]
Other divisions	9	47	8	---	12	5	3
OTHER FOOD AND GROCERY SPECIALTIES	3,497	472,190	67,332	14.3	2,886	24,170	32,632
$1,000,000 and over	51	100,151	13,700	13.7	[illegible]	3,944	6,562
Middle Atlantic	17	40,477	6,026	---	---	1,179	2,753
East North Central	12	27,499	3,576	---	1	788	1,568
West North Central	6	10,021	1,274	---	2	577	712
Pacific	9	11,138	878	---	2	249	499
Other divisions	7	11,016	1,946	---	4	1,151	1,030
$500,000 - $999,999	136	92,592	12,632	13.6	58	3,553	6,031
New England	6	3,899	442	---	---	113	243
Middle Atlantic	51	35,524	4,675	---	23	1,275	2,384
East North Central	20	13,218	1,595	---	10	492	843
West North Central	16	10,500	1,288	---	4	452	627
South Atlantic	14	8,307	965	---	---	310	555
West South Central	8	5,761	890	---	8	317	405
Pacific	14	9,488	1,883	---	8	420	716
Other divisions	7	5,895	894	---	5	174	258
$300,000 - $499,999	205	78,394	10,370	13.2	91	3,453	5,401
New England	13	4,972	656	---	4	167	305
Middle Atlantic	49	18,365	2,911	---	21	847	1,644
East North Central	42	15,552	1,957	---	18	567	913
West North Central	20	7,948	1,136	---	3	350	600
South Atlantic	40	15,874	1,703	---	25	746	915
East South Central	14	5,269	518	---	7	236	273
West South Central	13	5,029	433	---	8	157	181
Other divisions	14	5,385	1,056	---	5	383	570

* Employees and pay roll include paid executives of corporations but not the number and compensation of proprietors of unincorporated businesses.
(1) Less than $1,000.

TABLE 4.—BUSINESS SIZE—WHOLESALE MERCHANTS

ESTABLISHMENTS, SALES, EXPENSES, PERSONNEL, AND PAY ROLL—Continued

KINDS OF BUSINESS, NET-SALES-SIZE GROUPS, AND GEOGRAPHIC DIVISIONS

GEOGRAPHIC DIVISIONS

KIND OF BUSINESS / BUSINESS-SIZE GROUP / GEOGRAPHIC DIVISION	Number of establishments	Sales (add 000)	Operating expenses (including pay roll): Amount (add 000)	Operating expenses (including pay roll): Per cent of sales	Active proprietors (firm members, active partners, active business owners)	Number of employees* (full-time and part-time employees) Average for year	Total pay roll* (add 000)
GROCERIES AND FOODS (SPECIALTY LINES)—Con.							
OTHER FOOD AND GROCERY SPECIALTIES—Con.							
$200,000 - $299,999	233	$56,791	$7,382	13.0	157	2,736	$3,501
Middle Atlantic	68	16,491	2,202	---	55	693	1,102
East North Central	47	11,565	1,616	---	21	601	802
West North Central	21	4,939	674	---	17	243	312
South Atlantic	40	9,916	1,149	---	20	572	526
East South Central	11	2,665	249	---	5	110	119
West South Central	23	5,726	663	---	19	278	272
Pacific	13	3,089	548	---	15	146	215
Other divisions	10	2,400	261	---	5	93	153
$100,000 - $199,999	459	64,878	9,352	14.4	381	3,843	4,611
New England	28	3,796	591	---	17	227	346
Middle Atlantic	114	15,700	2,429	---	109	895	1,203
East North Central	79	11,107	1,896	---	59	684	886
West North Central	41	5,726	937	---	25	404	493
South Atlantic	82	12,239	1,303	---	56	601	646
East South Central	26	3,724	446	---	21	208	214
West South Central	35	4,978	590	---	29	371	279
Mountain	7	1,071	89	---	2	33	37
Pacific	47	6,537	1,071	---	63	420	507
$50,000 - $99,999	597	43,109	6,769	15.7	520	2,927	3,301
New England	35	2,554	429	---	28	175	223
Middle Atlantic	142	9,984	1,538	---	118	629	770
East North Central	132	9,541	1,710	---	106	721	840
West North Central	45	3,386	565	---	31	215	283
South Atlantic	92	6,713	905	---	80	401	416
East South Central	32	2,173	268	---	21	157	142
West South Central	50	3,828	480	---	35	295	225
Mountain	12	800	138	---	10	44	55
Pacific	57	4,130	736	---	91	290	347
$10,000 - $49,999	1,320	33,401	6,431	19.3	1,196	3,511	2,971
New England	76	1,720	287	---	64	157	124
Middle Atlantic	380	9,039	1,638	---	357	718	724
East North Central	306	7,597	1,488	---	278	741	694
West North Central	108	2,866	584	---	90	366	262
South Atlantic	145	3,894	678	---	124	417	320
East South Central	60	1,761	343	---	49	200	145
West South Central	76	2,095	404	---	74	282	182
Mountain	32	808	177	---	28	105	110
Pacific	137	3,621	852	---	132	347	410
Under $10,000	496	2,874	696	24.2	474	403	254
New England	33	199	45	---	34	19	18
Middle Atlantic	140	836	216	---	130	103	86
East North Central	123	708	160	---	109	84	58
West North Central	58	312	73	---	56	41	22
South Atlantic	35	178	46	---	34	30	12
East South Central	11	61	11	---	9	14	6
West South Central	30	169	34	---	29	59	15
Mountain	11	74	17	---	8	9	7
Pacific	55	337	94	---	65	44	32
HARDWARE							
GENERAL LINE (With industrial department)	402	377,774	68,959	18.3	76	24,989	41,821
$1,000,000 and over	84	259,896	45,895	17.7	1	16,896	28,571
Middle Atlantic	[illegible]	12,671	2,545	---	1	936	1,592
East North Central	16	71,600	12,587	---	---	4,575	7,990
West North Central	12	48,172	9,814	---	---	3,945	6,022
South Atlantic	12	17,032	2,816	---	---	946	1,872
East South Central	[illegible]	42,622	6,558	---	---	2,725	4,077
West South Central	13	27,474	4,086	---	---	1,292	2,490
Mountain	4	8,328	1,451	---	---	478	834
Pacific	10	31,997	6,038	---	---	1,999	3,694
$500,000 - $999,999	91	63,904	12,115	19.0	6	4,219	7,162
New England	4	2,609	570	---	---	216	348
Middle Atlantic	19	12,821	2,692	---	3	882	1,565
East North Central	15	11,078	2,325	---	---	875	1,391
West North Central	6	4,179	761	---	---	294	464
South Atlantic	18	13,542	2,320	---	1	745	1,437
East South Central	8	5,289	786	---	2	275	433
West South Central	5	3,159	566	---	---	216	344
Mountain	8	5,748	935	---	---	345	534
Pacific	9	5,479	1,160	---	---	371	626
HARDWARE—Con.							
GENERAL LINE (With industrial department)—Con.							
$300,000 - $499,999	77	$29,657	$5,644	19.0	13	1,957	$3,176
Middle Atlantic	22	8,040	1,718	---	2	568	964
East North Central	14	5,701	1,075	---	---	353	[illegible]
South Atlantic	10	3,665	604	---	---	227	349
East South Central	8	2,965	455	---	[illegible]	167	266
West South Central	5	1,995	329	---	---	124	181
Mountain	7	3,117	539	---	1	174	305
Other divisions	11	4,174	924	---	5	344	515
$200,000 - $299,999	53	13,201	2,775	21.0	7	979	1,497
New England	5	1,337	340	---	---	124	205
Middle Atlantic	6	1,442	344	---	1	125	198
East North Central	8	2,114	449	---	---	152	208
South Atlantic	16	3,997	681	---	4	262	383
Pacific	7	1,737	403	---	1	126	224
Other divisions	11	2,574	558	---	1	190	281
$100,000 - $199,999	60	8,896	1,997	22.4	31	717	1,117
Middle Atlantic	19	2,897	727	---	7	237	417
East North Central	8	1,174	226	---	10	75	120
West North Central	5	847	182	---	1	75	98
South Atlantic	9	1,259	276	---	4	115	172
East South Central	7	973	211	---	5	81	119
Other divisions	12	1,746	375	---	4	134	191
Under $100,000	37	2,220	533	24.0	18	221	298
Middle Atlantic	13	847	181	---	6	72	104
East North Central	8	449	129	---	2	55	77
West South Central	5	306	85	---	5	28	38
Other divisions	11	618	138	---	5	66	79
GENERAL LINE (Without industrial department)	355	139,556	24,963	17.9	142	9,290	14,562
$1,000,000 and over	33	63,523	10,766	16.9	---	4,137	6,557
Middle Atlantic	5	12,865	2,076	---	---	712	1,215
West South Central	7	11,770	1,851	---	---	727	1,202
Other divisions	21	38,888	6,859	---	---	2,698	4,140
$500,000 - $999,999	49	32,902	5,968	18.1	4	2,150	3,496
Middle Atlantic	8	5,211	1,157	---	---	373	647
East North Central	7	4,860	787	---	---	301	506
West North Central	6	3,726	612	---	2	257	366
South Atlantic	11	7,161	1,393	---	2	449	783
West South Central	7	4,941	779	---	---	304	467
Other divisions	10	7,003	1,240	---	---	466	727
$300,000 - $499,999	43	16,407	2,935	17.9	13	1,049	1,602
Middle Atlantic	9	3,293	716	---	7	267	408
South Atlantic	12	4,670	848	---	---	307	478
West South Central	[illegible]	3,475	559	---	---	177	282
Other divisions	14	4,969	812	---	6	298	434
$200,000 - $299,999	42	10,787	2,082	19.3	14	732	1,206
Middle Atlantic	12	3,109	626	---	4	221	369
South Atlantic	10	2,549	478	---	2	166	289
Other divisions	20	5,129	978	---	8	345	548
$100,000 - $199,999	63	8,816	1,720	19.5	39	610	[illegible]
New England	6	860	200	---	1	67	103
Middle Atlantic	23	3,007	609	---	15	197	311
East North Central	6	911	214	---	7	68	111
South Atlantic	10	1,383	232	---	4	86	113
East South Central	6	876	113	---	5	50	51
West South Central	6	912	180	---	6	73	94
Other divisions	6	867	172	---	1	69	97
Under $100,000	125	7,121	1,492	21.0	72	612	821
New England	7	406	75	---	3	32	44
Middle Atlantic	38	1,927	390	---	33	133	201
East North Central	30	1,784	446	---	17	176	267
West North Central	17	1,148	179	---	3	80	101
South Atlantic	15	840	184	---	7	101	104
East South Central	4	174	48	---	---	29	29
West South Central	6	348	59	---	4	25	28
Pacific	8	494	111	---	5	36	47

* Employees and pay roll include paid executives of corporations but not the number and compensation of proprietors of unincorporated businesses.

TABLE 4.—BUSINESS SIZE—WHOLESALE MERCHANTS

ESTABLISHMENTS, SALES, EXPENSES, PERSONNEL, AND PAY ROLL—Continued
KINDS OF BUSINESS, NET-SALES-SIZE GROUPS, AND GEOGRAPHIC DIVISIONS

GEOGRAPHIC DIVISIONS

KIND OF BUSINESS / BUSINESS SIZE GROUP / GEOGRAPHIC DIVISION	Number of establishments (with payroll)	Sales (add 000)	Operating expenses (including pay roll): Amount (add 000)	Operating expenses (including pay roll): Percent of sales	Active proprietors (not on payroll, firms operated by individuals)	Number of employees (average for year)	Total pay roll* (add 000)
HARDWARE—Con.							
SPECIALTY LINES	551	$50,771	$11,220	22.1	379	3,612	$6,074
$300,000 and over	32	20,513	4,440	21.6	8	1,355	2,511
Middle Atlantic	14	7,046	1,346	---	1	429	839
Pacific	7	3,944	879	---	7	287	497
Other divisions	11	9,523	2,215	---	---	639	1,175
$200,000 - $299,999	19	4,444	886	19.9	9	268	475
Middle Atlantic	10	2,350	485	---	5	142	279
Other divisions	9	2,094	401	---	4	126	196
$100,000 - $199,999	86	11,783	2,642	22.4	39	820	1,447
Middle Atlantic	40	5,583	1,242	---	16	361	679
East North Central	11	1,489	314	---	7	107	175
West North Central	6	891	211	---	1	73	123
South Atlantic	8	1,129	259	---	5	72	149
Pacific	12	1,518	377	---	5	123	207
Other divisions	9	1,173	239	---	5	84	114
$50,000 - $99,999	103	7,392	1,710	23.1	69	554	905
New England	4	325	69	---	3	32	44
Middle Atlantic	38	2,745	640	---	24	208	350
East North Central	21	1,591	393	---	10	115	220
West North Central	5	356	75	---	3	19	37
South Atlantic	7	484	97	---	3	44	54
Pacific	22	1,470	316	---	18	92	158
Other divisions	5	421	100	---	8	44	42
$10,000 - $49,999	225	6,093	1,413	23.2	177	548	673
New England	13	325	96	---	4	27	41
Middle Atlantic	89	2,460	525	---	89	198	235
East North Central	61	1,626	387	---	36	161	209
West North Central	14	409	103	---	6	41	47
South Atlantic	10	265	71	---	5	38	40
Pacific	30	819	188	---	33	64	83
Other divisions	6	191	43	---	4	19	18
Under $10,000	88	546	129	23.6	77	67	63
Middle Atlantic	41	252	60	---	34	29	28
East North Central	21	131	25	---	20	15	10
West North Central	7	51	19	---	5	10	10
Pacific	15	84	23	---	14	9	12
Other divisions	4	28	4	---	4	4	3
JEWELRY							
JEWELRY (General line)	194	62,071	10,635	17.1	139	2,640	5,500
$300,000 and over	69	45,304	7,731	17.1	33	1,863	4,030
New England	7	5,009	655	---	5	144	390
Middle Atlantic	19	8,535	1,585	---	15	378	863
East North Central	22	14,871	3,092	---	2	680	1,523
West North Central	7	3,539	715	---	---	187	330
Pacific	7	5,516	960	---	3	251	505
Other divisions	7	7,834	724	---	8	223	419
$200,000 - $299,999	19	4,474	777	17.4	17	198	425
Middle Atlantic	13	2,935	505	---	10	133	310
Other divisions	6	1,539	272	---	7	65	115
$100,000 - $199,999	74	10,612	1,859	17.5	61	500	924
Middle Atlantic	31	4,405	670	---	29	170	336
East North Central	15	1,994	409	---	11	104	212
West North Central	7	1,040	221	---	1	82	123
Pacific	5	736	171	---	3	41	85
Other divisions	16	2,437	388	---	17	103	168
Under $100,000	32	1,681	268	15.9	28	79	121
Middle Atlantic	19	1,051	167	---	16	42	67
East North Central	6	265	54	---	4	19	30
Other divisions	7	365	47	---	8	18	24
CLOCKS AND WATCHES	140	38,503	7,156	18.6	111	1,000	2,778
DIAMONDS AND OTHER PRECIOUS STONES	302	26,030	2,694	10.3	294	400	1,060
$200,000 and over	31	11,398	1,294	11.4	39	130	462
$100,000 - $199,999	45	6,014	537	8.9	37	91	254
Middle Atlantic	40	5,341	471	---	34	81	229
Other divisions	5	673	66	---	3	10	25
JEWELRY—Con.							
DIAMONDS AND OTHER PRECIOUS STONES—Con.							
$50,000 - $99,999	73	$5,157	$483	9.4	75	88	$191
Middle Atlantic	57	4,045	341	-	61	59	135
East North Central	7	484	65	---	5	17	32
Other divisions	9	628	77	--	9	12	24
$10,000 - $49,999	131	3,303	356	10.8	122	82	140
Middle Atlantic	103	2,591	242	- -	99	55	93
East North Central	14	328	58	---	12	12	23
Pacific	6	172	12		6	1	(1)
Other divisions	8	212	44	---	5	14	22
Under $10,000	22	158	24	15.2	21	9	13
Middle Atlantic	13	94	12	---	13	6	8
Other divisions	9	64	12	-	6	3	5
ALL OTHER	935	73,227	15,778	21.5	818	4,593	8,148
$300,000 and over	42	32,723	7,976	24.4	13	2,291	4,403
Middle Atlantic	32	27,582	6,926	---	11	1,960	3,887
East North Central	5	3,034	500	---	2	182	254
Other divisions	5	2,107	550	---	---	149	262
$200,000 - $299,999	20	4,769	953	20.0	13	238	527
Middle Atlantic	14	3,359	665	---	11	168	346
Other divisions	6	1,410	288	---	2	70	181
$100,000 - $199,999	77	10,631	2,274	21.4	63	585	1,211
Middle Atlantic	48	6,688	1,462	---	44	358	751
East North Central	10	1,325	296	---	5	77	173
Pacific	10	1,411	264	---	6	76	168
Other divisions	9	1,207	252	---	8	74	119
$50,000 - $99,999	185	12,713	2,322	18.3	165	720	1,076
New England	7	436	102	--	2	29	52
Middle Atlantic	117	8,008	1,343	---	111	415	617
East North Central	25	1,710	347	---	28	113	151
West North Central	6	430	68	- -	3	23	34
Pacific	23	1,704	352	---	18	94	157
Other divisions	7	425	112	---	3	46	65
$10,000 - $49,999	455	11,462	2,056	17.9	413	707	880
New England	22	490	111	---	22	34	42
Middle Atlantic	283	6,749	1,099	- -	271	376	459
East North Central	63	1,749	345	- -	52	121	169
West North Central	20	584	88	---	17	29	32
South Atlantic	14	373	97	---	6	28	49
West South Central	5	138	23	---	3	[illegible]	[illegible]
Pacific	43	1,226	261	---	37	[illegible]	[illegible]
Other divisions	5	153	32	--	[illegible]	9	[illegible]
Under $10,000	156	929	[illegible]	[illegible]	151	[illegible]	51
New England	6	33	[illegible]	-	6	[illegible]	3
Middle Atlantic	115	690	152	- -	108	63	34
East North Central	17	93	24	- -	18	7	6
Pacific	10	[illegible]	20	- -	12	3	5
Other divisions	8	48	14	-	6	6	4
LUMBER AND CONSTRUCTION MATERIALS							
BUILDERS' SUPPLIES (General line)	183	63,427	10,532	16.6	71	3,993	5,716
$500,000 and over	32	35,339	5,585	15.8	10	2,040	2,983
South Atlantic	6	7,075	1,498	---	5	626	653
West South Central	6	4,406	1,110	---	---	517	661
Mountain	5	4,857	571	---	3	194	368
Other divisions	15	19,001	2,406	---	2	703	1,301
$300,000 - $499,999	35	14,881	2,373	16.1	1	803	1,200
Middle Atlantic	8	3,274	597	- -	---	202	330
East North Central	6	2,121	383	---	---	131	227
West South Central	11	3,734	479	---	---	220	295
Other divisions	10	3,752	614	---	1	250	348
$200,000 - $299,999	27	6,411	1,154	18.0	17	477	636
Middle Atlantic	9	2,095	318	---	11	136	180
East North Central	6	1,487	267	---	---	83	129
West South Central	5	1,196	171	---	3	91	99
Other divisions	7	1,633	398	---	3	167	218

* Employees and pay roll include paid executives of corporations but not the number and compensation of proprietors of unincorporated businesses.
[1] Less than $1,000.

TABLE 4.—BUSINESS SIZE—WHOLESALE MERCHANTS

ESTABLISHMENTS, SALES, EXPENSES, PERSONNEL, AND PAY ROLL—Continued
KINDS OF BUSINESS, NET-SALES-SIZE GROUPS, AND GEOGRAPHIC DIVISIONS

GEOGRAPHIC DIVISIONS

KIND OF BUSINESS / BUSINESS-SIZE GROUP / GEOGRAPHIC DIVISION	Number of establishments	Sales (add 000)	Operating expenses (including pay roll): Amount (add 000)	Operating expenses: Percent of sales	Active proprietors of unincorporated businesses	Number of employees* (full-time and part-time) Average for year	Total pay roll* (add 000)
	LUMBER AND CONSTRUCTION MATERIALS—Con.						
BUILDERS' SUPPLIES (General line)—Con.							
$100,000 - $199,999	38	$5,868	$1,106	18.8	11	419	$594
Middle Atlantic	5	757	194	---	1	58	84
South Atlantic	7	1,048	232	---	---	98	152
West South Central	9	1,423	199	---	6	100	115
Pacific	6	1,034	186	---	1	58	95
Other divisions	11	1,606	295	---	3	105	168
Under $100,000	51	2,928	614	21.0	32	254	303
Middle Atlantic	17	1,081	243	---	11	88	99
East North Central	7	373	73	---	2	22	31
South Atlantic	13	778	177	---	5	[illegible]	105
Pacific	7	355	66	---	5	24	37
Other divisions	7	341	55	---	[illegible]	32	31
LUMBER	836	194,664	27,836	14.3	432	8,488	14,106
$1,000,000 and over	31	55,933	5,507	9.8	8	1,104	2,648
Middle Atlantic	7	14,848	1,140	---	---	205	540
East North Central	6	9,700	1,123	---	1	166	411
Pacific	7	11,938	1,278	---	3	318	648
Other divisions	11	19,447	1,966	---	4	415	1,048
$500,000 - $999,999	71	48,338	6,586	13.6	14	1,740	3,431
Middle Atlantic	18	12,417	1,802	---	4	536	1,110
East North Central	17	12,616	1,714	---	4	338	863
West North Central	8	4,929	732	---	3	259	420
South Atlantic	[illegible]	4,860	495	---	2	143	212
Pacific	13	8,433	1,540	---	1	360	625
Other divisions	7	5,083	505	---	---	104	181
$300,000 - $499,999	84	32,298	4,894	15.2	24	1,442	2,548
New England	5	1,852	403	---	3	81	183
Middle Atlantic	20	7,817	1,154	---	9	309	551
East North Central	20	7,311	1,250	---	3	389	693
West North Central	11	4,362	659	---	---	228	375
South Atlantic	8	3,124	370	---	3	127	231
Pacific	14	5,610	830	---	4	216	385
Other divisions	6	2,222	248	---	2	[illegible]	130
$200,000 - $299,999	75	18,339	2,893	15.8	27	960	1,422
Middle Atlantic	29	6,864	1,204	---	14	351	626
East North Central	12	3,005	415	---	1	128	199
West North Central	5	1,271	161	---	2	47	84
South Atlantic	7	1,713	218	---	3	47	91
East South Central	[illegible]	1,923	400	---	3	240	161
Pacific	8	2,195	314	---	---	[illegible]	160
Other divisions	[illegible]	1,368	181	---	4	[illegible]	91
$100,000 - $199,999	162	23,481	4,656	19.8	70	1,740	2,425
New England	7	1,022	174	---	2	61	107
Middle Atlantic	36	5,171	1,053	---	11	297	529
East North Central	36	5,257	1,189	---	10	334	632
West North Central	19	2,708	459	---	6	173	267
South Atlantic	24	3,374	717	---	15	346	358
East South Central	15	2,124	529	---	11	386	301
West South Central	8	1,121	133	---	5	33	38
Pacific	17	2,704	402	---	10	110	193
$50,000 - $99,999	132	9,679	1,907	19.7	78	757	956
New England	8	616	134	---	10	51	67
Middle Atlantic	34	2,588	514	---	17	170	273
East North Central	29	2,115	400	---	12	144	224
South Atlantic	14	1,017	142	---	7	82	69
East South Central	16	1,174	230	---	18	140	103
West South Central	9	563	102	---	4	59	52
Pacific	12	831	156	---	8	43	58
Other divisions	10	675	169	---	2	[illegible]	110
$10,000 - $49,999	216	6,233	1,302	20.9	147	675	642
Middle Atlantic	34	961	231	---	24	88	116
East North Central	45	1,217	276	---	24	135	146
West North Central	14	453	85	---	7	37	56
South Atlantic	41	1,083	208	---	34	130	[illegible]
East South Central	27	818	133	---	28	108	72
West South Central	24	705	138	---	9	100	76
Pacific	13	504	110	---	9	41	56
Other divisions	18	492	121	---	12	36	40
Under $10,000	65	363	93	25.6	64	70	34
New England	5	35	9	---	6	3	3
Middle Atlantic	7	39	7	---	11	3	(1)

KIND OF BUSINESS / BUSINESS-SIZE GROUP / GEOGRAPHIC DIVISION	Number of establishments	Sales (add 000)	Operating expenses (including pay roll): Amount (add 000)	Operating expenses: Percent of sales	Active proprietors of unincorporated businesses	Number of employees* (full-time and part-time) Average for year	Total pay roll* (add 000)
	LUMBER AND CONSTRUCTION MATERIALS—Con.						
LUMBER—Con.							
Under $10,000—Con.							
East North Central	16	$88	$28	---	12	17	$11
South Atlantic	11	60	12	---	12	11	5
East South Central	[illegible]	44	11	---	8	15	5
West South Central	10	62	21	---	5	20	10
Other divisions	7	35	5	---	10	1	(1)
LUMBER AND MILLWORK	127	35,598	6,283	17.6	45	2,222	3,630
MILLWORK	266	57,491	12,783	22.2	92	4,144	7,698
$500,000 and over	25	20,470	4,561	22.3	2	1,495	3,043
Middle Atlantic	9	7,301	1,721	---	---	440	1,052
East North Central	7	4,775	924	---	2	301	624
Other divisions	9	8,394	1,916	---	---	754	1,367
$300,000 - $499,999	35	13,419	2,748	20.5	7	784	1,582
Middle Atlantic	10	3,964	819	---	1	208	448
East North Central	10	3,776	818	---	1	204	461
Pacific	[illegible]	2,417	480	---	3	149	281
Other divisions	[illegible]	3,262	651	---	2	223	392
$200,000 - $299,999	37	9,617	2,244	23.3	6	661	1,241
New England	5	1,271	343	---	---	101	195
East North Central	12	3,084	718	---	1	186	412
Pacific	6	1,573	279	---	3	71	138
Other divisions	14	3,689	904	---	2	303	496
$100,000 - $199,999	66	9,863	2,192	22.2	20	801	1,239
Middle Atlantic	21	3,185	689	---	13	205	370
East North Central	11	1,582	358	---	[illegible]	152	218
South Atlantic	6	846	142	---	---	77	[illegible]
West South Central	6	832	190	---	2	67	103
Pacific	11	1,672	360	---	1	124	192
Other divisions	11	1,746	453	---	---	176	272
$50,000 - $99,999	40	2,873	723	25.2	13	266	434
Middle Atlantic	11	876	191	---	7	69	122
East North Central	11	769	202	---	3	61	112
Other divisions	18	1,228	330	---	3	136	200
$10,000 - $49,999	43	1,123	279	24.8	25	112	142
Middle Atlantic	12	277	73	---	9	26	26
East North Central	13	332	75	---	8	31	39
Pacific	7	212	47	---	[illegible]	19	24
Other divisions	11	302	84	---	3	36	53
Under $10,000	20	126	36	28.6	19	25	17
Middle Atlantic	5	41	[illegible]	---	6	4	4
East North Central	8	48	18	---	6	15	10
Other divisions	7	37	10	---	7	6	3
BRICK, TILE, AND TERRA COTTA	132	16,898	2,717	16.1	65	664	1,328
CEMENT, LIME, AND PLASTER	[illegible]	21,048	3,361	16.0	27	874	1,615
GLASS	280	31,927	9,395	29.4	168	3,445	5,899
$200,000 and over	42	18,281	4,716	25.8	3	1,639	3,055
Middle Atlantic	17	6,814	1,550	---	2	457	933
East North Central	14	7,240	1,863	---	---	698	1,303
Other divisions	11	4,227	1,303	---	1	484	819
$100,000 - $199,999	48	6,613	2,360	35.7	19	843	1,455
Middle Atlantic	10	1,334	494	---	2	165	328
East North Central	8	1,044	392	---	1	160	266
West North Central	6	948	404	---	---	146	276
South Atlantic	6	787	244	---	6	108	130
Pacific	12	1,629	491	---	9	127	251
Other divisions	6	871	335	---	1	137	184
$50,000 - $99,999	59	4,259	1,403	32.9	31	561	877
New England	5	336	112	---	---	32	71
Middle Atlantic	17	1,430	437	---	7	168	273
East North Central	11	774	228	---	7	99	165
West North Central	6	416	140	---	6	69	82
West South Central	5	293	128	---	---	62	71
Pacific	7	480	165	---	6	59	106
Other divisions	8	530	193	---	5	72	109

* Employees and pay roll include paid executives of corporations but not the number and compensation of proprietors of unincorporated businesses.
1 Less than $1,000.

TABLE 4.—BUSINESS SIZE—WHOLESALE MERCHANTS

ESTABLISHMENTS, SALES, EXPENSES, PERSONNEL, AND PAY ROLL—Continued

KINDS OF BUSINESS, NET-SALES-SIZE GROUPS, AND GEOGRAPHIC DIVISIONS

GEOGRAPHIC DIVISIONS

KIND OF BUSINESS BUSINESS-SIZE GROUP GEOGRAPHIC DIVISION	Number of establishments	Sales (add 000)	OPERATING EXPENSES (including pay roll) Amount (add 000)	Percent of sales	Active proprietors (whose other salaries are included in business)	Number of employees* (full-time equivalent average for year)	Total pay roll* (add 000)
	LUMBER AND CONSTRUCTION MATERIALS—Con.						
CLASS—Con.							
$10,000 - $49,999	94	$2,538	$842	33.2	78	361	$495
Middle Atlantic	24	697	209	---	18	92	128
East North Central	27	632	208	---	24	89	123
West North Central	6	176	57	---	1	27	37
South Atlantic	8	188	67	---	3	33	40
West South Central	5	179	78	---	1	36	43
Pacific	17	455	163	---	20	58	93
Other divisions	7	209	60	---	11	26	31
Under $10,000	37	236	74	31.4	37	41	37
Middle Atlantic	10	64	23	---	11	16	14
East North Central	8	45	14	---	11	7	7
West North Central	7	48	10	---	6	7	6
Other divisions	12	79	27	---	9	11	10
ALL OTHER	888	172,158	33,249	19.3	331	9,385	15,809
$500,000 and over	52	69,425	14,430	20.8	6	2,983	6,005
Middle Atlantic	23	32,864	7,680	---	---	1,503	3,430
East North Central	10	19,196	3,604	---	1	490	946
West North Central	5	4,391	1,164	---	---	371	568
Other divisions	14	12,974	1,982	---	5	619	1,061
$300,000 - $499,999	81	31,109	4,714	15.2	13	1,455	2,586
Middle Atlantic	29	11,149	1,775	---	5	522	966
East North Central	14	5,546	760	---	4	207	388
West North Central	8	3,017	528	---	---	179	305
South Atlantic	6	2,336	401	---	1	135	239
West South Central	8	3,154	504	---	---	168	282
Pacific	[illegible]	2,103	280	---	2	70	147
Other divisions	10	3,804	468	---	1	154	259
$200,000 - $299,999	103	25,196	5,066	20.1	19	1,731	2,487
New England	6	1,553	271	---	1	91	176
Middle Atlantic	32	7,857	1,484	---	8	417	712
East North Central	19	4,436	779	---	2	353	394
West North Central	11	2,586	594	---	1	130	212
South Atlantic	13	3,211	741	---	3	292	367
West South Central	8	1,921	337	---	1	148	163
Pacific	7	1,881	434	---	3	128	242
Other divisions	7	1,749	426	---	---	172	221
$100,000 - $199,999	191	26,384	4,735	17.9	63	1,500	2,448
New England	10	1,258	239	[illegible]	[illegible]	86	130
Middle Atlantic	72	9,932	1,905	---	19	572	1,022
East North Central	31	4,464	672	---	[illegible]	186	357
West North Central	20	2,680	445	---	9	144	233
South Atlantic	18	2,535	489	---	12	159	233
East South Central	4	489	63	---	---	19	34
West South Central	13	1,803	337	---	3	138	163
Mountain	5	686	88	---	1	37	47
Pacific	18	2,537	497	---	6	157	229
$50,000 - $99,999	190	13,654	2,715	19.9	61	988	1,420
New England	11	746	167	---	2	55	94
Middle Atlantic	68	4,814	1,065	---	26	379	572
East North Central	45	3,275	631	---	12	219	323
West North Central	13	1,001	125	---	3	50	65
South Atlantic	11	807	131	---	3	59	67
East South Central	6	440	123	---	3	46	62
West South Central	14	1,020	191	---	4	79	96
Mountain	5	332	47	---	---	17	25
Pacific	17	1,221	235	---	8	82	118
$10,000 - $49,999	214	6,037	1,462	24.2	123	645	786
New England	7	213	49	---	5	18	25
Middle Atlantic	58	1,716	442	---	31	190	261
East North Central	71	1,946	472	---	40	190	239
West North Central	20	561	125	---	12	59	61
South Atlantic	15	415	82	---	5	48	[illegible]
East South Central	5	134	43	---	2	19	33
West South Central	11	287	54	---	6	37	28
Mountain	4	119	35	---	4	26	11
Pacific	23	646	160	---	18	58	82
Under $10,000	57	353	127	36.0	46	85	77
Middle Atlantic	11	74	33	---	10	16	21
East North Central	18	115	41	---	15	28	23
West North Central	7	41	16	---	7	11	[illegible]
South Atlantic	5	18	8	---	2	12	5
Pacific	9	51	17	---	[illegible]	12	12
Other divisions	7	54	12	---	4	6	7

KIND OF BUSINESS BUSINESS-SIZE GROUP GEOGRAPHIC DIVISION	Number of establishments	Sales (add 000)	OPERATING EXPENSES (including pay roll) Amount (add 000)	Percent of sales	Active proprietors (whose other salaries are included in business)	Number of employees* (full-time equivalent average for year)	Total pay roll* (add 000)
	MACHINERY—EQUIPMENT—SUPPLIES						
COMMERCIAL EQUIPMENT AND SUPPLIES:							
OFFICE MACHINES AND EQUIPMENT	212	$17,201	$4,999	29.1	156	2,149	$2,851
$200,000 and over	18	8,202	2,348	28.6	9	969	1,222
Middle Atlantic	7	4,110	1,063	---	1	251	459
Other divisions	11	4,092	1,285	---	8	718	763
$100,000 - $199,999	29	3,896	1,143	29.3	20	475	718
Middle Atlantic	16	1,254	387	---	7	186	261
East North Central	8	1,103	313	---	5	129	179
South Atlantic	6	780	262	---	3	99	149
Other divisions	5	759	181	---	5	81	129
$50,000 - $99,999	31	2,150	644	30.0	22	285	418
Middle Atlantic	11	819	256	---	7	130	173
East North Central	5	380	112	---	4	46	68
West North Central	6	395	132	---	5	52	96
Other divisions	9	556	144	---	6	57	87
Under $50,000	134	2,953	864	29.3	105	400	493
Middle Atlantic	40	759	241	---	30	115	142
East North Central	32	706	177	---	28	79	97
Pacific	20	428	126	---	14	47	62
Other divisions	42	1,060	320	---	33	159	192
RESTAURANT AND HOTEL SUPPLY HOUSES	434	47,658	11,252	23.6	319	3,908	6,142
$300,000 and over	34	23,501	5,350	22.8	10	1,720	3,004
Middle Atlantic	8	6,208	1,188	---	5	376	570
East North Central	10	6,749	1,521	---	2	540	881
South Atlantic	5	2,230	563	---	2	180	312
Other divisions	11	8,314	2,098	---	1	624	1,141
$200,000 - $299,999	14	3,229	890	27.6	7	251	444
East North Central	6	1,480	384	---	3	99	186
Other divisions	8	1,749	506	---	[illegible]	152	258
$100,000 - $199,999	66	9,392	2,264	24.1	32	806	1,323
Middle Atlantic	21	3,135	723	---	11	267	450
East North Central	13	1,774	413	---	15	141	219
West North Central	5	679	162	---	1	60	100
South Atlantic	5	771	166	---	---	68	103
West South Central	5	726	208	---	---	58	122
Pacific	10	1,384	359	---	4	139	195
Other divisions	7	923	233	---	1	73	134
$50,000 - $99,999	85	5,961	1,413	23.7	60	576	736
Middle Atlantic	35	2,461	548	---	25	201	262
East North Central	17	1,198	285	---	11	117	154
West North Central	6	415	122	---	1	64	87
South Atlantic	11	836	201	---	6	81	103
Pacific	6	358	89	---	[illegible]	38	37
Other divisions	10	693	168	---	9	75	93
$10,000 - $49,999	188	5,290	1,264	23.9	165	533	617
New England	14	387	88	---	14	38	51
Middle Atlantic	64	2,339	541	---	72	207	247
East North Central	32	877	220	---	30	101	101
West North Central	12	349	78	---	4	37	47
South Atlantic	8	274	56	---	5	24	30
East South Central	5	128	31	---	[illegible]	11	8
West South Central	12	331	91	---	16	[illegible]	47
Mountain	4	108	24	---	5	9	13
Pacific	17	497	135	---	14	63	73
Under $10,000	47	285	71	24.9	45	22	18
Middle Atlantic	15	93	24	---	14	10	7
East North Central	15	87	22	---	15	[illegible]	6
Pacific	9	57	14	---	8	2	2
Other divisions	8	48	11	---	8	2	3
GARAGE AND FILLING STATION EQUIPMENT	169	9,877	2,537	25.7	127	852	1,339
SODA FOUNTAIN EQUIPMENT AND SUPPLIES	29	1,846	431	23.3	24	125	183
STORE MACHINES	46	2,900	476	16.4	39	167	229

* Employees and pay roll include paid executives of corporations but not the number and compensation of proprietors of unincorporated businesses.

TABLE 4.—BUSINESS SIZE—WHOLESALE MERCHANTS

ESTABLISHMENTS, SALES, EXPENSES, PERSONNEL, AND PAY ROLL—Continued
KINDS OF BUSINESS, NET-SALES-SIZE GROUPS, AND GEOGRAPHIC DIVISIONS

GEOGRAPHIC DIVISIONS

KIND OF BUSINESS / BUSINESS SIZE GROUP / GEOGRAPHIC DIVISION	Number of establishments	Sales (add 000)	OPERATING EXPENSES (including pay roll) Amount (add 000)	OPERATING EXPENSES Percent of sales	Active proprietors of unincorporated businesses	Number of employees* Full-time and part-time Average for year	Total pay roll* (add 000)
	MACHINERY—EQUIPMENT—SUPPLIES—Con.						
COMMERCIAL EQUIPMENT AND SUPPLIES—Con.							
STORE FIXTURES AND EQUIPMENT	398	$20,626	$5,500	26.7	229	1,840	$3,143
$300,000 and over	6	4,505	932	20.7	2	189	415
$200,000 - $299,999	7	1,686	[illegible]	28.5	3	157	324
$100,000 - $199,999	30	4,074	1,213	29.8	7	395	776
West South Central	[illegible]	660	202	---	---	42	129
Pacific	6	772	200	---	2	82	141
Other divisions	19	2,642	811	---	5	271	506
$50,000 - $99,999	66	4,492	1,218	27.1	44	431	689
Middle Atlantic	19	1,379	377	---	13	123	187
East North Central	16	1,077	278	---	14	99	148
West South Central	12	740	182	---	3	54	133
Pacific	5	314	75	---	3	32	53
Other divisions	14	982	306	---	11	123	168
$10,000 - $49,999	206	5,255	1,485	28.3	115	580	849
New England	14	355	117	---	1	37	71
Middle Atlantic	39	1,060	305	---	21	131	183
East North Central	52	1,311	360	---	35	151	199
West North Central	17	395	120	---	12	51	62
South Atlantic	20	469	128	---	6	50	72
East South Central	10	227	68	---	7	27	40
West South Central	22	617	170	---	8	55	[illegible]
Mountain	12	324	[illegible]	---	6	29	53
Pacific	20	497	133	---	19	49	70
Under $10,000	83	614	172	28.0	58	88	[illegible]
Middle Atlantic	20	131	40	---	19	17	17
West North Central	13	67	20	---	9	10	10
South Atlantic	6	45	12	---	2	7	8
East South Central	7	48	12	---	4	[illegible]	7
Pacific	11	73	16	---	7	7	5
Other divisions	26	250	72	---	17	39	[illegible]
ALL OTHER	339	30,366	6,473	21.3	220	2,138	3,579
$200,000 and over	44	15,309	3,007	19.6	28	894	1,714
Middle Atlantic	15	5,184	932	---	5	[illegible]	520
East North Central	9	3,392	610	---	6	174	311
West North Central	5	1,743	271	---	2	73	156
Pacific	[illegible]	3,063	731	---	8	208	477
Other divisions	7	1,927	463	---	7	140	250
$100,000 - $199,999	46	6,440	1,316	20.4	24	394	684
Middle Atlantic	15	2,215	392	---	10	122	212
East North Central	7	1,085	252	---	1	[illegible]	138
West North Central	5	683	189	---	2	47	119
Pacific	11	1,439	288	---	6	[illegible]	116
Other divisions	8	1,018	195	---	5	65	99
$50,000 - $99,999	68	4,747	1,140	24.0	32	403	644
Middle Atlantic	19	1,357	348	---	7	112	187
East North Central	13	966	227	---	7	85	127
West South Central	5	364	64	---	2	[illegible]	39
Pacific	17	1,131	260	---	11	93	151
Other divisions	14	929	241	---	5	77	140
$10,000 - $49,999	139	3,638	932	25.6	104	412	500
New England	11	291	79	---	5	31	44
Middle Atlantic	39	979	270	---	27	131	162
East North Central	37	878	236	---	33	105	122
West North Central	15	390	102	---	11	44	[illegible]
South Atlantic	8	209	43	---	6	17	22
West South Central	10	320	94	---	[illegible]	42	48
Pacific	11	316	59	---	4	20	30
Other divisions	8	255	49	---	9	22	26
Under $10,000	42	232	78	33.6	32	35	37
Middle Atlantic	11	55	15	---	8	6	6
East North Central	15	92	35	---	9	13	20
West North Central	5	24	6	---	5	2	1
Pacific	5	27	11	---	[illegible]	10	6
Other divisions	6	34	11	---	6	[illegible]	4
FARM AND DAIRY:							
DAIRY EQUIPMENT	106	19,479	3,562	18.3	59	[illegible]	1,836

KIND OF BUSINESS / BUSINESS-SIZE GROUP / GEOGRAPHIC DIVISION	Number of establishments	Sales (add 000)	OPERATING EXPENSES (including pay roll) Amount (add 000)	OPERATING EXPENSES Percent of sales	Active proprietors of unincorporated businesses	Number of employees* Full-time and part-time Average for year	Total pay roll* (add 000)
	MACHINERY—EQUIPMENT—SUPPLIES—Con.						
FARM AND DAIRY—Con.							
FARM IMPLEMENTS	20	$2,944	$643	21.8	14	231	$382
FARM MACHINERY AND EQUIPMENT	183	34,325	5,393	15.7	83	1,508	2,537
INDUSTRIAL MACHINERY, EQUIPMENT, AND SUPPLIES:							
INDUSTRIAL (General line)	116	70,267	13,230	18.8	27	4,093	7,776
BELTING, HOSE, AND PACKING	211	18,837	4,576	24.3	95	1,274	2,568
$200,000 and over	18	6,970	1,661	23.8	2	416	903
Middle Atlantic	7	3,085	687	---	1	144	363
Pacific	5	1,387	358	---	1	106	184
Other divisions	6	2,498	616	---	---	166	356
$100,000 - $199,999	46	6,233	1,449	23.2	6	384	854
Middle Atlantic	14	1,898	581	---	---	141	344
East North Central	15	2,223	441	---	1	119	289
West North Central	5	608	124	---	3	[illegible]	63
Other divisions	12	1,504	303	---	2	84	178
$50,000 - $99,999	45	3,364	856	25.4	24	234	471
Middle Atlantic	14	1,079	262	---	6	76	150
East North Central	14	1,057	264	---	8	68	146
Pacific	7	525	140	---	4	38	65
Other divisions	10	703	190	---	[illegible]	52	110
$10,000 - $49,999	81	2,154	570	26.5	[illegible]	221	318
New England	6	166	49	---	1	19	32
Middle Atlantic	24	728	197	---	16	66	109
East North Central	19	505	134	---	6	52	76
West North Central	8	197	56	---	3	24	28
South Atlantic	8	193	48	---	10	25	28
East South Central	6	141	38	---	5	19	24
Other divisions	10	224	[illegible]	---	8	16	23
Under $10,000	21	116	40	34.5	14	19	22
Middle Atlantic	9	51	19	---	6	[illegible]	10
Other divisions	12	65	21	---	8	11	12
CONSTRUCTION (Except road building)	152	23,745	5,394	22.7	[illegible]	1,595	3,245
ROAD BUILDING	251	72,613	14,003	19.3	95	3,418	7,259
$500,000 and over	45	41,980	7,520	17.9	12	1,594	3,898
Middle Atlantic	6	7,572	1,207	---	---	250	711
West North Central	9	6,962	1,158	---	[illegible]	[illegible]	723
South Atlantic	10	8,239	1,504	---	4	324	661
East South Central	8	8,430	1,547	---	2	328	778
Other divisions	12	10,777	2,104	---	2	407	1,025
$300,000 - $499,999	32	12,201	2,302	18.9	5	600	1,196
West North Central	7	2,637	527	---	2	167	289
South Atlantic	5	1,987	326	---	1	86	163
Pacific	6	2,286	500	---	---	111	257
Other divisions	14	5,291	949	---	2	236	507
$200,000 - $299,999	30	7,293	1,668	22.9	8	431	839
Middle Atlantic	5	1,249	336	---	---	66	166
West North Central	8	2,078	471	---	2	152	252
West South Central	5	1,194	[illegible]	--	---	96	161
Other divisions	12	2,772	573	---	6	137	260
$100,000 - $199,999	44	6,402	1,408	22.0	20	392	715
Middle Atlantic	6	842	172	---	4	38	80
East North Central	6	825	171	---	5	[illegible]	100
West North Central	7	1,095	290	---	2	79	126
West South Central	6	915	204	---	[illegible]	63	105
Pacific	6	830	184	---	1	56	106
Other divisions	13	1,895	387	---	4	98	198
$50,000 - $99,999	49	3,487	786	22.5	18	265	427
Middle Atlantic	7	526	103	---	6	[illegible]	71
East North Central	8	520	120	---	4	43	76
West North Central	8	614	114	---	---	48	61
West South Central	5	315	84	---	3	26	42
Mountain	8	562	139	---	2	50	85
Pacific	5	402	99	---	2	33	50
Other divisions	[illegible]	548	127	---	1	25	[illegible]

* Employees and pay roll include paid executives of corporations but not the number and compensation of proprietors of unincorporated businesses.

TABLE 4.—BUSINESS SIZE—WHOLESALE MERCHANTS

ESTABLISHMENTS, SALES, EXPENSES, PERSONNEL, AND PAY ROLL—Continued

KINDS OF BUSINESS, NET-SALES-SIZE GROUPS, AND GEOGRAPHIC DIVISIONS

GEOGRAPHIC DIVISIONS

KIND OF BUSINESS BUSINESS-SIZE GROUP GEOGRAPHIC DIVISION	Number of establishments	Sales (add 000)	OPERATING EXPENSES (including pay roll) Amount (add 000)	OPERATING EXPENSES (including pay roll) Percent of sales	Active proprietors (unincorporated businesses)	Number of employees* (average for year)	Total pay roll* (add 000)
	MACHINERY—EQUIPMENT—SUPPLIES—Con.						
INDUSTRIAL MACHINERY, EQUIPMENT, AND SUPPLIES—Con.							
ROAD BUILDING—Con.							
Under $50,000	51	$1,250	$319	25.5	32	136	$184
Middle Atlantic	11	272	85	---	9	40	56
East North Central	10	191	54	---	7	29	33
East South Central	6	174	29	---	5	12	17
West South Central	6	135	30	---	3	13	16
Other divisions	18	478	121	---	8	42	62
MACHINE TOOLS	124	26,413	4,286	16.2	75	1,065	2,406
WINE AND MILL SUPPLIES	412	99,659	19,063	19.1	166	5,863	10,862
$1,000,000 and over	15	23,487	3,852	16.4	---	1,070	2,236
Middle Atlantic	7	9,956	1,612	---	---	435	912
Other divisions	8	13,531	2,240	---	---	635	1,324
$500,000 - $999,999	44	31,078	5,838	18.8	1	1,676	3,341
Middle Atlantic	5	4,040	852	---	---	242	546
East North Central	10	6,397	1,291	---	---	420	757
South Atlantic	13	9,471	1,379	---	---	411	771
Pacific	5	3,926	858	---	---	232	465
Other divisions	11	7,244	1,460	---	1	371	802
$500,000 - $499,999	34	12,931	2,482	19.2	8	788	1,499
Middle Atlantic	5	2,015	432	---	1	126	235
East North Central	12	4,683	838	---	7	304	528
South Atlantic	5	2,056	435	---	---	122	246
Other divisions	12	4,177	777	---	---	236	490
$200,000 - $299,999	49	11,830	2,527	21.4	12	800	1,443
New England	6	1,477	307	---	---	93	183
Middle Atlantic	11	2,724	605	---	3	188	377
East North Central	[illegible]	2,168	409	---	6	156	248
South Atlantic	[illegible]	1,431	234	---	1	81	115
Pacific	5	1,177	323	---	1	76	170
Other divisions	12	2,853	643	---	1	206	350
$100,000 - $199,999	[illegible]	12,877	2,684	20.8	31	864	1,450
Middle Atlantic	19	2,758	561	---	7	180	317
East North Central	16	2,320	426	---	[illegible]	112	219
South Atlantic	16	2,296	495	---	7	179	261
East South Central	12	1,642	391	---	4	147	212
West South Central	5	720	172	---	3	46	70
Pacific	12	1,663	370	---	3	141	219
Other divisions	10	1,478	269	---	3	79	152
$50,000 - $99,999	63	4,552	997	21.9	32	340	538
New England	8	527	118	---	5	46	68
Middle Atlantic	17	1,331	300	---	8	92	163
East North Central	5	415	74	---	---	26	42
South Atlantic	8	540	117	---	[illegible]	47	68
West South Central	5	301	76	---	3	29	41
Pacific	13	869	181	---	9	[illegible]	92
Other divisions	7	569	131	---	3	46	64
$10,000 - $49,999	98	2,790	674	24.2	64	287	344
Middle Atlantic	18	[illegible]	114	---	8	45	59
East North Central	15	437	106	---	12	56	60
West North Central	11	296	71	---	9	28	34
South Atlantic	9	274	59	---	6	23	24
West South Central	5	127	35	---	5	17	17
Mountain	14	406	103	---	9	[illegible]	57
Pacific	18	537	133	---	[illegible]	51	[illegible]
Other divisions	8	285	53	---	6	23	24
Under $10,000	19	114	29	25.4	18	18	11
East North Central	5	25	6	---	6	2	1
Other divisions	14	[illegible]	23	---	12	16	10
OIL WELL SUPPLY HOUSES	895	179,059	18,757	10.5	218	5,125	9,307
$1,000,000 and over	23	38,760	3,156	8.1	---	611	1,421
West South Central	15	24,290	2,214	---	---	411	1,023
Other divisions	8	14,470	942	---	---	200	398
$500,000 - $999,999	55	38,114	2,684	7.0	1	607	1,295
East North Central	6	4,032	150	---	---	39	80
West South Central	40	27,928	2,280	---	1	500	1,083
Other divisions	9	6,154	254	---	---	68	132

KIND OF BUSINESS BUSINESS-SIZE GROUP GEOGRAPHIC DIVISION	Number of establishments	Sales (add 000)	OPERATING EXPENSES (including pay roll) Amount (add 000)	OPERATING EXPENSES (including pay roll) Percent of sales	Active proprietors (unincorporated businesses)	Number of employees* (average for year)	Total pay roll* (add 000)
	MACHINERY—EQUIPMENT—SUPPLIES—Con.						
INDUSTRIAL MACHINERY, EQUIPMENT, AND SUPPLIES—Con.							
OIL WELL SUPPLY HOUSES—Con.							
$300,000 - $499,999	78	$29,308	$2,617	8.9	9	701	$1,381
Middle Atlantic	5	1,858	278	---	3	99	185
East North Central	10	3,659	289	---	---	73	142
West South Central	47	17,716	1,492	---	1	386	744
Pacific	10	3,689	402	---	5	109	221
Other divisions	6	2,426	156	---	---	34	69
$200,000 - $299,999	104	24,675	2,634	10.7	8	681	1,318
East North Central	18	4,477	431	---	1	101	212
West North Central	5	1,194	81	---	---	19	33
West South Central	62	14,299	1,311	---	3	331	591
Pacific	9	2,228	442	---	3	129	276
Other divisions	10	2,477	369	---	1	101	206
$100,000 - $199,999	203	29,201	3,622	12.4	24	1,052	1,748
Middle Atlantic	11	1,321	193	---	2	61	99
East North Central	15	2,082	211	---	1	55	90
West North Central	18	2,479	232	---	1	71	125
West South Central	122	18,125	2,242	---	12	652	1,032
Mountain	[illegible]	1,227	163	---	---	59	91
Pacific	21	2,973	453	---	[illegible]	126	254
Other divisions	7	994	128	---	---	28	57
$50,000 - $99,999	163	12,397	2,426	19.6	54	843	1,315
Middle Atlantic	9	643	112	---	1	39	62
East North Central	14	1,059	135	---	1	49	74
West North Central	14	992	130	---	5	42	60
West South Central	95	7,421	1,520	---	30	543	822
Mountain	5	367	61	---	---	20	36
Pacific	21	1,562	395	---	15	129	232
Other divisions	5	353	73	---	2	21	29
$10,000 - $49,999	220	6,324	1,530	24.2	98	590	789
Middle Atlantic	9	242	38	---	3	18	21
East North Central	11	328	78	---	6	32	38
West North Central	25	743	183	---	3	90	105
South Atlantic	5	172	32	---	---	11	16
East South Central	5	144	31	---	2	15	17
West South Central	125	3,554	883	---	57	323	435
Pacific	34	1,011	250	---	24	91	143
Other divisions	6	130	35	---	3	10	14
Under $10,000	49	280	88	31.4	24	40	40
East North Central	7	41	9	---	2	5	5
West South Central	19	108	34	---	7	19	16
Pacific	15	93	34	---	9	12	15
Other divisions	8	38	11	---	6	4	4
POWER PLANT AND POWER TRANSMISSION	88	(x)	(x)	(x)	(x)	(x)	(x)
PRINTING AND LITHOGRAPHING (Except paper)	151	10,909	3,494	32.0	103	1,228	2,102
ROPE, CORDAGE, AND TWINE	53	12,717	1,804	14.2	20	479	976
TEXTILE	74	8,387	1,912	22.8	44	583	1,014
USED MACHINERY AND EQUIPMENT	286	15,163	4,107	27.1	247	1,336	2,031
$200,000 and over	12	4,163	1,144	27.5	7	235	529
$100,000 - $199,999	23	3,211	869	27.1	27	279	455
Middle Atlantic	8	1,168	325	---	10	123	204
Other divisions	15	2,043	544	---	17	156	251
$50,000 - $99,999	54	3,849	934	24.3	42	336	482
Middle Atlantic	20	1,435	379	---	9	112	196
East North Central	11	804	164	---	11	67	92
West South Central	9	664	146	---	12	62	65
Pacific	5	339	77	---	5	20	27
Other divisions	9	607	168	---	5	75	102
$10,000 - $49,999	149	3,629	1,049	28.9	126	427	507
New England	10	283	83	---	7	33	48
Middle Atlantic	55	1,355	420	---	43	134	198
East North Central	26	512	133	---	22	54	64
West South Central	32	763	210	---	26	122	101
Pacific	15	398	115	---	20	44	54
Other divisions	11	318	88	---	8	40	42

* Employees and pay roll include paid executives of corporations but not the number and compensation of proprietors of unincorporated businesses.
x Withheld to avoid disclosure.

TABLE 4.—BUSINESS SIZE—WHOLESALE MERCHANTS

ESTABLISHMENTS, SALES, EXPENSES, PERSONNEL, AND PAY ROLL—Continued

KINDS OF BUSINESS, NET-SALES-SIZE GROUPS, AND GEOGRAPHIC DIVISIONS

GEOGRAPHIC DIVISIONS

KIND OF BUSINESS / BUSINESS-SIZE GROUP / GEOGRAPHIC DIVISION	Number of establishments	Sales (add 000)	OPERATING EXPENSES (including pay roll) Amount (add 000)	OPERATING EXPENSES Percent of sales	Active proprietors of unincorporated businesses	Number of employees* (full-time and part-time) Average for year	Total pay roll* (add 000)
	MACHINERY—EQUIPMENT—SUPPLIES—Con.						
INDUSTRIAL MACHINERY, EQUIPMENT, AND SUPPLIES—Con.							
USED MACHINERY AND EQUIPMENT—Con.							
Under $10,000	48	$311	$111	35.7	45	59	$58
Middle Atlantic	14	84	27	---	11	12	11
East North Central	11	69	24	---	12	12	9
West South Central	9	55	26	---	10	16	17
Pacific	7	61	18	---	5	10	12
Other divisions	7	42	16	---	7	9	[illegible]
ALL OTHER	1,539	171,984	35,399	20.6	944	10,554	19,347
$1,000,000 and over	25	39,918	6,454	16.1	2	1,570	3,530
Middle Atlantic	[illegible]	16,028	2,319	---	---	432	1,414
East North Central	8	10,820	1,863	---	---	[illegible]	1,051
Other divisions	[illegible]	13,070	2,252	---	2	650	1,065
$500,000 - $999,999	29	19,158	3,161	16.5	4	732	1,689
Middle Atlantic	11	8,738	1,256	---	3	281	666
East North Central	8	5,295	1,089	---	---	252	597
Other divisions	10	7,125	816	---	1	199	426
$300,000 - $499,999	49	18,732	3,392	18.1	19	[illegible]	1,865
Middle Atlantic	10	5,989	785	---	13	190	450
East North Central	7	2,659	475	---	---	148	266
West North Central	[illegible]	1,948	[illegible]	---	2	114	220
South Atlantic	5	1,876	348	---	---	126	204
West South Central	8	2,964	407	---	1	100	193
Pacific	9	3,129	619	---	1	155	313
Other divisions	5	2,187	351	---	2	129	219
$200,000 - $299,999	109	26,144	5,771	22.1	38	1,616	3,202
New England	9	2,196	462	---	3	119	260
Middle Atlantic	22	4,997	1,246	---	7	298	667
East North Central	29	7,252	1,648	---	[illegible]	411	957
West North Central	16	3,702	848	---	9	337	[illegible]
South Atlantic	6	1,461	243	---	1	64	121
West South Central	5	1,151	253	---	---	86	[illegible]
Pacific	15	3,650	752	---	4	206	409
Other divisions	7	1,755	309	---	5	95	179
$100,000 - $199,999	197	27,765	6,702	24.1	67	1,912	3,818
New England	16	2,335	472	---	2	123	270
Middle Atlantic	57	8,068	2,256	---	21	578	1,316
East North Central	45	5,759	1,344	---	14	375	752
West North Central	17	2,474	548	---	5	152	277
South Atlantic	13	1,829	327	---	5	113	177
West South Central	15	2,104	444	---	3	150	220
Pacific	28	4,271	1,073	---	12	340	685
Other divisions	8	1,145	258	---	5	85	121
$50,000 - $99,999	314	22,224	5,268	23.7	170	1,829	2,890
New England	17	1,196	301	---	7	90	168
Middle Atlantic	85	5,923	1,443	---	53	[illegible]	817
East North Central	[illegible]	6,322	1,518	---	41	477	829
West North Central	21	1,491	315	---	14	133	[illegible]
South Atlantic	12	846	231	---	11	[illegible]	127
East South Central	10	672	126	---	10	54	75
West South Central	19	1,373	262	---	7	106	120
Mountain	6	398	[illegible]	---	5	19	30
Pacific	56	4,003	992	---	22	347	535
$10,000 - $49,999	640	16,956	4,316	25.5	489	1,788	2,185
New England	51	1,332	345	---	26	148	192
Middle Atlantic	192	5,367	1,322	---	152	559	708
East North Central	165	4,190	1,122	---	116	448	555
West North Central	52	1,566	330	---	55	139	143
South Atlantic	32	764	185	---	[illegible]	[illegible]	93
East South Central	9	195	54	---	7	27	31
West South Central	42	1,205	266	---	31	103	119
Mountain	15	[illegible]	89	---	12	37	41
Pacific	82	2,199	605	---	66	221	303
Under $10,000	176	1,087	355	32.7	155	185	188
New England	14	91	32	---	11	23	20
Middle Atlantic	56	341	115	---	51	[illegible]	57
East North Central	37	232	79	---	33	39	39
West North Central	21	131	[illegible]	---	20	17	16
South Atlantic	5	36	10	---	3	6	7
West South Central	12	69	20	---	10	14	8
Pacific	23	155	50	---	22	20	17
Other divisions	8	32	7	---	5	6	[illegible]

KIND OF BUSINESS / BUSINESS-SIZE GROUP / GEOGRAPHIC DIVISION	Number of establishments	Sales (add 000)	OPERATING EXPENSES (including pay roll) Amount (add 000)	OPERATING EXPENSES Percent of sales	Active proprietors of unincorporated businesses	Number of employees* (full-time and part-time) Average for year	Total pay roll* (add 000)
	MACHINERY—EQUIPMENT—SUPPLIES—Con.						
PROFESSIONAL EQUIPMENT AND SUPPLIES:							
DENTAL SUPPLY HOUSES	328	$55,732	$9,855	28.6	155	3,395	$5,564
$200,000 and over	[illegible]	16,326	5,021	30.8	17	1,700	2,983
New England	5	1,444	496	---	---	183	327
Middle Atlantic	13	5,379	1,598	---	10	515	908
East North Central	5	1,961	581	---	7	225	408
West North Central	6	2,078	656	---	---	236	381
Pacific	9	2,590	824	---	---	275	461
Other divisions	10	2,874	[illegible]	---	---	268	498
$100,000 - $199,999	59	8,610	2,458	28.5	13	832	1,381
New England	5	628	171	---	---	60	85
Middle Atlantic	14	2,218	632	---	5	188	344
East North Central	9	1,448	476	---	---	170	304
West North Central	6	917	236	---	---	82	114
South Atlantic	7	[illegible]	[illegible]	---	3	104	185
West South Central	6	799	217	---	[illegible]	81	99
Pacific	7	992	227	---	---	68	122
Other divisions	5	709	209	---	1	79	130
$50,000 - $99,999	80	5,591	1,399	25.0	27	522	821
New England	5	522	[illegible]	---	5	32	52
Middle Atlantic	23	1,640	425	---	11	160	254
East North Central	11	769	214	---	3	88	115
West North Central	10	754	201	---	2	74	123
South Atlantic	10	[illegible]	161	---	3	56	95
West South Central	5	[illegible]	88	---	1	31	51
Pacific	8	590	99	---	3	36	53
Other divisions	8	544	130	---	1	45	78
$10,000 - $49,999	113	3,037	723	23.8	73	310	354
New England	6	147	48	---	4	23	23
Middle Atlantic	31	830	177	---	23	[illegible]	86
East North Central	23	610	148	---	15	58	72
West North Central	8	213	53	---	5	21	31
South Atlantic	10	[illegible]	53	---	5	22	23
West South Central	[illegible]	137	[illegible]	---	[illegible]	14	17
Pacific	20	574	144	---	13	54	71
Other divisions	9	287	58	---	[illegible]	26	31
Under $10,000	28	168	54	32.1	23	31	25
Middle Atlantic	7	45	16	---	6	9	9
East North Central	6	39	12	---	5	[illegible]	4
Pacific	6	34	10	---	5	7	4
Other divisions	9	50	16	---	7	11	8
RELIGIOUS SUPPLY HOUSES	92	8,308	2,278	27.4	71	721	1,220
SCHOOL EQUIPMENT AND SUPPLIES	154	21,324	5,408	25.4	67	1,904	2,778
SURGICAL, MEDICAL, AND HOSPITAL	368	50,254	13,225	26.3	179	4,133	8,107
$500,000 and over	13	14,991	3,775	25.2	2	1,031	2,351
Middle Atlantic	5	4,595	907	---	2	315	633
Other divisions	8	10,396	2,868	---	---	716	1,718
$200,000 - $499,999	53	15,727	4,261	27.1	19	1,265	2,702
Middle Atlantic	13	4,077	1,244	---	[illegible]	356	801
East North Central	16	5,058	1,409	---	7	420	886
South Atlantic	[illegible]	2,329	530	---	6	132	326
Pacific	8	1,450	392	---	2	115	284
Other divisions	10	2,813	686	---	---	242	425
$100,000 - $199,999	75	10,248	2,714	26.5	19	898	1,647
New England	6	850	255	---	1	90	184
Middle Atlantic	18	2,578	599	---	4	198	338
East North Central	13	1,755	587	---	[illegible]	198	348
West North Central	10	1,422	382	---	5	134	229
South Atlantic	8	982	226	---	2	64	135
Pacific	11	1,408	352	---	4	111	205
Other divisions	9	1,253	315	---	1	115	208
$50,000 - $99,999	83	6,108	1,562	25.6	40	576	[illegible]
Middle Atlantic	33	2,346	611	---	16	215	356
East North Central	11	853	263	---	4	89	158
West North Central	10	729	178	---	6	87	117
South Atlantic	7	514	133	---	2	41	73
Pacific	10	715	170	---	6	53	96
Other divisions	12	951	207	---	6	91	124

* Employees and pay roll include paid executives of corporations but not the number and compensation of proprietors of unincorporated businesses.

TABLE 4.—BUSINESS SIZE—WHOLESALE MERCHANTS

ESTABLISHMENTS, SALES, EXPENSES, PERSONNEL, AND PAY ROLL—Continued
KINDS OF BUSINESS, NET-SALES-SIZE GROUPS, AND GEOGRAPHIC DIVISIONS

GEOGRAPHIC DIVISIONS

KIND OF BUSINESS BUSINESS-SIZE GROUP GEOGRAPHIC DIVISION	Number of establishments	Sales (add 000)	OPERATING EXPENSES (including pay roll) Amount (add 000)	OPERATING EXPENSES (including pay roll) Percent of sales	Active proprietors (Number not included in other items)	Number of employees* (Number not included in other items) Average for year	Total pay roll* (add 000)
	MACHINERY—EQUIPMENT—SUPPLIES—Con.						
PROFESSIONAL EQUIPMENT AND SUPPLIES—Con.							
SURGICAL, MEDICAL, AND HOSPITAL—Con.							
$10,000 - $49,999	118	$5,009	$865	28.7	79	340	$465
Middle Atlantic	55	1,336	362	---	39	142	192
East North Central	19	460	149	---	11	48	76
West North Central	9	188	52	---	[illegible]	19	24
South Atlantic	5	158	43	---	4	19	19
West South Central	[illegible]	214	70	---	5	33	43
Pacific	16	459	139	---	9	60	93
Other divisions	6	194	50	---	3	19	18
Under $10,000	26	171	[illegible]	28.1	[illegible]	23	18
Middle Atlantic	11	69	21	---	8	8	5
East North Central	7	[illegible]	12	---	6	7	6
Other divisions	[illegible]	54	15	---	[illegible]	8	7
ALL OTHER	110	13,427	3,276	24.4	55	1,129	1,936
SERVICE EQUIPMENT AND SUPPLIES:							
BARBER AND BEAUTY SUPPLY HOUSES	855	44,543	14,479	32.5	672	5,108	7,342
$200,000 and over	30	11,518	4,292	37.9	21	1,180	2,143
$100,000 - $199,999	74	10,129	3,303	32.6	56	1,130	1,700
New England	5	751	217	---	4	65	100
Middle Atlantic	24	3,141	983	---	32	336	526
East North Central	16	2,322	775	---	10	255	391
South Atlantic	6	784	269	---	1	86	109
East South Central	6	[illegible]	198	---	[illegible]	74	105
Pacific	7	985	360	---	1	124	216
Other divisions	10	1,480	501	---	6	190	253
$50,000 - $99,999	179	12,524	3,874	30.9	113	1,499	2,105
New England	12	774	226	---	7	87	122
Middle Atlantic	32	2,180	726	---	15	308	429
East North Central	[illegible]	3,185	953	---	26	365	499
West North Central	12	931	291	---	14	121	151
South Atlantic	20	1,502	433	---	10	173	221
East South Central	9	708	214	---	12	71	102
West South Central	18	1,216	400	---	[illegible]	154	237
Mountain	8	539	159	---	7	50	79
Pacific	22	1,489	492	---	14	170	265
$10,000 - $49,999	390	9,538	2,737	28.7	320	1,179	1,310
New England	23	477	137	---	21	54	56
Middle Atlantic	105	2,584	762	---	82	303	339
East North Central	71	1,748	504	---	58	226	250
West North Central	36	845	286	---	23	122	134
South Atlantic	50	1,289	381	---	40	177	203
East South Central	17	481	119	---	12	51	60
West South Central	42	1,016	285	---	35	133	133
Mountain	8	184	54	---	8	23	25
Pacific	38	934	229	---	41	90	110
Under $10,000	[illegible]	1,034	273	26.4	162	120	84
New England	14	77	21	---	11	12	[illegible]
Middle Atlantic	51	294	[illegible]	---	48	39	25
East North Central	55	[illegible]	83	---	46	35	23
West North Central	13	62	14	---	12	8	6
South Atlantic	14	91	28	---	11	13	12
West South Central	13	65	10	---	14	3	2
Pacific	13	[illegible]	24	---	13	7	6
Other divisions	7	45	9	---	9	3	2
LAUNDRY AND DRYCLEANING	203	34,985	7,228	20.7	[illegible]	1,820	3,773
$500,000 and over	31	18,912	3,255	17.2	1	756	1,710
Middle Atlantic	9	6,418	1,154	---	---	242	609
East North Central	6	3,280	557	---	---	127	328
Pacific	8	4,759	775	---	---	[illegible]	[illegible]
Other divisions	8	4,455	769	---	1	197	[illegible]
$200,000 - $299,999	21	5,311	1,258	25.7	2	278	689
Middle Atlantic	6	1,547	391	---	---	82	215
East North Central	6	1,541	355	---	1	82	213
Other divisions	9	2,223	512	---	1	114	261

KIND OF BUSINESS BUSINESS-SIZE GROUP GEOGRAPHIC DIVISION	Number of establishments	Sales (add 000)	OPERATING EXPENSES (including pay roll) Amount (add 000)	OPERATING EXPENSES (including pay roll) Percent of sales	Active proprietors (Number not included in other items)	Number of employees* (Number not included in other items) Average for year	Total pay roll* (add 000)
	MACHINERY—EQUIPMENT—SUPPLIES—Con.						
SERVICE EQUIPMENT AND SUPPLIES—Con.							
LAUNDRY AND DRY CLEANING—Con.							
$100,000 - $199,999	37	$5,343	$1,363	25.5	12	323	$680
East North Central	6	819	230	---	---	51	129
West North Central	5	742	215	---	---	59	118
South Atlantic	6	855	199	---	3	43	87
West South Central	6	836	200	---	2	52	106
Other divisions	14	2,091	519	---	7	118	240
$50,000 - $99,999	49	3,710	971	26.2	18	297	499
Middle Atlantic	[illegible]	602	165	---	3	59	101
East North Central	13	1,032	226	---	3	79	117
Pacific	9	630	174	---	5	46	82
Other divisions	19	1,446	406	---	7	113	199
Under $50,000	65	1,687	381	22.6	47	166	195
Middle Atlantic	13	303	67	---	[illegible]	[illegible]	37
East North Central	13	346	79	---	8	37	52
West North Central	10	252	57	---	5	22	22
South Atlantic	7	225	59	---	7	35	32
Pacific	12	272	50	---	11	24	28
Other divisions	10	289	59	---	[illegible]	19	24
TAILORS' SUPPLIES	64	2,809	565	20.1	67	202	280
UNDERTAKERS' SUPPLIES	107	4,545	1,277	28.1	66	417	616
UPHOLSTERERS' SUPPLIES	199	26,146	6,015	23.0	114	1,752	3,063
$300,000 and over	27	12,388	2,969	24.0	7	764	1,538
Middle Atlantic	13	6,100	1,502	---	2	337	788
East North Central	7	3,169	800	---	3	190	379
Other divisions	7	3,119	667	---	2	237	373
$200,000 - $299,999	13	3,098	636	20.5	9	206	325
Middle Atlantic	8	1,901	318	---	9	78	130
Other divisions	5	1,197	318	---	---	128	195
$100,000 - $199,999	[illegible]	6,618	1,581	23.9	17	498	819
Middle Atlantic	24	3,285	806	---	12	260	424
East North Central	13	1,825	[illegible]	---	4	128	213
Other divisions	11	1,508	346	---	1	110	182
$50,000 - $99,999	30	2,144	424	19.8	17	131	200
Middle Atlantic	16	1,157	264	---	7	81	124
Pacific	5	330	57	---	3	16	28
Other divisions	9	657	103	---	7	34	[illegible]
Under $50,000	81	1,898	405	21.3	64	153	181
New England	9	213	42	---	3	18	23
Middle Atlantic	37	821	160	---	40	55	61
East North Central	11	237	43	---	7	19	23
South Atlantic	5	95	36	---	1	15	19
Pacific	12	341	89	---	8	29	40
Other divisions	7	191	35	---	5	17	15
ALL OTHER	597	34,482	8,236	23.9	437	3,033	4,735
$200,000 and over	34	11,814	2,321	19.6	13	706	1,394
Middle Atlantic	16	6,704	1,238	---	8	364	732
East North Central	6	1,639	503	---	1	201	341
Other divisions	12	3,471	[illegible]	---	[illegible]	141	321
$100,000 - $199,999	55	7,692	1,913	24.9	28	647	1,130
New England	5	691	136	---	1	39	85
Middle Atlantic	18	2,649	595	---	13	218	351
East North Central	16	2,265	628	---	5	212	354
Pacific	5	759	164	---	1	59	104
Other divisions	11	1,328	390	---	8	119	236
$50,000 - $99,999	94	6,657	1,680	25.2	65	611	927
Middle Atlantic	35	2,507	549	---	24	218	298
East North Central	20	1,374	385	---	14	152	238
West North Central	9	600	156	---	9	53	68
South Atlantic	7	533	141	---	[illegible]	56	79
West South Central	6	402	116	---	2	41	68
Pacific	9	670	151	---	9	41	79
Other divisions	8	571	180	---	3	50	97

* Employees and pay roll include paid executives of corporations but not the number and compensation of proprietors of unincorporated businesses.

TABLE 4.—BUSINESS SIZE—WHOLESALE MERCHANTS

ESTABLISHMENTS, SALES, EXPENSES, PERSONNEL, AND PAY ROLL—Continued
KINDS OF BUSINESS, NET-SALES-SIZE GROUPS, AND GEOGRAPHIC DIVISIONS

GEOGRAPHIC DIVISIONS

KIND OF BUSINESS / BUSINESS-SIZE GROUP / GEOGRAPHIC DIVISION	Number of establishments	Sales (add 000)	OPERATING EXPENSES (including pay roll) Amount (add 000)	OPERATING EXPENSES Percent of sales	Active proprietors of unincorporated businesses	Number of employees* (full-time and part-time) Average for year	Total pay roll* (add 000)
MACHINERY—EQUIPMENT—SUPPLIES—Con.							
SERVICE EQUIPMENT AND SUPPLIES—Con.							
ALL OTHER—Con.							
$10,000 - $49,999	299	$7,632	$2,120	27.8	222	[illegible]	$1,198
New England	17	401	103	---	10	44	58
Middle Atlantic	107	2,706	753	---	77	313	418
East North Central	59	1,446	419	--	45	195	230
West North Central	35	935	285	---	29	124	153
South Atlantic	24	622	171	---	18	89	106
East South Central	8	165	43	---	6	23	30
West South Central	17	492	143	---	9	66	83
Mountain	5	155	32	---	5	27	22
Pacific	27	730	191	---	23	89	98
Under $10,000	115	687	202	29.4	109	103	88
New England	11	58	19	---	9	12	9
Middle Atlantic	39	233	72	---	36	29	31
East North Central	20	121	42	---	17	21	14
West North Central	16	104	23	---	16	18	10
South Atlantic	6	38	8	---	6	4	3
Pacific	16	92	23	---	19	12	11
Other divisions	7	41	15	---	4	7	8
TRANSPORTATION EQUIPMENT AND SUPPLIES:							
AIRCRAFT AND AERONAUTICAL	11	(x)	(x)	(x)	(x)	(x)	(x)
RAILROAD	64	24,015	5,894	24.5	19	834	2,881
MARINE	149	21,020	4,284	20.4	62	1,294	2,407
OTHER	13	781	165	21.1	7	71	85
METALS AND METAL WORK (EXCEPT SCRAP)							
BUILDING METAL WORK	133	13,164	2,699	20.5	93	1,002	1,480
IRON AND STEEL PRODUCTS (General line)	92	75,628	14,721	19.5	30	4,103	8,402
IRON AND STEEL PRODUCTS (Semi-finished)	56	11,387	2,432	21.4	19	604	1,300
IRON AND STEEL PRODUCTS (Flat)	193	64,495	13,020	20.2	69	3,651	6,865
$1,000,000 and over	12	20,936	4,262	20.4	---	1,132	2,130
East North Central	6	11,900	2,521	---	---	706	1,247
Other divisions	6	9,036	1,741	---	---	426	883
$500,000 - $999,999	26	17,846	3,445	19.3	6	954	1,853
Middle Atlantic	6	4,528	907	---	---	188	465
East North Central	11	7,687	1,646	---	5	487	842
Other divisions	9	5,631	892	---	1	279	546
$300,000 - $499,999	29	11,078	2,197	19.8	5	597	1,188
Middle Atlantic	6	2,229	349	---	---	114	213
East North Central	15	5,869	1,280	---	4	316	680
Other divisions	8	2,980	568	---	1	165	295
$200,000 - $299,999	26	6,213	1,329	21.4	[illegible]	397	722
Middle Atlantic	13	3,129	693	---	[illegible]	185	346
East North Central	6	1,497	303	---	2	113	193
Other divisions	7	1,587	333	---	[illegible]	99	183
$100,000 - $199,999	34	5,064	995	19.6	12	297	582
Middle Atlantic	13	1,930	451	---	5	117	232
East North Central	9	1,216	262	---	4	88	165
Pacific	7	1,126	162	---	3	52	88
Other divisions	5	792	120	---	---	40	77
$50,000 - $99,999	34	2,594	554	21.4	16	176	271
Middle Atlantic	17	1,265	280	---	10	79	121
East North Central	10	812	176	---	3	58	98
Other divisions	7	517	98	---	3	39	52
Under $50,000	32	764	258	31.2	21	98	119
Middle Atlantic	14	335	126	---	5	54	69
East North Central	8	195	55	---	3	17	22
Other divisions	10	234	57	---	13	27	28
WIRE AND WIRE PRODUCTS	[illegible]	5,915	1,359	23.0	37	411	678

KIND OF BUSINESS / BUSINESS-SIZE GROUP / GEOGRAPHIC DIVISION	Number of establishments	Sales (add 000)	OPERATING EXPENSES (including pay roll) Amount (add 000)	OPERATING EXPENSES Percent of sales	Active proprietors of unincorporated businesses	Number of employees* (full-time and part-time) Average for year	Total pay roll* (add 000)
METALS AND METAL WORK (EXCEPT SCRAP)—Con.							
IRON AND STEEL FINISHED PRODUCTS (Not elsewhere classified)	[illegible]	$53,709	$11437	21.3	158	3,389	$6,246
$1,000,000 and over	5	7,952	1,583	17.4	---	281	706
$500,000 - $999,999	24	15,859	3,177	20.0	4	986	1,827
Middle Atlantic	6	4,525	[illegible]	---	2	262	525
East North Central	8	5,006	945	---	1	376	599
Other divisions	10	6,328	1,268	---	1	[illegible]	703
$300,000 - $499,999	24	9,411	2,006	21.3	9	550	1,108
Middle Atlantic	13	5,220	1,122	---	7	327	572
East North Central	5	1,887	481	---	---	98	319
Other divisions	6	2,304	403	---	2	125	217
$200,000 - $299,999	28	7,025	1,465	20.9	6	403	867
New England	6	1,444	298	---	2	74	172
Middle Atlantic	13	3,290	699	---	2	242	436
Other divisions	9	2,291	[illegible]	---	2	87	259
$100,000 - $199,999	52	7,236	1,735	24.0	[illegible]	553	887
New England	5	641	156	---	7	52	69
Middle Atlantic	14	1,902	[illegible]	---	6	110	203
East North Central	11	1,865	460	---	3	129	267
West North Central	5	792	153	---	5	75	87
Pacific	11	1,454	375	---	3	104	183
Other divisions	6	864	162	---	4	83	78
$50,000 - $99,999	54	3,874	1,051	27.1	36	346	536
Middle Atlantic	22	1,481	455	---	20	143	247
East North Central	15	1,201	291	---	6	106	148
Other divisions	17	1,192	305	---	10	95	141
$10,000 - $49,999	82	2,266	592	26.1	65	253	299
New England	5	152	29	---	3	12	19
Middle Atlantic	24	576	144	---	27	61	73
East North Central	18	441	118	---	[illegible]	48	63
West North Central	8	277	63	---	4	[illegible]	43
West South Central	[illegible]	224	[illegible]	---	7	22	21
Pacific	13	417	[illegible]	---	14	41	48
Other divisions	6	199	71	---	2	[illegible]	31
Under $10,000	14	86	[illegible]	32.6	8	17	16
West South Central	6	38	11	---	4	9	8
Other divisions	8	48	17	---	[illegible]	8	8
COPPER	37	49,250	2,043	4.1	19	454	1,090
ALL OTHER	118	156,271	8,532	5.5	[illegible]	2,036	4,199
PAPER AND ITS PRODUCTS							
WRAPPING OR COARSE PAPER AND PRODUCTS	1,656	291,926	50,853	17.4	1,118	16,350	28,916
$1,000,000 and over	34	65,789	8,954	13.6	8	2,338	5,069
Middle Atlantic	14	28,299	3,460	---	8	711	1,796
East North Central	7	15,376	1,829	---	---	503	1,151
Pacific	5	9,687	1,697	---	---	556	1,133
Other divisions	8	12,377	1,968	---	---	568	1,009
$500,000 - $999,999	99	65,414	11,570	17.7	30	3,283	6,835
New England	8	5,042	984	---	---	277	586
Middle Atlantic	35	23,505	3,829	---	10	1,005	2,212
East North Central	26	17,397	3,090	---	2	907	1,906
West North Central	8	4,682	924	---	3	244	536
South Atlantic	6	3,743	707	---	3	212	429
East South Central	5	3,998	717	---	7	259	459
Pacific	5	3,318	584	---	2	167	357
Other divisions	6	3,729	735	---	3	212	370
$300,000 - $499,999	126	47,290	8,875	18.8	39	2,801	5,125
New England	[illegible]	2,916	676	---	---	252	423
Middle Atlantic	41	15,666	2,972	---	22	857	1,653
East North Central	19	6,895	1,293	---	[illegible]	401	714
West North Central	15	5,683	1,028	---	3	324	605
South Atlantic	17	6,416	1,054	---	1	341	640
East South Central	7	2,648	565	---	2	170	307
West South Central	10	3,744	772	---	1	289	448
Pacific	[illegible]	3,522	613	---	1	167	335

* Employees and pay roll include paid executives of corporations but not the number and compensation of proprietors of unincorporated businesses.
x Withheld to avoid disclosure.

TABLE 4.—BUSINESS SIZE—WHOLESALE MERCHANTS

ESTABLISHMENTS, SALES, EXPENSES, PERSONNEL, AND PAY ROLL—Continued
KINDS OF BUSINESS, NET-SALES-SIZE GROUPS, AND GEOGRAPHIC DIVISIONS

GEOGRAPHIC DIVISIONS

KIND OF BUSINESS BUSINESS-SIZE GROUP GEOGRAPHIC DIVISION	Number of establishments	Sales (add 000)	OPERATING EXPENSES (including pay roll) Amount (add 000)	OPERATING EXPENSES (including pay roll) Percent of sales	Active proprietors of unincorporated business	Number of employees* (full-time equivalent) Average for year	Total pay roll* (add 000)
PAPER AND ITS PRODUCTS—Con.							
WRAPPING OR COARSE PAPER AND PRODUCTS—Con.							
$200,000 - $299,999	137	$53,647	$6,308	18.7	65	2,082	$3,682
New England	9	2,195	453	---	---	132	287
Middle Atlantic	52	15,138	2,480	---	20	766	1,396
East North Central	25	6,211	1,256	---	17	465	792
West North Central	8	2,032	418	---	4	136	247
South Atlantic	17	4,121	701	---	3	251	[illegible]
East South Central	6	1,521	213	---	1	76	117
West South Central	4	983	201	---	4	69	123
Mountain	5	1,196	195	---	---	53	106
Pacific	11	2,450	391	---	16	134	191
$100,000 - $199,999	310	43,949	8,259	18.8	195	2,960	4,673
New England	43	6,153	1,235	---	23	433	678
Middle Atlantic	105	14,493	2,750	---	78	942	1,537
East North Central	62	9,105	1,605	---	41	562	918
West North Central	25	3,616	679	---	[illegible]	263	412
South Atlantic	29	4,115	765	---	14	305	460
East South Central	9	1,284	219	---	8	94	129
West South Central	11	1,404	251	---	[illegible]	109	144
Mountain	7	1,108	227	---	[illegible]	80	121
Pacific	19	2,671	528	---	13	172	274
$50,000 - $99,999	313	22,218	4,308	19.4	231	1,677	2,279
New England	34	2,345	466	---	[illegible]	186	237
Middle Atlantic	142	10,280	2,071	---	119	755	1,053
East North Central	54	3,671	663	---	[illegible]	263	367
West North Central	20	1,490	286	---	9	134	173
South Atlantic	26	1,828	365	---	13	140	196
West South Central	14	932	150	---	3	[illegible]	94
Pacific	18	1,186	218	---	17	93	116
Other divisions	7	[illegible]	87	---	6	38	45
$10,000 - $49,999	482	12,724	2,378	18.7	410	1,120	1,185
New England	57	1,500	292	---	53	138	150
Middle Atlantic	224	5,809	1,056	---	181	456	492
East North Central	89	2,402	440	---	77	228	230
West North Central	20	514	101	---	17	55	49
South Atlantic	30	851	161	---	24	79	105
East South Central	10	315	50	---	9	32	25
West South Central	[illegible]	245	51	---	8	25	27
Mountain	5	100	18	---	4	4	[illegible]
Pacific	38	988	209	---	37	103	99
Under $10,000	155	945	205	21.7	140	89	68
New England	13	74	15	---	8	5	4
Middle Atlantic	67	412	83	---	65	25	19
East North Central	28	181	40	---	24	24	22
West North Central	14	69	15	---	12	7	5
South Atlantic	11	74	18	---	11	8	5
Pacific	13	74	19	---	14	8	6
Other divisions	[illegible]	61	17	---	6	12	7
PRINTING AND WRITING PAPERS	416	183,438	28,931	15.8	116	8,046	17,208
$500,000 and over	110	133,679	19,429	14.5	3	5,070	11,729
New England	6	6,541	1,273	---	---	348	773
Middle Atlantic	42	48,906	7,432	---	3	1,885	4,531
East North Central	37	55,049	7,351	---	---	1,798	4,439
West North Central	11	8,257	1,311	---	---	393	772
South Atlantic	6	6,995	730	---	---	214	462
Other divisions	[illegible]	7,931	1,352	---	---	432	752
$300,000 - $499,999	56	22,075	3,939	17.8	5	1,169	2,376
Middle Atlantic	17	6,565	1,431	---	---	[illegible]	[illegible]
East North Central	13	5,221	775	---	1	213	454
West North Central	5	1,819	251	---	---	80	129
South Atlantic	12	4,819	796	---	1	268	486
Other divisions	9	3,651	686	---	3	202	426
$200,000 - $299,999	41	9,960	1,989	20.0	4	642	1,165
Middle Atlantic	12	2,841	582	---	3	202	363
East North Central	9	1,698	315	---	---	101	156
West North Central	7	1,677	330	---	---	111	212
Other divisions	15	3,744	762	---	1	228	434
$100,000 - $199,999	85	12,136	2,426	20.0	23	759	1,344
New England	6	979	171	---	---	45	99
Middle Atlantic	40	5,518	1,139	---	17	358	618
East North Central	9	1,506	254	---	---	83	157
West North Central	[illegible]	1,193	262	---	---	80	152
South Atlantic	5	694	158	---	---	42	80

KIND OF BUSINESS BUSINESS-SIZE GROUP GEOGRAPHIC DIVISION	Number of establishments	Sales (add 000)	OPERATING EXPENSES (including pay roll) Amount (add 000)	OPERATING EXPENSES (including pay roll) Percent of sales	Active proprietors of unincorporated business	Number of employees* (full-time equivalent) Average for year	Total pay roll* (add 000)
PAPER AND ITS PRODUCTS—Con.							
PRINTING AND WRITING PAPERS—Con.							
$100,000 - $199,999—Con.							
East South Central	5	$693	$116	---	---	39	$65
Pacific	7	972	187	---	8	62	103
Other divisions	5	781	159	---	---	50	70
$50,000 - $99,999	56	4,074	798	19.6	24	283	439
Middle Atlantic	23	1,786	355	---	12	121	209
East North Central	7	527	107	---	3	37	56
South Atlantic	6	457	75	---	1	31	39
East South Central	5	523	55	---	1	18	30
Pacific	8	378	82	---	4	31	39
Other divisions	9	603	124	---	3	45	66
Under $50,000	68	1,514	350	23.1	57	143	155
New England	8	220	52	---	11	19	17
Middle Atlantic	36	821	184	---	27	70	80
Pacific	12	223	63	---	12	25	31
Other divisions	12	250	51	---	7	29	27
STATIONERY AND STATIONERY SUPPLIES	503	45,588	10,871	23.8	324	4,134	6,226
$500,000 and over	33	21,471	5,292	24.6	10	1,893	3,158
Middle Atlantic	19	12,356	2,877	---	4	1,099	1,823
East North Central	5	3,182	632	---	2	187	289
Other divisions	[illegible]	5,933	1,783	---	[illegible]	627	1,046
$200,000 - $299,999	15	3,557	770	21.6	6	318	447
Middle Atlantic	7	1,598	230	---	5	86	137
Other divisions	8	1,959	540	---	1	232	310
$100,000 - $199,999	57	7,727	1,777	23.0	28	618	971
Middle Atlantic	38	5,141	1,178	---	21	381	620
East North Central	10	1,290	253	---	4	96	148
Other divisions	9	1,296	336	---	3	141	203
$50,000 - $99,999	89	6,194	1,453	23.5	52	605	851
New England	7	406	85	---	5	43	52
Middle Atlantic	44	3,103	676	---	25	289	395
East North Central	17	1,245	313	---	12	127	190
West North Central	9	605	164	---	4	[illegible]	104
Pacific	6	455	112	---	3	39	50
Other divisions	6	380	103	---	3	41	60
$10,000 - $49,999	239	6,243	1,465	23.5	169	655	755
New England	[illegible]	585	163	---	14	72	84
Middle Atlantic	128	3,177	715	---	97	299	353
East North Central	37	987	240	---	20	106	131
West North Central	14	307	84	---	8	38	45
South Atlantic	[illegible]	324	62	---	10	39	34
Pacific	24	697	157	---	16	83	92
Other divisions	7	166	[illegible]	---	4	18	16
Under $10,000	70	396	114	28.8	59	45	44
Middle Atlantic	32	203	63	---	22	28	26
East North Central	14	78	23	---	12	9	[illegible]
West North Central	10	54	16	---	12	6	6
Pacific	6	22	5	---	8	1	2
Other divisions	[illegible]	39	7	---	[illegible]	1	1
WALLPAPER	276	20,350	6,713	33.0	116	2,064	3,118
$200,000 and over	19	6,697	2,156	32.2	7	700	1,184
East North Central	[illegible]	3,193	1,045	---	3	296	550
Other divisions	11	3,504	1,115	---	[illegible]	404	634
$100,000 - $199,999	30	4,317	1,445	33.5	8	375	637
Middle Atlantic	11	1,660	564	---	2	127	234
East North Central	8	1,084	316	---	---	98	183
South Atlantic	5	693	245	---	3	64	94
Other divisions	6	[illegible]	320	---	3	86	126
$50,000 - $99,999	74	5,240	1,666	31.8	28	517	748
Middle Atlantic	28	2,020	609	---	16	207	267
East North Central	17	1,196	368	---	1	107	178
West North Central	11	797	250	---	4	84	110
Pacific	6	361	139	---	3	34	59
Other divisions	12	866	300	---	4	85	134
$10,000 - $49,999	139	4,008	1,417	35.4	58	462	539
New England	6	155	58	---	3	17	31
Middle Atlantic	47	1,345	470	---	20	162	172

* Employees and pay roll include paid executives of corporations but not the number and compensation of proprietors of unincorporated businesses.

TABLE 4.—BUSINESS SIZE—WHOLESALE MERCHANTS

ESTABLISHMENTS, SALES, EXPENSES, PERSONNEL, AND PAY ROLL—Continued
KINDS OF BUSINESS, NET-SALES-SIZE GROUPS, AND GEOGRAPHIC DIVISIONS

GEOGRAPHIC DIVISIONS

KIND OF BUSINESS / BUSINESS-SIZE GROUP / GEOGRAPHIC DIVISION	Number of establishments	Sales (add 000)	Operating expenses (including pay roll) Amount (add 000)	Operating expenses (including pay roll) Percent of sales	Active proprietors of unincorporated business	Number of employees* (full-time and part-time) Average for year	Total pay roll* (add 000)
PAPER AND ITS PRODUCTS—Con.							
WALLPAPER—Con.							
$10,000 - $49,999—Con.							
East North Central	24	$724	$247	---	9	85	$99
West North Central	16	452	159	---	8	[illegible]	60
South Atlantic	23	641	186	---	14	66	72
East South Central	7	225	88	---	---	26	32
West South Central	5	164	80	---	---	22	28
Pacific	11	302	129	---	4	36	45
Under $10,000	14	88	29	33.0	15	10	10
Middle Atlantic	8	44	10	---	10	2	2
Other divisions	6	44	19	---	5	8	8
PETROLEUM AND ITS PRODUCTS							
PETROLEUM AND ITS PRODUCTS	886	158,322	21,950	13.9	474	5,974	10,326
$1,000,000 and over	[illegible]	80,347	5,827	7.3	6	1,309	2,610
Middle Atlantic	12	29,163	2,550	---	6	490	1,100
East North Central	5	18,980	980	---	2	199	402
West North Central	5	21,152	1,755	---	---	474	817
Other divisions	6	11,052	562	---	---	146	291
$500,000 - $999,999	27	19,317	2,959	15.3	---	659	1,297
Middle Atlantic	15	10,924	1,800	---	---	308	717
Other divisions	12	8,393	1,159	---	---	351	580
$300,000 - $499,999	32	11,980	2,941	24.5	7	719	1,315
Middle Atlantic	12	4,750	1,059	---	2	228	455
East North Central	6	2,258	517	---	2	95	201
Other divisions	14	4,972	1,365	---	3	396	659
$200,000 - $299,999	38	9,339	1,764	18.9	13	505	924
East North Central	15	3,751	673	---	3	144	343
West North Central	6	1,433	349	---	1	68	161
West South Central	5	1,201	180	---	3	120	91
Other divisions	12	2,974	562	---	6	173	329
$100,000 - $199,999	120	16,966	3,598	21.2	51	997	1,662
Middle Atlantic	33	4,597	934	---	14	265	457
East North Central	24	3,429	756	---	7	194	397
West North Central	18	2,626	614	---	[illegible]	168	256
South Atlantic	13	1,830	371	---	5	112	146
West South Central	10	1,[illegible]	282	---	6	80	107
Pacific	12	[illegible]	286	---	7	78	132
Other divisions	10	1,451	355	---	4	100	167
$50,000 - $99,999	152	10,469	2,482	23.7	53	857	1,337
New England	21	1,425	274	---	9	90	137
Middle Atlantic	41	2,648	718	---	8	257	395
East North Central	28	1,902	482	---	12	183	276
West North Central	14	956	221	---	4	83	130
South Atlantic	14	1,029	204	---	6	67	115
West South Central	13	866	198	---	4	49	83
Pacific	14	930	263	---	5	82	131
Other divisions	7	531	122	---	5	46	70
$10,000 - $49,999	358	9,054	2,148	23.7	243	813	1,066
New England	21	637	120	---	13	52	75
Middle Atlantic	92	2,507	579	---	60	221	319
East North Central	74	1,856	454	---	52	168	202
West North Central	45	1,112	275	---	30	106	132
South Atlantic	34	795	184	---	26	68	90
East South Central	11	269	52	---	8	17	25
West South Central	37	1,004	231	---	21	94	106
Mountain	9	216	45	---	5	14	18
Pacific	35	836	206	---	28	73	99
Under $10,000	131	850	231	27.2	99	115	115
New England	5	33	15	---	3	9	8
Middle Atlantic	23	188	56	---	19	25	28
East North Central	35	208	54	---	21	27	29
West North Central	18	116	32	---	14	12	14
South Atlantic	7	42	11	---	4	7	8
West South Central	22	119	31	---	14	23	18
Mountain	5	31	[illegible]	---	6	3	1
Pacific	16	113	23	---	18	[illegible]	9

KIND OF BUSINESS / BUSINESS-SIZE GROUP / GEOGRAPHIC DIVISION	Number of establishments	Sales (add 000)	Operating expenses (including pay roll) Amount (add 000)	Operating expenses (including pay roll) Percent of sales	Active proprietors of unincorporated business	Number of employees* (full-time and part-time) Average for year	Total pay roll* (add 000)
PLUMBING AND HEATING EQUIPMENT AND SUPPLIES							
PLUMBING AND HEATING (General line)	675	$185,102	$32,118	17.4	207	10,244	$17,206
$500,000 and over	95	83,092	13,167	15.8	19	4,399	7,442
New England	7	5,786	1,152	---	3	411	711
Middle Atlantic	21	18,096	2,871	---	9	869	1,521
East North Central	11	9,496	1,634	---	3	503	990
West North Central	19	15,684	2,737	---	---	898	1,553
South Atlantic	26	25,424	3,394	---	---	1,250	1,791
Pacific	6	4,924	790	---	[illegible]	231	538
Other divisions	5	3,682	589	---	2	237	338
$300,000 - $499,999	102	38,425	7,035	18.3	8	2,235	3,773
New England	12	4,161	764	---	---	206	403
Middle Atlantic	36	13,727	2,380	---	5	658	1,298
East North Central	19	7,126	1,438	---	1	411	791
West North Central	7	2,556	520	---	---	191	301
South Atlantic	15	5,876	1,025	---	---	534	501
Pacific	7	2,651	570	---	---	145	315
Other divisions	6	2,328	338	---	2	90	164
$200,000 - $299,999	101	24,973	4,778	19.1	13	1,376	2,509
New England	18	4,370	883	---	3	241	501
Middle Atlantic	36	8,820	1,678	---	5	448	881
East North Central	17	4,384	843	---	2	252	473
South Atlantic	11	2,605	515	---	1	201	239
Pacific	5	1,329	261	---	---	61	110
Other divisions	14	3,465	598	---	2	175	305
$100,000 - $199,999	182	26,741	4,845	18.1	66	1,434	2,345
New England	44	6,574	1,217	---	15	342	655
Middle Atlantic	71	10,173	1,818	---	29	524	849
East North Central	23	3,387	656	---	7	198	327
West North Central	10	1,436	286	---	2	91	132
South Atlantic	21	3,302	559	---	7	175	243
Pacific	5	691	117	---	3	34	55
Other divisions	[illegible]	1,178	192	---	3	70	84
Under $100,000	195	11,871	2,293	19.3	101	800	1,137
New England	27	1,872	404	---	8	141	214
Middle Atlantic	108	6,425	1,187	---	59	405	565
East North Central	26	1,552	306	---	16	102	158
West North Central	[illegible]	498	82	---	4	36	38
South Atlantic	13	877	168	---	[illegible]	64	86
Mountain	5	222	56	---	2	19	32
Other divisions	7	427	90	---	3	33	42
HEATING (Including stoves and ranges)	361	35,880	8,533	23.8	189	2,640	4,592
$200,000 and over	44	18,381	3,994	21.7	11	1,040	2,122
Middle Atlantic	16	8,098	1,474	---	4	357	849
East North Central	8	2,733	874	---	2	203	425
West North Central	6	1,782	401	---	---	102	179
West South Central	5	2,297	384	---	1	78	159
Other divisions	9	3,471	861	---	4	300	510
$100,000 - $199,999	54	7,415	1,980	26.7	22	642	1,114
Middle Atlantic	13	1,794	517	---	5	173	299
East North Central	15	1,951	461	---	8	135	232
West North Central	9	1,200	397	---	1	142	284
South Atlantic	5	742	174	---	1	67	107
Pacific	5	748	166	---	3	36	58
Other divisions	7	980	265	---	4	89	134
$50,000 - $99,999	84	5,923	1,439	24.3	34	493	757
New England	[illegible]	651	129	---	3	[illegible]	60
Middle Atlantic	33	2,315	604	---	9	205	325
East North Central	17	1,154	278	---	[illegible]	84	146
West North Central	9	598	97	---	6	37	51
Pacific	9	639	163	---	7	52	88
Other divisions	8	586	168	---	1	70	87
$10,000 - $49,999	146	3,969	1,058	26.7	100	430	567
New England	16	484	105	---	14	52	57
Middle Atlantic	44	1,237	358	---	23	135	203
East North Central	34	937	242	---	29	85	110
West North Central	12	247	65	---	9	44	42
South Atlantic	[illegible]	193	39	---	5	14	19
East South Central	5	140	41	---	---	18	25
West South Central	4	110	29	---	[illegible]	10	14
Mountain	7	219	73	---	6	51	42
Pacific	18	402	106	---	12	41	55

* Employees and pay roll include paid executives of corporations but not the number and compensation of proprietors of unincorporated businesses.

TABLE 4.—BUSINESS SIZE—WHOLESALE MERCHANTS

ESTABLISHMENTS, SALES, EXPENSES, PERSONNEL, AND PAY ROLL—Continued

KINDS OF BUSINESS, NET SALES SIZE GROUPS, AND GEOGRAPHIC DIVISIONS

GEOGRAPHIC DIVISIONS

KIND OF BUSINESS / BUSINESS SIZE GROUP / GEOGRAPHIC DIVISION	Number of establishments	Sales (add 000)	Operating expenses (including pay roll): Amount (add 000)	Operating expenses: Per cent of sales	Active proprietors of unincorporated businesses	Number of employees* (average for year)	Total pay roll* (add 000)
PLUMBING AND HEATING EQUIPMENT AND SUPPLIES—Con.							
HEATING (Including stoves and ranges)—Con.							
Under $10,000	33	$192	$62	32.3	22	35	$32
Middle Atlantic	14	83	26	---	6	17	16
East North Central	10	75	27	---	8	14	12
Other divisions	9	34	9	---	8	4	4
PLUMBING FIXTURES, EQUIPMENT, AND SUPPLIES	916	129,282	22,878	17.7	497	7,246	12,200
$500,000 and over	43	33,258	5,412	16.3	[illegible]	1,712	3,083
Middle Atlantic	15	11,412	1,544	---	---	404	890
East North Central	10	7,091	1,282	---	5	367	732
Pacific	9	6,569	1,016	---	4	307	577
Other divisions	9	8,186	1,570	---	---	634	884
$300,000 - $499,999	60	23,155	3,650	15.8	10	1,081	2,069
New England	5	2,100	372	---	---	104	217
Middle Atlantic	23	8,777	1,191	---	4	337	664
East North Central	8	3,036	480	---	1	133	267
West South Central	8	2,994	529	---	4	190	299
Pacific	6	2,423	421	---	1	113	247
Other divisions	10	3,825	657	---	---	204	375
$200,000 - $299,999	92	21,929	4,198	19.1	30	1,270	2,263
New England	7	1,550	233	---	2	67	129
Middle Atlantic	28	6,552	1,352	---	5	436	622
East North Central	22	5,253	1,030	---	6	303	521
South Atlantic	5	1,218	310	---	3	105	181
West South Central	11	2,699	500	---	[illegible]	152	229
Pacific	13	3,126	483	---	9	130	236
Other divisions	6	1,531	290	---	1	77	145
$100,000 - $199,999	205	29,322	5,359	18.3	112	1,612	2,669
New England	20	2,563	524	---	3	145	270
Middle Atlantic	62	9,090	1,661	---	22	472	874
East North Central	41	5,953	1,211	---	15	386	650
West North Central	10	1,628	303	---	[illegible]	107	166
South Atlantic	19	2,717	496	---	11	136	203
West South Central	19	2,639	412	---	18	153	160
Pacific	28	3,809	577	---	30	159	277
Other divisions	6	923	175	---	4	54	69
$50,000 - $99,999	192	13,910	2,647	19.0	94	908	1,317
New England	12	827	164	---	4	57	85
Middle Atlantic	76	5,615	1,051	---	30	357	544
East North Central	38	2,793	563	---	25	190	250
West North Central	13	915	193	---	5	84	110
South Atlantic	7	491	99	---	1	31	54
West South Central	15	1,076	189	---	11	69	85
Pacific	25	1,814	307	---	14	93	140
Other divisions	6	379	81	---	4	27	49
$10,000 - $49,999	272	7,382	1,522	20.6	202	621	761
New England	24	712	167	---	18	63	80
Middle Atlantic	130	3,449	742	---	84	295	392
East North Central	48	1,316	238	---	38	106	119
West North Central	13	361	94	---	12	41	45
South Atlantic	16	411	84	---	13	40	36
West South Central	13	312	62	---	10	27	29
Pacific	21	585	104	---	23	34	45
Other divisions	7	236	31	---	[illegible]	15	15
Under $10,000	52	326	90	27.6	40	42	38
Middle Atlantic	23	153	40	---	15	21	20
East North Central	9	56	12	---	[illegible]	5	5
Pacific	11	64	14	---	12	[illegible]	4
Other divisions	9	53	24	---	[illegible]	11	9
ALL OTHER	252	24,542	5,853	23.8	132	1,698	3,232
$200,000 and over	28	12,448	2,928	23.5	3	760	1,679
Middle Atlantic	6	4,116	953	---	---	260	523
East North Central	9	3,371	924	---	2	183	508
Pacific	[illegible]	1,730	390	---	1	94	229
Other divisions	7	3,231	661	---	---	223	419
$100,000 - $199,999	40	5,674	1,380	24.3	13	395	755
Middle Atlantic	6	919	217	---	2	62	115
East North Central	10	1,503	339	---	4	72	171
West North Central	5	654	194	---	2	63	112
South Atlantic	5	642	142	---	---	40	71
Pacific	6	[illegible]	227	---	3	61	133
Other divisions	8	1,070	261	---	2	97	153

KIND OF BUSINESS / BUSINESS SIZE GROUP / GEOGRAPHIC DIVISION	Number of establishments	Sales (add 000)	Operating expenses (including pay roll): Amount (add 000)	Operating expenses: Per cent of sales	Active proprietors of unincorporated businesses	Number of employees* (average for year)	Total pay roll* (add 000)
PLUMBING AND HEATING EQUIPMENT AND SUPPLIES—Con.							
ALL OTHER—Con.							
$50,000 - $99,999	48	$3,412	$786	23.0	26	222	$411
Middle Atlantic	19	1,398	325	---	14	79	152
East North Central	7	516	161	---	2	48	109
West North Central	6	411	101	---	3	27	44
West South Central	6	410	94	---	2	32	43
Other divisions	10	677	105	---	5	36	63
$10,000 - $49,999	107	2,837	713	25.1	67	304	372
Middle Atlantic	27	672	162	---	10	72	95
East North Central	23	560	166	---	12	83	99
West North Central	20	528	114	---	19	37	43
South Atlantic	6	168	34	---	4	12	11
East South Central	6	190	62	---	3	34	36
West South Central	6	208	48	---	4	17	23
Pacific	14	380	89	---	12	40	50
Other divisions	5	131	38	---	3	9	15
Under $10,000	29	171	48	26.9	23	17	15
Middle Atlantic	14	72	24	---	10	7	8
East North Central	5	31	10	---	4	6	3
Pacific	5	27	5	---	4	1	1
Other divisions	5	41	7	---	5	3	3
TOBACCO AND PRODUCTS (EXCEPT LEAF)							
TOBACCO AND PRODUCTS (Except leaf)	2,390	1066923	52,660	4.9	2,080	18,050	26,320
$1,000,000 and over	254	502,970	22,699	4.5	180	7,398	12,153
New England	22	44,820	2,015	---	18	655	1,055
Middle Atlantic	86	183,892	7,411	---	66	2,432	4,139
East North Central	64	117,100	4,955	---	28	1,645	2,748
West North Central	16	31,192	1,564	---	[illegible]	518	778
South Atlantic	20	45,700	3,149	---	14	850	1,460
East South Central	8	12,972	610	---	4	255	318
West South Central	12	23,622	1,027	---	9	412	542
Mountain	4	5,935	284	---	3	108	167
Pacific	22	37,737	1,684	---	29	523	926
$500,000 - $999,999	370	256,306	13,012	5.1	256	4,477	6,677
New England	36	24,571	1,255	---	21	422	619
Middle Atlantic	98	68,775	3,564	---	62	1,167	1,763
East North Central	85	58,529	2,877	---	63	1,048	1,600
West North Central	38	25,651	1,207	---	32	407	553
South Atlantic	41	29,481	1,680	---	25	589	874
East South Central	11	7,227	364	---	7	132	192
West South Central	22	14,768	565	---	19	241	285
Mountain	10	6,379	419	---	7	126	179
Pacific	29	20,925	1,081	---	20	345	612
$300,000 - $499,999	338	131,400	6,780	5.2	264	2,418	3,236
New England	24	9,578	516	---	10	162	222
Middle Atlantic	75	29,926	1,331	---	59	481	623
East North Central	[illegible]	33,981	1,889	---	58	668	942
West North Central	28	[illegible]	458	---	32	173	216
South Atlantic	30	11,537	746	---	25	268	366
East South Central	18	6,522	361	---	20	141	153
West South Central	31	11,793	475	---	22	205	246
Mountain	12	4,943	358	---	4	109	161
Pacific	32	12,338	626	---	34	211	307
$200,000 - $299,999	308	75,416	4,216	5.6	296	1,507	1,871
New England	35	8,699	518	---	32	166	202
Middle Atlantic	70	15,682	755	---	68	269	324
East North Central	66	16,179	913	---	66	339	453
West North Central	27	6,556	383	---	38	139	150
South Atlantic	33	7,799	544	---	27	204	252
East South Central	10	2,494	112	---	9	49	54
West South Central	24	5,695	339	---	18	123	135
Mountain	13	3,262	228	---	12	70	97
Pacific	30	9,050	424	---	26	148	204
$100,000 - $199,999	460	67,820	3,767	5.6	438	1,415	1,571
New England	41	5,886	382	---	27	129	154
Middle Atlantic	129	18,327	1,024	---	133	369	408
East North Central	97	14,600	810	---	90	291	341
West North Central	59	9,297	429	---	48	179	183
South Atlantic	42	6,011	364	---	41	168	165
East South Central	12	1,690	102	---	12	40	42
West South Central	31	4,633	239	---	17	106	110
Mountain	22	3,232	199	---	15	64	78
Pacific	27	4,144	218	---	35	69	90

* Employees and pay roll include paid executives of corporations but not the number and compensation of proprietors of unincorporated businesses.

TABLE 4.—BUSINESS SIZE—WHOLESALE MERCHANTS

ESTABLISHMENTS, SALES, EXPENSES, PERSONNEL, AND PAY ROLL—Continued

KINDS OF BUSINESS, NET SALES-SIZE GROUPS, AND GEOGRAPHIC DIVISIONS

GEOGRAPHIC DIVISIONS

KIND OF BUSINESS / BUSINESS-SIZE GROUP / GEOGRAPHIC DIVISION	Number of establishments	Sales (add 000)	Operating expenses (including pay roll) Amount (add 000)	Operating expenses Percent of sales	Active proprietors of unincorporated businesses	Number of employees* (full-time and part-time) Average for year	Total pay roll* (add 000)
	TOBACCO AND PRODUCTS (EXCEPT LEAF)—Con.						
TOBACCO AND PRODUCTS (Except leaf)—Con.							
$50,000 - $99,999	315	$23,554	$1,458	6.2	303	547	$556
New England	22	1,658	98	---	20	34	36
Middle Atlantic	90	6,530	372	---	96	123	133
East North Central	59	4,276	293	---	54	110	114
West North Central	36	2,710	185	---	31	73	73
South Atlantic	40	2,852	165	---	33	72	69
East South Central	11	882	48	---	12	22	18
West South Central	26	2,298	138	---	29	53	54
Mountain	14	1,134	81	---	11	30	31
Pacific	17	1,214	78	---	17	30	28
$10,000 - $49,999	296	9,180	679	7.4	293	255	235
New England	25	805	70	---	22	25	31
Middle Atlantic	103	3,002	253	---	98	94	90
East North Central	55	1,651	106	---	57	31	28
West North Central	40	1,336	77	---	39	32	24
South Atlantic	29	871	69	---	25	34	26
East South Central	4	122	13	---	6	5	3
West South Central	13	420	25	---	15	10	6
Mountain	5	164	12	---	6	6	5
Pacific	24	809	54	---	25	18	22
Under $10,000	49	277	49	17.7	50	33	21
Middle Atlantic	19	110	24	---	21	15	10
East North Central	10	52	9	---	11	4	3
West North Central	6	39	7	---	7	5	3
Pacific	5	21	2	---	4	---	---
Other divisions	9	55	7	---	7	9	5
	WASTE MATERIALS						
IRON AND STEEL SCRAP	1,851	298,252	40,036	13.4	1,734	15,354	18,044
$1,000,000 and over	51	150,607	11,619	7.7	24	1,998	4,173
Middle Atlantic	9	42,706	4,760	---	7	492	1,178
East North Central	23	72,807	4,098	---	6	764	1,776
West North Central	6	9,256	826	---	7	194	323
Pacific	5	12,879	730	---	4	210	350
Other divisions	[illegible]	12,956	1,185	---	---	338	546
$500,000 - $999,999	49	34,759	5,337	15.4	34	2,075	2,756
Middle Atlantic	15	10,306	1,445	---	14	755	700
East North Central	24	18,552	2,443	---	13	555	1,169
Other divisions	10	7,6[illegible]	1,449	---	7	665	887
$300,000 - $499,999	69	26,515	4,918	18.5	52	1,926	2,415
Middle Atlantic	17	6,455	1,258	---	16	436	579
East North Central	22	8,330	1,790	---	16	553	850
South Atlantic	7	2,647	438	---	6	271	248
East South Central	5	1,884	387	---	---	254	235
West South Central	5	1,935	319	---	4	148	126
Pacific	6	2,547	260	---	6	87	144
Other divisions	7	2,717	466	---	4	177	232
$200,000 - $299,999	100	24,301	4,603	18.9	90	1,876	2,110
Middle Atlantic	33	8,162	1,591	---	28	590	733
East North Central	32	7,957	1,638	---	21	626	786
West North Central	[illegible]	2,251	339	---	14	203	162
South Atlantic	8	1,687	284	---	3	166	123
Pacific	6	1,463	282	---	9	78	96
Other divisions	12	2,781	469	---	15	213	210
$100,000 - $199,999	186	26,766	5,644	21.1	162	2,562	2,637
New England	13	1,684	392	---	6	167	199
Middle Atlantic	47	7,944	1,721	---	38	602	764
East North Central	60	8,046	1,667	---	60	740	813
West North Central	17	2,23[illegible]	425	---	14	273	235
South Atlantic	13	1,926	441	---	10	243	182
East South Central	8	1,263	255	---	6	158	128
West South Central	13	1,738	303	---	13	223	129
Mountain	4	500	90	---	4	45	38
Pacific	11	1,429	351	---	11	111	149
$50,000 - $99,999	235	16,522	3,444	20.8	221	1,897	1,734
New England	19	1,302	309	---	12	169	196
Middle Atlantic	77	5,355	1,071	---	70	482	520
East North Central	56	4,003	868	---	54	459	412
West North Central	13	971	154	---	13	103	89
South Atlantic	19	1,367	301	---	17	229	170
East South Central	18	1,276	248	---	17	207	121

KIND OF BUSINESS / BUSINESS-SIZE GROUP / GEOGRAPHIC DIVISION	Number of establishments	Sales (add 000)	Operating expenses (including pay roll) Amount (add 000)	Operating expenses Percent of sales	Active proprietors of unincorporated businesses	Number of employees* (full-time and part-time) Average for year	Total pay roll* (add 000)
	WASTE MATERIALS—Con.						
IRON AND STEEL SCRAP—Con.							
$50,000 - $99,999—Con.							
West South Central	19	$1,243	$285	---	16	153	$145
Other divisions	14	1,005	208	---	22	95	81
$10,000 - $49,999	640	16,198	3,769	23.3	646	2,429	1,891
New England	31	777	194	---	29	113	112
Middle Atlantic	160	4,116	1,055	---	178	556	499
East North Central	172	4,749	1,042	---	165	694	549
West North Central	75	1,745	306	---	86	215	146
South Atlantic	65	1,625	411	---	53	359	209
East South Central	22	446	115	---	23	86	56
West South Central	59	1,415	303	---	54	245	156
Mountain	8	152	41	---	10	15	18
Pacific	[illegible]	1,173	302	---	48	146	146
Under $10,000	521	2,584	702	27.2	505	591	328
New England	29	147	37	---	26	22	15
Middle Atlantic	127	588	171	---	129	112	76
East North Central	121	608	171	---	119	152	90
West North Central	88	419	101	---	84	90	48
South Atlantic	41	200	64	---	37	68	34
East South Central	28	153	31	---	29	38	16
West South Central	54	294	75	---	[illegible]	84	34
Mountain	5	26	9	---	5	3	2
Pacific	28	149	43	---	30	22	13
JUNK AND SCRAP (General line)	1,888	92,876	17,231	18.6	2,057	9,547	8,316
$500,000 and over	27	25,598	4,054	15.8	13	1,774	2,067
East North Central	10	7,276	1,265	---	1	622	674
Pacific	7	7,075	1,367	---	1	591	719
Other divisions	10	11,249	1,422	---	11	561	674
$300,000 - $499,999	24	8,669	1,325	15.3	31	646	609
East North Central	8	2,688	537	---	10	252	269
Other divisions	16	5,981	788	---	21	394	340
$200,000 - $299,999	33	8,066	1,604	19.9	37	677	711
New England	5	1,136	239	---	5	90	96
Middle Atlantic	8	2,037	299	---	11	129	135
East North Central	12	3,100	674	---	12	309	296
Other divisions	8	1,795	392	---	[illegible]	149	184
$100,000 - $199,999	118	16,199	3,163	19.5	135	1,321	1,568
New England	12	1,557	292	---	8	156	140
Middle Atlantic	18	2,536	401	---	23	226	206
East North Central	45	6,302	1,402	---	45	721	656
West North Central	11	1,555	222	---	17	127	105
South Atlantic	12	1,670	354	---	14	262	196
East South Central	5	733	146	---	8	133	83
Pacific	7	1,033	208	---	10	99	108
Other divisions	[illegible]	813	138	---	10	117	74
$50,000 - $99,999	199	13,815	2,597	18.8	250	1,546	1,264
New England	13	905	135	---	13	71	64
Middle Atlantic	47	3,205	590	---	61	323	257
East North Central	70	5,018	1,006	---	90	583	486
West North Central	20	1,355	220	---	35	148	112
South Atlantic	16	1,027	196	---	15	142	102
East South Central	[illegible]	628	110	---	10	75	59
West South Central	7	518	114	---	4	62	56
Mountain	5	301	52	---	8	29	27
Pacific	12	858	174	---	14	115	101
$10,000 - $49,999	743	16,867	3,577	21.2	803	2,383	1,717
New England	63	1,386	329	---	53	215	163
Middle Atlantic	192	4,257	875	---	229	476	367
East North Central	238	5,422	1,175	---	253	818	577
West North Central	68	1,541	266	---	69	173	121
South Atlantic	62	1,479	356	---	63	294	181
East South Central	25	559	132	---	28	119	73
West South Central	27	662	134	---	28	111	70
Mountain	18	492	83	---	16	58	42
Pacific	50	1,069	227	---	64	119	103
Under $10,000	746	3,662	911	24.9	788	700	380
New England	77	375	83	---	79	60	36
Middle Atlantic	225	1,047	238	---	251	147	79
East North Central	173	938	276	---	182	209	126
West North Central	91	399	82	---	92	78	38
South Atlantic	64	331	90	---	64	94	44
East South Central	18	95	27	---	19	29	13

* Employees and pay roll include paid executives of corporations but not the number and compensation of proprietors of unincorporated businesses.

TABLE 4.—BUSINESS SIZE—WHOLESALE MERCHANTS

ESTABLISHMENTS, SALES, EXPENSES, PERSONNEL, AND PAY ROLL—Continued
KINDS OF BUSINESS, NET-SALES-SIZE GROUPS, AND GEOGRAPHIC DIVISIONS

GEOGRAPHIC DIVISIONS

KIND OF BUSINESS / BUSINESS-SIZE GROUP / GEOGRAPHIC DIVISION	Number of establishments	Sales (add 000)	Operating expenses (including pay roll): Amount (add 000)	Operating expenses (including pay roll): Per cent of sales	Active proprietors of unincorporated business	Number of employees* Average for year	Total pay roll* (add 000)
WASTE MATERIALS—Con.							
JUNK AND SCRAP (General line)—Con.							
Under $10,000—Con.							
West South Central	45	$188	$46	---	47	[illegible]	$22
Mountain	5	33	10	---	5	7	[illegible]
Pacific	48	256	59	---	49	28	18
WASTE PAPER, RAGS, AND RUBBER	1,118	132,686	24,794	18.7	998	11,608	13,058
$500,000 and over	50	61,830	8,900	14.4	11	3,211	4,774
New England	9	11,068	1,585	---	4	465	743
Middle Atlantic	26	33,590	4,905	---	1	1,411	2,327
East North Central	9	12,058	2,159	---	6	1,065	1,319
Other divisions	6	5,118	651	---	---	270	385
$200,000 - $499,999	98	32,160	6,561	20.4	44	2,845	3,347
Middle Atlantic	37	11,209	2,326	---	15	867	1,138
East North Central	20	8,472	1,676	---	[illegible]	753	866
Pacific	10	3,467	767	---	7	306	427
Other divisions	31	9,012	1,792	---	16	919	916
$100,000 - $199,999	114	15,557	3,423	22.0	65	1,929	1,834
New England	15	2,025	426	---	9	182	199
Middle Atlantic	50	6,953	1,215	---	37	592	608
East North Central	23	3,093	853	---	10	566	462
West North Central	5	630	294	---	---	191	183
South Atlantic	7	1,109	205	---	5	162	151
Pacific	7	890	214	---	1	78	115
Other divisions	7	857	216	---	3	158	116
$50,000 - $99,999	163	11,495	2,769	24.1	148	1,635	1,485
New England	18	1,279	325	---	24	178	162
Middle Atlantic	79	5,540	1,214	---	78	668	635
East North Central	31	2,313	595	---	24	359	332
West North Central	9	636	172	-	5	115	90
South Atlantic	8	461	121	---	5	111	76
Pacific	12	866	217	---	11	111	123
Other divisions	6	400	125	---	1	93	67
$10,000 - $49,999	396	10,127	2,692	26.6	389	1,667	1,428
New England	59	1,524	440	---	45	265	234
Middle Atlantic	196	4,832	1,205	---	223	643	595
East North Central	65	1,676	425	---	63	304	229
West North Central	20	568	205	---	12	151	129
South Atlantic	25	668	168	---	21	132	88
East South Central	5	236	[illegible]	---	3	61	51
Pacific	19	440	124	---	16	60	69
Other divisions	7	183	57	---	6	51	33
Under $10,000	297	1,517	449	29.6	341	321	190
New England	25	128	41	---	23	32	21
Middle Atlantic	179	900	259	---	224	140	97
East North Central	42	215	60	---	42	52	30
West North Central	18	84	26	---	18	29	16
South Atlantic	12	71	25	--	12	34	12
Pacific	11	68	19	---	12	12	7
Other divisions	10	51	19	---	10	22	7
NON-FERROUS METALS	389	49,073	5,126	10.4	376	2,004	2,484
$500,000 and over	24	23,065	1,814	7.9	11	606	977
Middle Atlantic	9	7,588	664	---	[illegible]	212	360
East North Central	6	7,906	510	---	3	150	262
Other divisions	9	7,591	640	---	3	244	355
$200,000 - $499,999	35	11,432	1,107	9.7	44	400	517
Middle Atlantic	9	3,280	252	---	9	85	114
East North Central	15	4,846	518	---	16	167	255
Other divisions	11	3,306	337	---	19	148	148
$100,000 - $199,999	49	6,915	857	12.4	40	318	399
Middle Atlantic	17	2,555	243	---	12	79	92
East North Central	16	2,247	291	---	14	98	155
Other divisions	16	2,313	323	---	14	141	152
$50,000 - $99,999	55	4,326	701	16.2	57	263	289
New England	7	424	64	---	4	22	23
Middle Atlantic	18	1,272	229	---	17	52	88
East North Central	17	1,706	211	---	19	109	116
South Atlantic	5	351	96	---	[illegible]	31	17
Other divisions	8	573	101	---	9	49	45

KIND OF BUSINESS / BUSINESS-SIZE GROUP / GEOGRAPHIC DIVISION	Number of establishments	Sales (add 000)	Operating expenses (including pay roll): Amount (add 000)	Operating expenses (including pay roll): Per cent of sales	Active proprietors of unincorporated business	Number of employees* Average for year	Total pay roll* (add 000)
WASTE MATERIALS—Con.							
NON-FERROUS METALS—Con.							
$10,000 - $49,999	112	$2,700	$486	18.0	116	295	$230
New England	8	244	39	---	8	25	22
Middle Atlantic	32	700	130	---	37	[illegible]	58
East North Central	37	937	167	---	39	93	78
West North Central	7	173	20	---	5	15	11
South Atlantic	10	213	45	---	7	32	20
West South Central	11	298	53	---	11	42	25
Pacific	7	135	32	---	9	18	16
Under $10,000	114	815	161	20.2	108	122	72
New England	5	25	10	---	6	---	- -
Middle Atlantic	42	211	54	---	43	27	15
East North Central	32	159	39	---	29	32	22
West North Central	12	68	20	---	10	15	10
South Atlantic	6	30	12	---	2	18	8
West South Central	9	66	15	---	6	26	7
Other divisions	8	60	11	---	12	10	10
ALL OTHER	761	42,608	6,354	14.9	762	2,768	2,998
$500,000 and over	18	26,528	1,897	11.6	30	497	827
New England	5	4,963	768	---	3	163	388
Middle Atlantic	5	4,021	328	---	5	73	205
Other divisions	8	7,544	811	---	22	261	234
$300,000 - $499,999	8	3,045	460	15.1	---	198	234
$200,000 - $299,999	14	3,560	434	12.2	11	139	230
Middle Atlantic	5	1,302	194	---	7	48	95
Other divisions	9	2,258	240	-	4	91	135
$100,000 - $199,999	49	6,750	1,033	15.3	35	419	519
New England	9	1,219	211	---	2	61	115
Middle Atlantic	18	2,490	370	--	15	130	175
East North Central	7	1,003	172	--	5	81	96
Other divisions	15	2,038	280	---	13	147	135
$50,000 - $99,999	65	4,481	738	16.5	76	436	389
New England	7	471	88	- -	3	43	44
Middle Atlantic	21	1,514	184	-	32	94	102
East North Central	16	953	199	--	18	136	96
Pacific	7	492	91	--	7	48	49
Other divisions	15	1,051	176	---	11	121	98
$10,000 - $49,999	306	6,817	1,423	20.9	299	833	666
New England	30	707	152	- -	26	79	70
Middle Atlantic	98	2,466	409	-	99	196	178
East North Central	48	1,016	289	-	45	159	127
West North Central	33	749	158	--	36	103	71
South Atlantic	36	617	152	-	30	123	79
East South Central	10	216	42	---	9	32	18
West South Central	23	458	97	---	19	82	54
Mountain	5	118	49	---	6	12	21
Pacific	23	468	96	---	29	47	42
Under $10,000	307	1,427	369	25.8	311	246	133
New England	30	191	59	---	25	17	27
Middle Atlantic	127	543	111	---	145	56	33
East North Central	56	245	80	---	55	56	25
West North Central	24	113	26	--	23	24	10
South Atlantic	23	113	34	---	20	35	15
East South Central	4	16	3	---	5	3	1
West South Central	14	77	24	---	11	19	11
Mountain	5	19	5	-	5	1	(1)
Pacific	24	110	24	--	22	15	8
ALL OTHER PRODUCTS							
BOOKS, PERIODICALS, AND NEWSPAPERS	856	166,848	30,412	18.2	489	12,459	17,262
$500,000 and over	56	95,350	17,476	18.3	10	5,972	10,003
New England	8	7,303	1,563	---	--	637	1,088
Middle Atlantic	24	62,603	10,566	---	3	3,366	6,034
East North Central	9	13,317	2,648	---	4	1,961	1,503
Pacific	6	6,298	1,465	---	1	489	786
Other divisions	9	5,629	1,234	---	2	419	592

* Employees and pay roll include paid executives of corporations but not the number and compensation of proprietors of unincorporated businesses.
1 Less than $1,000.

TABLE 4.—BUSINESS SIZE—WHOLESALE MERCHANTS

ESTABLISHMENTS, SALES, EXPENSES, PERSONNEL, AND PAY ROLL—Continued
KINDS OF BUSINESS, NET-SALES-SIZE GROUPS, AND GEOGRAPHIC DIVISIONS

GEOGRAPHIC DIVISIONS

KIND OF BUSINESS / BUSINESS-SIZE GROUP / GEOGRAPHIC DIVISION	Number of establishments	Sales (add 000)	Operating expenses (including pay roll): Amount (add 000)	Operating expenses (including pay roll): Percent of sales	Active proprietors (unincorporated business)*	Number of employees* (full-time and part-time) Average for year	Total pay roll* (add 000)
ALL OTHER PRODUCTS—Con.							
BOOKS, PERIODICALS, AND NEWSPAPERS—Con.							
$300,000 - $499,999	44	$16,890	$2,928	17.3	17	1,251	$1,712
Middle Atlantic	15	5,533	1,168	---	4	473	686
East North Central	8	2,797	525	---	5	212	319
South Atlantic	8	2,320	249	---	3	161	160
Pacific	7	3,086	455	---	3	168	266
Other divisions	8	3,154	529	---	2	237	301
$200,000 - $299,999	57	14,258	2,573	18.0	27	1,139	1,486
New England	8	2,079	312	---	6	148	165
Middle Atlantic	12	3,059	654	---	5	278	361
East North Central	14	3,391	[illegible]	---	11	286	324
South Atlantic	6	1,476	328	---	1	143	216
Pacific	9	2,379	412	---	1	151	248
Other divisions	8	1,874	287	---	3	133	172
$100,000 - $199,999	230	17,592	3,212	18.3	83	1,613	1,839
New England	18	2,545	386	---	10	226	201
Middle Atlantic	34	4,658	828	---	26	433	469
East North Central	33	4,160	741	---	28	365	443
West North Central	8	1,073	283	---	4	146	202
South Atlantic	12	1,550	280	---	5	159	175
Pacific	13	1,789	361	---	7	125	190
Other divisions	12	1,817	333	---	3	149	159
$50,000 - $99,999	189	13,253	2,428	18.3	95	1,221	1,321
New England	20	1,320	197	---	13	123	115
Middle Atlantic	49	3,519	759	---	25	318	413
East North Central	45	3,118	571	---	28	279	298
West North Central	16	1,068	200	---	9	120	106
South Atlantic	17	1,183	184	---	5	105	106
East South Central	9	630	102	---	---	55	64
West South Central	12	883	137	---	4	79	74
Mountain	4	293	42	---	2	26	25
Pacific	17	1,239	236	---	[illegible]	116	120
$10,000 - $49,999	333	9,177	1,721	18.8	222	1,201	860
New England	20	521	71	---	18	102	32
Middle Atlantic	64	1,850	416	---	51	219	194
East North Central	111	2,914	572	---	67	458	301
West North Central	34	844	144	---	22	105	78
South Atlantic	28	933	156	---	12	96	85
East South Central	10	252	37	---	7	22	18
West South Central	22	729	130	---	16	77	60
Mountain	12	257	39	---	8	24	18
Pacific	32	877	156	---	21	96	74
Under $10,000	47	328	76	23.2	35	62	31
Middle Atlantic	15	84	19	---	8	10	[illegible]
East North Central	12	116	26	---	10	34	14
South Atlantic	6	36	15	---	5	6	5
Pacific	[illegible]	54	10	---	4	[illegible]	3
Other divisions	6	38	6	---	8	6	3
FLOWERS AND NURSERY STOCK	716	42,078	8,473	20.1	660	2,846	4,266
$200,000 and over	50	18,359	3,571	19.5	21	1,135	1,987
Middle Atlantic	16	5,724	1,265	---	5	494	810
East North Central	13	5,848	1,036	---	2	279	557
South Atlantic	6	1,465	303	---	1	73	138
Pacific	7	2,215	430	---	12	129	225
Other divisions	8	3,107	537	---	1	160	257
$100,000 - $199,999	69	9,923	2,037	20.5	37	559	997
Middle Atlantic	17	2,356	416	---	4	136	218
East North Central	17	2,594	474	---	7	158	253
West North Central	9	1,161	376	---	5	148	64
West South Central	5	706	168	---	5	44	75
Pacific	9	1,307	257	---	11	70	93
Other divisions	12	1,789	346	---	[illegible]	103	194
$50,000 - $99,999	99	7,288	1,479	20.3	78	519	740
New England	10	661	150	---	6	54	69
Middle Atlantic	22	1,701	317	---	15	104	170
East North Central	13	1,016	232	---	10	77	116
West North Central	9	644	146	---	7	80	87
West South Central	9	728	151	---	2	57	64
Pacific	24	1,687	338	---	33	92	160
Other divisions	12	861	145	---	5	55	74
FLOWERS AND NURSERY STOCK—Con.							
$10,000 - $49,999	224	$5,111	$1,094	21.4	223	441	$459
New England	18	435	90	---	20	29	32
Middle Atlantic	51	1,150	289	---	43	[illegible]	114
East North Central	50	1,095	232	---	53	104	109
West North Central	13	327	56	---	13	26	22
South Atlantic	13	385	91	---	13	58	48
West South Central	10	219	[illegible]	---	10	13	15
Pacific	60	1,277	247	---	62	95	97
Other divisions	[illegible]	223	43	---	9	20	22
Under $10,000	274	1,397	292	20.9	301	92	83
New England	10	51	15	---	11	5	4
Middle Atlantic	32	196	69	---	31	35	35
East North Central	24	151	49	---	34	14	15
West North Central	11	70	29	---	10	11	11
South Atlantic	6	26	9	---	7	[illegible]	3
Pacific	183	858	109	---	197	19	12
Other divisions	8	45	12	---	11	4	3
FOREST PRODUCTS (Except lumber	554	42,404	8,141	19.2	484	3,135	3,815
$300,000 and over	26	18,930	2,757	14.6	9	663	1,059
West North Central	7	7,373	1,177	---	---	251	363
Pacific	5	2,387	255	---	4	57	108
Other divisions	14	9,170	1,325	---	5	355	588
$100,000 - $299,999	70	11,367	2,273	20.0	33	891	1,066
Middle Atlantic	19	3,270	699	---	7	204	325
East North Central	15	2,135	455	---	6	185	212
South Atlantic	10	1,425	255	---	6	142	121
West South Central	5	881	93	---	2	71	[illegible]
Pacific	11	2,024	444	---	[illegible]	125	198
Other divisions	11	1,632	347	---	8	164	169
$50,000 - $99,999	82	5,633	1,482	26.3	67	685	825
New England	6	476	118	---	7	[illegible]	47
Middle Atlantic	26	1,754	577	---	18	233	332
East North Central	14	910	213	---	9	102	116
West North Central	10	696	161	---	10	61	94
South Atlantic	6	451	80	---	[illegible]	68	43
Pacific	12	840	227	---	15	102	125
Other divisions	8	506	106	---	2	79	68
$10,000 - $49,999	230	5,664	1,379	24.3	237	728	736
New England	24	684	181	---	23	88	[illegible]
Middle Atlantic	64	1,350	348	---	65	146	169
East North Central	51	1,315	359	---	61	193	187
West North Central	16	293	68	---	12	37	41
South Atlantic	18	485	[illegible]	---	12	71	53
East South Central	7	187	21	---	9	17	15
West South Central	12	264	45	---	10	21	11
Mountain	7	216	65	---	7	31	37
Pacific	31	870	204	---	38	124	125
Under $10,000	146	810	250	30.9	138	168	129
New England	11	63	22	---	12	17	14
Middle Atlantic	45	251	83	---	41	47	40
East North Central	33	166	51	---	[illegible]	35	23
West North Central	14	75	21	---	12	22	13
South Atlantic	6	38	10	---	[illegible]	6	4
West South Central	[illegible]	51	8	---	5	6	3
Pacific	21	126	[illegible]	---	21	29	29
Other divisions	7	40	7	---	7	6	3
GENERAL MERCHANDISE	106	61,551	9,381	15.2	74	3,505	5,193
LEATHER AND SHOE FINDINGS	934	112,748	14,515	12.9	795	3,908	6,727
$500,000 and over	35	48,697	3,792	7.8	15	652	1,604
New England	12	26,559	1,534	---	---	249	742
Middle Atlantic	14	12,539	1,145	---	14	186	395
East North Central	5	6,732	641	---	1	91	237
Other divisions	4	2,867	472	---	---	126	232
$300,000 - $499,999	29	11,141	1,487	13.3	15	321	671
New England	13	4,959	610	---	5	125	264
Middle Atlantic	11	4,268	534	---	5	109	243
Other divisions	5	1,914	343	---	5	87	164

* Employees and pay roll include paid executives of corporations but not the number and compensation of proprietors of unincorporated businesses.

TABLE 4.—BUSINESS SIZE—WHOLESALE MERCHANTS

ESTABLISHMENTS, SALES, EXPENSES, PERSONNEL, AND PAY ROLL—Continued
KINDS OF BUSINESS, NET SALES SIZE GROUPS, AND GEOGRAPHIC DIVISIONS

GEOGRAPHIC DIVISIONS

KIND OF BUSINESS BUSINESS SIZE GROUP GEOGRAPHIC DIVISION	Number of establishments	Sales (add 000)	Operating expenses (including payroll): Amount (add 000)	Operating expenses (including payroll): Per cent of sales	Active proprietors, partners, and officers of business	Number of employees, including active proprietors, partners, and officers of business, average for year	Total payroll* (add 000)
	ALL OTHER PRODUCTS—Con.						
LEATHER AND SHOE FINDINGS—Con.							
$200,000 - $299,999	39	$9,609	$1,466	15.3	15	437	$809
New England	10	2,480	348	-	[redacted]	99	196
Middle Atlantic	13	3,112	340	- -	6	89	176
East North Central	7	1,801	309	---	3	96	175
Other divisions	9	2,216	469	---	1	153	262
$100,000 - $199,999	131	18,183	3,178	17.5	91	905	1,572
New England	23	3,532	502	---	13	118	245
Middle Atlantic	43	6,010	830	---	43	215	382
East North Central	21	2,785	521	---	13	175	276
West North Central	13	1,710	403	---	7	119	200
South Atlantic	11	1,379	302	---	6	101	150
West South Central	6	877	169	---	---	51	81
Pacific	9	1,272	283	---	9	77	148
Other divisions	5	618	168	---	- -	49	90
$50,000 - $99,999	203	14,194	2,642	18.6	165	864	1,275
New England	22	1,479	247	---	15	74	98
Middle Atlantic	65	4,498	751	---	60	221	329
East North Central	39	2,675	483	---	44	158	246
West North Central	17	1,234	286	---	[redacted]	108	152
South Atlantic	20	1,353	266	---	6	93	141
East South Central	11	747	143	---	6	55	80
West South Central	8	635	128	---	6	44	65
Mountain	4	333	72	---	[redacted]	19	27
Pacific	17	1,240	286	---	18	92	139
$10,000 - $49,999	387	10,259	1,806	17.6	379	661	751
New England	66	1,866	355	---	56	159	172
Middle Atlantic	163	4,053	646	---	175	204	238
East North Central	66	1,771	308	---	68	105	129
West North Central	24	609	123	---	15	51	53
South Atlantic	28	784	157	---	26	54	67
West South Central	14	397	76	---	12	36	34
Pacific	17	491	87	---	20	26	32
Other divisions	9	[redacted]	54	---	7	26	26
Under $10,000	110	665	144	21.7	113	[redacted]	45
New England	[redacted]	139	37	---	31	26	17
Middle Atlantic	50	320	77	---	50	23	21
East North Central	12	71	12	---	11	8	4
West North Central	6	37	6	---	7	2	(1)
Other divisions	14	98	12	---	14	9	3
LEATHER GOODS	137	12,691	2,511	19.8	90	793	1,519
OILS AND GREASES (Animal and vegetable)	64	41,416	3,520	8.5	27	615	1,646
OPTICAL GOODS	565	41,530	14,936	36.0	223	6,208	9,459
$500,000 and over	17	8,708	2,527	29.0	3	930	1,608
Middle Atlantic	7	3,638	903	---	2	325	581
East North Central	6	3,576	1,250	---	1	467	806
Other divisions	4	1,494	374	---	---	138	221
$200,000 - $299,999	18	4,284	1,585	37.0	7	648	974
East North Central	5	1,158	398	---	1	174	277
Other divisions	13	3,126	1,187	---	6	474	697
$100,000 - $199,999	72	9,979	3,717	37.2	16	1,549	2,424
Middle Atlantic	19	2,776	1,037	---	4	431	632
East North Central	19	2,636	1,071	---	3	443	743
West North Central	13	1,710	667	---	5	266	416
Pacific	7	974	327	---	---	144	239
Other divisions	14	1,883	615	---	4	263	394
$50,000 - $99,999	151	10,632	3,932	37.0	57	1,696	2,522
New England	10	691	261	---	6	105	175
Middle Atlantic	33	2,305	879	---	7	395	619
East North Central	34	2,505	995	---	18	431	639
West North Central	19	1,334	[redacted]	---	6	234	335
South Atlantic	17	1,230	378	---	6	190	239
East South Central	9	610	190	---	5	83	115
West South Central	12	818	293	---	3	121	170
Mountain	4	217	75	---	---	29	45
Pacific	13	922	321	---	6	108	185
$10,000 - $49,999	273	7,727	3,087	40.0	117	1,338	1,881
New England	18	447	165	---	[redacted]	73	112
Middle Atlantic	63	1,818	662	---	50	343	449
East North Central	71	1,971	798	---	30	352	493
OPTICAL GOODS—Con.							
$10,000 - $49,999—Con.							
West North Central	33	$1,056	$480	---	4	183	$281
South Atlantic	13	384	169	---	1	73	98
East South Central	10	303	139	---	2	59	87
West South Central	14	375	143	---	4	66	79
Mountain	11	342	111	---	1	43	68
Pacific	40	1,051	420	---	19	146	218
Under $10,000	34	200	88	44.0	23	47	55
Middle Atlantic	10	64	26	---	9	11	15
East North Central	6	39	10	---	6	6	5
South Atlantic	6	34	21		1	9	12
Other divisions	12	63	31	---	7	21	18
TEXTILES AND MATERIALS (Other than dry goods)	286	32,831	5,115	15.6	259	2,275	2,889
$200,000 and over	35	21,733	2,916	13.4	21	997	1,759
Middle Atlantic	14	10,289	1,376	---	3	491	849
East North Central	6	3,144	386	---	5	135	206
Other divisions	15	8,300	1,152	---	13	371	702
$100,000 - $199,999	30	4,306	773	18.0	24	436	424
Middle Atlantic	11	1,449	231	---	10	120	127
Pacific	7	1,128	213	---	5	114	112
Other divisions	12	1,729	329	---	9	202	185
$50,000 - $99,999	52	3,532	707	20.0	47	377	346
Middle Atlantic	20	1,379	272	---	19	137	142
East North Central	12	813	185	---	[redacted]	86	90
West South Central	6	428	65	---	[redacted]	43	36
Pacific	6	344	54	---	5	32	30
Other divisions	[redacted]	568	131	---	11	79	42
$10,000 - $49,999	121	3,009	658	21.9	122	430	340
New England	13	343	81	---	11	39	43
Middle Atlantic	38	900	182	- -	42	101	88
East North Central	19	460	99	---	22	57	47
West North Central	9	226	51	---	7	33	31
South Atlantic	10	227	67	---	12	67	37
West South Central	6	195	24	---	3	30	13
Pacific	19	460	125	---	18	77	67
Other divisions	7	198	29	---	7	26	14
Under $10,000	48	251	61	24.3	45	35	26
New England	5	[redacted]	[redacted]	---	5	2	2
Middle Atlantic	21	110	27	---	19	16	14
East North Central	6	29	5	---	5	3	1
South Atlantic	[redacted]	23	9	---	4	7	5
Other divisions	11	61	12	---	12	7	[redacted]
YARNS	157	65,134	5,437	8.3	108	1,223	2,625
MISCELLANEOUS KINDS OF BUSINESS[2]	752	58,343	11,453	19.6	458	3,664	5,918
$200,000 and over	53	28,999	4,128	14.2	15	1,010	2,191
Middle Atlantic	27	20,686	2,356	---	7	480	1,246
East North Central	10	2,961	631	---	2	204	328
Pacific	5	1,844	357	---	4	112	179
Other divisions	11	3,508	784	---	2	214	438
$100,000 - $199,999	73	10,437	2,608	25.0	30	760	1,248
New England	5	820	190	---	- -	56	98
Middle Atlantic	41	5,780	1,591	---	18	453	742
East North Central	11	1,476	452	---	4	121	235
Pacific	5	718	115	---	---	31	59
Other divisions	11	1,643	260	---	8	99	114
$50,000 - $99,999	145	10,033	2,343	23.4	53	804	1,226
New England	12	821	173	---	6	51	67
Middle Atlantic	67	4,655	1,110	---	37	342	576
East North Central	33	2,231	526	---	16	189	286
West North Central	11	714	173	- -	8	76	138
South Atlantic	10	721	146	---	8	73	91
West South Central	5	373	88	---	5	29	48
Other divisions	7	518	127	---	3	40	70

* Employees and pay roll include paid executives of corporations but not the number and compensation of proprietors of unincorporated businesses.
[1] Less than $1,000.
[2] Includes 3 cooperatives and voluntary groups.

TABLE 4.—BUSINESS SIZE—WHOLESALE MERCHANTS

ESTABLISHMENTS, SALES, EXPENSES, PERSONNEL, AND PAY ROLL—Continued

GEOGRAPHIC DIVISIONS — KINDS OF BUSINESS, NET-SALES-SIZE GROUPS, AND GEOGRAPHIC DIVISIONS

KIND OF BUSINESS BUSINESS-SIZE GROUP GEOGRAPHIC DIVISION	Number of establishments	Sales (add 000)	OPERATING EXPENSES (including pay roll) Amount (add 000)	OPERATING EXPENSES (including pay roll) Percent of sales	Active proprietors of unincorporated businesses	Number of employees* (full-time and part-time) Average for year	Total pay roll* (add 000)
	ALL OTHER PRODUCTS—Con.						
MISCELLANEOUS KINDS OF BUSINESS—Con.							
$10,000 - $49,999	340	$8,051	$2,114	26.3	224	946	$1,130
New England	20	379	113	---	13	51	61
Middle Atlantic	142	3,523	943	---	96	366	455
East North Central	49	1,104	267	---	34	109	139
West North Central	35	780	228	---	21	118	135
South Atlantic	23	531	103	---	16	70	58
East South Central	6	176	37	---	2	23	21
West South Central	19	389	84	---	9	37	58
Mountain	8	177	72	---	9	41	55
Pacific	38	992	267	---	24	131	148

KIND OF BUSINESS BUSINESS-SIZE GROUP GEOGRAPHIC DIVISION	Number of establishments	Sales (add 000)	OPERATING EXPENSES (including pay roll) Amount (add 000)	OPERATING EXPENSES (including pay roll) Percent of sales	Active proprietors of unincorporated businesses	Number of employees* (full-time and part-time) Average for year	Total pay roll* (add 000)
	ALL OTHER PRODUCTS—Con.						
MISCELLANEOUS KINDS OF BUSINESS—Con.							
Under $10,000	141	$823	$260	31.6	106	144	$123
New England	10	69	22	---	7	14	11
Middle Atlantic	67	400	137	---	52	[illegible]	62
East North Central	25	139	54	---	25	22	11
West North Central	10	52	23	---	5	17	13
West South Central	8	[illegible]	13	---	4	13	9
Pacific	14	77	21	---	9	13	10
Other divisions	7	38	10	---	4	5	7

* Employees and pay roll include paid executives of corporations but not the number and compensation of proprietors of unincorporated businesses.

Table 5.—ANALYSIS OF OPERATING EXPENSES OF WHOLESALE MERCHANTS

In the following pages total operating expenses for the various kinds of business of wholesale merchants and, for trades in which they appear, industrial distributors are subdivided into administrative, selling, delivery, warehouse, occupancy, and "other" expenses. The analysis is limited to establishments whose sales during the year 1939 amounted to $100,000 or more. Data are presented for each kind of business by geographic divisions and 14 cities.

INDEX TO DATA BY TRADES OR KINDS OF BUSINESS IN TABLE 5

	Page
Amusement and sporting goods	563
Bicycles and supplies	563
Cameras and photographic supplies	563
Motion picture equipment and supplies (except films)	563
Motion picture film exchanges	563
Sporting goods	563
Toys, novelties, and fireworks	563
All other	563
Automotive	563
Automobiles (new and used	563
Trucks and tractors	564
Automotive accessories and equipment	564
Automotive parts	564
Tires and tubes	564
Beer, wines, and liquors	565
Beer and ale	565
Wines and liquors	565
Chemicals and paints	565
Dyestuffs	565
Explosives	565
Industrial chemicals	565
Naval stores	565
Paints and varnishes	566
Paints with glass and or wallpaper	566
All other	566
Clothing and furnishings	566
Clothing and furnishings (general line)	566
Men's and boys'	566
Women's and children's	567
Furs, dressed, and fur clothing	567
Millinery and millinery supplies	567
Shoes and other footwear	567
Coal and coke	567
Drugs (general line)	568
Service wholesalers (without liquor)	568
Service wholesalers (with liquor)	568
Drugs and drug sundries (specialty lines)	568
Proprietary medicines	568
Toiletries	568
Drug specialties and sundries	568
Dry goods (general line)	569
Dry goods (specialty lines)	569
Hosiery and lingerie	569
Notions	569
Piece goods:	
General line	569
Cotton	569
Silk, linen, rayon, and velvet	569
Woolen and worsted	569
Other	570
Other dry goods specialties	570
Electrical goods	570
Electrical merchandise (general line)	570
Apparatus and equipment	570
Wiring supplies and construction materials	570
Radios and equipment	571
Refrigerators and equipment (household)	571
All other	571
Farm products—raw materials	571
Cotton	571
Grains	571
Hides, skins, and raw furs	572
Horses and mules	572
Livestock	572
Tobacco (leaf)	572
Wool and mohair	572
All other	572
Farm products—consumer goods	572
Dairy products	572
Dairy and poultry products	572
Poultry and poultry products	573
Fruits and vegetables (fresh)	573
Fresh fruits only	573
All other	573
Farm supplies	574
Feed	574
Fertilizer	574
Seeds	574
All other	574
Furniture and house furnishings	574
China, glassware, and crockery	574
Floor coverings	574
Furniture (general line)	574
Furniture (household)	575
Furniture (office)	575
House furnishings (except as specified)	575
Musical instruments and sheet music	575
Groceries (general line)	575
Not sponsoring cooperative or voluntary groups	575
Groceries and foods (specialty lines)	575
Breakfast cereals	575
Canned foods	576
Coffee, tea, and spices	576
Coffee roasting and spice grinding	576
Confectionery	576
Fish and sea foods	576
Flour	576
Fruits and vegetables (frosted)	577
Meats and provisions	577
Other food and grocery specialties	577
Hardware	578
General line (with industrial department)	578
General line (without industrial department)	578
Specialty lines	578
Jewelry	578
Jewelry (general line)	578
Clocks and watches	578
Diamonds and other precious stones	578
All other	579
Lumber and construction materials	579
Builders' supplies (general line)	579
Lumber	579
Lumber and millwork	579
Millwork	579
Brick, tile, and terra cotta	579
Cement, lime, and plaster	580
Glass	580
All other	580
Machinery, equipment, supplies	580
Commercial equipment and supplies:	
Office machines and equipment	580
Restaurant and hotel supply houses	580
Garage and filling station equipment	580
Soda fountain equipment and supplies	581
Store machines	581
Store fixtures and equipment	581
All other	581
Farm and dairy:	
Dairy equipment	581
Farm implements	581
Farm machinery and equipment	581
Industrial machinery, equipment, and supplies:	
Industrial (general line)	581
Belting, hose, and packing	581
Construction (except road building)	582
Road building	582
Machine tools	582
Mine and mill supplies	582
Oil-well supply houses	582
Power plant and power transmission	582
Printing and lithographing (except paper)	582
Rope, cordage, and twine	583
Textile	583
Used machinery and equipment	583
All other	583
Professional equipment and supplies:	
Dental supply houses	583
Religious supply houses	583
School equipment and supplies	583
Surgical, medical, and hospital	584
All other	584
Service equipment and supplies:	
Barber and beauty supply houses	584
Laundry and dry cleaning	584
Tailors' supplies	584
Undertakers' supplies	584
Upholsterers' supplies	584
All other	585
Transportation equipment and supplies:	
Aircraft and aeronautical	585
Railroad	585
Marine	585
Other	585
Metals and metal work (except scrap)	585
Building metal work	585
Iron and steel products (general line)	585
Iron and steel products (semifinished)	585
Iron and steel products (flat)	585
Wire and wire products	586
Iron and steel finished products (n. e. c.)	586
Copper	586
All other	586
Paper and its products	586
Wrapping or coarse paper and products	586
Printing and writing papers	586
Stationery and stationery supplies	587
Wallpaper	587
Petroleum and its products	587
Plumbing and heating equipment and supplies	587
Plumbing and heating (general line)	587
Heating (including stoves and ranges)	587
Plumbing fixtures, equipment, and supplies	588
All other	588
Tobacco and products (except leaf)	588
Waste materials	588
Iron and steel scrap	588
Junk and scrap (general line)	589
Waste paper, rags, and rubber	589
Nonferrous metals	589
All other	589
All other products	589
Books, periodicals, and newspapers	589
Flowers and nursery stock	590
Forest products (except lumber)	590
General merchandise	590
Leather and shoe findings	590
Leather goods	590
Oils and greases (animal and vegetable)	590
Optical goods	590
Textiles and materials (other than dry goods)	591
Yarns	591
Miscellaneous kinds of business	591

TABLE 5.—ANALYSIS OF OPERATING EXPENSES* OF WHOLESALE MERCHANTS

BY KINDS OF BUSINESS AND AREAS

[Only Establishments With Sales of $100,000 or More are Included in This Table]

GEOGRAPHIC DIVISIONS AND 14 CITIES

KIND OF BUSINESS AND AREA	ALL ESTABLISHMENTS WITH SALES OF $100,000 OR MORE			ESTABLISHMENTS REPORTING ANALYSIS OF EXPENSES*									Value per factor of unincorporated business
	Number	Sales (add 000)	Operating expenses, percent of sales	Number	Sales (add 000)	Operating expenses, percent of establishment expenses of sales: Total	Administrative	Selling	Delivery	Wages, salaries	Occupancy	Other	
AMUSEMENT AND SPORTING GOODS													
BICYCLES AND SUPPLIES													
UNITED STATES TOTAL	19	$4,197	17.0	14	$3,433	16.9	5.6	3.9	1.1	2.8	2.4	1.1	6
TOTAL, 14 CITIES	11	2,847	17.0	9	(x)	17.4	5.8	3.3	1.0	3.2	2.7	1.4	3
CAMERAS AND PHOTOGRAPHIC SUPPLIES													
UNITED STATES TOTAL	32	9,244	18.5	25	8,050	17.7	5.5	7.4	1.4	1.1	1.5	.8	13
TOTAL, 14 CITIES	27	8,407	18.4	21	7,353	17.8	5.6	7.6	1.3	1.0	1.4	.9	6
MOTION PICTURE EQUIPMENT AND SUPPLIES (Except films)													
UNITED STATES TOTAL	33	8,799	14.2	2	(x)	10.9	3.5	3.4	1.0	.6	1.5	.9	---
MOTION PICTURE FILM EXCHANGES													
UNITED STATES TOTAL	31	18,308	13.4	16	5,898	20.2	10.1	4.5	.7	1.5	2.9	.5	5
TOTAL, 14 CITIES	19	16,236	11.7	10	5,094	19.0	10.2	4.0	.5	1.0	2.8	.5	1
SPORTING GOODS													
UNITED STATES TOTAL	74	30,163	17.6	35	13,220	19.5	7.2	6.2	1.5	1.4	2.2	1.0	15
Middle Atlantic	24	15,346	16.1	14	7,967	18.8	7.0	5.7	1.4	1.5	2.0	1.2	6
West South Central	10	2,018	19.4	5	1,298	20.0	6.4	7.3	1.7	.8	2.9	.9	---
Other divisions	40	12,799	19.2	16	3,955	20.9	7.7	6.8	1.6	1.4	2.5	.9	9
TOTAL, 14 CITIES	49	21,194	16.5	25	10,490	19.4	7.4	5.9	1.3	1.6	2.1	1.1	15
New York City	10	7,282	14.3	9	(x)	21.2	7.9	6.1	1.6	.9	3.4	1.3	6
Other cities	39	13,912	17.6	16	(x)	18.5	7.1	5.8	1.2	1.8	1.6	1.0	9
TOYS, NOVELTIES, AND FIREWORKS													
UNITED STATES TOTAL	81	28,043	20.3	59	20,673	20.1	6.6	6.0	1.5	2.1	2.9	1.0	35
Middle Atlantic	42	16,994	18.3	28	13,447	18.3	6.3	5.2	1.5	1.9	2.5	.9	24
East North Central	17	4,521	24.1	13	3,524	23.7	6.7	8.1	1.1	2.7	3.9	1.2	1
South Atlantic	6	1,218	28.9	5	(x)	24.0	7.8	9.3	1.5	2.0	2.7	.7	2
Pacific	7	1,477	22.7	6	(x)	23.6	7.6	6.2	1.8	2.8	3.9	1.3	[illegible]
Other divisions	9	1,833	20.9	7	(x)	21.6	8.1	5.8	1.5	1.6	3.5	1.1	---
TOTAL, 14 CITIES	64	21,857	19.4	49	18,248	19.7	6.6	5.8	1.4	2.1	2.9	.9	35
Chicago	6	1,892	21.8	5	(x)	23.0	6.6	8.5	1.3	2.3	3.5	.8	1
New York City	29	13,095	18.5	20	10,758	18.7	6.4	5.5	1.3	2.0	2.5	1.0	14
Other cities	29	6,870	20.7	24	(x)	20.6	6.9	5.6	1.6	2.2	3.4	.9	20
ALL OTHER													
UNITED STATES TOTAL	28	8,760	22.3	13	3,249	22.7	9.7	6.8	.9	.7	2.0	2.6	7
TOTAL, 14 CITIES	24	7,454	22.3	12	3,146	22.7	9.7	6.8	.9	.7	1.9	2.7	7
AUTOMOTIVE													
AUTOMOBILES (New and used)													
UNITED STATES TOTAL	443	1,295,038	5.0	248	931,888	4.9	1.3	2.1	.2	.6	.5	.2	69
New England	34	81,201	5.2	17	44,545	5.3	2.1	1.2	.1	.6	.7	.6	---
Middle Atlantic	[illegible]	263,544	4.1	45	172,154	3.2	1.1	1.1	.1	.3	.4	.2	11
East North Central	91	353,381	6.7	55	266,628	7.7	1.6	4.0	.1	1.1	.6	.3	12
West North Central	[illegible]	226,155	3.2	42	191,616	2.8	.7	1.0	.2	.3	.3	.1	19
South Atlantic	45	143,115	3.7	25	110,469	3.0	.9	1.1	.1	.4	.4	.1	2
East South Central	16	39,773	3.9	8	20,840	3.2	.9	1.2	.1	.3	.3	.4	5
West South Central	34	38,542	5.2	21	25,490	4.9	1.5	1.9	.2	.3	.7	.3	8
Mountain	19	15,976	8.5	13	11,888	9.0	3.0	2.8	.3	.3	1.3	1.3	5
Pacific	43	133,351	6.2	22	88,258	6.6	2.2	2.2	.4	.6	.8	.4	7
TOTAL, 14 CITIES	142	711,021	3.8	75	524,162	3.5	1.0	1.4	.1	.4	.4	.2	13
Buffalo	11	39,584	4.3	6	27,652	3.9	1.1	1.6	.2	.2	.4	.4	1
Chicago	12	74,957	3.0	8	57,384	3.2	1.3	1.2	(1)	.2	.4	.1	---
Cleveland	12	35,765	4.6	7	27,501	4.8	1.6	1.8	(1)	.6	.7	.1	1
Detroit	10	89,142	5.5	6	74,915	5.6	.8	3.5	.1	.6	.8	.2	---
Los Angeles	12	45,775	5.2	5	33,063	5.2	2.2	1.5	.1	.6	.8	(1)	---
New York City	17	91,068	2.3	[illegible]	65,412	1.8	.7	.5	(1)	.4	.2	(1)	3
Pittsburgh	11	40,495	4.4	7	29,525	4.2	1.3	1.4	.3	.4	.6	.2	2
St. Louis	12	84,667	2.2	7	74,653	1.6	.3	.5	.2	.4	.2	(1)	4
San Francisco	12	34,063	8.9	6	21,871	9.5	2.8	3.0	1.1	.1	1.4	1.1	1
Other cities	33	175,505	3.2	15	112,166	2.4	1.0	.6	(1)	.4	.3	.1	1

* Operating expenses include no compensation for active proprietors of unincorporated businesses.
x Withheld to avoid disclosure.
1 Less than one-tenth of one percent.

451724 O - 42 - 37

TABLE 5.—ANALYSIS OF OPERATING EXPENSES* OF WHOLESALE MERCHANTS

BY KINDS OF BUSINESS AND AREAS—Continued

GEOGRAPHIC DIVISIONS AND 14 CITIES

(Only Establishments With Sales of $100,000 or More are Included in This Table)

KIND OF BUSINESS AND AREA	ALL ESTABLISHMENTS WITH SALES OF $100,000 OR MORE			ESTABLISHMENTS REPORTING ANALYSIS OF EXPENSES *									Active proprietors of unincorporated businesses
	Number	Sales (add 000)	Operating expenses, percent of sales	Number	Sales (add 000)	Operating expenses (including pay roll) of such establishments expressed as percent of sales: Total	Administrative	Selling	Delivery	Warehouse	Occupancy	Other	
						AUTOMOTIVE—Con.							
TRUCKS AND TRACTORS													
UNITED STATES TOTAL	167	$49,030	17.0	20	$9,598	18.9	5.6	5.6	2.5	1.7	2.8	.7	6
Middle Atlantic	32	10,072	18.6	7	3,151	19.0	8.0	5.5	.7	1.5	2.6	.7	[illegible]
Other divisions	135	38,958	16.5	13	6,447	18.8	4.4	5.7	3.3	1.8	2.9	.7	2
TOTAL, 14 CITIES	32	12,333	18.9	9	3,977	22.0	7.4	5.2	3.4	1.1	4.0	.9	4
AUTOMOTIVE ACCESSORIES AND EQUIPMENT													
UNITED STATES TOTAL	668	174,256	22.4	427	125,352	22.1	6.9	7.3	1.5	1.8	2.9	1.7	170
New England	43	9,458	22.0	23	5,958	19.9	6.8	5.9	1.6	1.2	2.9	1.5	20
Middle Atlantic	139	30,737	25.2	91	20,575	26.9	8.7	8.1	2.1	1.9	3.5	2.6	33
East North Central	160	43,066	22.2	110	31,647	22.2	7.0	7.3	1.4	1.6	3.2	1.7	39
West North Central	84	27,930	20.6	53	21,767	20.4	6.5	6.9	1.1	2.2	2.0	1.7	19
South Atlantic	68	16,687	21.7	44	12,419	19.6	6.1	6.4	1.6	1.9	2.7	.9	20
East South Central	30	6,256	26.3	16	16,202	19.0	5.5	6.0	1.1	1.6	2.7	2.1	25
West South Central	56	15,601	17.9	39									
Mountain	32	11,820	21.4	17	8,655	22.4	6.9	10.1	1.3	1.0	2.3	.8	2
Pacific	56	12,721	25.4	34	8,129	24.7	7.6	8.0	1.4	3.0	3.3	1.4	14
TOTAL, 14 CITIES	171	52,005	22.4	127	39,505	22.8	7.3	6.8	1.8	2.0	3.0	1.9	59
Chicago	38	11,753	22.3	27	8,668	23.8	8.6	7.3	1.7	1.0	3.7	1.3	12
Detroit	20	7,221	21.1	16	6,363	21.0	6.5	6.1	1.5	1.9	3.0	2.0	6
Los Angeles	15	3,353	24.6	10	2,143	22.7	7.9	6.4	1.5	2.3	3.0	1.6	7
Milwaukee	5	899	27.8	5	899	27.8	11.3	6.7	1.9	2.1	3.4	2.4	—
New York City	28	7,146	26.2	21	5,444	27.6	9.7	7.9	2.6	1.2	2.9	3.5	8
Philadelphia	15	3,611	24.0	10	2,411	27.3	7.0	8.1	2.3	4.0	4.9	1.0	5
Pittsburgh	11	3,065	22.9	[illegible]	(x)	24.8	7.0	8.9	2.5	2.3	3.1	1.0	6
San Francisco	[illegible]	2,035	23.9	7	(x)	24.0	6.0	7.6	1.4	4.6	3.1	1.3	2
Washington, D. C.	6	1,264	23.4	5	(x)	22.5	8.5	5.4	2.0	.7	4.8	1.1	5
Other cities	27	11,658	19.0	17	8,344	17.5	4.6	5.3	1.3	2.3	1.8	2.2	10
AUTOMOTIVE PARTS													
UNITED STATES TOTAL	576	155,366	25.7	350	102,973	25.0	6.4	8.8	1.5	2.9	3.4	2.0	126
New England	24	5,889	25.4	16	4,468	24.3	7.9	8.1	1.2	1.4	3.6	2.1	4
Middle Atlantic	91	27,361	26.0	57	19,538	24.6	6.2	8.5	1.4	2.6	3.6	2.3	25
East North Central	123	37,203	26.1	68	25,087	25.5	6.6	7.6	1.5	4.4	3.1	2.3	17
West North Central	63	16,295	27.2	45	12,025	26.7	6.3	9.7	1.7	2.6	4.2	2.2	16
South Atlantic	68	16,268	24.7	39	11,553	22.9	6.4	7.9	1.7	1.6	3.3	2.0	16
East South Central	29	7,627	25.6	16	4,087	24.5	6.0	9.7	1.8	3.6	2.8	.6	10
West South Central	73	21,189	23.6	53	16,255	22.9	5.5	9.1	.9	5.2	3.0	1.2	11
Mountain	30	6,582	28.0	19	4,151	29.7	8.6	11.9	1.6	1.9	3.8	1.9	5
Pacific	75	18,972	25.8	37	7,829	26.9	6.6	10.2	1.5	2.1	4.0	2.5	22
TOTAL, 14 CITIES	139	55,111	25.2	84	38,649	24.2	5.8	8.0	1.2	3.7	3.0	2.5	84
Chicago	22	12,431	22.5	11	7,431	19.9	5.5	5.7	.8	3.7	2.2	2.0	2
Detroit	10	3,700	27.6	5	2,256	26.9	5.4	8.8	.7	2.7	4.0	5.3	—
Los Angeles	16	5,119	25.6	10	2,884	26.2	6.1	9.8	1.7	3.0	3.6	2.0	10
New York City	30	9,272	25.2	18	6,547	24.4	7.2	8.3	1.7	2.1	2.6	2.5	2
Philadelphia	7	5,051	19.2	6	(x)	19.2	3.6	7.6	.3	3.2	2.8	1.7	4
Pittsburgh	7	2,345	27.0	6	(x)	26.3	5.4	8.3	1.1	3.4	4.2	3.9	1
St. Louis	9	2,944	28.4	7	(x)	26.6	5.8	9.4	1.4	3.3	3.8	2.9	2
Other cities	38	14,249	27.7	21	10,159	27.2	6.3	8.5	1.5	5.5	3.0	2.6	3
TIRES AND TUBES													
UNITED STATES TOTAL	158	61,159	12.6	106	28,586	17.9	5.0	5.5	1.5	1.4	3.0	1.5	71
New England	13	3,221	18.4	9	2,527	18.8	5.0	6.4	1.5	1.6	2.7	1.6	5
Middle Atlantic	63	39,669	8.8	42	13,874	15.6	4.2	4.5	1.5	1.1	2.6	1.7	32
East North Central	29	7,101	19.3	18	3,880	21.3	5.9	6.6	1.3	1.7	4.6	1.2	7
West North Central	[illegible]	1,652	21.3	[illegible]	(x)	19.7	4.2	7.0	1.8	2.3	3.3	1.1	5
South Atlantic	12	2,539	20.4	7	1,284	22.6	6.7	4.8	2.3	1.6	4.4	2.8	6
West South Central	10	2,488	15.6	7	1,984	13.7	3.6	4.2	.8	.5	2.7	1.9	[illegible]
Other divisions	22	4,489	21.5	15	(x)	22.1	7.2	8.0	1.9	1.9	2.5	.6	11
TOTAL, 14 CITIES	81	25,309	16.9	57	18,486	17.9	5.0	5.7	1.5	1.6	2.8	1.3	32
Chicago	11	3,049	19.9	6	1,475	22.1	6.1	7.5	1.5	1.9	4.2	.9	1
New York City	27	12,605	12.7	18	8,985	13.4	3.3	4.3	1.3	1.1	1.9	1.5	13
Philadelphia	10	2,141	20.1	7	1,571	20.3	5.8	4.9	1.3	2.2	3.3	2.8	8
St. Louis	6	1,143	21.2	6	1,143	21.2	4.7	7.6	2.2	2.3	3.2	1.2	2
Other cities	27	6,371	21.8	20	5,314	23.1	7.3	7.5	1.7	1.9	3.8	.9	8

* Operating expenses include no compensation for active proprietors of unincorporated businesses.
x Withheld to avoid disclosure.

TABLE 5.—ANALYSIS OF OPERATING EXPENSES* OF WHOLESALE MERCHANTS

BY KIND OF BUSINESS AND AREAS—Continued

[Only Establishments With Sales of $100,000 or More are Included in This Table]

GEOGRAPHIC DIVISIONS AND 14 CITIES

KIND OF BUSINESS AND AREA	ALL ESTABLISHMENTS WITH SALES OF $100,000 OR MORE: Number	Sales (add 000)	Operating expenses, percent of sales	ESTABLISHMENTS REPORTING ANALYSIS OF EXPENSES*: Number	Sales (add 000)	Operating expenses (including payroll) of establishments expressed as percent of sales: Total	Administrative	Selling	Delivery	Warehouse	Other labor	Other	Active proprietorships, unincorporated businesses
BEER, WINES, AND LIQUORS													
BEER AND ALE													
UNITED STATES TOTAL	1,490	$350,415	15.6	902	$223,083	15.9	3.4	4.1	4.5	.9	2.2	.8	566
New England	118	33,677	15.7	77	26,778	15.4	3.3	3.6	4.2	.6	2.5	1.2	39
Middle Atlantic	388	82,698	13.8	228	49,798	14.6	3.2	3.8	4.3	.6	2.0	.7	159
East North Central	385	92,671	15.9	230	59,601	15.5	3.2	3.7	4.8	1.0	2.0	.8	136
West North Central	158	32,377	16.8	96	20,430	17.5	3.6	4.2	4.9	1.1	2.8	1.1	79
South Atlantic	122	31,180	16.8	79	20,163	17.1	3.4	5.0	4.2	.9	3.2	.4	36
East South Central	41	9,084	16.8	17	3,837	18.9	4.1	4.8	5.2	1.5	2.6	.7	6
West South Central	99	23,853	14.8	62	17,117	13.5	2.8	3.5	3.9	.8	1.7	.8	34
Mountain	42	8,852	15.7	24	4,986	15.5	3.3	4.0	4.0	1.0	2.2	1.0	15
Pacific	139	36,063	16.9	89	26,373	17.2	3.4	5.1	4.5	1.4	2.1	.7	62
TOTAL, 14 CITIES	205	71,534	15.1	123	48,496	15.7	3.4	4.7	4.2	.8	1.8	.8	44
Buffalo	6	1,936	16.5	5	(x)	17.2	5.7	6.1	3.3	.5	1.2	.4	---
Chicago	43	15,112	15.6	31	12,547	15.2	3.8	3.8	3.8	1.1	2.1	.6	14
Cleveland	11	4,567	16.5	8	3,683	17.0	4.2	3.3	6.3	1.3	1.1	.8	---
Los Angeles	11	3,738	14.9	5	1,441	11.6	4.3	2.0	3.5	.6	1.0	.2	2
New York City	41	12,190	15.1	26	8,317	15.8	3.9	4.7	4.1	.6	1.6	.9	6
Pittsburgh	25	4,771	10.3	13	2,641	10.5	2.0	1.8	3.8	.4	2.0	.5	8
Washington, D. C.	7	4,112	16.8	5	(x)	18.6	2.9	7.7	2.4	1.1	3.4	1.1	1
Other cities	61	25,108	15.1	30	15,281	16.2	2.7	5.8	4.6	.7	1.5	.9	13
WINES AND LIQUORS													
UNITED STATES TOTAL	949	661,865	10.7	673	479,875	10.8	3.0	3.7	1.3	.9	1.0	.9	286
New England	90	56,724	11.7	61	41,241	12.0	4.0	3.6	1.4	.8	1.3	.9	5
Middle Atlantic	106	159,877	12.4	75	114,727	11.8	3.0	4.8	1.3	.7	.9	1.1	12
East North Central	271	159,519	9.1	190	104,503	10.1	2.9	3.2	1.2	.7	1.1	1.0	102
West North Central	76	54,657	10.4	58	42,679	10.1	2.9	3.4	1.0	.9	1.0	.9	14
South Atlantic	107	69,912	10.6	66	45,820	10.4	3.3	3.1	1.1	1.1	1.2	.6	23
East South Central	59	26,509	7.9	42	20,206	7.0	2.1	1.6	1.1	.7	1.2	.3	33
West South Central	75	43,164	10.2	59	33,406	9.7	2.7	3.0	1.5	.9	.9	.7	28
Mountain	42	16,656	12.1	31	13,207	11.6	2.7	3.7	1.8	1.1	1.2	1.1	14
Pacific	121	74,847	11.3	91	64,086	11.5	2.5	4.4	1.6	1.3	.9	.8	55
TOTAL, 14 CITIES	296	298,798	11.0	216	222,095	11.2	2.9	4.2	1.2	1.0	1.0	.9	69
Baltimore	19	17,498	10.3	11	12,480	9.3	2.5	3.3	1.0	1.2	.9	.4	7
Boston	21	19,947	11.6	17	16,537	12.1	4.2	3.5	1.4	.9	1.2	.6	---
Buffalo	6	6,965	9.9	5	(x)	9.8	3.2	3.7	1.3	.6	.4	.6	1
Chicago	95	69,372	9.2	72	56,859	9.1	2.8	2.9	.9	.7	.9	.9	29
Los Angeles	23	25,709	11.7	18	24,824	11.5	1.9	4.9	1.8	1.4	.8	.7	9
Milwaukee	16	6,412	12.0	13	5,622	11.7	2.9	4.7	.7	1.1	1.3	1.0	2
New York City	46	94,150	13.2	31	69,131	12.3	2.7	5.3	1.3	.8	1.0	1.2	6
St. Louis	14	11,171	10.1	12	(x)	9.4	3.1	2.7	1.1	.9	.9	.7	---
San Francisco	34	17,482	12.5	22	12,689	13.4	3.6	4.9	.9	1.5	1.1	1.4	10
Washington, D. C.	11	10,879	10.6	7	5,554	12.6	4.3	4.0	1.3	1.2	1.4	.4	1
Other cities	13	19,233	6.0	8	2,541	24.0	7.1	8.5	3.3	1.9	2.6	.6	4
CHEMICALS AND PAINTS													
DYESTUFFS													
UNITED STATES TOTAL	31	19,489	15.2	12	7,763	21.9	6.8	9.4	1.1	1.0	2.5	1.1	1
TOTAL, 14 CITIES	18	10,956	21.5	11	7,645	21.9	6.8	9.4	1.1	1.0	2.5	1.1	1
New York City	8	5,617	25.3	6	(x)	24.5	8.2	10.1	1.1	1.0	2.7	1.4	---
Other cities	10	5,319	17.5	5	(x)	16.3	3.8	7.9	1.1	1.0	2.0	.5	1
EXPLOSIVES													
UNITED STATES TOTAL	10	1,516	14.8	3	(x)	23.8	8.3	3.2	6.0	---	2.5	3.8	---
INDUSTRIAL CHEMICALS													
UNITED STATES TOTAL	130	75,772	13.0	82	54,009	13.1	5.7	3.7	1.1	1.1	1.0	.5	10
New England	20	9,269	11.0	7	4,533	11.1	3.9	2.2	2.1	1.0	1.3	.6	---
Middle Atlantic	51	40,091	13.0	30	30,280	12.1	6.1	3.3	.9	.7	.8	.3	2
East North Central	23	11,218	12.5	15	5,788	14.7	4.6	4.7	1.8	1.3	1.5	1.0	1
West North Central	9	3,263	16.2	9	3,263	16.2	6.7	4.8	1.2	1.5	1.7	.3	1
West South Central	8	2,139	18.6	7	(x)	18.9	6.7	5.3	2.0	2.7	1.6	.6	2
Pacific	11	8,050	15.3	10	(x)	13.2	5.0	4.3	.8	1.3	1.0	.8	2
Other divisions	8	1,742	14.7	4	718	22.6	8.7	4.1	3.5	4.4	2.2	1.7	2
TOTAL, 14 CITIES	71	56,141	12.2	42	40,413	11.9	5.7	3.5	.8	.7	.8	.4	3
Chicago	7	4,261	10.3	6	(x)	9.9	2.7	3.1	1.3	1.0	1.4	.4	---
Los Angeles	5	3,606	11.1	5	3,606	11.1	4.4	3.5	1.3	1.2	.7	.2	2
New York City	29	30,455	11.6	14	23,275	9.9	5.5	2.7	.7	.4	.4	.2	---
Other cities	30	17,839	14.1	17	(x)	18.2	7.9	5.6	1.0	1.3	1.5	.9	1
NAVAL STORES													
UNITED STATES TOTAL	17	11,194	9.1	5	2,376	8.8	3.6	1.0	.9	1.1	.9	1.3	2

* Operating expenses include no compensation for active proprietors of unincorporated businesses.
x Withheld to avoid disclosure.

TABLE 5.—ANALYSIS OF OPERATING EXPENSES* OF WHOLESALE MERCHANTS·

By Kinds of Business and Areas—Continued

GEOGRAPHIC DIVISIONS AND 14 CITIES

[Only Establishments With Sales of $100,000 or More are Included in This Table]

KIND OF BUSINESS AND AREA	ALL ESTABLISHMENTS WITH SALES OF $100,000 OR MORE: Number	Sales (add 000)	Operating expenses, percent of sales	ESTABLISHMENTS REPORTING ANALYSIS OF EXPENSES*: Number	Sales (add 000)	Operating expenses (including pay roll) of such establishments expressed as percent of sales: Total	Administrative	Selling	Delivery	Warehouse	Occupancy	Other	Active proprietors of unincorporated businesses
CHEMICALS AND PAINTS—Con.													
PAINTS AND VARNISHES													
UNITED STATES TOTAL	129	$29,907	22.4	89	$20,732	22.3	7.4	6.4	2.1	2.0	2.9	1.5	28
New England	12	2,542	25.4	10	(x)	24.0	8.1	5.6	2.7	1.8	3.6	2.2	1
Middle Atlantic	51	13,765	19.7	32	8,502	17.8	6.0	4.7	2.0	1.1	2.5	1.5	14
East North Central	27	4,441	26.8	15	2,271	29.0	9.8	9.7	2.2	1.8	3.9	1.6	7
West North Central	9	2,282	22.0	7	(x)	22.3	8.2	7.4	1.0	2.1	2.6	1.0	---
South Atlantic	16	3,960	25.8	12	2,991	28.4	8.7	8.1	2.7	4.4	3.2	1.3	2
Pacific	7	1,624	19.2	7	1,624	19.2	6.5	4.5	1.3	2.9	2.6	1.4	[illegible]
Other divisions	7	1,293	26.2	6	(x)	28.2	9.0	10.3	1.5	2.7	3.5	1.2	---
TOTAL, 14 CITIES	73	18,015	22.9	47	11,778	22.7	7.4	6.3	2.1	2.5	2.8	1.6	17
Chicago	11	1,703	26.2	7	1,085	29.2	10.2	10.4	1.6	1.7	4.0	1.3	4
New York City	32	9,678	19.8	17	5,227	16.5	5.7	4.1	1.9	1.1	2.3	1.4	9
Other cities	30	6,634	26.5	23	5,466	27.3	8.3	7.7	2.4	3.9	3.1	1.9	[illegible]
PAINTS WITH GLASS AND/OR WALLPAPER													
UNITED STATES TOTAL	84	18,485	27.7	54	11,709	27.4	8.5	7.4	2.4	2.7	4.4	2.0	21
Middle Atlantic	19	3,233	27.1	12	2,092	27.7	7.2	8.2	2.0	2.9	5.5	1.9	3
East North Central	23	4,814	30.4	18	3,684	30.6	8.5	8.6	3.6	2.9	4.3	2.7	3
West North Central	15	3,120	25.7	12	2,621	25.0	10.8	6.7	1.0	2.4	2.9	1.2	9
Other divisions	27	7,318	27.1	12	3,312	25.5	7.5	6.2	2.4	2.5	5.0	1.9	6
TOTAL, 14 CITIES	22	4,919	29.6	15	3,644	29.0	7.7	7.9	3.2	4.0	4.0	2.2	9
ALL OTHER													
UNITED STATES TOTAL	66	21,169	20.2	38	12,574	22.6	8.4	7.7	2.6	1.4	1.8	.7	5
Middle Atlantic	33	13,152	20.4	19	8,124	22.4	8.9	7.8	2.4	1.4	1.2	.7	---
East North Central	10	2,335	26.2	6	1,400	26.3	9.7	6.8	4.8	2.4	2.3	.3	---
Other divisions	23	5,682	17.3	13	3,050	21.4	6.4	7.7	2.5	1.2	3.0	.6	3
TOTAL, 14 CITIES	40	14,125	21.4	27	9,981	22.9	8.8	7.6	2.6	1.4	1.9	.8	3
New York City	22	9,306	20.6	13	5,810	23.7	8.9	8.9	2.6	1.5	1.3	.5	---
Other cities	18	4,819	23.0	14	4,171	21.8	8.7	5.8	2.5	1.3	2.7	.8	3
CLOTHING AND FURNISHINGS													
CLOTHING AND FURNISHINGS (General line)													
UNITED STATES TOTAL	167	52,225	14.3	119	38,956	14.5	4.1	5.2	1.0	.9	2.1	1.2	129
New England	14	5,580	17.8	10	4,741	18.8	8.1	5.3	.6	1.4	2.5	.9	3
Middle Atlantic	73	23,628	12.1	49	16,979	12.1	3.0	4.8	1.0	.4	1.9	1.0	71
East North Central	28	8,664	15.1	18	4,847	14.5	4.4	5.0	1.0	.5	2.2	1.4	20
West North Central	16	6,496	17.7	13	6,143	17.7	3.8	6.0	1.1	2.3	3.0	1.5	7
South Atlantic	11	2,259	14.0	8	1,524	12.4	2.9	4.4	1.1	1.4	1.4	1.2	5
East South Central	9	2,319	15.8	8	(x)	15.3	4.3	5.6	2.0	1.4	1.5	.5	13
West South Central	8	2,077	14.2	8	(x)	15.9	3.8	6.5	.7	1.1	2.1	1.7	7
Other divisions	7	1,222	15.9	5	(x)	15.1	4.6	5.2	.6	1.1	1.4	2.2	3
TOTAL, 14 CITIES	101	34,165	13.4	69	24,849	13.3	4.0	4.8	.9	.5	2.1	1.0	80
New York City	53	19,390	11.6	37	14,467	11.7	2.7	4.9	.9	.3	1.9	1.0	54
Philadelphia	8	1,790	11.5	6	(x)	10.9	3.8	2.9	1.5	.2	1.7	.8	9
St. Louis	7	2,006	13.7	5	(x)	12.5	4.0	4.7	.5	.4	1.8	1.1	2
Other cities	33	10,979	16.8	21	7,467	17.0	6.8	5.0	.8	.9	2.5	1.0	15
MEN'S AND BOYS'													
UNITED STATES TOTAL	353	122,087	13.7	218	78,380	14.3	5.4	4.4	.8	1.0	1.6	1.1	171
New England	43	10,938	14.0	27	7,363	14.1	8.0	3.6	.7	.7	2.1	1.0	8
Middle Atlantic	174	68,530	12.7	101	42,442	13.6	5.4	4.0	.8	1.0	1.5	.9	82
East North Central	51	14,760	16.7	29	9,260	16.8	5.9	5.1	1.7	.9	1.8	1.4	20
West North Central	23	9,351	16.0	19	7,054	16.1	5.3	6.1	.6	1.3	1.7	1.1	24
East South Central	8	4,956	7.4	5	3,494	7.7	2.0	3.1	.1	1.2	.6	.7	4
Pacific	29	6,810	15.9	24	5,433	16.5	6.1	5.1	.9	.8	2.1	1.5	23
Other divisions	25	6,742	16.5	13	3,314	16.3	5.3	5.6	.7	1.0	2.2	1.5	10
TOTAL, 14 CITIES	267	95,822	13.5	166	61,001	14.1	5.6	4.2	.8	.9	1.6	1.0	130
Baltimore	7	1,786	14.7	5	(x)	15.4	5.5	5.2	1.0	1.1	1.4	1.2	8
Boston	34	8,995	14.7	21	6,119	13.7	6.2	3.5	.6	.6	2.0	.8	3
Chicago	31	9,108	15.8	18	6,159	15.3	6.1	4.0	.9	.8	1.9	1.6	10
Los Angeles	11	2,311	13.5	10	(x)	14.4	5.0	4.0	.6	.6	2.5	1.7	16
New York City	128	56,421	12.5	79	35,473	13.6	5.6	3.9	.8	1.0	1.5	.8	55
Philadelphia	12	3,110	13.0	5	1,743	13.2	4.5	5.0	.6	.3	1.5	1.3	5
Pittsburgh	19	4,540	13.5	10	2,559	13.8	4.2	5.1	1.0	.3	2.3	.9	15
St. Louis	8	5,050	17.2	7	(x)	17.7	6.5	7.6	.2	1.4	1.2	.8	12
San Francisco	8	2,353	17.3	7	(x)	17.0	8.1	3.5	1.0	1.4	2.5	.7	3
Other cities	9	2,148	13.4	4	723	13.4	3.1	5.2	.9	.4	1.7	2.1	3

* Operating expenses include no compensation for active proprietors of unincorporated businesses.
x Withheld to avoid disclosure.

TABLE 5.—ANALYSIS OF OPERATING EXPENSES* OF WHOLESALE MERCHANTS

BY KINDS OF BUSINESS AND AREAS—Continued

[Only Establishments With Sales of $100,000 or More are Included in This Table]

GEOGRAPHIC DIVISIONS AND 14 CITIES

KIND OF BUSINESS AND AREA	ALL ESTABLISHMENTS WITH SALES OF $100,000 OR MORE			ESTABLISHMENTS REPORTING ANALYSIS OF EXPENSE*								
	Number	Sales (add 000)	Operating expenses, percent of sales	Number	Sales (add 000)	Operating expenses, percent of establishment sales, percent of sales						Average number of unincorporated business
						Total	Administrative	Selling	Delivery	Warehousing	Other	
	CLOTHING AND FURNISHINGS—Con.											
WOMEN'S AND CHILDREN'S												
UNITED STATES TOTAL	511	$195,273	15.3	335	$131,297	14.9	5.5	4.4	1.1	.9	1.9	1.1	221
New England	40	13,058	13.1	25	7,780	12.4	5.0	3.0	.9	.9	1.9	.7	7
Middle Atlantic	310	130,580	15.7	198	87,485	15.5	5.9	4.6	1.2	.9	2.0	.9	120
East North Central	54	20,938	16.5	31	12,059	16.2	5.4	5.1	1.2	.6	1.5	2.4	22
West North Central	30	9,224	13.1	25	7,151	12.9	4.5	4.3	.7	1.0	1.7	.7	22
South Atlantic	18	4,561	15.4	12	3,464	13.1	4.3	3.0	1.1	1.1	2.4	1.2	12
West South Central	9	2,786	15.4	5	1,661	14.5	5.1	6.5	.7	.2	1.1	.9	6
Pacific	38	10,973	14.2	30	8,984	13.1	4.7	3.9	.6	.7	1.5	1.7	22
Other divisions	12	3,353	12.4	9	2,713	12.3	3.8	4.0	1.2	.6	1.9	.8	10
TOTAL, 14 CITIES	440	174,588	15.6	285	116,598	15.2	5.7	4.5	1.1	.9	1.9	1.1	183
Chicago	38	13,190	15.1	21	6,298	12.7	4.4	3.6	.9	.5	1.9	1.4	17
Los Angeles	18	5,200	13.1	15	4,743	12.7	4.4	3.8	.8	.6	1.6	1.5	12
New York City	276	120,636	16.0	175	81,630	15.7	6.0	4.6	1.2	1.0	2.0	.9	98
Philadelphia	15	3,242	13.3	9	1,538	13.7	3.6	5.3	1.3	.3	2.4	.8	13
Pittsburgh	10	3,043	13.0	8	(x)	12.3	3.8	3.2	1.0	.1	2.0	2.2	8
St. Louis	17	5,467	14.1	14	3,833	13.8	5.0	4.6	.6	1.2	1.8	.6	12
San Francisco	11	3,708	16.0	7	2,283	13.0	5.0	4.2	.4	.5	1.4	1.5	7
Other cities	55	20,102	15.1	36	(x)	15.6	5.6	4.6	1.1	.6	1.7	1.8	16
FURS, DRESSED, AND FUR CLOTHING													
UNITED STATES TOTAL	172	49,000	11.7	102	33,778	12.0	4.9	3.0	.6	.3	1.6	1.6	79
Middle Atlantic	121	38,450	11.0	73	27,560	11.5	4.6	2.9	.6	.3	1.5	1.6	55
East North Central	23	5,983	14.6	12	3,306	15.6	7.9	3.6	.6	.3	1.8	1.4	12
Pacific	18	3,062	13.8	13	2,171	11.7	3.6	3.8	.5	.2	2.1	1.5	9
Other divisions	10	1,505	13.2	4	741	17.2	8.5	3.6	1.3	.7	1.9	1.2	3
TOTAL, 14 CITIES	163	47,521	11.6	96	32,726	11.9	4.8	3.0	.6	.3	1.6	1.6	75
Chicago	18	5,114	14.3	8	2,668	15.8	8.3	3.6	.7	---	1.8	1.4	8
Los Angeles	7	1,174	14.2	6	(x)	13.6	4.4	3.9	.7	.4	2.2	2.0	4
New York City	117	37,485	11.0	70	26,715	11.6	4.6	3.0	.5	.3	1.5	1.7	51
San Francisco	x	1,577	14.1	5	800	9.5	2.5	3.6	.3	.1	2.1	.9	4
Other cities	12	2,171	12.4	7	(x)	11.9	4.4	2.6	1.0	1.4	1.6	.9	x
MILLINERY AND MILLINERY SUPPLIES													
UNITED STATES TOTAL	140	49,384	15.4	94	30,104	16.8	5.5	5.5	1.2	.9	2.3	1.4	67
Middle Atlantic	93	39,180	14.5	58	23,065	15.3	5.5	4.5	1.0	.8	2.2	1.3	37
East North Central	21	4,792	20.2	17	3,558	22.9	6.4	9.4	1.9	.8	3.3	1.1	12
West North Central	8	1,327	17.1	6	(x)	20.0	5.4	8.7	1.2	1.5	2.3	.9	7
Other divisions	18	3,885	18.3	13	(x)	21.2	3.9	7.8	2.6	1.5	2.2	3.2	11
TOTAL, 14 CITIES	127	47,217	15.1	83	28,203	16.4	5.5	5.2	1.2	.8	2.2	1.5	56
Chicago	13	3,343	19.9	10	2,225	24.2	7.1	9.4	2.3	.5	3.5	1.4	8
New York City	85	37,254	14.3	52	21,756	15.1	5.6	4.3	1.0	.8	2.1	1.3	32
Other cities	29	6,620	17.2	21	4,222	19.2	4.1	7.5	1.7	1.2	2.5	2.2	19
SHOES AND OTHER FOOTWEAR													
UNITED STATES TOTAL	244	107,972	12.6	177	86,667	12.6	4.3	3.7	.9	1.1	1.4	1.2	110
New England	51	23,536	11.7	39	20,270	11.6	4.8	3.0	.7	1.0	1.3	.8	17
Middle Atlantic	94	37,426	13.2	65	28,923	12.9	4.3	3.4	1.0	1.3	1.5	1.4	[illegible]
East North Central	28	9,346	14.1	22	8,340	14.0	4.3	4.1	1.0	1.4	1.6	1.6	12
West North Central	21	12,524	9.3	15	10,308	9.7	3.2	3.5	.5	1.0	1.0	.5	7
South Atlantic	26	13,196	13.0	19	9,868	14.5	5.0	5.0	1.2	.9	1.4	1.0	7
Pacific	10	4,228	14.1	7	3,740	13.6	5.5	4.2	.5	1.4	1.2	.8	9
Other divisions	14	7,716	14.6	10	5,220	14.5	3.1	5.2	1.1	.7	1.3	3.1	9
TOTAL, 14 CITIES	180	82,348	11.8	132	67,107	11.8	4.2	3.3	.8	1.2	1.3	1.0	88
Baltimore	10	6,667	10.1	7	4,245	12.4	4.4	3.9	1.7	.9	1.1	.4	5
Boston	43	20,169	11.2	33	17,376	10.9	4.4	2.7	.6	1.1	1.4	.7	14
Chicago	12	4,141	13.8	10	(x)	14.1	4.4	4.0	1.5	1.2	1.4	1.6	9
New York City	51	24,062	14.0	34	18,654	13.5	4.5	3.8	1.0	1.3	1.4	1.5	13
Philadelphia	26	7,559	10.6	19	5,946	10.4	2.9	2.8	.9	1.1	1.3	1.4	27
St. Louis	17	11,474	9.2	13	9,844	9.6	3.1	3.6	.4	1.0	1.0	.5	7
Other cities	21	8,276	11.6	16	(x)	11.6	4.7	3.0	.6	1.4	1.4	.5	13
	COAL AND COKE												
COAL AND COKE													
UNITED STATES TOTAL	275	281,350	10.0	113	119,104	10.2	3.2	2.2	1.4	1.0	1.4	1.0	30
New England	32	67,597	7.1	17	39,836	7.7	2.4	1.5	1.7	.4	.9	.8	3
Middle Atlantic	102	67,327	9.7	40	30,555	10.7	3.2	1.6	1.6	1.3	1.8	1.2	7
East North Central	83	86,675	10.6	32	32,363	11.9	3.8	3.6	1.1	.9	1.9	.9	12
West North Central	24	25,907	15.6	12	10,536	12.9	3.7	2.9	1.1	2.4	1.7	1.1	---
South Atlantic	18	5,863	9.6	5	1,798	8.0	3.1	2.1	.9	.4	1.4	.1	2
Other divisions	16	7,981	11.2	7	4,416	10.7	4.9	1.7	.7	.6	.6	2.2	---

* Operating expenses include no compensation for active proprietors of unincorporated businesses.
x Withheld to avoid disclosure.

TABLE 5.—ANALYSIS OF OPERATING EXPENSES* OF WHOLESALE MERCHANTS

BY KINDS OF BUSINESS AND AREAS—Continued

GEOGRAPHIC DIVISIONS AND 14 CITIES

[Only Establishments With Sales of $100,000 or More are Included in This Table]

KIND OF BUSINESS AND AREA	ALL ESTABLISHMENTS WITH SALES OF $100,000 OR MORE			ESTABLISHMENTS REPORTING ANALYSIS OF EXPENSES *									Active proprietors of unincorporated businesses
	Number	Sales (add 000)	Operating expenses, percent of sales	Number	Sales (add 000)	Operating expenses (including pay roll) of such establishments expressed as percent of sales: Total	Administrative	Selling	Delivery	Warehouse	Occupancy	Other	
COAL AND COKE—Con.													
COAL AND COKE—Con.													
TOTAL, 14 CITIES	129	$163,890	8.0	53	$72,815	8.6	3.0	2.2	.8	.6	1.1	.9	11
Boston	13	51,030	4.3	7	28,469	5.3	2.4	1.5	.3	.1	.3	.7	2
Chicago	20	16,408	9.2	10	11,779	8.5	2.9	3.9	.2	.1	.7	.7	3
New York City	[illegible]	43,958	9.2	19	17,574	11.4	3.3	1.8	1.3	1.6	1.7	1.7	3
Other cities	50	52,494	10.1	17	14,995	11.8	3.8	3.0	1.7	.7	2.0	.6	3
DRUGS (GENERAL LINE)													
SERVICE WHOLESALERS (Without liquor)													
UNITED STATES TOTAL	208	251,304	13.3	182	227,563	12.8	4.5	3.2	.8	2.4	1.2	.7	[illegible]
New England	16	18,928	14.0	13	15,753	14.5	5.0	3.2	1.1	2.4	1.5	1.3	---
Middle Atlantic	35	62,143	12.7	33	(x)	11.9	4.4	2.3	1.1	2.2	1.1	.8	2
East North Central	28	43,409	13.8	21	32,597	12.0	4.5	2.9	.8	2.4	.9	.5	2
West North Central	21	23,869	14.4	19	(x)	14.3	4.5	4.6	.5	2.6	1.2	.9	2
South Atlantic	47	32,147	13.9	41	28,806	13.7	4.8	3.3	.6	2.5	1.6	.9	3
East South Central	20	17,544	13.4	17	16,800	13.3	5.0	3.8	.6	2.0	1.3	.6	---
West South Central	[illegible]	21,782	12.1	16	18,814	12.4	4.4	3.5	.3	2.3	1.4	.5	---
Mountain	10	7,690	12.6	10	7,690	12.6	4.1	3.5	.6	2.4	1.2	.8	---
Pacific	12	23,792	12.5	12	23,792	12.5	4.3	3.1	.6	2.9	1.1	.5	---
TOTAL, 14 CITIES	39	88,674	13.9	32	77,683	12.6	4.5	2.6	1.1	2.5	1.1	.8	3
New York City	12	28,486	14.0	11	(x)	12.4	4.6	1.9	1.4	2.2	.9	1.4	---
Other cities	27	60,188	13.8	21	(x)	12.7	4.5	2.9	.9	2.6	1.2	.6	3
SERVICE WHOLESALERS (With liquor)													
UNITED STATES TOTAL	45	72,329	13.8	43	(x)	13.8	4.5	3.3	1.0	2.1	1.3	1.6	[illegible]
East North Central	10	15,867	15.3	9	(x)	15.3	4.9	3.5	.6	2.9	1.5	1.9	---
West North Central	[illegible]	9,015	14.0	6	9,015	14.0	4.6	4.3	1.0	2.2	1.2	.7	---
South Atlantic	5	5,053	12.4	5	5,053	12.4	4.8	3.0	.7	2.1	.8	1.0	---
West South Central	11	15,410	13.5	10	(x)	13.4	4.7	3.7	.4	1.8	1.6	1.2	2
Pacific	5	15,429	14.5	5	15,429	14.5	4.4	2.2	2.4	1.8	1.0	2.7	2
Other divisions	8	11,555	11.5	8	11,555	11.5	3.8	2.7	.7	1.7	1.4	1.2	4
TOTAL, 14 CITIES	9	23,403	14.6	9	23,403	14.6	4.7	3.0	2.0	2.1	1.0	1.8	2
DRUGS AND DRUG SUNDRIES (SPECIALTY LINES)													
PROPRIETARY MEDICINES													
UNITED STATES TOTAL	109	33,245	17.4	63	22,000	14.3	5.1	4.0	1.3	1.7	1.5	.7	26
New England	7	4,301	9.8	6	(x)	9.6	2.7	1.0	1.4	2.9	1.2	.4	---
Middle Atlantic	41	13,497	16.1	27	9,728	14.2	5.5	3.9	1.4	1.2	1.5	.7	11
East North Central	20	4,599	23.7	10	2,758	16.5	6.7	4.6	1.1	1.4	1.8	.9	5
Other divisions	41	10,848	19.4	20	(x)	17.0	5.6	6.0	1.2	1.8	1.7	.7	10
TOTAL, 14 CITIES	63	19,048	17.5	[illegible]	12,458	16.3	6.3	4.7	1.4	1.5	1.7	.7	18
New York City	29	9,814	15.4	21	7,458	15.5	6.2	4.4	1.4	1.3	1.5	.7	7
Other cities	34	9,234	19.8	17	5,000	17.5	6.5	5.1	1.4	1.8	2.0	.7	11
TOILETRIES													
UNITED STATES TOTAL	81	38,540	38.7	22	10,321	32.5	8.9	15.0	2.1	3.2	2.2	1.1	5
Middle Atlantic	51	25,684	38.4	14	7,218	29.6	10.4	11.9	1.6	3.2	2.1	.4	5
Other divisions	30	12,856	39.1	8	3,103	39.3	5.4	22.1	3.1	3.4	2.6	2.7	---
TOTAL, 14 CITIES	66	33,487	39.0	16	8,002	30.6	10.2	12.9	1.9	3.2	1.9	.5	5
DRUG SPECIALTIES AND SUNDRIES													
UNITED STATES TOTAL	97	48,086	22.5	61	16,410	20.8	5.4	8.5	2.0	2.0	1.7	1.2	36
Middle Atlantic	43	13,953	27.8	27	8,091	27.0	6.2	12.3	2.6	2.5	1.7	1.7	14
South Atlantic	9	1,980	18.8	[illegible]	1,314	16.7	7.6	5.2	.7	1.3	1.4	.5	[illegible]
West South Central	[illegible]	1,745	14.0	6	(x)	16.6	4.0	7.1	1.5	1.0	1.4	1.6	2
Other divisions	37	30,408	20.9	22	(x)	14.0	4.1	4.3	1.5	1.6	1.9	.6	16
TOTAL, 14 CITIES	67	42,727	23.3	[illegible]	13,720	21.6	5.6	9.2	2.0	2.1	1.7	1.0	25
New York City	33	11,809	28.6	20	6,448	28.0	6.0	13.3	2.8	2.5	1.7	1.7	12
San Francisco	[illegible]	1,722	15.7	5	1,722	15.7	3.5	7.3	.9	1.0	2.6	.4	7
Other cities	29	29,196	21.5	18	5,550	16.0	5.8	4.9	1.5	2.0	1.4	.4	6

* Operating expenses include no compensation for active proprietors of unincorporated businesses.
x Withheld to avoid disclosure.

TABLE 5.—ANALYSIS OF OPERATING EXPENSES* OF WHOLESALE MERCHANTS

BY KINDS OF BUSINESS AND AREAS—Continued

[Only Establishments With Sales of $100,000 or More are Included in This Table]

GEOGRAPHIC DIVISIONS AND 14 CITIES

KIND OF BUSINESS AND AREA	ALL ESTABLISHMENTS WITH SALES OF $100,000 OR MORE			ESTABLISHMENTS REPORTING ANALYSIS OF EXPENSES*									
	Number	Sales (add 000)	Operating expenses, percent of sales	Number	Sales (add 000)	Operating expenses, percent of establishment expenses							Value added by manufacture of goods sold, incorporated businesses
						Total	Administrative	Selling	Delivery	Warehousing	Occupancy	Other	
DRY GOODS (GENERAL LINE)													
DRY GOODS (General line)													
UNITED STATES TOTAL	184	$202,133	15.2	135	$161,532	15.4	3.7	6.0	.9	1.6	1.8	1.4	73
New England	8	4,103	12.8	5	3,176	11.9	3.9	5.0	.5	.5	1.7	.3	2
Middle Atlantic	31	22,690	15.6	17	12,114	16.2	4.9	5.0	1.1	2.4	1.9	.9	8
East North Central	20	37,606	15.7	15	33,713	15.9	3.2	7.3	1.9	.5	2.6	.4	11
West North Central	19	59,246	14.9	16	58,024	14.8	2.9	5.5	.1	2.8	1.5	2.0	2
South Atlantic	43	26,553	14.8	31	17,004	14.5	4.5	5.4	.8	.8	1.7	1.5	23
East South Central	29	20,416	14.9	27	(x)	14.9	4.7	5.7	.9	1.3	1.4	.9	17
West South Central	25	21,521	16.9	18	16,293	17.5	4.0	6.6	1.2	1.0	2.1	2.8	7
Other divisions	[illegible]	9,998	12.1	6	(x)	17.7	5.8	7.3	.9	1.0	2.1	.6	3
TOTAL, 14 CITIES	34	98,634	14.3	21	80,516	14.6	2.9	6.0	.8	1.7	1.9	1.3	9
DRY GOODS (SPECIALTY LINES)													
HOSIERY AND LINGERIE													
UNITED STATES TOTAL	177	75,683	10.5	124	54,037	10.9	3.7	3.7	.7	.6	1.4	.8	102
Middle Atlantic	122	59,834	10.1	87	42,799	10.6	3.6	3.6	.7	.5	1.4	.8	88
East North Central	21	6,857	12.3	13	4,821	9.8	3.2	3.4	.5	.6	1.5	.6	4
West North Central	6	1,331	11.7	5	(x)	11.2	2.8	4.3	.9	.1	1.5	1.6	2
Pacific	9	2,597	10.8	7	(x)	13.1	5.3	3.9	.4	1.7	1.2	.6	1
Other divisions	19	5,064	12.9	12	3,449	14.0	4.2	5.3	1.1	.7	1.6	1.1	7
TOTAL, 14 CITIES	146	67,422	10.3	106	48,125	10.7	3.6	3.6	.7	.6	1.4	.8	86
Chicago	12	4,638	11.5	8	3,714	8.4	2.7	2.8	.6	.4	1.3	.6	4
New York City	89	48,568	10.5	62	33,816	11.4	3.8	4.0	.8	.5	1.5	.8	55
Philadelphia	22	8,093	7.9	17	6,286	7.3	2.6	1.8	.5	.9	.8	.7	16
Other cities	23	6,123	10.5	19	4,309	11.6	4.2	3.7	.7	.8	1.3	.9	9
NOTIONS													
UNITED STATES TOTAL	214	70,344	18.9	138	48,457	19.4	7.2	6.5	1.8	.9	2.0	1.0	83
Middle Atlantic	166	59,869	18.9	111	41,512	19.3	7.1	6.5	1.8	.9	2.0	1.0	71
East North Central	17	3,820	17.5	11	2,926	19.7	6.9	6.7	1.4	1.4	2.6	.7	6
Pacific	14	3,708	17.1	7	2,226	16.9	5.4	5.7	1.9	1.2	1.6	1.1	2
Other divisions	17	2,947	21.7	[illegible]	1,793	22.4	9.4	6.5	1.6	1.1	2.9	.9	4
TOTAL, 14 CITIES	197	67,422	18.7	128	46,568	19.3	7.2	6.4	1.8	.9	2.0	1.0	79
Chicago	10	2,441	19.5	7	1,965	21.4	8.8	6.9	1.5	1.1	2.3	.8	4
New York City	156	56,306	19.0	105	40,621	19.6	7.3	6.5	1.8	.9	2.0	1.1	64
Other cities	31	8,675	17.0	16	3,982	15.8	5.4	5.2	1.6	.9	1.8	.9	11
PIECE GOODS (General line)													
UNITED STATES TOTAL	28	12,594	15.3	15	8,018	15.3	6.8	4.1	1.3	.7	1.9	.5	12
Middle Atlantic	16	9,294	14.7	9	6,371	15.0	7.5	3.4	1.0	.7	2.0	.4	7
Other divisions	12	3,300	16.8	6	1,647	16.4	4.0	6.9	2.6	.5	1.5	.9	5
TOTAL, 14 CITIES	22	11,515	15.0	11	7,256	15.0	6.9	3.8	1.2	.7	1.9	.5	[illegible]
PIECE GOODS (Cotton)													
UNITED STATES TOTAL	122	48,701	11.2	77	35,996	10.7	4.0	2.8	1.1	.7	1.2	.9	62
Middle Atlantic	92	38,574	10.8	60	30,080	10.6	4.1	2.7	1.2	.6	1.1	.9	52
East North Central	14	5,415	12.4	7	3,033	12.0	4.3	4.0	1.0	.9	1.1	.7	2
Pacific	7	1,824	9.4	[illegible]	(x)	9.5	2.6	3.5	.7	1.2	1.2	.3	4
Other divisions	9	2,888	14.9	5	(x)	10.8	3.1	2.8	.9	.5	2.1	1.4	4
TOTAL, 14 CITIES	115	47,291	11.0	74	35,412	10.6	4.0	2.8	1.1	.7	1.2	.8	61
New York City	84	36,307	10.5	54	28,742	10.2	3.9	2.6	1.2	.6	1.1	.8	49
Other cities	31	10,984	12.7	20	6,670	12.3	4.1	3.6	1.1	1.0	1.5	1.0	12
PIECE GOODS (Silk, linen, rayon, and velvet)													
UNITED STATES TOTAL	148	70,420	9.4	87	43,001	8.7	3.4	2.4	.6	.5	1.2	.6	50
Middle Atlantic	131	66,431	9.2	77	40,736	8.5	3.3	2.3	.6	.5	1.2	.6	43
Other divisions	17	3,989	13.3	10	2,265	13.2	4.7	4.3	1.5	.6	1.4	.7	7
TOTAL, 14 CITIES	146	69,754	9.5	86	42,844	8.7	3.4	2.4	.6	.5	1.2	.6	48
PIECE GOODS (Woolen and worsted)													
UNITED STATES TOTAL	153	81,050	10.3	94	57,160	10.5	3.5	3.4	.6	.4	1.2	1.4	59
New England	13	4,637	10.3	9	3,647	9.4	4.3	1.9	.4	.3	1.4	1.1	5
Middle Atlantic	102	64,046	9.4	60	45,671	9.0	3.0	3.0	.5	.4	.9	1.2	51
Pacific	15	3,943	16.5	11	3,332	17.4	6.5	4.8	1.0	1.0	1.9	2.2	---
Other divisions	23	8,424	14.2	14	4,510	21.4	6.2	8.2	1.5	.4	2.5	2.6	13
TOTAL, 14 CITIES	143	78,636	10.1	86	55,106	10.2	3.5	3.3	.6	.4	1.1	1.3	63
Los Angeles	6	2,512	13.3	5	(x)	13.1	5.1	4.3	.4	.7	1.2	1.4	---
New York City	[illegible]	61,985	8.7	56	44,434	8.9	3.0	2.9	.5	.4	.9	1.2	47
Other cities	41	14,139	15.5	25	(x)	16.6	5.8	5.4	1.1	.4	2.1	1.8	16

* Operating expenses include no compensation for active proprietors of unincorporated businesses.

x Withheld to avoid disclosure.

TABLE 5.—ANALYSIS OF OPERATING EXPENSES* OF WHOLESALE MERCHANTS

By Kinds of Business and Areas—Continued

GEOGRAPHIC DIVISIONS AND 14 CITIES

Only Establishments With Sales of $100,000 or More are Included in This Table

KIND OF BUSINESS AND AREA	ALL ESTABLISHMENTS WITH SALES OF $100,000 OR MORE			ESTABLISHMENTS REPORTING ANALYSIS OF EXPENSES*								Active proprietors of unincorporated businesses
	Number	Sales (add 000)	Operating expenses, percent of sales	Number	Sales (add 000)	Operating expenses, including pay roll of such establishment, expressed as per cent of sales: Total	Administration	Selling	Delivery	Warehouse	Occupancy	Other	
DRY GOODS (SPECIALTY LINES)—Con.													
PIECE GOODS (Other)													
UNITED STATES TOTAL	88	$30,197	14.2	42	$14,316	13.6	4.6	4.7	1.0	.7	1.7	.9	33
Middle Atlantic	61	21,826	14.6	29	9,994	14.2	5.2	5.0	1.1	.5	1.5	.9	27
Other divisions	27	8,371	13.3	13	4,322	12.2	3.1	4.0	.7	1.2	2.0	1.2	6
TOTAL, 14 CITIES	79	27,539	14.4	39	13,815	13.7	4.6	4.7	1.0	.7	1.7	1.0	29
New York City	53	19,642	15.0	25	9,001	14.1	5.3	5.0	1.1	.4	1.4	.9	24
Other cities	26	7,897	13.0	14	4,814	12.8	3.4	4.3	.7	1.1	2.1	1.2	5
OTHER DRY GOODS SPECIALTIES													
UNITED STATES TOTAL	74	22,637	15.1	45	14,421	14.9	5.8	3.7	1.1	1.6	2.1	.6	35
New England	7	2,106	12.9	6	(x)	13.1	5.2	1.9	2.1	1.9	1.8	.2	3
Middle Atlantic	46	15,018	14.7	27	9,637	14.9	6.5	3.5	.9	1.4	2.1	.5	25
South Atlantic	7	1,850	16.9	5	(x)	17.0	3.5	6.6	.7	3.0	2.1	1.1	3
Other divisions	15	3,663	17.0	7	1,262	15.4	3.7	4.8	1.4	1.6	2.6	1.3	[illegible]
TOTAL, 14 CITIES	56	17,436	15.0	32	11,050	15.0	6.6	3.4	.9	1.5	2.0	.6	26
New York City	36	13,692	14.8	21	8,799	15.2	6.8	3.5	.9	1.5	2.0	.5	18
Other cities	20	3,744	15.4	11	2,251	14.5	6.1	2.8	1.0	1.6	2.1	.7	8
ELECTRICAL GOODS													
ELECTRICAL MERCHANDISE (General line)													
UNITED STATES TOTAL	431	293,697	13.4	379	267,610	13.2	4.5	4.9	.7	1.1	1.3	.7	32
New England	35	17,888	13.5	28	15,844	12.9	3.9	4.9	.6	1.2	1.7	.6	4
Middle Atlantic	87	61,134	13.9	75	58,367	13.8	4.8	4.9	.9	1.0	1.5	.7	[illegible]
East North Central	92	71,210	13.6	79	61,776	13.4	4.6	4.8	.7	1.1	1.4	.6	2
West North Central	45	33,565	13.5	42	32,468	13.5	4.6	5.3	.5	1.1	1.2	.8	2
South Atlantic	61	35,241	12.0	60	(x)	12.0	4.1	4.4	.5	1.0	1.1	.9	9
East South Central	22	12,997	11.4	15	8,580	10.0	3.4	4.1	.4	.6	.8	.7	2
West South Central	32	20,913	13.7	29	18,025	12.8	4.3	5.3	.5	1.0	1.1	.6	---
Mountain	15	8,125	12.0	15	8,125	12.0	4.3	5.0	.4	.9	1.0	.4	1
Pacific	42	32,624	13.9	36	(x)	13.9	5.1	4.9	.6	1.1	1.5	.7	4
TOTAL, 14 CITIES	98	122,944	14.2	83	112,232	14.1	5.1	5.0	.8	1.1	1.4	.7	[illegible]
Baltimore	5	5,175	11.0	5	5,175	11.0	2.7	4.3	.5	1.1	1.6	.8	5
Buffalo	7	4,455	14.6	6	(x)	14.4	4.8	5.4	.6	1.0	1.8	.8	---
Detroit	8	8,557	15.9	6	(x)	16.9	5.3	6.3	1.0	1.6	1.6	1.1	---
Los Angeles	10	11,539	13.4	[illegible]	(x)	13.2	4.9	4.8	.5	1.1	1.2	.7	1
Milwaukee	5	5,570	13.4	5	5,570	13.4	4.2	5.5	.7	1.1	1.2	.7	---
New York City	15	16,289	14.1	13	(x)	14.1	5.2	4.0	1.3	.9	1.8	.9	---
Philadelphia	[illegible]	12,531	14.0	[illegible]	12,531	14.0	5.4	5.0	1.0	1.0	1.1	.4	2
Other cities	39	58,852	14.5	31	52,194	14.4	5.3	5.[illegible]	.6	1.2	1.4	.7	1
APPARATUS AND EQUIPMENT													
UNITED STATES TOTAL	[illegible]	17,429	20.4	15	3,455	25.4	8.0	6.6	1.4	2.3	5.7	1.4	[illegible]
TOTAL, 14 CITIES	23	12,124	19.3	7	1,966	23.0	6.8	7.6	.7	1.8	4.7	1.4	1
WIRING SUPPLIES AND CONSTRUCTION MATERIALS													
UNITED STATES TOTAL	366	99,930	17.0	250	73,002	16.2	6.2	4.4	1.2	1.3	2.0	1.1	105
New England	21	3,653	18.5	12	1,941	18.0	6.3	5.1	1.4	1.4	2.2	1.6	4
Middle Atlantic	120	32,625	25.8	78	22,463	17.2	7.0	4.4	1.3	1.4	2.2	.9	39
East North Central	77	22,446	18.3	55	18,246	17.7	6.5	4.8	1.6	1.5	2.2	1.1	18
West North Central	24	7,882	14.1	16	5,504	12.6	4.5	3.5	.6	1.4	1.7	.9	5
South Atlantic	41	12,110	14.1	29	8,955	12.8	5.5	3.2	.9	.8	1.5	.9	6
West South Central	25	7,576	14.8	22	7,016	15.1	5.7	4.3	.9	1.2	2.0	1.0	7
Pacific	47	11,928	16.7	30	7,553	17.0	6.0	5.3	1.0	1.6	1.7	1.4	21
Other divisions	11	1,710	17.4	8	1,324	15.6	6.2	3.4	1.2	1.1	1.6	2.1	5
TOTAL, 14 CITIES	171	49,927	18.1	110	34,407	17.5	6.9	4.6	1.5	1.4	2.0	1.1	54
Baltimore	7	1,505	14.4	[illegible]	(x)	14.0	6.0	3.3	1.7	.8	1.7	.5	---
Chicago	18	7,850	18.7	12	6,387	17.6	6.9	3.8	2.4	1.6	1.4	1.5	5
Detroit	7	2,520	17.8	6	(x)	17.7	8.0	4.5	1.1	1.2	2.5	.4	2
Los Angeles	15	4,695	15.3	[illegible]	2,521	15.6	5.7	4.4	1.1	1.4	1.6	1.4	5
New York City	67	18,687	19.4	41	11,757	17.0	6.7	4.6	1.4	1.2	2.2	.9	23
Philadelphia	10	2,556	14.6	5	1,340	16.3	7.2	4.1	1.2	1.4	1.6	.8	4
St. Louis	7	1,457	18.3	5	(x)	19.0	8.3	5.0	.7	2.0	2.8	.2	1
San Francisco	11	3,141	18.6	[illegible]	(x)	19.9	7.7	6.6	.7	1.6	1.4	1.9	7
Washington, D. C.	6	1,349	17.9	5	(x)	19.3	7.0	4.6	1.8	.4	3.5	2.0	3
Other cities	23	6,367	18.0	12	4,428	18.7	7.0	5.1	1.3	1.5	2.8	1.0	[illegible]

* Operating expenses include no compensation for active proprietors of unincorporated businesses.
x Withheld to avoid disclosure.

TABLE 5.—ANALYSIS OF OPERATING EXPENSES* OF WHOLESALE MERCHANTS

By Kind of Business and Area—Continued

(Only Establishments With Sales of $100,000 or More are Included [illegible])

GEOGRAPHIC DIVISIONS AND 14 CITIES

KIND OF BUSINESS AND AREA	ALL ESTABLISHMENTS WITH SALES OF $100,000 OR MORE: Number	Sales (add 000)	Operating expenses, percent of sales	ESTABLISHMENTS REPORTING ANALYSIS OF EXPENSES*: Number	Sales (add 000)	Operating expenses, percent of sales, by establishment [illegible]: Labor	Adjustment [illegible]	Selling	Other [illegible]	Wage [illegible]	Occupancy	Other	[illegible]
ELECTRICAL GOODS—Con.													
RADIOS AND EQUIPMENT													
UNITED STATES TOTAL	204	$96,521	18.5	149	$82,120	18.0	5.9	6.7	1.3	.9	1.6	1.6	47
New England	20	7,796	16.2	14	6,081	16.3	3.9	6.4	1.5	1.0	2.2	1.3	7
Middle Atlantic	53	30,253	17.4	37	26,333	16.2	5.6	6.1	1.2	.7	1.0	1.6	8
East North Central	44	23,842	19.9	34	20,963	20.0	7.2	6.7	1.6	1.0	1.8	1.7	7
West North Central	15	7,797	19.3	14	(x)	19.2	7.2	6.2	1.0	.7	2.0	2.1	6
South Atlantic	18	7,718	20.2	14	6,781	18.6	6.2	6.1	1.1	1.5	1.7	2.0	4
West South Central	15	4,506	19.5	12	3,769	19.0	5.7	7.4	.7	1.4	2.1	1.7	6
Pacific	31	12,617	18.2	17	8,736	18.3	4.5	8.5	1.8	.7	2.1	.7	7
Other divisions	8	1,992	18.3	7	(x)	17.8	4.4	7.3	1.1	1.0	1.3	2.7	2
TOTAL, 14 CITIES	82	53,405	18.5	58	46,117	17.9	6.1	6.7	1.5	.7	1.4	1.5	12
Chicago	13	11,033	23.2	10	10,185	22.7	8.9	7.0	2.5	.8	1.8	1.9	---
Los Angeles	11	5,031	17.6	5	2,988	18.0	3.5	9.1	2.2	.4	2.1	.7	2
New York City	16	14,556	17.6	7	11,825	15.1	5.4	5.1	1.3	.6	.7	2.0	---
Philadelphia	6	3,459	16.0	6	3,459	16.0	5.1	7.6	1.1	.4	.9	.9	2
San Francisco	7	4,579	16.9	6	(x)	17.1	4.2	8.5	1.6	.6	1.7	.5	3
Other cities	29	14,747	17.4	24	(x)	17.5	6.0	6.3	1.1	1.0	1.7	1.4	5
REFRIGERATORS AND EQUIPMENT (Household)													
UNITED STATES TOTAL	102	116,012	17.0	77	99,870	16.7	4.6	7.6	.6	.8	1.3	1.8	16
Middle Atlantic	24	32,568	17.7	19	28,282	17.8	5.8	6.0	1.4	1.4	1.8	1.7	1
East North Central	19	37,868	17.9	16	36,759	17.6	3.5	10.2	.3	.4	1.1	2.1	4
West North Central	14	10,180	17.4	10	7,851	16.6	5.0	7.0	.4	.9	1.2	2.1	2
South Atlantic	11	9,445	13.9	7	8,296	12.0	4.4	5.0	.2	.7	.9	.8	---
West South Central	8	5,664	14.1	8	5,664	14.1	5.0	5.9	.2	.6	1.3	1.1	8
Pacific	10	7,074	16.9	7	5,029	16.5	5.0	7.0	.4	.8	1.5	1.8	1
Other divisions	16	13,213	15.5	10	9,989	14.4	4.4	6.2	.2	.4	1.0	2.2	---
TOTAL, 14 CITIES	37	51,580	17.2	28	45,057	17.0	5.0	6.4	1.0	1.0	1.5	2.1	2
New York City	8	17,552	16.9	7	(x)	16.9	5.1	5.4	1.4	1.2	1.5	2.3	---
Other cities	29	34,028	17.4	21	(x)	17.0	5.0	6.9	.8	.9	1.5	1.9	2
ALL OTHER													
UNITED STATES TOTAL	257	90,810	19.4	168	61,374	19.2	6.2	6.5	1.4	1.3	2.5	1.3	42
New England	25	8,559	18.8	19	7,099	18.6	6.2	6.1	1.7	.8	2.2	1.6	4
Middle Atlantic	55	25,011	20.0	46	16,815	19.9	6.6	6.9	1.6	1.2	2.3	1.3	11
East North Central	56	20,285	20.4	28	9,074	19.5	7.4	5.9	1.3	1.4	2.9	.6	9
West North Central	24	9,841	17.9	18	7,744	18.1	4.6	6.7	1.5	2.0	2.0	1.3	6
South Atlantic	24	9,814	18.7	18	6,275	19.1	6.1	6.7	1.1	1.1	2.3	1.8	---
East South Central	11	2,843	16.0	7	(x)	15.5	4.7	4.6	1.5	1.4	2.0	1.3	1
West South Central	18	5,223	19.3	10	3,296	20.0	6.2	6.7	1.0	1.8	3.3	1.0	3
Mountain	9	3,361	19.8	7	(x)	19.6	6.1	6.3	.9	.8	3.9	1.5	---
Pacific	22	5,873	18.7	15	4,332	19.2	6.4	7.1	1.4	1.3	2.0	1.0	8
TOTAL, 14 CITIES	105	40,487	20.3	62	23,614	20.1	6.9	6.6	1.6	1.5	2.8	.9	17
Boston	9	3,920	18.9	5	(x)	19.1	7.5	5.4	1.8	1.2	2.3	.9	1
New York City	29	6,273	22.4	16	2,543	24.3	8.4	7.8	2.6	1.3	3.1	1.1	4
Other cities	67	30,294	20.0	38	(x)	19.4	6.4	6.6	1.4	1.6	2.5	.9	12
FARM PRODUCTS—RAW MATERIALS													
COTTON													
UNITED STATES TOTAL	111	180,973	6.9	22	13,370	6.6	1.9	.8	2.0	.8	.6	.5	13
South Atlantic	38	47,280	6.8	10	8,434	6.9	1.7	.8	2.3	1.1	.6	.4	2
Other divisions	73	133,693	6.9	12	4,936	6.2	2.3	.9	1.5	.3	.6	.6	8
TOTAL, 14 CITIES	16	22,228	8.2	7	2,669	6.8	3.1	1.4	1.0	.2	.4	.7	5
GRAINS													
UNITED STATES TOTAL	250	446,787	5.2	77	146,352	5.3	1.1	.3	.2	2.0	.8	.9	36
Middle Atlantic	21	26,293	5.7	8	8,312	5.6	1.7	.8	.9	.7	.8	.9	5
East North Central	43	86,651	5.5	11	5,548	10.1	3.2	.5	.8	2.0	3.2	.4	3
West North Central	99	259,882	4.9	22	115,528	4.8	.9	.2	(1)	2.2	.6	.9	5
West South Central	26	33,751	5.3	13	11,050	5.9	1.7	.6	.4	1.2	1.4	.6	6
Pacific	31	31,562	4.6	13	3,507	8.4	1.9	1.1	1.9	1.5	1.3	.7	10
Other divisions	30	8,848	12.1	10	2,497	10.8	2.2	1.5	1.5	2.2	2.6	.8	7
TOTAL, 14 CITIES	41	108,858	5.5	11	15,190	5.9	1.9	.6	.4	1.0	1.4	.6	2

* Operating expenses include no compensation for active proprietors of unincorporated businesses.
x Withheld to avoid disclosure.
1 Less than one-tenth of one percent.

TABLE 5.—ANALYSIS OF OPERATING EXPENSES* OF WHOLESALE MERCHANTS

BY KINDS OF BUSINESS AND AREAS—Continued

GEOGRAPHIC DIVISIONS AND 14 CITIES

(Only Establishments With Sales of $100,000 or More are Included in This Table.)

KIND OF BUSINESS AND AREA	ALL ESTABLISHMENTS WITH SALES OF $100,000 OR MORE			ESTABLISHMENTS REPORTING ANALYSIS OF EXPENSES *									Active proprietors of unincorporated businesses
	Number	Sales (add 000)	Operating expenses, percent of sales	Number	Sales (add 000)	Operating expenses (including pay roll) of such establishments expressed as percent of sales: Total	Administration	Selling	Delivery	Warehouse	Occupancy	Other	
FARM PRODUCTS—RAW MATERIALS—Con.													
HIDES, SKINS, AND RAW FURS													
UNITED STATES TOTAL	299	$145,921	7.8	142	$65,838	8.7	2.9	1.6	.4	1.2	1.2	1.4	96
Middle Atlantic	150	61,688	7.9	77	35,284	7.8	2.8	1.4	.3	.3	1.2	1.8	55
East North Central	36	39,057	5.1	15	9,544	10.2	3.0	1.3	.4	2.5	1.2	1.8	13
West North Central	33	11,042	11.7	18	5,302	12.7	4.6	1.7	1.1	2.7	1.6	1.0	9
South Atlantic	12	4,590	9.5	5	1,439	13.0	3.1	2.7	2.0	2.1	2.7	.4	1
West South Central	20	6,040	8.9	[illegible]	3,336	8.1	1.9	2.0	.4	2.0	1.4	.4	6
Mountain	18	5,728	13.8	5	838	9.8	3.9	2.7	.6	.7	1.4	.5	3
Pacific	17	12,341	7.6	[illegible]	9,030	7.2	2.4	1.9	.1	2.0	.6	.2	5
Other divisions	13	5,635	8.4	4	1,065	10.2	2.2	2.5	1.4	1.5	1.0	1.6	4
TOTAL, 14 CITIES	182	105,545	7.1	95	51,979	8.4	3.0	1.5	.3	.9	1.1	1.6	61
Chicago	8	26,266	4.3	6	(x)	11.3	3.4	1.8	.2	2.5	1.1	2.5	2
New York City	138	56,386	8.1	72	34,353	7.7	2.8	1.4	.3	.2	1.2	1.8	49
Other cities	36	22,893	7.9	17	(x)	9.1	3.5	1.7	.3	2.1	1.0	.5	10
HORSES AND MULES													
UNITED STATES TOTAL	12	6,458	3.9	7	3,367	5.3	2.0	.4	1.1	.1	.7	1.0	[illegible]
LIVESTOCK													
UNITED STATES TOTAL	22	6,055	12.2	5	813	14.7	2.8	3.0	2.8	1.3	4.2	.6	8
TOBACCO (Leaf)													
UNITED STATES TOTAL	63	59,505	14.5	18	7,556	13.7	3.2	1.7	.9	3.8	2.8	1.3	10
TOTAL, 14 CITIES	16	9,358	14.5	10	3,498	8.1	2.7	2.3	.4	.6	1.2	.9	8
WOOL AND MOHAIR													
UNITED STATES TOTAL	122	178,432	6.6	70	93,666	7.9	2.1	1.1	1.5	1.3	1.3	.6	60
New England	72	142,533	6.5	43	69,059	7.9	1.9	1.2	1.8	1.3	1.3	.4	33
Middle Atlantic	10	12,222	7.6	9	(x)	7.6	3.0	.9	.2	.3	.9	2.3	13
East North Central	12	6,992	10.7	7	6,003	9.9	3.7	.8	.8	2.0	1.9	.7	6
Other divisions	28	16,885	4.8	11	(x)	6.0	1.5	1.1	.6	1.5	.8	.5	8
ALL OTHER													
UNITED STATES TOTAL	99	59,352	10.2	26	22,018	9.7	2.8	2.0	1.4	1.2	1.1	1.2	12
Middle Atlantic	20	17,569	11.1	[illegible]	12,552	10.1	2.9	2.5	1.9	.9	.5	1.4	1
Other divisions	79	41,783	9.9	18	9,466	9.1	2.7	1.3	.7	1.7	1.9	.8	11
TOTAL, 14 CITIES	28	28,295	10.3	9	12,441	10.5	3.1	2.7	2.1	.8	.4	1.4	1
FARM PRODUCTS—CONSUMER GOODS													
DAIRY PRODUCTS													
UNITED STATES TOTAL	865	417,772	22.9	399	213,592	21.9	3.6	4.8	6.3	2.4	3.7	1.1	117
New England	56	24,082	31.8	25	13,752	32.4	3.4	5.6	11.2	6.7	4.2	1.3	8
Middle Atlantic	272	189,088	19.4	144	111,528	17.7	3.1	3.9	5.1	1.4	3.1	1.1	47
East North Central	246	102,021	22.7	95	47,904	19.6	3.9	4.8	4.7	1.8	3.5	.9	17
West North Central	57	21,359	18.1	20	4,150	25.1	5.0	7.6	4.3	2.6	4.6	1.0	7
South Atlantic	44	12,171	37.5	24	6,249	37.9	6.9	8.9	7.7	5.5	6.6	2.3	3
East South Central	21	6,197	38.8	9	2,126	39.6	5.7	9.5	9.2	8.6	6.2	.4	2
West South Central	48	13,971	36.0	27	9,217	37.4	5.0	7.4	14.0	4.9	4.9	1.2	7
Mountain	18	3,975	25.2	8	1,484	34.1	6.1	5.8	10.5	5.0	5.9	.6	7
Pacific	103	44,908	25.1	47	17,182	29.6	3.7	5.1	9.4	3.9	6.2	1.3	[illegible]
TOTAL, 14 CITIES	289	227,233	20.8	154	135,821	17.9	2.9	4.3	5.3	1.9	2.6	.9	47
Boston	9	8,727	30.5	5	6,892	33.7	2.5	7.8	10.4	9.6	3.3	.1	---
Chicago	44	33,212	19.0	26	24,027	14.0	3.3	2.7	3.4	1.6	2.1	.9	2
Cleveland	11	5,414	29.6	6	3,327	22.3	4.2	3.7	10.4	.2	2.0	1.8	1
Detroit	21	13,199	28.3	9	5,413	30.1	5.8	15.0	2.8	.4	5.8	.3	1
New York City	145	132,409	17.0	79	78,063	13.8	2.5	3.6	4.2	.9	1.8	.8	29
Philadelphia	12	6,077	19.7	8	3,893	12.5	1.8	2.7	1.7	1.5	2.0	2.8	7
Other cities	47	28,195	32.5	21	14,206	35.9	4.3	5.5	12.9	5.2	6.6	1.4	7
DAIRY AND POULTRY PRODUCTS													
UNITED STATES TOTAL	399	224,823	8.4	228	136,770	8.6	2.3	1.7	1.5	1.1	1.4	.6	150
New England	21	10,999	9.5	6	5,361	9.2	2.6	2.0	1.9	.7	1.5	.5	3
Middle Atlantic	195	105,162	8.1	127	73,239	8.1	2.5	1.7	1.3	1.1	.9	.6	93
East North Central	87	63,039	6.1	46	34,039	6.2	1.6	1.1	1.0	.7	1.4	.4	39
West North Central	21	8,339	10.8	10	5,871	8.7	2.1	1.5	1.4	1.7	1.6	.4	5
South Atlantic	22	10,686	10.9	12	5,114	10.7	2.5	3.1	1.7	1.0	1.7	.7	2
Pacific	41	22,324	11.3	20	10,579	13.9	2.5	1.7	3.7	2.5	2.9	.8	8
Other divisions	12	4,274	22.5	7	2,767	24.7	2.7	9.5	5.9	1.9	4.5	.2	2

* Operating expenses include no compensation for active proprietors of unincorporated businesses.
x Withheld to avoid disclosure.

TABLE 5.—ANALYSIS OF OPERATING EXPENSES* OF WHOLESALE MERCHANTS

BY KINDS OF BUSINESS AND AREAS—Continued

[Only Establishments With Sales of $100,000 or More are Included in the Table]

GEOGRAPHIC DIVISIONS AND 14 CITIES

KIND OF BUSINESS AND AREA	ALL ESTABLISHMENTS WITH SALES OF $100,000 OR MORE			ESTABLISHMENTS REPORTING ANALYSIS OF EXPENSES*									Value added by manufacture deducted from operating expenses
	Number	Sales (add 000)	Operating expenses, percent of sales	Number	Sales (add 000)	Operating expenses, percent of sales: Total	Administration	Selling	Delivery	Warehouse	Occupancy	Other	
	FARM PRODUCTS—CONSUMER GOODS—Con.												
DAIRY AND POULTRY PRODUCTS—Con.													
TOTAL, 14 CITIES	244	$165,054	7.0	139	$100,769	6.9	2.1	1.4	1.0	.9	1.0	.5	111
Chicago	36	48,234	4.5	19	26,435	4.6	1.2	.9	.7	.3	1.1	.4	13
Detroit	13	3,128	9.0	9	2,192	9.0	1.6	2.1	2.3	1.2	1.3	.5	15
Milwaukee	5	1,269	8.3	5	1,269	8.3	2.8	1.2	.8	1.6	1.7	.2	1
New York City	106	68,023	7.3	65	48,229	7.2	2.3	1.4	1.2	1.0	.7	.6	53
Philadelphia	25	8,805	9.1	18	7,347	9.1	2.8	2.0	1.1	1.4	1.3	.5	17
Pittsburgh	6	2,812	13.8	7	(x)	11.6	4.1	2.3	1.3	1.5	1.5	.9	8
Other cities	51	32,785	8.6	16	(x)	8.0	2.1	1.9	1.0	1.2	1.2	.6	4
POULTRY AND POULTRY PRODUCTS													
UNITED STATES TOTAL	578	203,241	8.7	236	88,357	8.8	2.4	1.3	1.3	1.5	1.6	.7	209
Middle Atlantic	190	82,409	8.0	81	41,540	8.3	2.6	1.2	1.1	1.1	1.5	.8	74
East North Central	148	51,890	7.7	62	20,544	7.5	1.7	1.2	1.3	1.4	1.4	.5	58
West North Central	47	14,775	10.6	21	5,328	9.4	2.6	1.0	1.5	2.1	1.9	.3	16
South Atlantic	42	11,276	9.9	17	3,648	9.4	2.5	1.3	1.6	2.3	1.3	.4	11
East South Central	25	6,825	9.4	9	2,953	10.4	2.1	.8	1.9	3.1	1.8	.7	6
Pacific	62	17,221	10.4	28	9,625	10.1	2.1	1.7	1.8	2.0	1.4	1.1	33
Other divisions	54	18,845	10.6	18	4,719	12.8	3.0	2.5	2.2	2.1	2.5	.5	11
TOTAL, 14 CITIES	339	135,488	8.2	162	68,465	8.3	2.4	1.3	1.1	1.3	1.5	.7	152
Baltimore	9	2,336	8.6	7	(x)	8.6	2.3	1.0	1.2	2.6	1.4	.1	8
Chicago	57	24,339	6.6	29	10,489	6.4	1.5	1.4	.8	.9	1.2	.6	24
Detroit	24	7,671	9.6	12	4,024	9.1	2.1	1.1	1.7	2.3	1.6	.3	15
Los Angeles	22	5,817	9.6	10	2,843	8.3	1.1	1.7	1.5	2.3	1.0	.7	16
Milwaukee	6	2,143	9.4	6	2,143	9.4	2.4	1.0	.9	2.7	1.9	.5	3
New York City	144	69,178	8.0	67	37,667	8.1	2.7	1.2	1.0	1.0	1.4	.8	57
Philadelphia	11	2,773	8.3	6	1,410	10.1	2.4	1.2	1.3	2.5	2.5	.2	9
St. Louis	16	3,422	9.5	12	2,836	9.4	2.6	.8	1.6	1.9	2.2	.3	13
Other cities	50	17,809	9.5	13	(x)	11.3	3.2	2.3	1.4	1.4	1.5	1.5	7
FRUITS AND VEGETABLES (Fresh)													
UNITED STATES TOTAL	2,242	863,004	10.6	1,311	489,790	11.2	2.7	2.5	2.4	1.3	1.7	.6	1,150
New England	187	64,666	10.4	[illegible]	25,109	12.1	3.0	2.4	2.8	1.2	1.9	.8	58
Middle Atlantic	584	249,189	9.8	325	126,825	10.3	2.6	2.2	2.3	.8	1.7	.7	361
East North Central	[illegible]	202,056	9.1	301	118,207	9.7	2.4	2.2	2.2	1.1	1.4	.4	315
West North Central	254	97,824	11.0	160	62,094	10.8	2.6	2.3	2.0	1.7	1.7	.5	107
South Atlantic	204	66,689	11.5	120	37,129	12.3	3.1	2.4	2.5	1.4	2.1	.8	75
East South Central	[illegible]	25,653	11.7	42	15,920	13.2	2.7	3.2	2.8	1.8	2.1	.6	43
West South Central	127	48,231	13.4	[illegible]	35,691	13.6	2.7	3.0	3.2	2.1	2.1	.5	34
Mountain	82	23,203	12.5	39	11,975	13.5	2.9	3.5	2.6	2.5	1.4	.6	17
Pacific	247	85,513	12.9	153	56,840	13.4	3.3	3.5	2.3	1.7	1.8	.8	140
TOTAL, 14 CITIES	864	384,912	9.0	501	213,526	9.2	2.5	2.1	1.6	1.0	1.4	.6	582
Baltimore	39	14,220	6.9	29	8,758	8.1	2.5	1.8	.9	1.1	1.6	.2	22
Boston	54	22,927	8.9	9	4,554	9.8	3.1	1.5	1.7	2.1	1.1	.3	6
Buffalo	9	4,994	6.5	4	2,267	7.9	2.3	2.5	1.0	.7	1.0	.4	4
Chicago	138	76,716	7.8	97	48,858	8.2	2.4	1.9	1.4	1.0	1.1	.4	124
Cleveland	28	13,966	6.6	6	2,903	6.9	2.1	1.1	1.6	.6	1.2	.3	---
Detroit	52	19,454	6.6	33	12,186	6.7	1.7	1.6	1.3	.9	1.0	.2	34
Los Angeles	83	27,325	11.5	54	18,248	11.9	2.9	3.0	1.9	1.4	1.8	.9	88
Milwaukee	22	8,375	8.1	15	5,177	8.2	2.1	1.8	2.0	.8	1.2	.3	10
New York City	217	102,398	10.1	132	63,372	10.1	2.5	2.3	2.2	.8	1.6	.7	155
Philadelphia	70	24,638	6.9	40	11,362	8.6	2.2	2.3	1.7	.4	1.5	.5	58
Pittsburgh	48	27,516	11.8	25	10,935	7.6	2.5	2.0	.6	1.1	1.0	.4	37
St. Louis	61	21,552	7.9	42	14,922	8.2	2.6	1.3	1.5	1.0	1.4	.4	34
San Francisco	28	15,392	12.9	8	6,833	13.0	4.9	3.0	.9	1.0	1.6	1.6	6
Washington, D. C.	15	5,441	9.1	7	3,571	9.0	2.5	1.6	1.9	1.1	1.3	.6	4
FRESH FRUITS ONLY													
UNITED STATES TOTAL	218	63,959	10.5	127	40,652	10.9	2.4	2.2	2.1	2.0	1.7	.5	134
New England	19	7,676	15.8	12	5,896	17.9	2.4	4.3	3.3	5.6	2.1	.2	8
Middle Atlantic	104	30,177	8.8	63	18,968	9.4	2.7	1.6	2.0	.9	1.6	.6	70
East North Central	37	11,534	8.6	19	6,713	7.9	1.9	1.5	1.2	1.9	1.0	.4	17
West North Central	9	2,443	8.1	6	1,605	9.4	1.9	3.2	.7	1.6	1.2	.8	6
Pacific	24	6,059	15.0	13	3,853	12.6	2.4	3.0	1.3	2.8	2.3	.8	13
Other divisions	25	6,070	12.9	14	3,617	12.0	2.7	2.5	3.4	1.4	1.8	.2	20
TOTAL, 14 CITIES	145	44,177	9.3	83	27,744	10.0	2.5	1.8	1.5	2.3	1.4	.5	89
Chicago	16	5,711	7.1	[illegible]	3,343	6.3	2.4	1.2	.5	1.1	.7	.4	28
Cleveland	6	1,377	5.8	5	(x)	5.4	.9	1.2	.8	.9	1.0	.6	4
Los Angeles	14	3,081	15.6	7	1,901	12.4	2.2	1.9	.9	3.5	3.1	.8	11
New York City	62	16,405	7.8	38	10,887	7.8	2.2	1.5	1.6	.7	1.2	.6	38
Philadelphia	11	3,284	6.7	6	1,295	8.2	1.8	2.0	2.9	.4	1.7	.4	10
Pittsburgh	11	4,299	11.3	6	2,653	13.3	4.5	1.4	2.4	2.4	1.7	.9	9
Other cities	25	10,020	11.6	13	(x)	14.4	2.6	2.7	1.6	5.7	1.7	.1	17
ALL OTHER													
UNITED STATES TOTAL	9	4,687	10.5	6	4,181	10.6	2.2	3.0	1.5	1.6	2.0	.3	2

* Operating expenses include no compensation for active proprietors of unincorporated businesses.
x Withheld to avoid disclosure.

TABLE 5.—ANALYSIS OF OPERATING EXPENSES* OF WHOLESALE MERCHANTS

BY KINDS OF BUSINESS AND AREAS—Continued

GEOGRAPHIC DIVISIONS AND 14 CITIES

[Only Establishments With Sales of $100,000 or More are Included in This Table]

KIND OF BUSINESS AND AREA	ALL ESTABLISHMENTS WITH SALES OF $100,000 OR MORE			ESTABLISHMENTS REPORTING ANALYSIS OF EXPENSES *									Active proprietors of unincorporated businesses
	Number	Sales (add 000)	Operating expenses, percent of sales	Number	Sales (add 000)	Operating expenses (including pay roll) of such establishments expressed as percent of sales: Total	Administrative	Selling	Delivery	Warehouse	Occupancy	Other	
FARM SUPPLIES													
FEED													
UNITED STATES TOTAL	281	$106,739	10.5	184	$63,007	11.1	3.2	1.8	1.9	1.6	1.8	.8	97
New England	14	7,359	12.9	12	(x)	13.0	6.2	1.8	1.0	1.7	1.2	1.1	2
Middle Atlantic	31	15,219	9.8	16	9,264	9.9	2.7	1.6	1.7	1.3	1.9	.7	13
East North Central	61	21,887	11.2	35	10,916	15.9	3.4	2.7	2.8	2.1	2.7	.6	18
West North Central	43	15,699	9.1	29	11,751	8.1	1.9	1.7	1.5	1.1	1.2	.7	20
South Atlantic	41	12,407	10.4	23	7,775	10.8	3.0	1.8	2.1	1.5	1.4	1.0	12
West South Central	38	9,333	10.7	22	6,614	11.3	2.7	1.8	2.0	2.2	2.1	.5	11
Pacific	30	16,241	11.8	15	5,222	12.2	3.3	1.9	3.1	1.1	1.9	.9	13
Other divisions	23	8,594	8.5	12	(x)	10.0	3.1	1.2	1.4	1.9	1.6	.8	8
TOTAL, 14 CITIES	34	19,960	11.4	19	13,728	11.1	4.4	1.9	1.2	1.1	1.9	.6	16
FERTILIZER													
UNITED STATES TOTAL	26	13,038	10.2	7	3,354	9.2	2.2	2.3	2.5	.8	.8	.6	[illegible]
SEEDS													
UNITED STATES TOTAL	211	91,158	18.7	126	63,417	17.4	4.9	3.6	1.5	3.5	2.7	1.2	63
Middle Atlantic	32	10,494	22.3	23	7,565	20.6	7.3	5.2	2.1	2.7	2.1	1.2	8
East North Central	46	22,824	18.5	29	14,900	14.5	3.7	3.4	1.3	2.7	2.5	.9	13
West North Central	42	27,850	19.2	30	23,817	18.4	5.3	3.1	1.4	4.3	3.0	1.3	11
Mountain	18	4,697	13.6	8	2,686	12.4	2.7	2.4	1.1	2.7	2.3	1.2	4
Pacific	22	7,968	20.4	10	4,281	16.2	5.7	3.2	1.7	2.3	2.1	1.2	[illegible]
Other divisions	51	17,325	16.6	26	10,168	18.6	3.9	4.3	1.3	4.3	3.2	1.6	23
TOTAL, 14 CITIES	43	22,609	19.5	32	18,112	16.7	5.6	3.6	1.0	3.0	2.5	1.0	11
Milwaukee	[illegible]	3,016	12.9	6	3,016	12.9	5.4	1.5	.9	1.8	2.7	.6	1
New York City	8	1,591	26.6	6	(x)	23.2	8.4	6.6	2.2	3.2	2.3	.5	3
Other cities	29	18,002	20.0	20	(x)	17.0	5.4	3.8	1.0	3.2	2.5	1.1	7
ALL OTHER													
UNITED STATES TOTAL	71	58,593	9.3	35	24,889	11.2	3.0	2.6	1.4	2.3	1.3	.6	11
Middle Atlantic	14	4,980	10.4	7	1,985	13.2	3.5	2.1	2.9	1.8	2.0	.9	2
East North Central	15	15,953	10.3	9	15,063	9.6	2.4	2.7	.9	2.6	.8	.2	1
South Atlantic	12	20,084	10.2	6	4,574	10.7	3.8	2.4	1.2	1.1	1.2	1.0	3
Other divisions	30	17,576	7.1	13	3,267	17.8	4.4	2.9	3.4	2.3	3.5	1.3	5
FURNITURE AND HOUSE FURNISHINGS													
CHINA, GLASSWARE, AND CROCKERY													
UNITED STATES TOTAL	56	15,097	22.0	32	7,713	23.0	8.1	7.2	1.6	1.9	3.1	1.1	14
Middle Atlantic	26	6,358	22.4	14	3,194	24.5	9.0	7.3	2.1	1.8	3.3	1.0	8
East North Central	12	3,488	15.7	7	1,722	20.2	7.3	5.9	1.0	2.1	2.9	1.0	—
Pacific	5	953	19.9	5	953	19.9	7.7	5.7	1.7	2.0	2.3	.5	3
Other divisions	13	4,298	26.9	6	1,844	24.7	7.5	8.7	1.4	1.9	3.4	1.8	3
TOTAL, 14 CITIES	36	9,222	19.9	19	4,518	22.3	8.4	6.5	1.8	1.7	2.9	1.0	8
FLOOR COVERINGS													
UNITED STATES TOTAL	216	125,220	13.4	156	105,169	13.3	4.8	3.8	1.0	1.0	1.7	1.0	41
New England	19	7,417	14.0	10	4,978	15.4	4.0	4.6	1.1	1.1	1.7	2.9	4
Middle Atlantic	95	47,228	13.9	64	37,682	13.9	4.9	3.8	1.3	.8	1.8	1.3	25
East North Central	36	25,913	11.6	25	19,352	11.1	3.3	3.5	.7	1.2	1.6	.8	5
West North Central	16	11,274	15.5	14	(x)	15.4	6.4	4.6	.8	1.5	1.5	.6	3
South Atlantic	13	6,010	13.3	11	(x)	13.5	4.3	4.7	.7	1.1	1.8	.9	3
West South Central	7	3,300	10.6	7	3,300	10.6	3.7	3.7	.6	.8	1.3	.5	—
Pacific	20	20,391	13.3	17	19,938	13.2	5.6	3.3	.8	1.0	1.9	.6	1
Other divisions	10	3,687	13.4	8	(x)	11.7	4.3	3.7	.7	.9	1.8	.3	—
TOTAL, 14 CITIES	128	86,860	13.6	89	72,509	13.3	4.8	3.6	1.0	1.0	1.8	1.1	32
Boston	10	5,360	15.3	8	(x)	15.8	4.1	4.5	1.1	1.2	1.8	3.1	4
Chicago	11	11,730	11.4	7	8,938	11.2	3.3	3.9	.7	1.4	1.4	.5	3
Cleveland	7	3,415	12.4	5	(x)	10.5	3.9	2.4	.6	.7	1.7	1.2	1
Los Angeles	7	5,551	11.1	6	(x)	11.2	4.7	2.8	.7	.7	1.2	1.1	1
New York City	50	28,848	14.3	32	23,064	14.3	5.3	3.8	1.5	.6	1.9	1.2	11
Philadelphia	18	7,763	14.0	10	5,442	12.6	4.0	4.0	1.2	1.2	1.0	1.2	[illegible]
Pittsburgh	5	3,292	13.9	5	3,292	13.9	3.6	4.0	.5	1.3	2.6	1.9	---
Other cities	20	16,901	14.8	16	15,290	14.6	6.0	3.4	.7	1.5	2.3	.7	3
FURNITURE (General line)													
UNITED STATES TOTAL	23	9,490	20.9	12	5,260	20.1	7.9	7.7	.8	1.6	1.7	.4	2
TOTAL, 14 CITIES	8	3,049	17.0	3	(x)	19.7	9.2	4.7	.4	3.5	1.5	.4	---

* Operating expenses include no compensation for active proprietors of unincorporated businesses.

x Withheld to avoid disclosure.

TABLE 5.—ANALYSIS OF OPERATING EXPENSES* OF WHOLESALE MERCHANTS

BY KINDS OF BUSINESS AND AREAS—Continued

GEOGRAPHIC DIVISIONS, AND 14 CITIES

[Only Establishments With Sales of $100,000 or More are Included in This Table]

KIND OF BUSINESS AND AREA	ALL ESTABLISHMENTS WITH SALES OF $100,000 OR MORE			ESTABLISHMENTS REPORTING ANALYSIS OF EXPENSES *									
	Number	Sales (add 000)	Operating expenses, percent of sales	Number	Sales (add 000)	Operating expenses, including pay roll of proprietors of establishments operated as sole proprietorships, percent of sales: Total	Administrative	Selling	Delivery	Warehousing	Occupancy	Other	Value per year of unincorporated business
FURNITURE AND HOUSE FURNISHINGS—Con.													
FURNITURE (Household)													
UNITED STATES TOTAL	119	$38,001	20.7	84	$28,540	20.5	6.3	6.2	1.6	2.2	3.2	1.0	30
Middle Atlantic	50	14,675	22.8	34	10,273	23.9	7.6	7.7	2.5	2.0	3.3	.8	11
East North Central	24	8,100	19.2	15	5,955	18.9	6.0	5.2	1.4	1.8	3.0	1.5	8
West North Central	14	5,608	23.4	13	(x)	19.6	5.9	5.5	.7	2.9	3.7	.9	1
West South Central	7	2,445	20.0	5	(x)	18.7	4.2	6.5	.8	2.9	3.2	1.1	1
Pacific	6	1,606	22.7	6	1,606	22.7	7.7	8.6	1.6	.9	3.3	.6	5
Other divisions	18	5,567	18.2	11	3,846	14.9	4.2	3.2	.9	2.4	2.8	1.4	4
TOTAL, 14 CITIES	82	24,408	22.2	55	17,521	22.5	7.1	6.9	2.0	2.1	3.3	1.1	21
Chicago	13	5,616	19.0	7	4,149	17.9	5.5	4.9	1.4	1.4	2.9	1.8	6
New York City	41	13,156	23.4	28	9,191	24.2	7.9	8.0	2.5	2.1	3.0	.7	6
Other cities	28	5,636	23.6	20	4,181	23.5	7.1	6.1	1.8	2.8	4.4	1.3	[illegible]
FURNITURE (Office)													
UNITED STATES TOTAL	4	1,939	14.1	1	(x)	(x)	(x)	(x)	(x)	(x)	(x)	(x)	(x)
HOUSE FURNISHINGS (Except as specified)													
UNITED STATES TOTAL	202	73,137	14.1	133	49,661	14.9	4.9	4.5	1.2	1.2	2.0	1.1	92
New England	11	6,189	15.2	8	5,127	15.5	5.5	4.2	1.2	1.3	2.6	.7	2
Middle Atlantic	122	46,229	12.8	86	32,544	13.6	4.4	4.2	1.2	1.0	1.8	1.0	72
East North Central	[illegible]	9,925	14.5	15	4,845	16.7	6.9	4.6	1.1	.6	2.7	.8	5
Pacific	19	5,124	21.0	12	3,163	23.6	5.8	6.9	1.6	3.5	2.1	3.9	5
Other divisions	21	5,670	16.9	12	3,982	16.0	5.7	5.2	1.1	1.4	2.1	.5	8
TOTAL, 14 CITIES	161	61,934	13.6	108	41,406	14.4	4.7	4.2	1.2	1.2	2.0	1.1	70
Boston	8	4,619	15.5	6	(x)	16.0	5.6	4.0	1.2	1.2	3.0	1.0	---
New York City	93	37,253	12.2	69	26,089	13.3	4.5	3.9	1.2	.9	1.8	1.0	48
Philadelphia	11	2,286	17.4	7	1,233	14.1	3.8	2.8	1.7	1.8	3.5	.5	9
Other cities	49	17,776	15.4	26	(x)	16.6	4.9	5.1	1.1	1.9	2.3	1.3	13
MUSICAL INSTRUMENTS AND SHEET MUSIC													
UNITED STATES TOTAL	40	15,182	24.1	27	11,876	24.5	8.5	8.3	1.3	2.0	2.9	1.5	12
Middle Atlantic	18	7,442	25.2	11	5,347	27.0	9.8	8.6	1.3	2.3	3.3	1.7	5
East North Central	[illegible]	3,954	25.7	[illegible]	3,417	25.0	8.7	9.8	.9	1.7	2.8	1.1	2
Other divisions	13	3,806	20.4	10	3,112	19.7	6.0	6.0	1.7	1.7	2.4	1.9	5
TOTAL, 14 CITIES	31	12,393	24.5	22	9,745	25.6	8.9	8.8	1.2	2.2	3.2	1.3	11
GROCERIES (GENERAL LINE)													
NOT SPONSORING COOPERATIVE OR VOLUNTARY GROUPS													
UNITED STATES TOTAL	2,507	1,286,290	9.6	1,880	1,038,132	9.9	2.5	2.4	1.7	1.3	1.3	.7	820
New England	71	43,541	14.9	52	33,498	15.8	4.1	3.7	2.7	2.2	2.2	.9	25
Middle Atlantic	238	136,114	10.7	179	115,055	11.1	2.8	2.7	2.2	1.4	1.3	.7	104
East North Central	275	172,746	11.6	216	150,718	11.9	3.0	3.3	2.0	1.8	1.3	.5	92
West North Central	268	157,371	9.8	204	125,818	9.9	2.4	2.4	1.3	1.4	1.6	.8	47
South Atlantic	551	227,274	8.5	416	176,768	8.7	2.2	1.9	1.6	.9	1.3	.8	199
East South Central	362	168,605	8.5	261	128,570	8.5	2.0	2.0	1.6	1.1	1.2	.6	139
West South Central	540	254,738	8.5	399	203,643	8.7	2.1	2.1	1.5	1.1	1.2	.7	153
Mountain	126	61,202	8.8	91	50,720	9.0	2.3	2.3	1.0	1.1	1.4	.9	25
Pacific	76	64,699	10.1	62	53,342	10.9	2.6	3.2	1.9	1.5	.9	.8	36
TOTAL, 14 CITIES	209	193,799	13.8	173	177,478	14.2	3.6	3.9	2.5	2.0	1.5	.7	91
Baltimore	7	4,793	8.2	7	4,798	8.2	2.3	1.8	1.0	1.3	1.7	.3	3
Buffalo	6	2,441	9.8	6	2,441	9.8	3.0	2.5	1.7	.7	1.3	.6	2
Chicago	24	32,259	21.4	24	32,259	21.4	5.2	6.7	4.0	2.9	2.1	.5	4
Cleveland	12	7,791	10.8	8	5,251	12.8	3.3	2.7	2.1	2.9	1.0	.8	1
Los Angeles	11	13,558	10.2	7	10,718	10.6	1.6	3.3	2.1	1.9	.6	1.1	7
Milwaukee	8	8,794	13.6	8	8,794	13.6	3.7	4.0	2.0	2.0	1.1	.8	---
New York City	45	49,461	13.1	39	48,119	13.2	3.4	3.6	2.6	1.6	1.3	.7	20
Philadelphia	19	10,222	9.2	13	8,122	10.8	2.2	2.8	2.4	1.1	1.2	1.1	7
Pittsburgh	19	7,207	10.4	11	5,763	11.3	2.4	2.7	2.4	1.4	1.2	1.2	7
St. Louis	15	6,850	10.7	13	(x)	10.5	2.8	2.3	1.3	1.5	1.4	1.4	6
San Francisco	[illegible]	10,564	14.3	8	(x)	14.4	4.3	4.2	2.8	1.7	.8	.6	11
Washington, D. C.	7	4,127	13.2	6	(x)	12.8	3.1	3.8	1.9	1.2	1.9	1.1	4
Other cities	27	35,727	13.7	23	33,407	13.5	3.6	3.0	1.9	2.3	2.0	.7	19
GROCERIES AND FOODS (SPECIALTY LINES)													
BREAKFAST CEREALS													
UNITED STATES TOTAL	22	21,758	44.1	1	(x)	(x)	(x)	(x)	(x)	(x)	(x)	(x)	(x)

* Operating expenses include no compensation for active proprietors of unincorporated businesses.
x Withheld to avoid disclosure.

TABLE 5.—ANALYSIS OF OPERATING EXPENSES* OF WHOLESALE MERCHANTS

BY KINDS OF BUSINESS AND AREAS—Continued

GEOGRAPHIC DIVISIONS AND 14 CITIES

[Only Establishments With Sales of $100,000 or More are Included in This Table]

KIND OF BUSINESS AND AREA	ALL ESTABLISHMENTS WITH SALES OF $100,000 OR MORE			ESTABLISHMENTS REPORTING ANALYSIS OF EXPENSES*								Active proprietors of unincorporated businesses
	Number	Sales (add 000)	Operating expenses, percent of sales	Number	Sales (add 000)	Operating expenses (including pay roll) of such establishments expressed as percent of sales: Total	Administrative	Selling	Delivery	Warehouse	Occupancy	Other	
	GROCERIES AND FOODS (SPECIALTY LINES)—Con.												
CANNED FOODS													
UNITED STATES TOTAL	168	$69,792	11.5	117	$52,361	12.0	3.3	3.4	2.0	1.2	1.2	.9	84
New England	12	1,971	12.9	8	1,517	15.3	3.8	3.7	2.4	1.4	2.2	1.8	6
Middle Atlantic	42	17,254	13.6	30	13,202	14.4	4.8	4.0	2.2	1.1	1.2	1.1	20
East North Central	35	13,309	13.7	20	8,385	15.5	3.8	4.6	2.8	1.7	1.3	1.3	5
West North Central	10	2,513	17.6	8	(x)	18.3	4.5	5.4	2.5	1.6	3.0	1.3	1
South Atlantic	33	14,585	9.0	25	11,974	8.6	1.7	2.5	1.7	1.1	1.1	.5	17
East South Central	8	2,575	8.7	6	(x)	9.2	2.6	2.1	1.5	1.3	1.6	.1	11
Other divisions	28	17,585	9.3	20	13,507	9.6	2.7	2.6	1.4	1.2	.7	1.0	24
TOTAL, 14 CITIES	73	31,823	14.0	52	23,413	14.4	4.1	4.1	2.4	1.4	1.1	1.3	44
Chicago	13	4,943	16.2	[illegible]	2,039	20.9	5.1	6.0	4.2	2.8	1.5	1.5	---
New York City	21	9,676	10.6	13	5,127	10.1	4.2	2.2	1.2	.6	.9	1.0	10
Philadelphia	6	2,142	21.5	6	2,142	21.5	7.2	6.1	2.9	2.2	2.0	1.1	5
San Francisco	8	5,311	11.4	6	(x)	10.5	2.3	3.2	2.3	1.4	.8	.5	7
Other cities	25	9,751	16.1	21	(x)	16.0	3.9	4.9	2.7	1.6	1.2	1.7	22
COFFEE, TEA, AND SPICES													
UNITED STATES TOTAL	143	65,588	25.7	93	40,887	26.5	6.0	9.5	3.9	2.9	2.7	1.5	20
Middle Atlantic	33	10,952	28.8	22	6,656	30.4	7.6	9.1	4.3	3.8	3.1	2.5	6
East North Central	26	15,133	23.6	15	8,389	22.6	4.4	7.4	4.6	2.8	1.9	1.5	3
West North Central	19	9,963	24.1	16	9,319	23.5	5.7	8.6	3.3	3.0	2.0	.9	7
East South Central	[illegible]	1,868	22.1	5	1,868	22.1	6.7	6.8	2.4	3.0	2.0	1.2	---
West South Central	18	3,781	26.7	13	3,144	27.9	8.8	9.8	2.6	2.9	2.7	1.1	3
Pacific	23	15,902	25.6	16	8,758	31.7	6.0	13.4	4.2	2.1	4.6	1.4	1
Other divisions	19	7,989	27.8	6	2,753	23.5	3.7	8.5	4.1	3.0	1.7	2.5	---
TOTAL, 14 CITIES	81	44,715	26.9	49	25,930	27.0	6.0	9.5	3.6	3.4	2.9	1.6	10
Chicago	15	10,294	26.7	11	7,748	22.0	4.4	7.2	4.6	2.6	1.8	1.4	1
New York City	21	8,829	28.9	15	5,594	30.5	7.9	9.0	4.0	4.0	2.9	2.7	3
St. Louis	[illegible]	5,519	24.9	8	(x)	24.5	7.0	9.1	1.3	4.0	2.6	.5	2
San Francisco	8	7,993	30.5	5	4,761	34.8	6.1	14.9	4.7	2.8	5.1	1.2	---
Other cities	28	12,080	24.3	10	(x)	25.2	4.4	8.6	2.7	3.7	3.1	2.7	4
COFFEE ROASTING AND SPICE GRINDING													
UNITED STATES TOTAL	111	98,956	18.0	76	47,247	27.5	5.4	11.5	3.2	3.7	2.5	1.2	23
Middle Atlantic	20	29,458	9.7	13	3,790	30.0	6.2	10.4	3.6	4.3	2.8	2.7	1
East North Central	14	11,919	17.4	9	5,913	28.4	6.7	12.3	2.7	3.5	2.6	.6	---
West North Central	11	16,174	22.9	7	13,608	25.4	4.4	12.7	3.8	2.0	1.5	1.0	---
South Atlantic	7	5,244	10.5	6	(x)	25.1	5.4	8.8	2.4	4.5	3.1	.9	10
East South Central	11	3,035	23.1	7	2,123	26.8	8.5	10.0	2.3	1.8	3.7	.5	---
West South Central	18	15,143	21.8	13	8,073	26.3	5.1	9.6	2.7	3.8	3.3	1.8	4
Pacific	21	12,634	21.9	15	8,534	27.3	5.3	10.7	3.1	4.5	2.7	1.0	4
Other divisions	9	5,349	34.5	[illegible]	(x)	36.8	5.2	15.5	4.1	8.6	1.6	1.8	[illegible]
TOTAL, 14 CITIES	38	24,028	26.0	26	15,436	33.0	6.7	12.8	3.7	5.8	2.4	1.6	8
CONFECTIONERY													
UNITED STATES TOTAL	316	74,961	13.5	207	49,170	15.3	4.5	4.6	2.3	1.3	1.8	.8	141
New England	28	5,497	14.6	21	3,580	16.2	5.0	4.2	2.0	1.1	2.9	1.0	9
Middle Atlantic	119	29,124	12.4	78	18,121	14.3	4.2	4.4	2.2	1.0	1.8	.7	[illegible]
East North Central	57	18,975	14.8	35	13,548	17.5	6.1	5.0	2.3	1.7	1.5	.9	14
West North Central	17	3,460	14.1	8	1,620	11.2	2.6	3.8	1.8	.7	1.3	1.0	8
South Atlantic	48	8,748	15.3	34	6,601	16.0	4.0	4.8	2.7	1.4	2.0	1.1	18
East South Central	11	1,952	10.0	[illegible]	940	12.3	2.6	4.1	2.5	1.2	1.3	.6	7
West South Central	22	4,614	10.9	15	3,313	12.0	2.9	4.4	1.6	.8	1.3	1.0	14
Mountain	5	760	10.7	5	760	20.7	3.9	5.8	3.0	4.0	2.3	1.7	2
Pacific	[illegible]	1,831	11.3	[illegible]	687	13.5	2.2	5.5	3.5	1.2	.9	.2	5
TOTAL, 14 CITIES	90	30,069	13.7	57	19,770	16.6	5.8	4.7	2.0	1.6	1.6	.9	40
Baltimore	8	1,655	19.8	7	(x)	19.5	4.6	5.7	3.2	2.3	1.7	1.8	3
Chicago	14	8,095	19.4	8	7,015	21.4	9.4	6.1	1.4	1.8	1.5	1.2	2
New York City	36	10,184	11.2	21	5,671	13.0	3.1	4.2	2.3	1.0	1.7	.7	21
Other cities	32	10,135	10.6	21	(x)	10.6	3.6	2.6	1.5	1.2	1.3	.4	14
FISH AND SEA FOODS													
UNITED STATES TOTAL	347	99,927	19.6	219	64,745	20.4	5.2	3.9	3.3	3.7	2.9	1.4	113
New England	49	15,301	23.0	29	10,382	22.5	5.8	4.0	2.5	4.8	3.2	2.2	4
Middle Atlantic	115	38,202	17.8	71	22,907	18.9	5.6	3.7	3.3	2.7	2.5	1.1	37
East North Central	49	14,845	18.1	27	9,928	18.9	4.8	3.4	3.4	3.4	3.1	.8	14
West North Central	26	5,356	23.7	23	4,949	23.8	5.6	5.6	2.7	4.9	3.2	1.6	7
South Atlantic	42	9,891	20.1	27	5,787	20.9	4.9	3.7	4.6	3.6	3.3	.8	17
Pacific	50	13,539	20.5	36	9,646	21.3	4.2	3.7	3.4	4.7	3.4	1.9	31
Other divisions	16	2,793	20.6	6	1,146	19.5	3.0	4.7	3.5	2.4	3.1	2.8	3

* Operating expenses include no compensation for active proprietors of unincorporated businesses.
x Withheld to avoid disclosure.

TABLE 5.—ANALYSIS OF OPERATING EXPENSES* OF WHOLESALE MERCHANTS

BY KINDS OF BUSINESS AND AREAS—Continued

[Only Establishments With Sales of $100,000 or More are Included in the Data]

GEOGRAPHIC DIVISIONS AND 14 CITIES

KIND OF BUSINESS AND AREA	ALL ESTABLISHMENTS WITH SALES OF $100,000 OR MORE			ESTABLISHMENTS REPORTING ANALYSIS OF EXPENSES*									Active proprietors of unincorporated businesses
	Number	Sales (add 000)	Operating expenses, percent of sales	Number	Sales (add 000)	Operating expenses, including fees, in establishments reporting, as percent of sales: Total	Administrative	Selling	Delivery	Warehouse	Occupancy	Other	
	GROCERIES AND FOODS (SPECIALTY LINES)—Con.												
FISH AND SEA FOODS—Con.													
TOTAL, 14 CITIES	222	$70,461	18.5	146	$46,236	19.7	5.5	3.8	3.1	3.2	2.8	1.3	71
Baltimore	17	3,347	11.4	11	1,979	11.6	3.5	3.5	1.6	.7	1.6	.7	10
Boston	32	10,505	22.2	22	7,382	22.6	6.5	4.0	2.9	3.2	3.4	2.6	3
Chicago	26	10,182	16.6	17	7,682	17.3	4.4	3.3	2.5	3.4	2.7	1.0	3
Los Angeles	17	3,676	23.2	13	3,148	23.1	5.7	5.8	4.4	3.1	3.4	.7	-
New York City	77	30,409	17.0	47	17,536	18.3	5.7	3.4	2.0	3.2	2.2	1.2	19
Philadelphia	20	4,287	16.2	13	2,992	17.9	4.7	4.6	3.6	.9	3.3	.8	10
St. Louis	7	1,449	25.2	7	1,449	25.4	6.3	5.0	3.5	5.9	4.0	.5	4
Other cities	26	6,606	23.4	16	4,068	25.4	6.2	3.6	6.5	4.2	3.4	1.2	14
FLOUR													
UNITED STATES TOTAL	127	36,610	11.4	87	24,880	11.6	3.6	2.7	2.4	.8	1.3	.8	45
Middle Atlantic	48	13,962	11.4	38	11,393	11.2	3.3	2.6	2.9	.5	1.1	.8	21
East North Central	22	5,307	12.6	15	3,498	13.5	4.4	2.2	3.2	1.2	1.7	.8	9
West North Central	14	3,232	12.8	9	2,370	12.9	3.5	2.9	2.0	1.2	1.7	1.6	2
Other divisions	43	14,109	10.6	25	7,619	10.8	3.6	2.9	1.6	1.0	1.1	.6	13
TOTAL, 14 CITIES	68	22,272	11.3	51	14,779	11.3	3.5	2.4	2.7	.7	1.3	.7	33
FRUITS AND VEGETABLES (Frosted)													
UNITED STATES TOTAL	12	7,757	8.9	10	(x)	11.9	3.1	2.1	1.8	2.4	2.1	.4	1
MEATS AND PROVISIONS													
UNITED STATES TOTAL	1,140	457,716	10.8	741	314,005	11.4	2.7	2.5	1.9	1.3	1.9	1.1	632
New England	146	68,135	10.3	91	49,513	10.0	2.2	2.3	1.4	1.1	1.6	1.4	57
Middle Atlantic	387	178,979	9.4	254	115,349	10.1	3.0	2.1	1.4	.8	1.8	1.0	186
East North Central	248	100,725	11.0	159	67,905	12.0	2.5	2.9	2.4	1.4	1.8	1.0	138
West North Central	47	12,953	15.1	34	10,640	15.6	3.2	3.2	2.4	2.1	2.2	2.5	31
South Atlantic	83	27,797	11.9	52	19,335	12.7	3.3	3.1	1.9	1.3	2.5	.6	31
East South Central	18	4,623	10.7	15	4,190	11.1	1.9	3.0	2.3	1.3	1.8	.8	15
West South Central	49	12,808	12.6	37	10,753	12.6	2.7	3.5	2.5	1.0	2.2	.7	37
Mountain	15	3,816	15.5	11	36,320	13.9	2.8	2.6	2.3	2.8	2.5	.9	137
Pacific	147	47,870	13.4	88									
TOTAL, 14 CITIES	583	291,811	10.5	387	198,359	11.2	2.9	2.4	1.8	1.2	1.8	1.1	306
Baltimore	12	4,608	13.5	7	3,179	13.8	3.9	3.3	2.2	1.6	2.3	.5	1
Boston	56	32,946	12.0	27	21,418	12.3	2.3	2.8	1.6	1.5	1.7	2.4	16
Buffalo	5	877	11.2	5	877	11.2	2.2	2.6	1.7	1.4	2.3	1.0	4
Chicago	83	54,014	12.5	61	39,055	11.4	2.1	2.9	2.4	1.3	1.6	1.1	54
Cleveland	19	6,539	12.2	12	4,166	13.6	2.7	3.5	2.6	1.8	1.9	1.1	1
Detroit	48	13,961	11.2	31	10,036	11.3	3.6	2.1	2.0	1.6	1.5	.8	48
Los Angeles	23	10,169	14.3	17	8,408	15.3	3.9	3.3	2.7	1.5	1.8	2.1	38
Milwaukee	9	1,805	15.5	6	1,325	16.5	3.5	3.5	3.6	1.8	2.6	1.3	4
New York City	230	127,610	8.8	155	83,554	9.5	2.9	1.9	1.3	.7	1.8	.9	102
San Francisco	27	13,162	11.8	18	10,161	11.9	2.4	2.0	2.1	2.3	[illegible]	.9	21
Washington, D. C.	19	8,106	10.4	14	5,750	11.8	3.7	2.7	1.9	.8	2.4	.7	5
Other cities	52	18,012	13.3	34	10,422	16.0	5.1	2.9	2.8	1.5	2.2	1.5	34
OTHER FOODS AND GROCERY SPECIALTIES													
UNITED STATES TOTAL	1,014	392,806	13.6	672	247,783	13.4	3.5	3.9	2.1	1.5	1.6	.8	376
New England	55	14,528	13.1	38	10,062	14.0	4.1	3.5	2.2	1.2	2.0	1.0	18
Middle Atlantic	299	126,557	14.4	183	74,008	15.2	4.2	4.6	2.3	1.4	1.6	1.1	107
East North Central	200	78,941	13.5	124	49,759	11.8	3.0	3.4	1.9	1.2	1.6	.7	60
West North Central	104	39,134	13.6	76	32,329	13.4	3.7	3.6	1.9	2.3	1.4	.5	31
South Atlantic	179	50,488	10.9	109	32,433	11.5	2.8	3.2	2.0	1.3	1.4	.6	56
East South Central	55	15,698	13.1	31	9,767	10.1	2.5	2.5	1.9	1.3	1.2	.7	22
West South Central	61	25,385	13.7	47	14,435	11.1	2.8	3.2	1.9	1.1	1.5	.6	24
Mountain	16	7,350	14.2	8	3,012	10.4	3.1	2.7	.8	1.2	1.6	1.0	2
Pacific	95	34,725	15.2	56	21,958	16.5	3.6	5.2	2.4	2.0	2.2	1.1	48
TOTAL, 14 CITIES	416	188,394	14.4	269	124,701	15.2	4.2	4.7	2.1	1.6	1.6	1.0	153
Baltimore	15	5,595	12.2	12	5,166	11.8	2.6	3.6	1.9	1.7	1.5	.5	11
Boston	15	5,821	14.7	12	4,566	15.9	4.5	4.1	2.4	1.6	1.9	1.4	6
Chicago	59	29,818	11.8	34	18,182	12.9	3.5	4.3	1.7	.8	1.7	.9	13
Cleveland	14	8,138	11.5	12	(x)	11.6	3.4	4.2	1.5	1.4	.8	.5	9
Detroit	20	5,247	11.0	16	4,428	10.6	2.1	2.3	2.1	1.5	1.9	.7	15
Los Angeles	33	9,836	19.5	22	6,854	21.6	3.9	8.1	3.3	2.6	2.2	1.7	25
New York City	143	77,075	15.0	89	44,316	16.5	4.9	5.2	2.2	1.3	1.6	1.3	42
Philadelphia	36	12,573	14.4	22	5,136	15.3	3.5	4.3	2.6	2.3	1.8	.8	14
Pittsburgh	14	4,664	15.2	9	2,982	16.8	4.0	5.2	1.9	1.4	1.7	2.9	8
San Francisco	25	10,073	16.1	14	6,619	15.7	5.0	4.2	2.0	1.7	1.8	1.0	12
Other cities	42	19,554	14.9	27	(x)	14.4	4.3	3.7	1.5	2.8	1.5	.6	2

* Operating expenses include no compensation for active proprietors of unincorporated businesses.
x Withheld to avoid disclosure.

TABLE 5.—ANALYSIS OF OPERATING EXPENSES* OF WHOLESALE MERCHANTS

BY KINDS OF BUSINESS AND AREAS—Continued

GEOGRAPHIC DIVISIONS AND 14 CITIES

[Only Establishments With Sales of $100,000 or More are Included in This Table]

KIND OF BUSINESS AND AREA	ALL ESTABLISHMENTS WITH SALES OF $100,000 OR MORE			ESTABLISHMENTS REPORTING ANALYSIS OF EXPENSES*								Active proprietors of unincorporated businesses
	Number	Sales (add 000)	Operating expenses, percent of sales	Number	Sales (add 000)	Operating expenses (including pay roll) of such establishments expressed as percent of sales: Total	Administrative	Selling	Delivery	Warehouse	Occupancy	Other	
HARDWARE													
GENERAL LINE (With industrial department)													
UNITED STATES TOTAL	365	$375,554	18.2	280	$302,794	18.5	5.8	5.9	1.1	2.4	2.2	1.1	44
New England	17	6,127	23.2	14	5,362	23.0	7.1	7.1	1.5	2.1	3.9	1.3	3
Middle Atlantic	74	37,871	21.2	57	31,750	21.1	6.9	6.4	1.6	2.0	3.2	1.0	8
East North Central	61	91,667	18.2	45	83,010	18.0	5.5	6.0	1.1	2.5	2.1	.8	9
West North Central	29	54,970	20.4	24	49,831	20.5	6.8	8.7	.6	3.5	2.1	.8	—
South Atlantic	65	39,495	17.0	44	28,540	17.5	4.8	6.1	1.3	1.5	2.1	1.7	7
East South Central	36	52,866	15.4	27	25,079	15.3	5.2	4.3	1.2	1.7	1.9	1.0	10
West South Central	31	34,079	15.6	26	28,991	15.8	4.6	5.3	1.2	2.0	1.6	1.1	3
Mountain	22	17,682	17.0	17	15,572	18.0	5.6	5.9	.8	1.7	2.5	1.5	1
Pacific	30	40,797	19.4	26	34,659	19.4	5.7	5.8	.9	3.2	1.9	2.1	3
TOTAL, 14 CITIES	52	110,216	18.9	45	102,076	18.8	5.8	6.2	1.0	3.0	2.0	.8	12
Chicago	8	15,721	18.5	7	(x)	18.5	5.2	6.7	1.1	2.2	2.0	1.3	8
New York City	14	6,572	20.6	11	5,672	20.3	8.3	4.6	1.7	1.9	3.4	.4	1
Other cities	30	87,923	18.8	27	(x)	18.8	5.8	6.3	.9	3.2	1.9	.7	3
GENERAL LINE (Without industrial department)													
UNITED STATES TOTAL	230	132,435	17.7	165	106,123	17.9	5.9	5.3	1.3	1.9	2.3	1.2	53
New England	17	10,441	20.6	12	8,628	21.4	8.2	4.9	2.1	1.8	3.1	1.3	3
Middle Atlantic	57	27,485	18.9	42	24,742	18.7	6.2	5.3	2.0	1.7	2.4	1.1	18
East North Central	23	12,525	15.7	17	10,646	15.2	6.5	4.2	.8	1.6	1.5	.6	7
West North Central	17	13,034	18.7	15	(x)	19.1	5.9	6.2	.6	2.7	2.3	1.4	3
South Atlantic	46	19,961	18.1	28	11,292	17.8	5.5	4.7	1.7	1.8	2.9	1.2	5
East South Central	20	14,486	17.0	10	10,482	17.9	4.7	6.4	.6	2.9	2.8	.5	3
West South Central	32	22,113	15.9	28	20,172	16.1	5.2	5.0	.9	1.7	1.6	1.7	10
Other divisions	18	12,390	17.2	13	(x)	17.5	5.0	5.4	1.2	1.8	3.0	1.1	4
TOTAL, 14 CITIES	54	34,776	17.8	42	29,959	17.7	6.3	5.1	1.7	1.6	1.9	1.1	23
New York City	26	14,269	17.9	22	13,624	17.9	6.9	4.6	1.7	1.5	2.3	.9	6
Other cities	28	20,507	17.7	20	16,335	17.6	5.8	5.5	1.7	1.7	1.7	1.2	17
SPECIALTY LINES													
UNITED STATES TOTAL	137	36,740	21.7	89	29,127	22.3	7.4	7.6	2.1	1.7	2.4	1.1	35
Middle Atlantic	64	14,979	20.5	36	10,256	22.1	8.2	6.3	1.9	1.8	2.7	1.2	6
South Atlantic	11	3,153	20.1	8	2,750	19.1	6.0	6.4	1.4	.8	3.6	.9	5
Pacific	19	5,462	23.0	15	4,976	22.2	7.3	6.7	2.4	2.2	3.0	.6	11
Other divisions	43	13,146	22.9	30	11,145	23.2	6.9	9.4	2.3	1.6	1.7	1.3	13
TOTAL, 14 CITIES	91	25,067	22.0	55	19,301	23.1	7.5	8.5	1.9	1.7	2.3	1.2	22
Detroit	5	876	16.0	5	876	16.0	3.2	5.5	1.4	2.5	2.9	.5	4
New York City	51	13,078	19.4	28	9,159	21.1	7.6	6.3	1.9	1.6	2.6	1.1	5
San Francisco	6	2,270	26.7	5	(x)	26.6	8.8	8.7	3.0	2.2	3.0	.9	6
Other cities	29	8,843	25.2	17	(x)	25.4	7.5	11.6	1.7	1.5	1.7	1.4	7
JEWELRY													
JEWELRY (General line)													
UNITED STATES TOTAL	162	60,390	17.2	95	43,759	17.4	6.5	6.0	.7	.5	2.4	1.3	64
New England	9	5,332	13.0	5	(x)	12.4	3.1	5.3	.3	.7	1.8	1.2	5
Middle Atlantic	63	15,875	17.4	29	8,723	18.3	6.9	6.1	.8	.2	2.3	2.0	22
East North Central	39	17,402	20.9	29	15,116	20.9	7.3	7.7	.8	.7	3.1	1.5	11
West North Central	14	4,579	20.4	7	2,527	22.2	9.1	6.2	.6	.5	4.3	1.5	1
Pacific	14	6,773	17.8	10	5,561	17.6	7.0	6.8	.9	.5	1.6	.8	7
Other divisions	23	10,429	10.9	15	(x)	10.5	4.7	2.9	.6	.5	1.4	.4	18
TOTAL, 14 CITIES	113	45,402	17.0	61	32,432	16.7	6.0	5.9	.7	.5	2.3	1.3	36
Boston	6	3,888	13.9	5	(x)	12.4	3.1	5.3	.3	.7	1.8	1.2	5
Chicago	20	11,500	21.6	15	10,168	21.7	6.8	8.4	.7	.8	3.4	1.6	5
New York City	46	10,109	17.3	16	3,729	18.6	7.7	5.3	.5	---	2.8	2.3	11
Other cities	41	19,905	14.7	25	(x)	13.7	5.6	4.5	.9	.3	1.6	.8	15
CLOCKS AND WATCHES													
UNITED STATES TOTAL	38	35,552	18.7	18	22,789	20.1	4.6	11.7	.1	.2	.8	2.7	15
Middle Atlantic	29	30,139	19.7	12	18,736	21.6	4.4	13.1	.1	.2	.8	3.0	13
Other divisions	9	5,413	13.2	6	4,053	13.1	5.6	5.2	.2	.2	.8	1.1	2
TOTAL, 14 CITIES	34	34,299	18.8	16	22,223	20.2	4.6	11.9	.1	.2	.7	2.7	15
DIAMONDS AND OTHER PRECIOUS STONES													
UNITED STATES TOTAL	76	17,412	10.5	18	5,032	9.8	4.7	2.2	.1	(1)	1.7	1.1	20

* Operating expenses include no compensation for active proprietors of unincorporated businesses.

x Withheld to avoid disclosure.

1 Less than one-tenth of one percent.

TABLE 5.—ANALYSIS OF OPERATING EXPENSES* OF WHOLESALE MERCHANT

BY KINDS OF BUSINESS AND AREAS—Continued

GEOGRAPHIC DIVISIONS AND 14 CITIES

[Only Establishments With Sales of $100,000 or More are Included in This Table]

KIND OF BUSINESS AND AREA	ALL ESTABLISHMENTS WITH SALES OF $100,000 OR MORE			ESTABLISHMENTS REPORTING ANALYSIS OF EXPENSES*									Average proprietors of unincorporated business
	Number	Sales (add 000)	Operating expenses, percent of sales	Number	Sales (add 000)	Operating expenses, percent of sales, by establishment size, by geographical area							
						Total	Administration	Selling	Delivery	Warehousing	Other salaries	Other	
JEWELRY—Con.													
ALL OTHER													
UNITED STATES TOTAL	139	$48,123	23.3	79	$29,953	24.4	8.2	8.9	1.1	1.3	3.5	1.4	48
Middle Atlantic	94	37,829	24.1	53	23,432	25.4	8.1	9.8	1.0	1.4	3.8	1.3	37
East North Central	19	5,343	19.1	12	3,584	19.8	9.2	5.3	1.7	.9	2.0	.7	1
Pacific	11	1,630	18.4	5	686	23.2	8.2	9.9	.4	.8	2.3	1.6	3
Other divisions	15	3,521	23.6	9	2,251	21.9	8.8	5.8	.8	.5	2.2	3.8	7
TOTAL, 14 CITIES	123	44,593	23.6	68	27,264	24.9	8.3	9.2	1.1	1.3	3.6	1.4	39
New York City	78	34,513	24.7	43	21,761	25.6	8.1	9.8	1.0	1.5	4.0	1.2	23
Other cities	45	10,080	19.7	25	5,503	22.3	9.3	6.7	1.3	.7	2.3	2.6	16
LUMBER AND CONSTRUCTION MATERIALS													
BUILDERS' SUPPLIES (General line)													
UNITED STATES TOTAL	132	60,499	16.4	79	34,226	17.5	5.1	3.1	2.8	2.4	2.7	1.4	29
Middle Atlantic	25	8,644	17.8	20	7,226	19.0	5.1	2.5	3.3	3.0	3.2	1.9	12
East North Central	18	12,525	10.4	6	1,611	17.7	5.2	5.3	2.1	2.9	1.5	.7	---
South Atlantic	20	10,308	20.6	16	8,402	16.8	4.9	2.9	3.0	1.8	2.4	1.8	---
East South Central	9	3,497	19.4	6	3,023	18.6	6.5	4.3	2.8	1.5	2.6	.9	3
Mountain	10	5,806	11.8	9	(x)	11.7	4.9	2.3	.7	1.4	1.7	.7	4
Other divisions	50	19,719	18.2	22	(x)	19.8	4.9	3.3	3.7	3.2	3.4	1.3	10
TOTAL, 14 CITIES	16	16,155	9.9	10	6,556	14.1	4.1	3.1	1.8	2.2	1.5	1.4	4
LUMBER													
UNITED STATES TOTAL	423	178,389	13.8	211	90,269	14.8	4.5	2.8	2.2	2.1	2.1	1.1	60
New England	21	14,223	13.3	12	7,683	15.2	4.3	2.2	4.1	1.0	2.4	1.2	5
Middle Atlantic	110	47,117	13.5	58	21,269	16.8	5.4	2.5	2.2	2.0	2.0	1.4	17
East North Central	91	37,889	15.0	46	18,652	16.2	5.2	3.3	3.1	1.5	2.1	1.0	10
West North Central	47	18,604	13.7	24	9,145	13.6	4.3	3.2	1.3	2.3	1.9	.6	3
South Atlantic	49	16,888	12.3	21	8,468	12.3	3.4	2.4	1.9	1.2	2.4	1.0	10
Pacific	59	30,880	13.5	38	19,917	15.1	3.8	2.8	1.4	4.0	1.9	1.2	8
Other divisions	46	12,788	14.2	15	5,135	11.6	3.6	2.8	2.0	.9	1.8	.5	7
TOTAL, 14 CITIES	169	82,365	14.3	91	38,283	16.6	5.0	3.1	2.0	3.0	2.4	1.1	21
Baltimore	8	3,102	15.0	7	(x)	13.0	4.3	2.4	.8	1.4	3.4	.7	2
Los Angeles	20	13,374	13.6	10	6,903	17.4	3.7	2.5	1.5	5.5	2.6	1.6	2
New York City	45	16,536	13.8	21	6,576	17.3	5.6	2.9	2.6	2.3	2.6	1.3	2
Philadelphia	16	8,110	12.5	8	2,482	19.3	7.1	1.9	2.2	3.4	3.2	1.7	7
St. Louis	15	5,805	17.2	9	2,790	19.0	5.9	4.5	1.3	4.3	2.3	.7	---
San Francisco	11	5,494	18.1	8	4,077	18.4	4.8	3.0	2.0	5.5	2.0	1.1	1
Other cities	53	29,944	14.1	28	(x)	14.9	5.1	3.6	2.4	1.1	1.8	.9	7
LUMBER AND MILLWORK													
UNITED STATES TOTAL	85	33,415	17.1	55	22,584	17.7	6.0	2.8	2.3	2.7	2.6	1.3	17
Middle Atlantic	26	10,914	22.0	20	8,826	20.3	5.9	3.0	3.7	2.9	3.1	1.7	1
East North Central	19	6,375	18.4	13	4,896	18.8	5.8	3.4	1.9	3.6	2.8	1.3	2
West South Central	7	1,806	16.4	5	(x)	16.0	5.0	2.3	2.0	2.3	3.8	.6	5
Pacific	10	2,665	15.9	6	1,573	15.6	5.2	3.6	1.2	3.3	1.3	1.0	4
Other divisions	23	11,655	12.2	11	(x)	13.9	6.8	1.8	1.1	1.6	1.7	.9	5
TOTAL, 14 CITIES	32	11,613	18.4	22	9,203	17.7	5.7	2.6	2.4	2.8	3.0	1.2	[illegible]
MILLWORK													
UNITED STATES TOTAL	163	53,369	22.0	114	40,120	22.4	7.0	4.3	2.1	4.7	2.9	1.4	23
Middle Atlantic	44	15,498	23.0	26	10,537	23.4	7.8	3.5	2.7	4.9	2.8	1.7	[illegible]
East North Central	40	13,217	21.3	32	11,069	21.4	7.7	3.5	1.6	4.6	2.7	1.3	5
West North Central	10	4,306	28.3	7	3,543	30.5	9.5	9.8	1.8	5.3	2.5	1.6	1
South Atlantic	14	4,586	15.4	8	1,704	12.3	3.9	3.2	.8	2.7	1.2	.5	---
West South Central	12	3,226	19.7	9	2,778	18.4	5.9	3.7	2.4	2.3	3.0	1.1	---
Pacific	23	5,662	19.8	16	4,165	19.1	5.3	3.6	1.9	2.9	4.1	1.3	7
Other divisions	20	6,875	24.4	18	6,324	24.8	5.7	4.8	2.8	7.1	3.1	1.3	2
TOTAL, 14 CITIES	57	21,467	22.2	39	15,430	22.7	6.8	3.7	2.5	4.9	2.9	1.9	13
New York City	16	6,344	22.8	10	5,113	22.4	8.2	3.2	3.3	3.1	2.6	2.0	1
Other cities	41	15,123	22.0	29	10,317	22.9	6.1	4.0	2.1	5.8	3.1	1.8	12
BRICK, TILE, AND TERRA COTTA													
UNITED STATES TOTAL	52	13,886	15.6	27	8,383	17.3	6.4	4.8	2.4	.8	1.9	1.2	11
Middle Atlantic	25	7,844	15.1	14	3,658	16.4	6.6	4.0	2.1	.6	1.6	1.5	6
East North Central	12	3,271	17.1	6	1,567	21.2	6.8	7.7	3.5	1.0	1.9	.3	2
Other divisions	15	2,571	15.3	7	1,158	14.8	5.0	2.3	1.9	1.2	3.2	1.2	3
TOTAL, 14 CITIES	31	5,906	17.7	18	4,612	16.5	6.6	4.1	2.2	.8	1.8	1.0	7
New York City	16	3,817	16.1	11	2,957	15.4	6.9	3.0	2.0	.5	1.6	1.4	5
Other cities	15	3,089	19.7	7	1,655	18.4	6.0	6.1	2.6	1.3	2.1	.3	2

* Operating expenses include no compensation for active proprietors of unincorporated businesses.
x Withheld to avoid disclosure.

TABLE 5.—ANALYSIS OF OPERATING EXPENSES* OF WHOLESALE MERCHANTS

BY KINDS OF BUSINESS AND AREAS—Continued

GEOGRAPHIC DIVISIONS AND 14 CITIES

(Only Establishments With Sales of $100,000 or More are Included in This Table)

KIND OF BUSINESS AND AREA	ALL ESTABLISHMENTS WITH SALES OF $100,000 OR MORE			ESTABLISHMENTS REPORTING ANALYSIS OF EXPENSES *									Active proprietors of unincorporated businesses
	Number	Sales (add 000)	Operating expenses, percent of sales	Number	Sales (add 000)	Operating expenses (including pay roll) of such establishments expressed as percent of sales: Total	Administrative	Selling	Delivery	Warehouse	Occupancy	Other	
LUMBER AND CONSTRUCTION MATERIALS—Con.													
CEMENT, LIME, AND PLASTER													
UNITED STATES TOTAL	39	$18,289	15.2	20	$7,640	16.9	4.6	2.2	5.4	1.3	2.2	1.2	1
Middle Atlantic	21	11,442	14.6	10	3,958	20.6	5.1	2.9	7.4	1.2	2.2	1.8	---
Other divisions	18	6,847	16.3	10	3,682	12.9	4.1	1.5	3.4	1.3	2.1	.5	1
GLASS													
UNITED STATES TOTAL	90	24,894	28.4	60	17,198	28.8	8.0	5.7	2.6	7.5	3.3	1.7	[illegible]
Middle Atlantic	27	8,148	25.1	19	5,130	26.5	8.2	5.3	3.1	5.7	2.7	1.5	3
East North Central	22	8,264	27.2	16	6,129	27.6	6.9	5.3	1.8	8.6	3.5	1.7	1
South Atlantic	7	1,471	31.9	5	(x)	33.7	9.0	8.2	2.4	8.0	3.8	2.3	---
Pacific	15	3,086	27.5	[illegible]	2,291	25.5	7.6	4.8	3.6	3.4	3.5	2.6	4
Other divisions	19	3,905	37.4	11	(x)	37.0	10.7	7.1	2.8	12.2	3.7	.5	---
TOTAL, 14 CITIES	45	15,079	26.0	32	10,636	27.2	7.5	5.4	2.7	6.7	3.0	1.9	5
Detroit	6	2,259	25.1	5	(x)	23.9	5.4	5.2	1.4	6.8	2.7	2.4	1
New York City	15	5,012	20.0	10	2,640	20.9	8.7	4.2	2.5	1.5	2.5	1.5	3
Other cities	24	7,808	30.2	17	(x)	31.2	7.7	6.0	3.3	9.0	3.3	1.9	1
ALL OTHER													
UNITED STATES TOTAL	427	152,114	19.0	259	96,351	19.4	5.2	3.1	4.8	2.1	2.5	1.7	69
New England	23	6,521	14.1	16	4,528	13.4	4.5	2.0	1.9	1.7	1.7	1.6	7
Middle Atlantic	158	61,802	20.8	90	33,570	24.3	5.7	2.7	7.5	1.2	4.1	3.1	22
East North Central	74	33,644	17.3	51	26,254	16.9	4.7	2.9	4.9	2.6	1.2	.6	15
West North Central	42	10,713	18.7	23	6,240	17.3	5.4	3.6	2.1	3.1	2.4	.7	6
South Atlantic	42	12,473	22.4	18	5,323	19.1	5.9	4.3	3.4	1.5	2.4	1.6	6
East South Central	14	4,497	16.4	7	2,541	18.0	4.8	2.5	4.4	1.5	2.3	2.5	---
West South Central	31	8,377	17.1	22	6,416	14.8	3.8	2.8	2.7	3.0	1.9	.6	5
Mountain	11	5,640	13.7	8	5,043	14.2	4.8	3.9	.5	2.5	1.5	1.0	---
Pacific	34	8,447	19.4	24	6,336	19.5	5.6	4.9	1.9	4.0	2.2	.9	8
TOTAL, 14 CITIES	157	77,864	20.6	92	46,562	23.0	5.7	3.2	6.9	2.3	2.8	2.1	21
Chicago	17	17,519	17.9	11	16,443	18.4	4.6	2.9	6.5	3.4	.6	.4	---
Cleveland	9	2,832	21.7	5	802	20.7	8.0	4.3	2.4	2.3	2.7	1.0	1
New York City	68	36,146	22.6	35	17,914	29.6	6.1	2.6	10.4	.7	5.4	4.4	3
Philadelphia	7	2,677	14.6	5	(x)	14.1	4.9	2.7	2.1	2.0	1.7	.7	3
Pittsburgh	9	3,378	16.0	7	(x)	18.1	7.7	1.8	4.0	1.1	2.2	1.2	5
Other cities	47	15,512	20.9	29	8,332	20.8	6.8	4.6	2.1	3.7	2.1	1.3	9
MACHINERY—EQUIPMENT—SUPPLIES													
COMMERCIAL EQUIPMENT AND SUPPLIES (Office machines and equipment)													
UNITED STATES TOTAL	47	12,098	28.9	23	7,132	28.9	11.4	9.9	1.5	2.7	2.3	1.1	13
Middle Atlantic	17	5,364	27.0	10	4,374	27.5	10.5	10.0	1.5	2.5	1.7	1.3	5
East North Central	15	4,195	31.9	7	1,887	32.9	14.4	9.6	1.5	3.9	2.3	1.2	4
Other divisions	15	2,539	27.7	6	871	27.4	9.7	9.9	1.5	1.0	4.8	.5	4
TOTAL, 14 CITIES	32	9,544	28.8	17	6,196	28.3	11.0	9.3	2.0	2.5	2.2	1.3	7
New York City	11	4,291	25.3	6	3,533	26.3	9.6	9.8	1.5	2.3	1.7	1.4	---
Other cities	21	5,253	31.7	11	2,663	31.1	13.0	8.7	2.7	2.8	2.8	1.1	7
COMMERCIAL EQUIPMENT AND SUPPLIES (Restaurant and hotel supply houses)													
UNITED STATES TOTAL	114	36,122	23.5	62	17,163	24.2	7.2	8.2	2.1	1.9	3.3	1.5	33
Middle Atlantic	32	9,992	20.6	18	4,154	22.5	6.5	6.9	2.0	1.9	3.8	1.4	10
East North Central	29	10,003	23.2	19	5,135	23.7	7.4	7.3	2.7	1.6	3.1	1.6	13
West North Central	9	2,045	23.5	6	1,430	21.6	9.3	4.9	1.7	1.7	2.8	1.2	3
South Atlantic	10	3,001	24.3	5	1,756	25.7	10.2	8.5	.7	2.5	2.3	1.5	2
Pacific	18	6,169	26.3	6	1,408	24.3	4.9	10.4	1.8	2.5	2.8	1.9	5
Other divisions	16	4,912	26.4	8	3,280	27.6	6.4	11.8	2.1	2.1	3.8	1.4	---
TOTAL, 14 CITIES	66	24,890	22.8	36	10,523	23.2	6.6	8.3	2.4	1.8	3.2	.9	17
Chicago	6	4,470	23.3	5	(x)	20.2	8.1	7.1	1.5	.9	2.2	.4	3
New York City	19	7,470	19.2	11	2,490	20.8	6.5	6.3	2.1	1.6	2.8	1.5	2
Other cities	41	12,950	24.6	20	(x)	24.9	6.2	9.4	2.7	2.2	3.6	.8	12
COMMERCIAL EQUIPMENT AND SUPPLIES (Garage and filling station equipment)													
UNITED STATES TOTAL	30	5,545	25.3	17	3,328	26.6	9.5	9.2	2.1	2.0	2.5	1.3	4
Middle Atlantic	6	1,378	24.2	5	(x)	24.5	8.3	6.2	2.5	3.5	3.3	.7	2
East North Central	9	1,991	26.9	6	1,205	31.6	12.1	13.1	1.7	1.6	2.2	.9	---
Other divisions	15	2,176	24.5	6	(x)	23.0	7.5	7.9	2.1	.9	2.0	2.6	2
TOTAL, 14 CITIES	15	3,412	24.6	10	2,277	26.3	10.0	9.3	2.0	1.8	2.5	.7	---

* Operating expenses include no compensation for active proprietors of unincorporated businesses.
x Withheld to avoid disclosure.

TABLE 5.—ANALYSIS OF OPERATING EXPENSES* OF WHOLESALE MERCHANTS

BY KINDS OF BUSINESS AND AREAS—Continued

GEOGRAPHIC DIVISIONS AND 14 CITIES

[Only Establishments With Sales of $100,000 or More are Included in This Table]

KIND OF BUSINESS AND AREA	ALL ESTABLISHMENTS WITH SALES OF $100,000 OR MORE			ESTABLISHMENTS REPORTING ANALYSIS OF EXPENSES*								Active proprietors of unincorporated businesses
	Number	Sales (add 000)	Operating expenses, percent of sales	Number	Sales (add 000)	Operating expenses (including pay roll) of such establishments expressed as percent of sales: Total	Administrative	Selling	Delivery	Warehouse	Occupancy	Other	
	MACHINERY—EQUIPMENT—SUPPLIES—Con.												
COMMERCIAL EQUIPMENT AND SUPPLIES (Soda fountain equipment and supplies)													
UNITED STATES TOTAL	6	$1,023	24.9	3	(x)	24.2	7.9	4.8	2.4	1.3	6.6	1.[illegible]	4
COMMERCIAL EQUIPMENT AND SUPPLIES (Store machines)													
UNITED STATES TOTAL	8	1,628	12.5	3	(x)	13.2	2.8	5.2	1.5	.7	2.1	.9	2
COMMERCIAL EQUIPMENT AND SUPPLIES (Store fixtures and equipment)													
UNITED STATES TOTAL	43	10,265	25.6	21	$4,188	29.7	12.0	7.0	3.3	1.9	2.9	2.6	8
Middle Atlantic	8	2,085	31.3	5	1,510	33.3	9.8	8.4	5.5	1.3	2.6	5.7	---
Other divisions	35	8,180	24.1	16	2,678	27.7	13.2	6.2	2.0	2.2	3.2	.9	8
TOTAL, 14 CITIES	21	6,730	24.1	12	2,518	31.4	11.7	6.3	3.9	2.1	3.3	4.1	4
COMMERCIAL EQUIPMENT AND SUPPLIES (All other)													
UNITED STATES TOTAL	90	21,749	19.9	49	11,635	20.2	6.3	6.3	1.8	1.9	2.4	1.5	23
Middle Atlantic	30	7,599	17.9	15	3,575	18.3	6.6	5.1	1.8	1.2	2.5	1.1	8
East North Central	16	4,477	19.3	9	1,823	18.6	6.2	6.3	.8	2.1	2.2	1.0	5
West North Central	10	2,426	19.0	7	2,016	16.8	4.9	5.2	2.3	1.5	2.4	.5	3
Pacific	19	4,502	22.6	10	2,552	23.8	5.2	6.5	2.3	4.0	2.6	3.2	5
Other divisions	15	2,945	22.3	8	1,669	24.8	9.3	10.1	1.5	.8	1.9	1.2	2
TOTAL, 14 CITIES	54	13,553	20.8	30	7,050	21.5	6.6	6.0	1.8	2.5	2.7	1.9	15
New York City	15	4,292	20.5	9	2,031	20.8	6.4	7.0	2.3	1.1	2.9	1.1	2
Other cities	39	9,261	20.9	21	5,019	21.7	6.6	5.5	1.6	3.1	2.6	2.3	13
FARM AND DAIRY (Dairy equipment)													
UNITED STATES TOTAL	53	16,998	18.2	34	11,578	20.5	6.8	8.1	1.1	1.6	1.6	1.3	14
East North Central	13	4,798	24.2	9	3,795	27.8	8.9	13.3	1.2	1.5	1.5	1.4	4
West North Central	15	4,372	17.2	12	3,777	16.6	5.9	5.9	1.4	1.4	1.1	.9	4
Other divisions	25	7,828	15.2	13	4,006	17.3	5.8	5.4	.8	1.7	2.0	1.6	9
FARM AND DAIRY (Farm implements)													
UNITED STATES TOTAL	6	2,534	22.3	5	(x)	22.5	11.0	8.0	.4	1.3	1.6	.2	---
FARM AND DAIRY (Farm machinery and equipment)													
UNITED STATES TOTAL	71	29,721	14.9	45	15,745	16.0	5.4	4.3	1.1	1.8	2.1	1.3	8
Middle Atlantic	6	2,315	18.1	5	(x)	17.8	8.0	6.0	.5	1.1	1.2	1.0	---
East North Central	13	10,445	10.9	8	4,716	11.8	4.4	3.7	.5	1.1	1.1	1.0	1
West North Central	10	2,883	15.3	6	1,436	15.2	5.2	4.2	.3	2.6	2.0	.9	1
West South Central	7	2,145	11.6	5	(x)	11.0	3.8	3.6	.4	.9	1.8	.5	---
Pacific	18	5,270	18.9	11	3,066	21.1	6.7	5.6	.8	2.3	2.6	3.1	1
Other divisions	17	6,663	17.6	10	3,310	18.8	4.8	3.5	3.3	2.5	3.9	.8	2
TOTAL, 14 CITIES	14	4,611	19.5	10	2,297	22.3	7.9	6.8	.9	2.1	2.5	2.1	1
INDUSTRIAL MACHINERY, EQUIPMENT, AND SUPPLIES (Industrial--general line)													
UNITED STATES TOTAL	105	69,541	18.8	79	57,980	18.5	6.3	5.6	1.2	1.8	2.3	1.3	14
New England	7	2,332	22.2	6	(x)	22.0	7.1	6.2	1.5	1.9	3.4	1.9	---
Middle Atlantic	11	5,948	21.8	9	(x)	21.8	6.2	6.1	1.3	2.0	3.1	3.1	3
East North Central	19	11,230	21.9	17	(x)	21.9	7.4	7.3	1.2	2.2	2.7	1.1	2
West North Central	8	6,745	12.7	6	(x)	11.8	4.3	3.9	1.0	.7	1.2	.7	---
South Atlantic	19	10,327	17.6	13	7,641	17.6	7.1	5.4	.7	1.3	2.1	1.0	2
East South Central	14	9,986	17.3	10	8,761	17.1	6.0	5.6	1.0	1.4	2.2	.9	7
West South Central	18	12,059	20.0	13	8,121	19.3	6.5	5.5	1.4	1.4	2.6	1.9	---
Other divisions	9	10,914	18.2	5	9,481	18.0	6.5	4.6	1.3	2.9	2.1	1.1	---
TOTAL, 14 CITIES	17	19,171	20.8	16	(x)	20.7	6.9	6.1	1.2	2.6	2.5	1.4	3
INDUSTRIAL MACHINERY, EQUIPMENT, AND SUPPLIES (Belting, hose, and packing)													
UNITED STATES TOTAL	64	13,203	23.6	42	8,889	23.7	9.2	8.0	1.5	1.2	2.9	.9	5
Middle Atlantic	21	4,963	25.4	18	3,635	26.2	9.7	9.8	1.9	1.1	3.2	.5	1
East North Central	19	3,491	21.9	10	1,835	21.9	8.4	6.9	1.5	1.0	3.8	.3	---
West North Central	6	1,614	19.3	5	(x)	19.0	8.0	5.3	.9	1.9	1.4	1.5	3
Other divisions	18	3,115	24.6	9	(x)	24.5	9.7	7.8	1.3	1.2	2.6	1.9	2
TOTAL, 14 CITIES	36	6,597	27.3	25	4,775	28.4	10.6	10.6	1.4	1.3	3.5	1.0	2

* Operating expenses include no compensation for active proprietors of unincorporated businesses.
x Withheld to avoid disclosure.

TABLE 5.—ANALYSIS OF OPERATING EXPENSES* OF WHOLESALE MERCHANTS

BY KINDS OF BUSINESS AND AREAS—Continued

GEOGRAPHIC DIVISIONS AND 14 CITIES

[Only Establishments With Sales of $100,000 or More are Included in This Table]

KIND OF BUSINESS AND AREA	ALL ESTABLISHMENTS WITH SALES OF $100,000 OR MORE			ESTABLISHMENTS REPORTING ANALYSIS OF EXPENSES *								Active proprietors of unincorporated businesses
	Number	Sales (add 000)	Operating expenses, percent of sales	Number	Sales (add 000)	Operating expenses (including pay roll) of such establishments expressed as percent of sales: Total	Administrative	Selling	Delivery	Warehouse	Occupancy	Other	
	MACHINERY—EQUIPMENT—SUPPLIES—Con.												
INDUSTRIAL MACHINERY, EQUIPMENT, AND SUPPLIES (Construction--except road building)													
UNITED STATES TOTAL	69	$20,436	22.0	33	$12,098	20.0	6.3	6.7	.9	2.5	2.4	1.2	8
East North Central	13	3,613	21.2	7	2,367	19.0	6.3	7.8	.5	1.9	1.9	.6	---
West North Central	12	2,978	22.4	6	1,762	17.7	5.7	6.7	.6	2.2	1.7	.8	1
Pacific	14	6,581	18.2	9	4,336	18.9	5.4	6.3	.7	2.7	2.4	1.4	4
Other divisions	30	7,264	25.7	11	3,633	23.2	7.7	6.4	1.5	2.8	3.3	1.5	3
TOTAL, 14 CITIES	25	7,924	26.9	12	4,646	24.4	8.1	8.2	.8	3.2	2.5	1.6	2
INDUSTRIAL MACHINERY, EQUIPMENT, AND SUPPLIES (Road building)													
UNITED STATES TOTAL	151	67,876	19.0	70	37,091	18.7	5.2	6.9	1.3	1.5	2.1	1.7	19
Middle Atlantic	18	10,036	18.1	11	7,856	17.2	6.3	6.7	.9	1.1	.8	1.4	3
East North Central	15	5,168	19.7	[illegible]	3,336	19.2	5.8	7.7	1.9	1.3	1.2	1.3	4
West North Central	31	12,772	19.2	15	7,117	21.0	6.0	7.6	1.1	2.0	2.4	1.9	2
South Atlantic	22	11,527	18.3	11	5,677	18.8	4.5	5.7	2.3	1.3	2.5	2.5	3
East South Central	14	9,587	18.4	5	3,862	17.8	3.5	6.7	1.6	1.0	2.8	2.0	2
Mountain	14	6,214	17.7	7	4,198	17.8	4.7	6.5	.8	1.7	3.3	.8	3
Pacific	14	5,250	20.4	5	2,564	17.8	3.2	7.0	1.2	2.0	2.2	2.2	---
Other divisions	23	7,322	21.6	7	2,481	19.5	5.5	7.4	1.3	1.4	2.8	1.1	2
TOTAL, 14 CITIES	24	13,525	19.5	12	9,349	17.3	6.0	7.1	1.0	1.2	1.0	1.0	---
INDUSTRIAL MACHINERY, EQUIPMENT, AND SUPPLIES (Machine tools)													
UNITED STATES TOTAL	60	23,906	15.5	26	9,347	18.7	7.5	5.7	1.3	1.3	2.2	.7	14
Middle Atlantic	17	5,206	14.2	6	1,902	16.9	8.2	4.6	.9	.6	2.1	.5	3
East North Central	24	11,713	13.9	13	4,703	19.0	7.3	6.1	1.3	1.9	1.8	.6	9
Other divisions	19	6,987	19.0	7	2,742	19.5	7.4	5.9	1.7	.8	2.7	1.0	2
TOTAL, 14 CITIES	39	18,756	15.2	18	7,046	19.1	7.7	5.9	1.3	1.5	2.2	.5	12
Chicago	9	3,925	22.2	7	(x)	20.9	8.3	6.6	1.6	1.9	1.8	.7	7
Other cities	30	14,831	13.4	11	(x)	17.4	7.2	5.4	.9	1.0	2.5	.4	5
INDUSTRIAL MACHINERY, EQUIPMENT, AND SUPPLIES (Mine and mill supplies)													
UNITED STATES TOTAL	232	92,203	18.9	142	64,194	18.5	6.5	5.5	1.6	1.5	2.1	1.3	31
New England	18	6,870	21.1	13	5,363	22.0	9.1	6.3	1.4	1.5	2.6	.9	---
Middle Atlantic	47	21,493	18.9	34	17,351	18.2	6.7	4.9	1.9	1.8	2.1	.8	8
East North Central	48	16,850	19.7	31	11,970	19.3	6.4	6.0	1.7	2.0	1.9	1.3	12
West North Central	12	4,939	19.5	8	3,479	20.5	6.0	7.3	1.8	1.8	2.5	1.1	2
South Atlantic	42	17,959	16.8	20	9,625	16.4	5.6	4.4	1.1	1.0	2.2	2.1	3
East South Central	22	5,776	20.5	11	2,960	19.0	5.8	4.3	2.3	1.5	2.7	2.4	3
West South Central	9	6,833	14.2	6	6,269	14.3	5.3	4.9	.9	1.2	1.5	.5	3
Mountain	12	4,717	20.3	5	1,801	19.4	5.6	6.3	.9	1.1	2.3	1.2	---
Pacific	22	6,766	23.0	14	5,376	21.6	7.7	7.2	1.6	1.3	1.7	2.1	---
TOTAL, 14 CITIES	42	20,124	20.8	30	15,660	20.0	6.9	5.5	2.3	1.6	2.4	1.3	12
Chicago	8	3,334	17.1	7	(x)	16.6	6.6	4.2	2.2	1.4	1.7	.5	4
Pittsburgh	9	5,595	19.0	8	(x)	19.1	6.3	5.1	1.4	2.2	3.0	1.1	2
Other cities	25	11,195	22.8	15	7,121	22.1	7.6	6.4	3.0	1.1	2.2	1.8	6
INDUSTRIAL MACHINERY, EQUIPMENT, AND SUPPLIES (Oil well supply houses)													
UNITED STATES TOTAL	463	160,058	9.2	164	66,959	11.3	3.1	3.2	.9	1.1	1.5	1.5	20
East North Central	51	16,805	6.9	16	4,263	9.9	3.6	2.1	.7	.6	1.0	1.9	---
West North Central	26	4,888	8.6	5	1,468	8.9	2.6	2.5	.6	.9	1.1	1.2	---
West South Central	286	102,358	9.3	118	47,507	11.7	3.3	3.5	1.1	1.0	1.4	1.4	12
Pacific	49	22,201	9.3	15	11,363	9.4	1.7	2.6	.4	1.5	1.6	1.6	6
Other divisions	51	13,806	11.1	10	2,358	14.8	5.4	2.2	1.3	2.6	2.3	1.0	2
INDUSTRIAL MACHINERY, EQUIPMENT, AND SUPPLIES (Power plant and power transmission)													
UNITED STATES TOTAL	27	8,018	16.6	20	4,864	20.8	9.3	6.2	1.1	.9	2.4	.9	[illegible]
Middle Atlantic	9	3,694	14.8	5	1,052	25.9	12.7	6.9	1.0	1.5	2.3	1.5	3
Pacific	5	761	23.8	5	761	23.8	9.3	7.0	1.3	1.7	2.9	1.6	2
Other divisions	13	3,563	17.0	10	3,051	18.2	8.0	5.8	1.0	.4	2.4	.6	3
TOTAL, 14 CITIES	16	6,201	16.2	11	3,455	20.6	9.8	6.0	.9	.8	2.1	1.0	5
INDUSTRIAL MACHINERY, EQUIPMENT, AND SUPPLIES (Printing and lithographing--except paper)													
UNITED STATES TOTAL	32	7,324	31.8	8	2,556	34.1	10.3	15.0	1.1	2.8	4.3	.6	---
TOTAL, 14 CITIES	28	6,815	31.6	7	2,431	34.2	9.7	15.5	1.0	3.0	4.4	.6	---

* Operating expenses include no compensation for active proprietors of unincorporated businesses.

x Withheld to avoid disclosure.

TABLE 5.—ANALYSIS OF OPERATING EXPENSES* OF WHOLESALE MERCHANTS

BY KINDS OF BUSINESS AND AREAS—Continued

[Only Establishments With Sales of $100,000 or More are Included in This Table]

GEOGRAPHIC DIVISIONS AND 14 CITIES

KIND OF BUSINESS AND AREA	ALL ESTABLISHMENTS WITH SALES OF $100,000 OR MORE			ESTABLISHMENTS REPORTING ANALYSIS OF EXPENSES*									Activ propri [illegible] total [illegible]
	Number	Sales (add 000)	Operating expenses percent of sales	Number	Sales (add 000)	Operating expenses (including payroll of each establishment expressed in percent of sales): Total	Administrative	Selling	Depreciation	Warehousing	Occupancy	Other	
	MACHINERY—EQUIPMENT—SUPPLIES—Con.												
INDUSTRIAL MACHINERY, EQUIPMENT, AND SUPPLIES (Rope, cordage, and twine)													
UNITED STATES TOTAL	29	$11,709	13.6	21	$8,659	14.6	5.8	5.1	1.4	.6	1.4	.3	2
Middle Atlantic	12	5,366	15.7	8	3,402	15.4	6.1	5.8	1.5	.2	1.3	.5	1
East North Central	6	3,342	14.3	6	3,342	14.3	5.5	4.5	1.7	1.1	1.5	(1)	-
Other divisions	11	3,001	12.5	7	1,915	13.8	5.5	4.8	1.0	.6	1.3	.6	---
TOTAL, 14 CITIES	20	9,227	13.6	14	6,750	14.7	5.8	5.4	1.4	.6	1.2	.3	2
INDUSTRIAL MACHINERY, EQUIPMENT, AND SUPPLIES (Textile)													
UNITED STATES TOTAL	17	6,199	20.5	12	4,511	19.9	7.4	4.4	1.9	2.4	2.7	1.1	2
INDUSTRIAL MACHINERY, EQUIPMENT, AND SUPPLIES (Used machinery and equipment)													
UNITED STATES TOTAL	35	7,374	27.3	15	3,214	27.0	6.9	5.9	2.8	4.0	2.8	4.6	15
TOTAL, 14 CITIES	16	3,529	27.8	6	1,365	25.2	5.8	3.5	2.1	4.3	2.4	7.2	14
INDUSTRIAL MACHINERY, EQUIPMENT, AND SUPPLIES (All other)													
UNITED STATES TOTAL	409	131,717	19.3	212	77,286	19.2	7.6	5.6	1.4	1.4	2.0	1.2	70
New England	28	8,295	16.8	9	4,092	14.8	6.6	4.6	.9	.7	1.2	.8	---
Middle Atlantic	109	39,820	19.7	57	24,273	18.4	7.6	4.8	1.4	1.3	1.6	1.7	31
East North Central	95	31,765	20.2	53	21,295	20.4	7.9	6.2	1.3	1.6	2.5	.9	11
South Atlantic	20	6,925	17.2	16	4,080	18.1	7.4	4.3	2.1	.9	2.5	.9	1
East South Central	11	3,090	17.3	5	1,305	15.3	7.4	3.8	.8	.9	[illegible]	.2	5
West South Central	30	7,339	16.0	14	3,271	19.4	7.0	5.4	1.2	2.7	[illegible]	1.0	4
Pacific	61	23,136	19.5	32	12,110	19.6	7.8	6.9	.8	1.4	1.7	1.0	2
Other divisions	49	11,333	21.0	26	6,840	21.1	6.9	5.3	3.4	1.8	2.5	1.2	14
TOTAL, 14 CITIES	228	77,880	20.3	126	51,002	19.8	8.0	5.7	1.6	1.4	2.0	1.1	30
Boston	12	5,049	14.1	5	3,322	13.6	5.6	4.7	.8	.8	.8	.9	---
Chicago	36	13,049	21.2	20	[illegible]	20.4	7.3	6.3	1.5	1.9	2.7	.7	7
Cleveland	11	2,560	27.7	5	1,348	25.4	9.3	8.7	1.7	2.2	[illegible]	1.3	1
Detroit	15	6,371	20.5	10	[illegible]	20.0	8.7	5.4	1.1	1.3	2.6	.9	4
Los Angeles	21	10,814	17.7	11	7,889	18.5	7.6	7.1	.6	1.2	1.4	.6	3
New York City	62	19,945	22.0	32	10,506	22.1	9.9	4.7	2.3	1.2	[illegible]	1.8	9
Philadelphia	17	5,013	22.3	10	3,704	21.8	8.3	7.2	1.4	2.5	1.6	.8	7
Pittsburgh	9	4,763	16.6	6	[illegible]	16.8	6.9	4.5	.8	1.4	1.9	1.3	3
San Francisco	9	1,564	22.1	7	(x)	22.7	9.1	7.0	1.0	1.9	[illegible]	1.4	4
Other cities	37	8,732	19.8	20	(x)	18.7	6.9	4.4	3.7	1.0	2.0	.7	4
PROFESSIONAL EQUIPMENT AND SUPPLIES (Dental supply houses)													
UNITED STATES TOTAL	107	24,936	30.0	62	14,849	30.6	10.5	11.5	2.0	.6	2.7	[illegible]	10
Middle Atlantic	25	7,597	29.4	15	[illegible]	31.9	11.1	13.7	2.3	.7	2.2	1.9	9
East North Central	14	3,409	31.0	7	1,646	29.3	10.8	11.3	2.1	.5	2.4	2.2	---
South Atlantic	11	1,964	29.3	6	1,252	27.3	8.4	10.9	[illegible]	.1	3.4	2.5	---
West South Central	9	1,661	29.3	7	(x)	31.2	10.1	11.1	1.5	.6	3.0	4.7	---
Pacific	16	3,984	29.3	7	1,891	29.3	9.8	10.7	2.0	.7	2.6	3.5	---
Other divisions	32	[illegible]	30.9	20	(x)	31.3	10.9	10.4	1.8	[illegible]	3.1	3.9	1
TOTAL, 14 CITIES	45	13,101	29.6	25	7,410	30.1	10.2	12.2	2.4	.8	2.8	1.7	7
PROFESSIONAL EQUIPMENT AND SUPPLIES (Religious supply houses)													
UNITED STATES TOTAL	24	5,996	27.6	12	3,568	28.4	12.2	8.6	2.1	1.1	3.0	1.4	[illegible]
Middle Atlantic	12	3,138	24.1	8	[illegible]	23.1	10.6	6.4	1.9	.3	2.3	1.6	9
Other divisions	12	2,860	31.4	4	[illegible]	[illegible]	15.4	12.7	[illegible]	2.8	4.2	[illegible]	1
TOTAL, 14 CITIES	17	4,100	27.3	10	[illegible]	27.2	12.6	7.7	2.2	1.1	2.6	1.6	9
PROFESSIONAL EQUIPMENT AND SUPPLIES (School equipment and supplies)													
UNITED STATES TOTAL	49	18,143	[illegible]	34	12,238	[illegible]	7.5	8.5	1.8	2.8	2.9	1.4	[illegible]
Middle Atlantic	[illegible]	2,144	27.4	[illegible]	(x)	29.0	11.1	9.1	1.8	3.6	2.9	.5	-
East North Central	11	[illegible]	[illegible]	[illegible]	3,274	27.8	7.2	12.2	2.0	1.6	3.1	1.7	---
West North Central	[illegible]	[illegible]	24.2	[illegible]	2,811	21.8	5.1	6.2	1.7	4.7	2.5	[illegible]	1
West South Central	7	1,487	[illegible]	5	(x)	[illegible]	6.4	9.1	.7	2.2	3.9	[illegible]	4
Other divisions	14	4,242	23.2	[illegible]	3,171	[illegible]	7.6	6.2	2.0	[illegible]	2.8	[illegible]	[illegible]

* Operating expenses include [illegible] for [illegible] [illegible] expenses.

x Withheld to avoid disclosure.

: Less than one-tenth of one percent.

TABLE 5.—ANALYSIS OF OPERATING EXPENSES* OF WHOLESALE MERCHANTS

BY KINDS OF BUSINESS AND AREAS—Continued

GEOGRAPHIC DIVISIONS AND 14 CITIES

[Only Establishments With Sales of $100,000 or More are Included in This Table]

KIND OF BUSINESS AND AREA	ALL ESTABLISHMENTS WITH SALES OF $100,000 OR MORE			ESTABLISHMENTS REPORTING ANALYSIS OF EXPENSES*									Active proprietors of unincorporated businesses
	Number	Sales (add 000)	Operating expenses, percent of sales	Number	Sales (add 000)	Operating expenses (including pay roll) of such establishments expressed as percent of sales: Total	Administrative	Selling	Delivery	Warehouse	Occupancy	Other	
MACHINERY—EQUIPMENT—SUPPLIES—Con.													
PROFESSIONAL EQUIPMENT AND SUPPLIES (Surgical, medical, and hospital)													
UNITED STATES TOTAL	141	$40,966	26.2	45	$19,234	28.4	10.8	11.3	1.6	1.2	2.5	1.0	14
Middle Atlantic	36	11,250	24.4	12	4,308	29.0	12.8	9.1	2.3	1.3	2.5	1.2	2
East North Central	33	11,663	26.9	14	6,753	27.3	10.4	11.2	1.8	1.0	2.2	.7	4
West North Central	15	8,341	30.0	8	5,217	30.6	11.0	13.8	1.1	1.5	2.5	.7	2
Other divisions	57	11,712	25.3	11	2,976	26.0	8.7	10.5	.9	1.2	3.2	1.5	6
TOTAL, 14 CITIES	75	27,216	25.0	23	13,570	26.9	10.5	11.4	1.5	.9	1.7	.9	6
Boston	7	2,317	23.9	---	---	---	---	---	---	--	---	---	---
New York City	24	6,676	22.3	9	1,985	23.5	10.9	7.7	1.1	.2	2.3	1.3	2
Other cities	44	18,223	26.2	14	11,585	27.4	10.4	12.0	1.5	1.1	1.6	.8	4
PROFESSIONAL EQUIPMENT AND SUPPLIES (All other)													
UNITED STATES TOTAL	38	10,549	24.1	18	4,465	24.5	8.3	6.6	2.6	1.9	4.1	1.0	8
Middle Atlantic	15	4,416	24.9	8	1,653	23.1	8.3	4.8	2.9	1.4	4.7	1.0	6
Other divisions	21	6,133	23.6	10	2,812	25.4	8.3	7.6	2.5	2.2	3.8	1.0	2
TOTAL, 14 CITIES	22	8,194	24.3	12	3,359	25.9	8.5	7.5	2.9	1.8	4.4	.8	5
SERVICE EQUIPMENT AND SUPPLIES (Barber and beauty supply houses)													
UNITED STATES TOTAL	104	21,447	35.4	59	11,342	34.1	10.2	11.2	3.8	2.1	3.8	3.0	49
New England	7	1,336	30.2	6	(x)	30.1	10.3	10.0	2.5	2.5	2.8	2.0	4
Middle Atlantic	35	8,002	36.9	18	3,185	34.1	11.9	11.2	3.7	1.7	4.2	1.4	23
East North Central	20	3,510	31.5	14	2,654	30.7	8.3	10.4	3.8	2.1	3.6	2.5	15
Pacific	12	2,975	36.8	8	1,437	34.7	10.2	11.5	3.2	3.0	4.4	2.4	3
Other divisions	30	5,624	36.3	13	(x)	38.6	10.1	12.3	4.5	1.9	3.8	6.0	4
TOTAL, 14 CITIES	56	13,218	34.6	32	6,504	31.6	9.9	10.4	3.5	2.4	3.5	1.9	35
Chicago	7	1,351	29.5	6	(x)	29.6	7.7	11.3	3.8	1.7	2.6	2.5	7
New York City	16	4,988	38.8	5	721	32.3	10.5	11.8	2.4	2.5	3.4	1.7	1
Other cities	31	6,881	32.5	21	(x)	32.0	10.4	9.9	3.6	2.5	3.8	1.8	27
SERVICE EQUIPMENT AND SUPPLIES (Laundry and dry cleaning)													
UNITED STATES TOTAL	89	29,566	19.9	53	19,874	18.5	5.8	6.3	2.3	1.2	1.4	1.5	8
New England	6	1,661	28.7	5	(x)	25.9	6.4	8.5	2.9	2.2	2.0	3.9	---
Middle Atlantic	18	8,442	19.8	12	5,575	18.1	5.7	6.1	3.0	1.0	1.0	1.3	4
East North Central	18	5,640	20.2	7	2,659	18.4	6.7	6.0	2.3	1.1	1.3	1.0	1
South Atlantic	14	4,111	17.7	8	2,258	17.7	5.9	6.8	1.5	.8	1.3	1.4	2
West South Central	8	1,737	21.2	5	1,344	19.4	6.2	5.9	2.8	1.3	1.7	1.5	1
Pacific	10	5,033	16.7	9	(x)	16.4	4.9	5.6	1.5	1.5	1.8	1.1	---
Other divisions	15	2,942	22.2	7	1,723	20.1	6.0	7.7	2.0	1.0	1.5	1.9	---
TOTAL, 14 CITIES	44	17,434	20.0	27	11,579	18.4	6.0	6.1	2.6	1.2	1.3	1.2	4
New York City	11	6,028	18.8	7	3,556	17.4	5.2	6.1	3.2	.7	1.1	1.1	2
Other cities	33	11,406	20.7	20	8,023	18.8	6.3	6.1	2.3	1.4	1.4	1.3	2
SERVICE EQUIPMENT AND SUPPLIES (Tailors' supplies)													
UNITED STATES TOTAL	8	1,491	20.7	6	(x)	21.1	7.6	8.0	1.6	.6	2.1	1.2	3
TOTAL, 14 CITIES	5	707	18.4	3	(x)	18.2	5.0	6.5	2.4	.5	2.6	1.2	1
SERVICE EQUIPMENT AND SUPPLIES (Undertakers' supplies)													
UNITED STATES TOTAL	13	1,920	29.7	7	1,135	31.0	8.2	9.3	2.8	3.1	4.6	3.0	---
TOTAL, 14 CITIES	6	983	27.7	4	(x)	28.6	7.0	8.5	3.1	2.0	3.7	4.3	---
SERVICE EQUIPMENT AND SUPPLIES (Upholsterers' supplies)													
UNITED STATES TOTAL	88	22,104	23.5	61	14,814	24.2	9.3	7.2	1.7	1.6	3.1	1.3	18
Middle Atlantic	45	11,286	23.3	31	7,638	24.3	8.9	7.2	1.9	1.2	3.8	1.3	14
East North Central	22	5,442	25.7	14	3,496	28.0	12.4	8.5	1.2	2.3	2.1	1.5	2
Pacific	5	1,100	20.2	5	1,100	20.2	7.5	4.5	2.4	2.0	2.8	1.0	1
Other divisions	16	4,276	21.9	11	2,580	20.3	7.2	6.1	1.6	1.4	2.7	1.3	1
TOTAL, 14 CITIES	71	17,505	23.4	52	12,943	24.3	9.5	7.3	1.6	1.5	3.1	1.3	18
Chicago	9	2,332	18.3	5	1,472	18.3	7.4	5.1	.8	2.0	1.8	1.2	2
New York City	35	9,636	23.5	26	6,844	25.0	9.1	7.5	1.9	1.2	4.1	1.2	12
Other cities	27	5,537	25.3	21	4,627	25.2	10.7	7.7	1.5	1.9	2.1	1.3	4

* Operating expenses include no compensation for active proprietors of unincorporated businesses.

x Withheld to avoid disclosure.

TABLE 5.—ANALYSIS OF OPERATING EXPENSES* OF WHOLESALE MERCHANTS

BY KINDS OF BUSINESS AND AREAS—Continued

[Only Establishments With Sales of $100,000 or More are Included in This Table]

GEOGRAPHIC DIVISIONS AND 14 CITIES

KIND OF BUSINESS AND AREA	ALL ESTABLISHMENTS WITH SALES OF $100,000 OR MORE: Number	Sales (add 000)	Operating expenses, percent of sales	ESTABLISHMENTS REPORTING ANALYSIS OF EXPENSES*: Number	Sales (add 000)	Operating expenses (including fees paid to such establishments) as a percent of sales: Total	Administration	Selling	Delivery	Warehousing	Other facilities	Other	Active proprietors included in unincorporated business
	MACHINERY—EQUIPMENT—SUPPLIES—Con.												
SERVICE EQUIPMENT AND SUPPLIES (All other)													
UNITED STATES TOTAL	89	$19,506	21.7	47	$10,544	22.2	8.0	7.6	1.6	1.1	2.6	1.3	23
Middle Atlantic	34	9,353	19.6	17	4,958	19.4	6.9	6.6	1.4	.7	2.5	1.3	11
East North Central	22	3,904	28.0	10	1,876	31.5	13.1	10.9	2.0	1.4	2.5	1.7	3
West North Central	6	1,292	20.7	5	(x)	20.3	7.5	8.4	1.6	1.0	1.7	.1	2
Pacific	[illegible]	1,589	20.6	6	(x)	22.0	6.0	7.3	1.5	1.9	3.7	1.6	3
Other divisions	19	3,368	20.0	9	1,423	21.2	6.9	6.3	1.8	1.8	3.3	1.1	4
TOTAL, 14 CITIES	61	14,549	21.1	34	8,394	21.4	7.6	7.8	1.6	.8	2.4	1.2	15
New York City	25	7,680	18.8	12	4,086	17.6	6.0	5.8	1.3	.5	2.3	1.5	7
St. Louis	6	1,292	20.7	5	(x)	20.3	7.5	8.4	1.6	1.0	1.7	.1	2
Other cities	30	5,577	24.5	17	(x)	26.8	9.6	10.2	2.0	1.2	2.5	1.3	6
TRANSPORTATION EQUIPMENT AND SUPPLIES (Aircraft and aeronautical)													
UNITED STATES TOTAL	5	2,066	26.7	2	(x)	21.0	7.7	4.0	.4	3.7	2.7	2.5	---
TRANSPORTATION EQUIPMENT AND SUPPLIES (Railroad)													
UNITED STATES TOTAL	34	22,730	24.4	16	14,907	23.8	11.0	6.8	1.5	.9	1.0	4.6	2
TRANSPORTATION EQUIPMENT AND SUPPLIES (Marine)													
UNITED STATES TOTAL	69	17,763	20.3	41	11,362	20.3	7.7	5.1	1.6	2.2	2.5	1.2	17
Middle Atlantic	19	4,006	22.3	11	2,878	21.3	9.0	4.3	2.5	1.9	2.6	1.0	4
West South Central	10	2,155	18.0	[illegible]	(x)	17.1	6.2	3.9	2.3	1.3	2.7	.7	4
Pacific	24	7,640	21.1	16	5,559	21.1	7.5	5.9	1.1	2.6	2.5	1.5	4
Other divisions	16	3,962	18.1	6	(x)	19.0	7.3	5.0	1.3	2.2	2.0	1.2	5
TOTAL, 14 CITIES	35	8,698	20.9	21	5,834	20.9	8.4	4.8	2.0	2.2	2.5	1.0	9
New York City	15	3,412	22.4	9	2,540	22.0	9.4	4.4	2.5	2.1	2.4	1.2	4
Other cities	20	5,286	20.0	12	3,094	19.9	7.5	5.0	1.6	2.3	2.7	.8	5
TRANSPORTATION EQUIPMENT AND SUPPLIES (Other)													
UNITED STATES TOTAL	1	(x)	(x)	1	(x)	(x)	(x)	(x)	(x)	(x)	(x)	(x)	(x)
	METALS AND METAL WORK (EXCEPT SCRAP)												
BUILDING METAL WORK													
UNITED STATES TOTAL	37	9,840	18.6	22	6,421	19.2	6.2	3.4	2.6	3.0	2.8	1.2	14
Middle Atlantic	13	4,098	17.8	[illegible]	2,753	18.3	6.2	3.7	3.2	2.1	1.6	1.5	5
Other divisions	24	5,742	19.2	14	3,668	19.9	6.2	3.1	2.1	3.7	3.7	1.1	9
TOTAL, 14 CITIES	13	3,976	17.3	7	2,694	18.3	6.0	3.7	3.1	2.3	1.6	1.6	6
IRON AND STEEL PRODUCTS (General line)													
UNITED STATES TOTAL	78	74,974	19.4	63	66,677	19.3	5.8	4.8	1.7	3.9	2.2	.9	18
Middle Atlantic	16	16,599	19.2	13	14,537	18.5	5.9	4.9	1.8	3.1	2.2	.6	10
East North Central	24	33,301	19.5	19	31,210	19.8	5.8	5.2	1.6	4.4	2.3	.5	4
South Atlantic	5	1,568	16.3	5	1,568	16.3	5.3	2.9	1.1	1.6	3.7	1.7	2
Pacific	16	8,392	21.1	13	6,081	21.7	7.9	4.7	1.9	3.8	1.6	1.8	2
Other divisions	17	15,114	18.9	13	13,281	18.2	4.6	4.1	1.8	3.9	2.3	1.5	---
TOTAL, 14 CITIES	35	46,996	19.2	30	44,153	19.4	5.7	5.3	1.5	4.0	2.3	.6	13
Chicago	6	16,032	20.4	5	(x)	20.4	4.7	6.7	1.6	4.9	2.1	.4	4
Cleveland	5	6,476	19.9	5	6,476	19.9	7.6	3.7	1.7	3.9	2.3	.7	---
Other cities	24	24,488	18.1	20	(x)	18.5	5.7	4.8	1.4	3.5	2.4	.7	[illegible]
IRON AND STEEL PRODUCTS (Semi-finished)													
UNITED STATES TOTAL	22	10,213	20.8	14	6,577	24.3	7.8	5.4	3.0	3.9	3.2	1.0	1
East North Central	8	3,252	29.3	6	(x)	28.8	8.8	6.7	4.9	5.1	4.0	1.3	1
Other divisions	14	6,961	16.8	8	(x)	20.7	8.7	4.3	1.5	2.9	2.5	.8	---
TOTAL, 14 CITIES	13	6,723	20.0	6	3,742	25.5	7.5	5.4	3.7	5.2	3.0	.7	1
IRON AND STEEL PRODUCTS (Flat)													
UNITED STATES TOTAL	127	61,137	20.0	[illegible]	40,483	19.9	6.5	3.8	2.5	3.6	2.2	1.0	24
Middle Atlantic	43	19,341	20.7	35	17,013	20.3	6.9	3.7	3.3	3.1	2.0	1.3	6
East North Central	47	28,169	21.3	34	15,548	22.4	6.8	4.1	1.7	4.9	2.1	.8	13
South Atlantic	10	3,946	14.3	7	2,278	16.3	6.5	2.2	1.4	2.9	2.9	.4	1
Pacific	13	4,329	14.9	9	2,378	18.7	5.9	3.6	2.7	2.4	2.5	1.6	[illegible]
Other divisions	14	5,352	18.9	9	3,266	17.8	7.1	3.6	2.2	1.6	2.8	.5	---

* Operating expenses include no compensation for active proprietors of unincorporated businesses.

x Withheld to avoid disclosure.

TABLE 5.—ANALYSIS OF OPERATING EXPENSES* OF WHOLESALE MERCHANTS

BY KINDS OF BUSINESS AND AREAS—Continued

GEOGRAPHIC DIVISIONS AND 14 CITIES

[Only Establishments With Sales of $100,000 or More are Included in This Table]

KIND OF BUSINESS AND AREA	ALL ESTABLISHMENTS WITH SALES OF $100,000 OR MORE			ESTABLISHMENTS REPORTING ANALYSIS OF EXPENSES *									Active proprietors of unincorporated businesses
	Number	Sales (add 000)	Operating expenses, percent of sales	Number	Sales (add 000)	Operating expenses (including pay roll) of such establishments expressed as percent of sales: Total	Administrative	Selling	Delivery	Warehouse	Occupancy	Other	
	METALS AND METAL WORK (EXCEPT SCRAP)—Con.												
IRON AND STEEL PRODUCTS (Flat)—Con.													
TOTAL, 14 CITIES	77	$43,063	19.8	57	$37,616	19.6	6.5	3.9	2.8	3.5	2.0	.9	15
Baltimore	5	1,697	18.4	5	1,697	18.4	5.0	2.6	1.8	2.3	3.2	.5	1
Chicago	12	11,855	22.9	10	(x)	21.9	6.3	4.6	1.5	6.5	2.3	.7	7
Los Angeles	7	1,570	14.1	5	(x)	15.5	4.0	3.7	2.2	2.4	2.2	1.0	2
New York City	26	10,495	21.4	21	9,396	20.6	7.1	3.7	4.3	2.4	1.9	1.2	1
Other cities	27	17,446	17.4	16	10,211	18.2	6.3	3.9	2.3	3.4	1.6	.7	4
WIRE AND WIRE PRODUCTS													
UNITED STATES TOTAL	22	4,385	23.5	12	2,541	23.1	8.2	7.2	1.9	1.9	2.6	1.3	3
IRON AND STEEL FINISHED PRODUCTS (N. E. C.)													
UNITED STATES TOTAL	133	47,483	20.6	88	32,453	20.0	7.2	4.5	1.9	3.4	2.3	.7	30
New England	15	4,842	21.2	11	3,597	19.8	5.6	4.0	1.8	3.7	3.8	.9	9
Middle Atlantic	47	17,215	21.5	35	13,826	20.6	7.7	4.9	2.3	3.2	2.0	.5	11
East North Central	30	12,931	20.4	18	6,729	19.9	7.1	5.3	1.2	3.3	2.3	.5	1
West North Central	10	3,509	17.3	8	2,661	18.3	6.3	2.6	.9	5.1	2.0	1.4	2
Pacific	19	4,982	22.7	12	3,668	22.1	7.3	4.9	2.7	3.5	2.8	.9	4
Other divisions	12	4,004	16.8	6	2,032	15.5	7.4	2.1	1.4	2.0	1.3	1.3	3
TOTAL, 14 CITIES	82	29,514	20.7	56	21,013	20.4	7.4	5.2	2.1	3.1	2.1	.5	16
Chicago	9	4,767	18.6	6	2,254	20.3	6.8	5.6	1.2	3.6	2.5	.6	1
New York City	24	10,592	20.1	21	9,479	19.8	8.0	4.6	2.2	2.6	1.9	.5	9
Other cities	49	14,155	21.9	29	9,280	21.1	7.0	5.7	2.2	3.5	2.2	.5	[illegible]
COPPER													
UNITED STATES TOTAL	23	48,709	3.9	15	8,039	14.8	5.6	3.6	1.0	1.6	2.2	.8	2
Middle Atlantic	13	45,819	2.9	5	5,731	13.1	5.0	3.1	.9	1.3	2.3	.5	2
Other divisions	10	2,890	20.3	7	2,308	19.0	7.0	5.1	1.2	2.3	1.9	1.5	- -
ALL OTHER													
UNITED STATES TOTAL	68	154,600	5.3	43	42,778	13.5	4.0	3.7	.9	3.0	1.1	.8	14
TOTAL, 14 CITIES	47	142,641	4.7	30	32,275	13.7	4.1	3.6	.8	3.5	1.1	.6	13
	PAPER AND ITS PRODUCTS												
WRAPPING OR COARSE PAPER AND PRODUCT													
UNITED STATES TOTAL	706	256,[illegible]	17.[illegible]	245	226,298	17.1	5.6	5.6	1.6	1.5	1.8	1.0	448
New England	70	25,156	19.7	49	15,[illegible]	20.6	5.9	6.2	1.9	1.4	4.0	1.2	17
Middle Atlantic	247	95,111	16.2	178	71,564	16.1	5.3	4.8	2.1	1.[illegible]	1.[illegible]	1.1	95
East North Central	139	54,784	16.6	101	43,93[illegible]	16.4	5.2	5.9	1.5	1.5	1.6	.7	50
West North Central	61	23,[illegible]6	18.3	54	21,583	17.8	6.1	6.[illegible]	1.1	2.2	1.5	.7	19
South Atlantic	70	19,407	17.1	48	13,108	16.5	5.4	5.4	1.6	1.3	1.5	1.3	13
East South Central	27	9,[illegible]41	18.5	20	7,405	19.1	5.9	7.3	.8	1.8	1.9	1.4	14
West South Central	29	8,631	20.7	23	7,[illegible]	20.8	7.[illegible]	6.5	1.2	2.1	2.3	1.1	9
Mountain	24	3,[illegible]35	16.9	10	2,755	16.7	5.4	5.6	1.1	1.5	1.9	1.2	5
Pacific	49	21,648	17.6	42	2[illegible],133	17.5	6.1	5.7	1.4	1.6	1.6	.9	[illegible]
TOTAL, 14 CITIES	298	133,423	15.8	210	1[illegible],[illegible]12	15.7	5.1	5.[illegible]	1.8	1.4	1.5	.9	10[illegible]
Baltimore	11	2,482	17.8	7	1,966	18.5	6.5	6.8	1.2	1.2	2.1	.7	3
Boston	14	4,222	19.8	10	2,907	18.9	6.4	6.4	1.8	1.4	2.1	.8	---
Chicago	45	17,437	15.6	30	11,862	15.7	4.7	6.1	1.5	1.1	1.9	.4	19
Detroit	11	9,604	13.0	10	(x)	12.2	3.9	5.8	1.3	1.2	1.3	.7	8
Los Angeles	10	8,089	17.1	9	(x)	17.0	5.9	5.3	1.6	1.6	1.6	1.2	-
New York City	141	63,840	15.3	94	46,274	15.1	4.9	4.6	2.1	1.0	1.5	1.0	46
Philadelphia	21	8,330	17.2	16	6,423	17.5	5.6	5.9	[illegible].3	1.5	1.3	.9	7
Pittsburgh	8	3,876	15.1	7	(x)	13.7	4.5	4.1	1.2	1.7	1.4	.8	-
St. Louis	8	3,241	19.2	7	(x)	19.0	5.3	4.6	1.5	5.2	1.5	.9	5
Other cities	29	12,302	17.1	20	10,475	17.1	5.9	5.9	1.3	1.9	1.4	.7	7
PRINTING AND WRITING PAPERS													
UNITED STATES TOTAL	292	177,850	15.6	241	147,713	16.2	5.0	5.9	1.3	1.6	1.8	.6	26
New England	17	8,948	19.2	16	(x)	19.6	6.5	7.3	1.2	1.3	2.5	.6	---
Middle Atlantic	111	63,830	16.6	78	51,957	17.0	5.6	5.6	1.5	1.7	1.8	.8	15
East North Central	66	63,274	12.7	53	53,969	14.8	4.3	6.0	1.0	1.5	1.5	.5	1
West North Central	28	12,308	16.5	21	11,628	16.2	5.2	5.8	1.1	1.6	2.2	.3	---
South Atlantic	30	14,185	14.1	19	9,176	14.5	4.3	5.3	1.1	1.2	[illegible]	.6	1
Pacific	15	5,381	18.8	12	5,001	18.8	5.8	6.4	1.6	2.3	2.2	.4	6
Other divisions	25	9,924	16.4	18	(x)	17.9	5.1	6.5	1.3	1.7	2.0	1.3	3

[illegible]

TABLE 5.—ANALYSIS OF OPERATING EXPENSES* OF WHOLESALE MERCHANTS

By Kinds of Business and Areas—Continued

[Only Establishments With Sales of $100,000 or More are Included in the Data]

GEOGRAPHIC DIVISIONS AND 14 CITIES

KIND OF BUSINESS AND AREA	ALL ESTABLISHMENTS WITH SALES OF $100,000 OR MORE			ESTABLISHMENTS REPORTING ANALYSIS OF EXPENSES*									Value of merchandise inventory at end of year
	Number	Sales (add 000)	Operating expenses, percent of sale	Number	Sales (add 000)	Operating expenses, percent of sales	Payroll	Administration	Selling	Delivery	Warehousing	Occupancy	Other	
PAPER AND ITS PRODUCTS—Con.														
PRINTING AND WRITING PAPERS—Con.														
TOTAL, 14 CITIES	182	$128,308	15.2	134	$107,384	15.9	5.0	5.7	1.3	1.5	1.8	.6	22
Baltimore	9	4,501	13.2	5	2,950	12.8	3.4	4.9	.7	1.1	2.7	.2	---
Chicago	28	37,935	12.6	22	32,583	13.8	4.1	5.4	1.0	1.4	1.4	.5	1
Cleveland	6	4,633	17.2	6	4,633	17.2	5.1	7.2	1.5	1.4	1.8	.2	---
New York City	74	40,664	16.1	48	30,222	16.9	6.0	5.0	1.7	1.3	2.0	.9	19
St. Louis	7	4,269	15.3	7	4,269	15.3	4.8	5.8	1.0	1.8	2.0	.1	---
San Francisco	5	2,706	18.0	5	2,706	18.0	5.7	6.0	1.5	2.1	2.2	.5	---
Other cities	53	33,600	15.1	41	29,021	15.8	4.7	6.0	1.3	1.8	1.7	.3	6
STATIONERY AND STATIONERY SUPPLIES														
UNITED STATES TOTAL	105	32,755	23.9	53	15,781	20.4	7.2	5.8	2.4	1.8	2.4	.8	29
New England	6	2,595	27.4	5	(x)	29.0	10.4	5.8	6.8	3.9	1.6	.5	3
Middle Atlantic	64	19,095	22.4	31	8,699	18.6	6.5	5.5	2.0	1.0	2.7	.9	18
East North Central	17	5,010	21.1	9	2,322	18.4	6.7	6.4	.9	2.3	1.5	.8	4
Other divisions	18	6,055	29.5	8	(x)	28.6	7.4	7.0	2.1	1.9	3.3	.9	2
TOTAL, 14 CITIES	79	26,776	24.4	37	11,804	19.0	6.7	5.6	2.1	1.4	2.5	.9	19
Chicago	9	3,132	19.8	5	2,446	18.2	7.2	5.7	.8	2.3	1.3	.9	2
New York City	53	17,746	22.6	24	9,814	18.1	6.4	5.4	2.0	.9	2.4	1.0	13
Other cities	17	5,898	32.5	8	1,544	25.3	7.5	6.8	5.0	2.4	3.0	.6	4
WALLPAPER														
UNITED STATES TOTAL	49	11,014	32.7	33	7,886	35.4	11.6	9.5	3.3	3.5	5.0	2.5	10
East North Central	16	4,277	31.8	13	3,856	31.6	10.0	8.6	3.3	3.5	4.5	1.7	3
South Atlantic	7	1,278	32.6	6	(x)	32.7	9.3	10.7	2.8	2.3	5.6	2.0	3
Other divisions	26	5,459	33.4	14	(x)	41.5	14.7	10.3	3.5	3.9	6.4	3.7	4
TOTAL, 14 CITIES	35	7,894	34.8	25	6,500	35.7	11.6	9.2	3.5	3.6	5.3	2.5	8
Cleveland	5	1,273	33.5	5	1,273	33.5	9.5	11.2	2.9	2.7	4.7	2.5	---
Other cities	30	6,621	35.1	20	5,227	36.2	12.1	8.8	3.6	3.8	5.4	2.5	8
PETROLEUM AND ITS PRODUCTS														
PETROLEUM AND ITS PRODUCTS														
UNITED STATES TOTAL	245	137,949	12.4	92	52,691	13.2	3.7	3.5	2.5	.9	1.5	1.1	38
Middle Atlantic	76	50,423	12.9	31	15,517	18.7	5.1	5.0	4.5	.9	2.2	1.0	11
East North Central	52	29,826	10.8	21	11,334	10.1	2.9	3.5	1.4	.4	.9	.5	7
West North Central	32	26,350	11.7	16	16,779	10.4	3.3	2.8	.8	1.0	.8	1.7	5
West South Central	21	9,580	9.8	8	1,658	16.9	3.4	2.7	4.2	1.0	3.6	1.8	6
Pacific	21	9,134	13.7	5	4,363	8.6	2.6	1.7	3.3	.3	.8	.5	2
Other divisions	43	12,636	16.3	11	3,080	15.8	4.3	3.8	3.4	.8	2.8	.9	7
TOTAL, 14 CITIES	87	58,248	12.0	28	17,748	13.7	4.2	4.2	3.2	.5	.9	.6	5
PLUMBING AND HEATING EQUIPMENT AND SUPPLIES														
PLUMBING AND HEATING (General line)														
UNITED STATES TOTAL	480	173,231	17.2	361	130,019	17.5	6.1	4.2	1.5	1.7	2.2	1.8	71
New England	81	26,991	19.2	52	11,392	19.8	7.1	4.0	2.1	1.7	2.7	2.1	14
Middle Atlantic	164	50,816	17.2	126	37,800	17.8	6.1	3.7	2.0	1.8	2.4	1.8	31
East North Central	70	24,393	18.7	56	19,642	19.2	6.9	5.2	1.4	1.8	2.4	1.5	13
West North Central	39	26,483	16.2	31	16,496	18.3	5.7	5.8	.9	2.2	2.3	1.4	2
South Atlantic	73	37,207	14.8	55	29,074	14.4	5.0	3.1	1.1	1.3	1.7	2.2	4
West South Central	13	4,649	16.2	12	(x)	16.4	6.3	4.0	1.0	1.7	1.4	2.0	2
Pacific	23	9,595	16.1	20	7,974	18.7	6.6	1.3	.8	.8	2.6	1.6	4
Other divisions	17	5,197	15.2	9	(x)	16.2	5.2	5.0	1.0	1.6	2.2	1.4	2
TOTAL, 14 CITIES	108	45,500	16.4	76	31,643	17.4	6.3	3.6	1.6	1.7	2.4	1.8	31
Baltimore	12	4,170	16.4	8	2,929	16.9	6.0	3.7	1.8	1.5	2.3	1.6	2
Boston	11	2,495	18.4	6	1,324	23.1	9.0	5.6	1.7	1.6	2.6	2.4	2
Chicago	12	4,134	20.4	11	(x)	21.1	7.8	4.2	2.7	1.8	2.9	1.7	4
New York City	17	11,253	14.9	21	6,544	16.6	6.4	3.0	2.1	1.3	2.2	1.5	1
Philadelphia	19	6,438	16.0	10	5,913	17.4	6.1	3.7	1.4	1.8	2.6	1.8	4
Washington, D. C.	5	8,187	13.0	3	(x)	12.8	4.3	2.3	.8	1.3	1.3	2.8	---
Other cities	22	9,043	19.2	17	6,732	20.6	7.2	4.9	1.7	2.4	3.2	1.2	4
HEATING (Including stoves and ranges)														
UNITED STATES TOTAL	98	25,796	23.2	64	16,669	24.5	8.2	6.5	2.1	2.4	3.7	1.3	17
Middle Atlantic	29	9,692	20.1	18	5,210	23.4	8.8	7.1	2.4	1.5	2.9	.7	4
East North Central	15	4,982	26.8	12	2,524	27.1	11.0	6.0	1.3	2.6	3.3	.7	---
Pacific	7	1,406	21.2	6	(x)	22.7	7.4	4.2	2.7	2.7	2.2	.4	3
Other divisions	47	11,816	26.1	28	(x)	24.9	7.0	6.6	2.1	2.9	4.3	1.8	1

* Operating expenses include no compensation for active proprietors of unincorporated businesses.
x Withheld to avoid disclosure.

TABLE 5.—ANALYSIS OF OPERATING EXPENSES* OF WHOLESALE MERCHANTS

BY KINDS OF BUSINESS AND AREAS—Continued

GEOGRAPHIC DIVISIONS AND 14 CITIES

[Only Establishments With Sales of $100,000 or More are Included in This Table]

KIND OF BUSINESS AND AREA	ALL ESTABLISHMENTS WITH SALES OF $100,000 OR MORE			ESTABLISHMENTS REPORTING ANALYSIS OF EXPENSES *									Active proprietors of unincorporated businesses
	Number	Sales (add 000)	Operating expenses, percent of sales	Number	Sales (add 000)	Operating expenses (including pay roll) of such establishments expressed as percent of sales: Total	Administrative	Selling	Delivery	Warehouse	Occupancy	Other	
PLUMBING AND HEATING EQUIPMENT AND SUPPLIES—Con.													
HEATING (Including stoves and ranges)—Con.													
TOTAL, 14 CITIES	59	$16,929	23.4	39	$10,333	26.5	9.1	6.6	2.6	2.8	4.3	1.1	8
New York City	10	6,229	17.6	7	3,028	21.6	8.6	6.6	2.1	1.2	2.3	.8	1
Pittsburgh	7	1,391	24.9	6	(x)	24.8	7.3	7.8	2.8	2.4	4.0	.5	3
Other cities	42	9,309	27.0	26	(x)	29.3	9.7	6.4	2.8	3.7	5.3	1.4	4
PLUMBING FIXTURES, EQUIPMENT, AND SUPPLIES													
UNITED STATES, TOTAL	400	107,664	17.3	284	79,324	16.5	5.7	3.7	1.6	1.9	2.4	1.2	102
New England	35	10,458	19.4	26	8,131	18.8	6.0	4.2	1.9	2.1	3.2	1.4	3
Middle Atlantic	128	35,831	16.0	84	26,575	14.7	5.4	2.5	1.7	1.9	2.0	1.2	23
East North Central	81	21,333	18.8	64	15,775	18.5	6.4	4.8	1.7	2.1	2.4	1.1	17
West North Central	18	4,344	18.5	9	2,036	18.8	7.1	4.9	1.6	1.9	2.6	.7	1
South Atlantic	30	7,460	19.5	18	5,036	17.2	5.4	3.0	1.3	1.8	3.7	2.0	5
West South Central	39	5,957	17.0	37	(x)	17.2	5.7	4.6	1.4	1.4	2.2	1.9	24
Pacific	56	15,927	15.7	38	10,929	15.4	5.1	4.2	1.0	2.2	2.1	.8	27
Other divisions	13	3,354	16.6	8	(x)	15.7	5.7	3.4	1.6	2.0	2.1	.9	2
TOTAL, 14 CITIES	168	49,556	17.6	114	36,390	16.7	6.0	3.4	1.6	2.3	2.3	1.1	30
Boston	10	3,525	22.9	5	1,768	23.4	10.4	3.3	1.8	2.4	2.8	2.7	---
Chicago	15	4,479	15.5	13	(x)	15.4	5.8	3.4	1.7	1.9	1.8	.8	2
Cleveland	9	1,453	18.6	6	946	18.4	6.1	3.8	1.7	2.0	3.5	1.3	2
Detroit	11	3,435	20.2	10	(x)	21.1	7.5	5.0	2.4	2.3	3.1	.8	3
Los Angeles	11	3,556	14.9	[illegible]	1,370	12.9	2.7	4.6	2.0	1.4	1.6	.6	7
Milwaukee	7	2,079	20.2	7	2,079	20.2	6.9	5.4	1.5	2.9	2.2	1.3	---
New York City	70	20,327	16.7	47	15,725	15.1	5.7	2.1	1.7	2.2	2.2	1.2	8
Other cities	35	10,702	17.9	20	7,340	16.9	5.5	4.4	1.1	2.8	2.3	.8	8
ALL OTHER													
UNITED STATES TOTAL	68	18,122	23.8	47	11,791	22.0	8.0	6.6	1.7	1.5	2.2	2.0	13
East North Central	19	4,874	25.9	12	2,596	19.7	7.4	5.3	1.5	2.4	1.3	1.8	6
Pacific	12	2,616	23.6	12	2,616	23.6	8.0	7.3	1.6	1.9	2.6	2.2	4
Other divisions	37	10,632	22.8	23	6,579	22.3	8.3	6.9	1.8	1.0	2.4	1.9	3
TOTAL, 14 CITIES	34	10,721	25.2	21	6,663	22.7	8.7	7.2	1.3	1.2	1.9	2.4	5
TOBACCO AND PRODUCTS (EXCEPT LEAF)													
TOBACCO AND PRODUCTS (Except leaf)													
UNITED STATES TOTAL	1,730	1,033,912	4.9	1,090	723,441	4.9	1.3	1.6	.7	.[illegible]	.6	.3	837
New England	158	93,554	5.0	92	54,720	4.9	1.4	1.4	.6	.4	.8	.3	48
Middle Atlantic	488	317,602	4.4	275	229,004	4.5	1.2	1.5	.6	.4	.5	.3	214
East North Central	400	240,389	4.8	253	157,139	5.1	1.4	1.7	.7	.4	.6	.3	203
West North Central	168	83,478	4.8	111	63,307	5.1	1.3	1.6	.7	.3	.6	.6	105
South Atlantic	166	100,528	6.4	109	76,342	6.0	1.4	2.0	.7	.5	.8	.6	80
East South Central	59	30,905	5.1	36	22,304	5.1	1.4	1.6	.7	.4	.7	.3	23
West South Central	120	60,511	4.4	80	44,068	4.0	1.1	1.3	.6	.3	.5	.2	47
Mountain	61	23,751	6.3	37	14,936	6.4	1.6	2.0	.9	.4	.9	.6	24
Pacific	140	83,194	4.8	97	61,621	5.0	1.2	1.6	.7	.4	.7	.4	93
TOTAL, 14 CITIES	391	367,031	4.3	238	257,378	4.5	1.2	1.6	.5	.4	.5	.3	209
Baltimore	20	16,083	5.1	16	15,159	5.2	.9	2.3	.6	.5	.5	.[illegible]	23
Boston	23	20,900	4.3	16	11,450	4.1	1.1	1.5	.3	.1	.9	.2	9
Buffalo	16	10,543	4.3	12	9,454	4.1	1.4	1.1	.4	.1	.7	.4	7
Chicago	53	56,005	4.0	30	35,311	4.1	1.2	1.3	.6	.5	.4	.1	19
Cleveland	16	14,396	3.8	10	9,286	4.1	1.3	1.4	.4	.4	.4	.2	10
Detroit	24	20,618	3.5	8	3,548	4.1	1.0	1.7	.3	.3	.7	.[illegible]	7
Los Angeles	22	23,590	3.3	13	16,277	3.7	.8	1.3	.5	.4	.4	.3	11
Milwaukee	12	10,489	4.9	8	8,740	4.9	1.5	2.1	.5	.2	.3	.3	1
New York City	115	111,889	4.1	67	88,120	4.4	1.2	1.7	.6	.4	.3	.2	51
Philadelphia	37	32,307	4.1	23	23,469	4.3	1.2	1.5	.4	.4	.6	.2	31
Pittsburgh	12	13,952	5.7	7	6,599	6.8	1.9	2.1	.8	.6	.7	.7	5
St. Louis	16	15,791	5.6	10	12,613	5.8	1.3	1.9	.7	.4	.6	.[illegible]	6
San Francisco	13	9,194	5.6	11	(x)	5.6	1.8	1.1	.7	.3	.6	1.1	22
Washington, D. C.	12	11,284	4.6	7	(x)	5.0	1.2	1.6	.7	.4	.6	.5	7
WASTE MATERIALS													
IRON AND STEEL SCRAP													
UNITED STATES TOTAL	455	262,948	12.2	188	123,628	13.7	4.1	1.1	3.9	1.6	2.1	.9	145
New England	24	7,503	17.0	9	2,623	18.9	7.7	1.3	3.1	1.6	4.4	.8	4
Middle Atlantic	121	75,635	14.3	47	50,365	13.4	3.9	1.1	5.4	.5	1.7	.8	34
East North Central	161	113,726	10.2	76	45,485	13.0	4.1	1.1	3.0	1.8	2.3	.7	[illegible]
West North Central	37	15,880	11.7	12	4,498	12.7	3.0	1.2	2.2	2.8	1.7	1.8	19
South Atlantic	34	13,604	15.3	15	6,236	18.2	3.6	2.1	3.5	3.4	2.3	3.3	14
West South Central	24	6,750	17.3	13	3,857	17.1	5.1	1.0	2.8	3.9	2.9	1.4	9
Pacific	29	19,177	10.6	12	9,539	13.5	4.1	1.2	1.9	3.6	2.1	.6	13
Other divisions	25	10,673	12.0	4	1,023	9.2	2.9	.5	3.0	1.1	1.3	.4	[illegible]

* Operating expenses include no compensation for active proprietors of unincorporated businesses.
x Withheld to avoid disclosure.

TABLE 5.—ANALYSIS OF OPERATING EXPENSES OF WHOLESALE MERCHANTS

BY KINDS OF BUSINESS AND AREAS—Continued

[Only Establishments With Sales of $100,000 or More are Included in the Data]

GEOGRAPHIC DIVISIONS AND 14 CITIES

KIND OF BUSINESS AND AREA	ALL ESTABLISHMENTS WITH SALES OF $100,000 OR MORE			ESTABLISHMENTS REPORTING ANALYSIS OF EXPENSES *									Active proprietors of unincorporated businesses
	Number	Sales (add 000)	Operating expenses, percent of sales	Number	Sales (add 000)	Operating expenses, including pay roll of such establishments, expressed as percent of sales: Total	Administrative	Selling	Delivery	Warehouse	Occupancy	Other	
	WASTE MATERIALS—Con.												
IRON AND STEEL SCRAP—Con.													
TOTAL, 14 CITIES	160	$125,958	11.4	75	$69,373	13.7	4.3	1.2	4.5	1.3	1.7	.7	45
Chicago	32	31,128	9.0	17	7,577	18.6	6.5	2.0	4.3	1.9	3.0	.9	5
Cleveland	19	18,033	7.5	11	11,709	8.3	3.5	.4	1.6	1.5	1.0	.3	4
Detroit	16	7,763	13.2	7	4,693	13.7	4.2	2.2	2.5	1.8	2.2	.5	6
Milwaukee	10	2,339	17.2	6	1,659	17.2	4.9	.3	4.3	3.9	3.5	.3	4
New York City	23	7,850	17.1	11	4,038	16.6	4.3	1.3	5.4	1.7	3.3	.6	2
Philadelphia	13	33,005	13.1	6	30,277	12.7	3.8	1.1	6.3	---	.9	.6	9
Other cities	47	25,842	11.9	17	9,420	18.2	5.1	1.7	3.2	3.5	3.1	1.6	15
JUNK AND SCRAP (General line)													
UNITED STATES TOTAL	200	58,532	17.3	86	29,874	18.5	4.8	1.4	3.9	3.9	3.1	1.4	83
New England	19	3,399	17.3	8	1,615	15.6	3.2	1.2	2.9	3.8	2.7	1.8	2
Middle Atlantic	33	7,765	15.9	11	3,196	17.4	2.8	1.1	4.5	4.2	2.8	2.0	14
East North Central	75	19,366	20.0	37	10,347	20.9	5.8	.9	4.6	3.6	4.4	1.6	32
West North Central	18	9,420	13.5	10	7,629	14.6	4.7	1.4	4.1	2.8	1.1	.5	10
Pacific	20	9,452	19.7	8	4,038	24.4	4.5	2.7	3.2	6.4	3.9	1.7	9
Other divisions	35	9,330	14.4	11	3,049	17.9	4.7	1.8	3.4	3.9	3.4	1.7	16
TOTAL, 14 CITIES	23	11,018	19.0	12	8,014	18.4	3.9	1.8	2.5	5.8	3.6	.8	10
WASTE PAPER, RAGS, AND RUBBER													
UNITED STATES TOTAL	262	109,547	17.2	130	54,015	17.8	4.9	1.8	3.5	3.3	3.0	1.3	68
New England	36	16,478	15.9	18	9,827	19.5	5.7	2.0	4.0	2.9	2.7	2.3	8
Middle Atlantic	113	51,752	15.5	63	28,720	15.4	4.1	1.6	3.3	2.6	2.6	1.2	33
East North Central	52	23,621	19.8	23	7,541	23.5	6.9	1.6	3.9	5.3	4.3	1.3	11
West North Central	15	4,504	21.6	10	3,883	21.2	5.9	2.7	3.3	5.0	3.6	.7	6
Pacific	19	6,682	18.8	9	4,332	20.5	5.6	2.6	3.7	3.8	3.8	1.0	5
Other divisions	27	6,510	19.9	7	1,909	11.8	3.2	1.9	2.1	2.2	1.8	.2	5
TOTAL, 14 CITIES	168	74,651	17.1	92	40,705	16.2	4.7	1.8	3.2	3.0	2.6	.9	47
Boston	12	8,083	10.8	6	4,014	12.3	4.7	2.1	2.4	.7	.9	.5	5
Chicago	15	9,456	21.4	7	3,405	24.6	8.0	2.3	3.6	4.0	4.9	1.6	4
Cleveland	8	1,719	24.5	5	1,200	24.6	8.0	2.4	.7	6.3	5.7	1.5	--
New York City	73	34,651	13.9	43	22,117	12.9	3.7	1.6	3.2	2.1	1.6	.7	19
Philadelphia	15	5,978	23.0	7	2,521	16.9	4.4	1.8	3.7	3.8	2.3	.9	5
St. Louis	9	4,813	21.9	5	2,245	20.0	6.6	1.4	3.1	4.5	4.0	.4	---
Other cities	36	11,951	22.2	19	5,203	24.4	5.5	2.3	3.4	6.0	5.6	1.6	14
NON-FERROUS METALS													
UNITED STATES TOTAL	108	41,432	9.1	58	26,610	9.0	2.7	.7	1.4	2.3	1.4	.5	51
New England	8	3,075	12.6	6	(x)	11.9	3.9	1.2	1.1	3.0	2.6	.1	5
Middle Atlantic	35	13,233	8.8	18	7,175	10.2	2.9	.6	1.3	3.5	1.3	.6	13
East North Central	37	14,999	8.8	20	11,164	8.0	2.3	.6	1.8	1.5	1.1	.7	19
West South Central	7	2,628	9.8	6	(x)	8.1	2.3	.8	1.1	1.2	1.9	.4	5
Other divisions	21	7,509	8.7	8	3,273	7.7	3.1	.4	.7	2.4	.7	.2	9
TOTAL, 14 CITIES	61	25,666	8.6	33	16,894	8.3	2.4	.6	1.4	2.2	1.1	.6	26
Detroit	10	6,321	7.8	5	4,724	7.3	2.2	.7	1.4	.9	.9	1.2	4
New York City	21	6,901	8.8	13	4,898	9.5	3.0	.5	1.2	2.7	1.4	.7	8
Other cities	30	12,444	9.0	15	7,272	8.2	2.2	.5	1.5	2.7	1.0	.3	14
ALL OTHER													
UNITED STATES TOTAL	89	29,883	12.8	32	13,230	14.8	4.1	1.6	2.4	2.8	1.7	1.2	32
New England	23	6,259	15.2	6	3,370	15.7	4.8	2.6	3.4	2.1	1.8	1.2	2
Middle Atlantic	38	7,813	11.3	12	3,886	12.3	4.5	1.8	1.8	1.3	1.6	1.3	13
East North Central	14	3,862	18.6	6	2,880	19.7	4.6	.6	6.6	5.6	1.3	1.0	14
Other divisions	29	10,149	9.8	8	3,408	12.4	2.9	1.1	2.2	2.7	2.2	1.5	3
TOTAL, 14 CITIES	44	14,297	11.8	18	7,137	14.0	3.8	2.7	2.1	3.2	1.7	.5	17
New York City	10	2,251	10.7	5	950	15.3	5.7	1.9	2.4	2.7	1.8	.8	7
Other cities	34	12,046	12.0	13	6,187	13.8	3.5	2.9	2.1	3.3	1.7	.4	10
	ALL OTHER PRODUCTS												
BOOKS, PERIODICALS, AND NEWSPAPERS													
UNITED STATES TOTAL	287	144,090	18.2	141	81,680	19.7	6.9	4.2	4.4	1.9	1.6	.7	61
New England	37	13,111	18.6	12	4,496	18.7	5.2	2.8	3.1	2.0	1.1	.8	4
Middle Atlantic	85	76,053	17.4	49	29,271	21.9	7.5	3.9	6.7	1.7	1.6	.5	18
East North Central	64	23,865	19.0	23	9,249	19.6	7.3	5.0	4.8	1.3	1.7	.2	25
West North Central	16	4,398	23.4	6	4,492	24.1	7.4	8.4	2.6	1.7	1.6	1.3	4
South Atlantic	26	6,909	17.2	17	4,211	13.2	4.2	2.5	2.2	1.7	1.0	.6	7
Pacific	35	13,552	19.9	18	8,043	18.0	5.6	6.0	2.0	1.9	1.8	.7	10
Other divisions	24	6,402	17.7	13	3,917	16.9	8.8	1.9	1.7	1.4	1.6	1.5	4
TOTAL, 14 CITIES	82	85,779	18.4	44	34,314	21.3	7.3	4.6	5.3	2.1	1.5	.4	15
New York City	30	54,975	18.3	17	18,785	24.1	8.3	5.8	6.6	1.5	1.7	.4	1
Other cities	52	33,804	21.4	27	17,527	18.6	6.3	3.3	4.1	2.7	1.4	.3	14

* Operating expenses include no compensation for active proprietors of unincorporated businesses.
x Withheld to avoid disclosure.

TABLE 5.—ANALYSIS OF OPERATING EXPENSES* OF WHOLESALE MERCHANTS

By Kinds of Business and Areas—Continued

GEOGRAPHIC DIVISIONS AND 14 CITIES

[Only Establishments With Sales of $100,000 or More are Included in This Table]

KIND OF BUSINESS AND AREA	ALL ESTABLISHMENTS WITH SALES OF $100,000 OR MORE: Number	Sales (add 000)	Operating expenses, percent of sales	ESTABLISHMENTS REPORTING ANALYSIS OF EXPENSES*: Number	Sales (add 000)	Operating expenses (including pay roll) of such establishments expressed as percent of sales: Total	Administrative	Selling	Delivery	Warehouse	Occupancy	Other	Active proprietors of unincorporated businesses
	ALL OTHER PRODUCTS—Con.												
FLOWER AND NURSERY STOCK													
UNITED STATES TOTAL	119	$28,282	19.8	84	$19,921	20.1	5.8	5.6	2.3	1.7	3.1	1.6	41
Middle Atlantic	33	9,090	20.8	24	5,910	21.0	5.4	5.9	2.3	2.0	2.8	2.6	9
East North Central	30	8,442	17.9	21	5,569	18.9	6.4	4.9	1.8	1.4	3.1	1.3	4
West North Central	13	2,487	23.8	8	1,591	20.1	5.9	5.2	2.1	1.8	4.2	.9	6
South Atlantic	10	2,057	21.3	8	(x)	20.7	6.4	4.8	3.6	.5	3.7	1.7	1
Pacific	16	3,522	19.5	13	2,994	20.0	4.9	6.2	3.0	2.3	2.4	1.2	17
Other divisions	17	3,684	18.9	10	(x)	20.8	5.8	6.8	2.1	1.4	4.0	.7	4
TOTAL, 14 CITIES	54	18,216	18.6	49	13,065	20.0	6.2	5.5	1.9	1.8	2.8	1.8	18
New York City	18	3,972	20.5	15	2,933	22.2	7.0	5.4	2.0	2.1	2.8	2.9	5
Other cities	46	14,344	18.4	34	10,132	19.4	6.0	5.6	1.9	1.7	2.8	1.4	13
FOREST PRODUCTS (Except lumber)													
UNITED STATES TOTAL	98	30,297	16.6	27	8,595	15.8	6.9	2.0	2.2	2.2	1.7	.8	9
Middle Atlantic	22	5,165	21.0	11	1,941	21.0	8.2	2.3	3.9	3.7	2.8	.7	4
Pacific	16	4,411	15.8	5	1,697	11.2	5.4	1.6	.6	1.3	1.3	1.0	2
Other divisions	58	20,721	15.9	11	4,947	14.6	6.9	2.0	2.0	1.7	1.1	.9	3
TOTAL, 14 CITIES	38	11,586	18.2	16	3,903	19.0	8.4	2.3	3.0	2.8	1.8	.9	6
New York City	13	2,768	23.0	7	1,248	22.2	8.2	2.2	4.1	4.1	2.9	.7	3
Other cities	25	8,818	16.6	9	2,655	17.8	8.5	2.5	2.5	2.1	1.3	.9	3
GENERAL MERCHANDISE													
UNITED STATES TOTAL	71	59,983	15.3	49	35,535	17.1	5.9	4.7	1.2	2.3	2.0	1.0	30
East North Central	15	14,910	20.8	10	11,003	20.8	7.4	5.3	1.5	3.1	2.6	.7	8
East South Central	4	5,871	16.0	6	5,871	16.0	5.9	5.4	.7	1.7	1.3	1.0	6
Mountain	2	6,798	12.6	6	(x)	12.9	3.4	3.7	.7	2.2	1.9	2.0	1
Other divisions	44	32,404	12.1	29	(x)	16.4	5.9	4.7	1.5	1.8	1.7	.8	15
TOTAL, 14 CITIES	21	26,575	14.6	11	11,725	21.1	6.6	5.5	1.5	4.0	2.7	.8	13
LEATHER AND SHOE FINDINGS													
UNITED STATES TOTAL	234	87,630	11.3	141	59,427	10.4	3.4	3.0	.9	.7	1.3	1.1	81
New England	58	37,530	8.0	37	29,958	6.7	2.5	1.6	.5	.5	.8	.8	15
Middle Atlantic	81	25,929	11.0	44	16,014	10.8	3.6	3.0	.9	.6	1.3	1.4	30
East North Central	37	12,931	13.4	19	8,264	15.6	2.2	6.2	[illegible]	1.0	1.5	1.2	17
West North Central	13	3,465	17.8	13	2,744	15.6	4.4	5.9	.9	.9	2.1	1.4	6
Other divisions	40	7,775	22.2	29	5,211	22.6	7.1	7.2	2.0	1.3	3.4	1.6	13
TOTAL, 14 CITIES	152	68,705	9.5	94	49,217	8.3	2.9	[illegible]	.6	.6	1.0	1.0	47
Boston	44	33,566	7.2	32	28,849	6.3	2.3	1.6	.3	.6	.7	.8	14
Chicago	19	8,651	9.1	8	4,948	7.5	1.9	2.3	.7	.7	1.0	.9	6
New York City	56	17,866	10.9	32	11,724	10.5	2.9	2.9	.8	.3	1.1	1.5	21
St. Louis	7	1,939	14.8	6	(x)	10.1	3.2	3.5	.8	.6	1.6	.4	1
Other cities	26	6,683	16.9	16	(x)	16.0	4.7	4.2	2.4	1.1	1.9	1.1	15
LEATHER GOODS													
UNITED STATES TOTAL	30	9,409	18.4	19	6,071	17.0	6.8	4.3	1.5	.8	2.1	1.5	3
Middle Atlantic	15	4,912	19.3	11	4,433	18.1	7.8	4.6	2.0	.5	2.1	1.1	2
Other divisions	15	4,497	17.3	8	2,238	14.9	5.0	3.7	.5	1.4	1.9	2.4	1
TOTAL, 14 CITIES	19	6,700	16.7	16	5,962	16.1	6.8	4.0	1.6	.5	1.8	1.4	3
New York City	11	4,330	18.2	10	(x)	18.0	7.7	4.8	2.1	.4	2.1	.9	2
Other cities	8	2,370	13.9	6	(x)	11.6	4.8	2.1	.4	.9	.9	[illegible]	1
OILS AND GREASES (Animal and vegetable)													
UNITED STATES TOTAL	35	40,236	8.2	19	[illegible]	8.4	2.4	2.7	.9	.9	.8	.7	9
Middle Atlantic	17	23,794	9.9	12	19,273	8.4	2.4	2.8	.8	.9	.7	.8	5
Other divisions	18	16,444	5.6	7	2,948	8.3	2.6	[illegible]	1.1	.9	1.0	.2	4
TOTAL, 14 CITIES	27	38,611	8.3	18	(x)	8.5	2.4	2.7	.9	1.0	.8	.7	9
OPTICAL GOODS													
UNITED STATES TOTAL	107	22,971	34.1	55	11,406	32.5	12.0	5.8	2.5	3.9	3.6	4.2	17
Middle Atlantic	36	7,313	30.9	12	2,755	32.4	13.1	4.1	[illegible]	3.3	2.4	7.1	9
East North Central	30	7,370	36.9	19	4,769	33.4	11.[illegible]	8.4	2.8	4.1	4.0	2.9	2
West North Central	17	2,820	41.1	10	1,775	37.3	19.0	3.6	2.4	4.5	4.0	3.8	4
South Atlantic	5	[illegible]	24.2	5	[illegible]	24.2	6.1	[illegible]	1.4	4.6	[illegible]	4.8	2
Other divisions	25	4,[illegible]	[illegible]	9	1,224	31.[illegible]	14.[illegible]	3.7	[illegible]	3.4	4.1	2.8	1
TOTAL, 14 CITIES	57	14,204	[illegible]	[illegible]	[illegible]	30.6	11.4	6.8	3.0	[illegible]	3.5	3.7	9

*Operating expenses include no compensation for active proprietors of unincorporated businesses.
x—Withheld to avoid disclosure.

TABLE 5.—ANALYSIS OF OPERATING EXPENSES* OF WHOLESALE MERCHANTS

By Kind of Business and Area: Continued

(Only Establishments With Sales of $100,000 or More are Included in the Table)

GEOGRAPHIC DIVISIONS AND 14 CITIES

KIND OF BUSINESS AND AREA	ALL ESTABLISHMENTS WITH SALES OF $100,000 OR MORE			ESTABLISHMENTS REPORTING ANALYSIS OF EXPENSES*									
	Number	Sales (add 000)	Operating expenses, percent of sales	Number	Sales (add 000)	Operating expenses (including proprietors' salaries) of such establishments, expressed as percent of sales: Total	Administration	Selling	Delivery	Warehousing	Occupancy	Other	Active proprietors' salaries included in total expenses
	ALL OTHER PRODUCTS—Con.												
TEXTILES AND MATERIALS (Other than dry goods)													
UNITED STATES TOTAL	65	$26,039	14.2	37	$16,563	15.4	5.6	3.3	1.6	2.3	2.0	.6	26
New England	5	1,378	21.3	5	1,378	21.3	8.2	6.1	1.4	1.3	3.6	.7	6
Middle Atlantic	45	11,738	13.7	15	9,046	14.1	5.7	3.3	1.5	1.6	1.4	.6	7
East North Central	9	3,531	13.3	5	1,296	15.1	6.1	3.7	1.2	2.5	2.2	.4	6
Other divisions	26	9,392	14.1	12	3,141	16.8	4.3	1.8	2.1	4.8	2.9	.9	9
TOTAL, 14 CITIES	38	16,564	14.7	26	13,868	15.1	5.8	3.8	1.3	2.0	1.6	.6	18
New York City	14	9,416	13.9	11	8,874	14.1	6.0	3.5	1.4	1.5	1.2	.5	1
Other cities	24	7,148	15.7	15	4,934	16.8	5.4	4.2	1.3	3.0	2.3	.6	17
YARNS													
UNITED STATES TOTAL	74	61,910	7.8	45	47,952	7.8	3.2	1.8	.7	.3	.8	1.0	33
Middle Atlantic	66	58,117	7.8	40	45,868	7.7	3.1	1.9	.7	.3	.7	1.0	31
Other divisions	8	3,793	8.8	5	2,084	10.6	5.3	1.1	.7	1.7	1.2	.8	2
TOTAL, 14 CITIES	68	58,898	7.8	41	45,440	7.7	3.1	1.8	.7	.3	.8	1.0	27
New York City	56	49,723	7.8	34	38,472	7.8	3.1	1.9	.7	.3	.7	1.1	22
Other cities	12	8,975	7.5	7	6,968	7.2	3.5	1.4	.5	.5	.9	.4	5
MISCELLANEOUS KINDS OF BUSINESS													
UNITED STATES TOTAL	126	39,436	17.1	62	22,030	17.6	6.8	5.1	1.5	1.2	2.0	1.0	29
Middle Atlantic	69	26,485	14.9	33	14,616	15.4	6.6	4.3	1.1	.8	1.5	1.1	14
Pacific	10	2,562	16.4	7	2,115	18.4	4.3	7.0	1.4	2.3	2.2	1.2	3
Other divisions	47	10,389	22.3	22	5,299	23.4	8.4	6.5	2.7	1.7	3.3	.8	12
TOTAL, 14 CITIES	97	32,094	16.4	50	18,539	17.3	6.9	5.2	1.5	.9	1.8	1.0	21
New York City	59	24,386	14.3	29	13,839	14.9	6.3	4.2	1.1	.8	1.4	1.1	12
Other cities	38	7,708	22.7	21	4,700	24.7	8.4	8.3	2.8	1.3	3.0	.9	9

* Operating expenses include no compensation for active proprietors of unincorporated businesses*.

INDEX TO DATA BY TRADES OR KINDS OF BUSINESS IN TABLE 6A

	Service and limited-function wholesalers	Manufacturers' sales branches (with stocks)
	Page	Page
Amusement and sporting goods	594	613
Bicycles and supplies	594	------
Cameras and photographic supplies	594	613
Motion picture equipment and supplies (except films)	594	------
Motion picture film exchanges	594	613
Sporting goods	594	613
Toys, novelties, and fireworks	594	------
All other	594	613
Automotive	594	613
Automobiles (new and used)	594	613
Trucks and tractors	594	613
Automotive accessories and equipment	595	613
Automotive parts	595	613
Tires and tubes	595	613
Beer, wines, and liquors	595	613
Beer and ale	595	614
Wines and liquors	596	614
Chemicals and paints	596	614
Dyestuffs	596	614
Explosives	596	614
Industrial chemicals	596	------
Naval stores	596	614
Paints and varnishes	596	614
Paints with glass and/or wallpaper	596	614
All other	596	614
Clothing and furnishings	596	------
Clothing and furnishings (general line)	596	614
Men's and boys'	596	614
Women's and children's	596	------
Furs, dressed, and fur clothing	596	------
Millinery and millinery supplies	597	614
Shoes and other footwear	597	------
Coal and coke	597	------
Drugs (general line)	597	------
Service wholesalers (without liquor)	597	------
Service wholesalers (with liquor)	597	------
Cooperatives and voluntary groups	597	615
Drugs and drug sundries (specialty lines)	597	------
Proprietary medicines	597	------
Toiletries	598	------
Drug specialties and sundries	598	------
Dry goods (general line	598	615
Dry goods (specialty lines)	598	615
Hosiery and lingerie	598	615
Notions		
Piece goods:	598	------
General line	598	615
Cotton	598	615
Silk, linen, rayon, and velvet	598	615
Woolen and worsted	598	615
Other	598	615
Other dry goods specialties	599	615
Electrical goods	599	------
Electrical merchandise (general line)	599	615
Apparatus and equipment	599	615
Wiring supplies and construction materials	599	615
Radios and equipment	599	615
Refrigerators and equipment (household)	599	616
All other	599	------
Farm products—raw materials	599	------
Cotton	599	------
Grains	600	------
Hides, skins, and raw furs	600	------
Horses and mules	600	------
Livestock	600	------
Silk (raw)	600	------
Tobacco (leaf)	600	------
Wool and mohair	600	------
All other	600	616
Farm products—consumer goods	600	616
Dairy products	600	------
Dairy and poultry products	600	------
Poultry and poultry products	600	------
Fruits and vegetables (fresh)	601	------
Fresh fruits only	601	------
All other	601	616
Farm supplies	601	616
Feed	601	616
Fertilizer	601	------
Seeds	601	616
All other	601	616
Furniture and house furnishings	601	------
China, glassware, and crockery	601	616
Floor coverings	601	616
Furniture (general line)	601	616
Furniture (household)	602	616
Furniture (office)	602	616
House furnishings (except as specified)	602	616
Musical instruments and sheet music	602	------
Groceries (general line)	602	------
Not sponsoring cooperative or voluntary groups	602	------
Voluntary group wholesalers	602	------
Retailer-cooperative warehouses	602	------
Cash-and-carry depots	602	616
Groceries and foods (specialty lines)	602	616
Breakfast cereals	602	617
Canned foods	603	------
Coffee, tea, and spices	603	------
Coffee roasting and spice grinding	603	617
Confectionery	603	617
Fish and sea foods	603	617
Flour	603	617
Fruits and vegetables (frosted)	603	617
Meats and provisions	603	617
Other food and grocery specialties	603	617

	Service and limited-function wholesalers	Manufacturers' sales branches (with stocks)
	Page	Page
Hardware	604	617
General line (with industrial department)	604	------
General line (without industrial department)	604	------
Specialty lines	604	617
Jewelry	604	------
Jewelry (general line)	604	------
Clocks and watches	604	------
Diamonds and other precious stones	604	------
All other	604	------
Lumber and construction materials	604	618
Builders' supplies (general line)	604	------
Lumber	604	618
Lumber and millwork	605	------
Millwork	605	618
Brick, tile, and terra cotta	605	618
Cement, lime, and plaster	605	618
Glass	605	------
All other	605	618
Machinery—equipment—supplies	605	618
Commercial equipment and supplies:		
Office machines and equipment	605	618
Restaurant and hotel supply houses	605	------
Garage and filling station equipment	605	618
Soda fountain equipment and supplies	605	------
Store machines	605	618
Store fixtures and equipment	606	618
All other	606	618
Farm and dairy:		
Dairy equipment	606	618
Farm implements	606	------
Farm machinery and equipment	606	618
Industrial machinery, equipment, and supplies:		
Industrial (general line)	606	------
Belting, hose, and packing	606	618
Construction (except road building)	606	------
Road building	606	619
Machine tools	606	619
Mine and mill supplies	607	619
Oil well supply houses	607	619
Power plant and power transmission	607	619
Printing and lithographing (except paper)	607	619
Rope, cordage, and twine	607	619
Textile	607	------
Used machinery and equipment	607	------
All other	607	619
Professional equipment and supplies:		
Dental supply houses	607	619
Religious supply houses	607	------
School equipment and supplies	608	619
Surgical, medical, and hospital	608	619
All other	608	619
Service equipment and supplies:		
Barber and beauty supply houses	608	619
Laundry and dry cleaning	608	620
Tailors' supplies	608	------
Undertakers' supplies	608	620
Upholsterers' supplies	608	620
All other	608	620
Transportation equipment and supplies	------	620
Aircraft and aeronautical	609	------
Railroad	609	------
Marine	609	------
Other	609	------
Metals and metal work (except scrap)	609	620
Building metal work	609	620
Iron and steel products (general line)	609	620
Iron and steel products (semifinished)	609	------
Iron and steel products (flat)	609	620
Wire and wire products	609	620
Iron and steel finished products (n. e. c.)	609	620
Copper	609	------
All other	609	620
Paper and its products	609	621
Wrapping or coarse paper and products	609	621
Printing and writing papers	610	621
Stationery and stationery supplies	610	------
Wallpaper	610	621
Petroleum and its products	610	621
Plumbing and heating equipment and supplies	610	621
Plumbing and heating (general line)	610	621
Heating (including stoves and ranges)	610	621
Plumbing fixtures, equipment, and supplies	610	621
All other	610	621
Tobacco and products (except leaf)	611	------
Waste materials	611	------
Iron and steel scrap	611	------
Junk and scrap (general line)	611	------
Waste paper, rags, and rubber	611	------
Nonferrous metals	611	------
All other	611	621
All other products	611	621
Books, periodicals, and newspapers	611	------
Flowers and nursery stock	611	622
Forest products (except lumber)	612	------
General merchandise	612	622
Leather and shoe findings	612	622
Leather goods	612	622
Oils and greases (animal and vegetable)	612	622
Optical goods	612	622
Textiles and materials (other than dry goods)	612	622
Yarns	612	622
Miscellaneous kinds of business		

Table 6A.—CASH-CREDIT ANALYSIS OF SALES

In the following pages a cash-credit analysis of sales of service and limited-function wholesalers and of manufacturers' sales branches (with stocks) for the various kinds of business is given. Data are presented under each kind of business, where possible, for geographic divisions and for 14 cities. Sales are analyzed to show cash business separate from credit, and of the credit how much was for a period of 10 days or less; 11 to 30 days; and more than 30 days.

SERVICE AND LIMITED-FUNCTION WHOLESALERS

TABLE 6A.—CASH-CREDIT ANALYSIS OF SALES, BY KINDS OF BUSINESS

KIND OF BUSINESS AND AREA	ALL ESTABLISHMENTS*		SALES ANALYZED ON A CASH-CREDIT BASIS								
	Number	Sales	Total sales analyzed (add 000)	Cash-credit analysis of sales							
				Net credit		Credit, 30 days or less		Credit, 11 to 30 days		Credit, more than 30 days	
				Amount (add 000)	Percent	Amount (add 000)	Percent	Amount (add 000)	Percent	Amount (add 000)	Percent
AMUSEMENT AND SPORTING GOODS											
BICYCLES AND SUPPLIES											
United States Total	45	$5,219	$5,122	$324	1.4	$49	.9	$2,714	53.0	$1,423	[illegible]
Total, 14 Cities	26	3,452	3,365	504	15.0	40	1.2	1,836	54.7	975	29.1
CAMERAS AND PHOTOGRAPHIC SUPPLIES											
United States Total	113	16,019	14,593	2,630	18.0	1,453	10.0	6,620	45.4	3,890	26.6
Total, 14 Cities	82	14,225	12,939	2,182	16.9	1,366	10.6	5,984	46.2	3,407	26.3
MOTION PICTURE EQUIPMENT AND SUPPLIES (Except films)											
United States Total	60	10,197	9,372	693	7.4	1,670	17.8	1,880	20.1	5,129	54.7
Total, 14 Cities	35	6,558	6,043	505	8.4	1,018	16.8	1,146	19.0	3,374	55.8
MOTION PICTURE FILM EXCHANGES											
United States Total	214	27,205	24,890	4,006	16.1	3,700	14.9	7,906	31.8	9,278	37.2
Total, 14 Cities	139	23,454	22,526	2,723	12.1	3,206	14.2	7,394	32.8	9,203	40.9
SPORTING GOODS											
United States Total	231	38,998	38,211	4,129	11.4	1,219	3.4	21,595	59.6	9,268	25.6
Middle Atlantic	71	17,263	17,064	1,332	7.8	706	4.1	10,471	61.4	4,555	26.7
West North Central	21	2,499	2,499	415	16.6	57	2.3	1,156	46.3	871	34.9
South Atlantic	19	2,231	2,231	271	12.1	17	.8	1,307	58.6	636	28.5
West South Central	21	2,696	2,561	401	15.7	155	6.1	1,237	48.3	768	29.9
Pacific	42	4,208	4,129	637	15.4	34	.8	2,819	68.3	639	15.5
Other divisions	57	8,101	7,727	1,073	13.9	250	3.2	4,605	59.6	1,799	23.3
Total, 14 Cities	103	25,604	25,273	2,290	9.1	873	3.5	15,641	61.9	6,469	25.6
TOYS, NOVELTIES, AND FIREWORKS											
United States Total	534	44,524	43,132	6,779	15.7	4,210	9.8	14,439	33.5	17,704	41.0
Total, 14 Cities	349	35,736	31,622	3,978	12.6	3,084	9.8	10,815	34.2	13,745	43.4
ALL OTHER											
United States Total	139	11,522	9,179	2,723	29.7	218	2.4	3,062	33.4	3,176	34.5
Total, 14 Cities	84	9,045	7,738	2,441	31.5	184	2.4	2,264	29.3	2,849	36.8
AUTOMOTIVE											
AUTOMOBILES (New and used)											
United States Total	572	1,324,214	1,225,762	1,015,189	82.8	32,761	2.7	94,483	7.7	83,329	6.8
New England	41	81,555	51,980	39,045	75.1	3,037	5.8	2,309	4.4	7,589	14.7
Middle Atlantic	116	287,534	260,298	199,493	76.6	4,373	1.7	12,477	4.8	43,955	16.9
East North Central	128	355,140	338,832	273,419	80.7	18,402	5.4	40,297	11.9	6,714	2.0
West North Central	84	228,742	223,654	207,171	92.6	1,151	.5	9,639	4.3	5,693	2.6
South Atlantic	56	143,606	139,050	122,247	87.9	2,226	1.6	11,164	8.0	3,413	2.5
East South Central	16	39,773	37,529	31,384	83.6	677	1.8	3,276	8.7	2,192	5.9
West South Central	50	39,612	37,836	32,478	85.8	472	1.2	2,405	6.4	2,481	6.6
Mountain	21	16,063	15,976	11,876	74.3	---	---	1,508	9.4	2,592	16.3
Pacific	60	134,164	120,607	98,076	81.3	2,423	2.0	11,408	9.5	8,700	7.2
Total, 14 Cities	177	735,469	673,937	575,507	85.4	22,317	3.3	38,833	5.8	37,186	5.5
Boston	[illegible]	58,112	31,705	28,701	90.5	916	2.9	1,027	3.2	1,061	3.4
Buffalo	11	39,584	39,234	35,240	89.8	1,620	4.1	1,419	3.6	955	2.5
Chicago	19	75,240	69,530	65,502	94.2	---	---	3,294	4.7	734	1.1
Cleveland	14	35,901	35,281	28,668	81.3	2,932	8.3	3,405	9.7	276	.7
Detroit	16	89,451	83,828	63,940	76.3	10,269	12.3	9,251	11.0	368	.4
Los Angeles	19	46,066	41,513	32,648	78.6	2,008	4.8	3,948	9.5	2,909	7.1
New York City	24	114,195	106,881	80,227	75.1	---	---	3,688	3.5	22,966	21.4
Philadelphia	9	39,103	33,643	31,689	94.2	---	---	1,579	4.7	375	1.1
Pittsburgh	11	40,495	39,966	34,597	86.6	1,901	4.8	2,937	7.3	531	1.3
St. Louis	15	84,864	84,607	81,021	95.8	---	---	824	1.0	2,762	3.2
San Francisco	13	34,137	30,109	24,336	80.8	24	.1	2,589	8.6	3,160	10.5
Washington, D. C.	10	23,193	22,832	18,242	79.9	2,176	9.5	1,955	8.6	459	2.0
Other cities	7	55,128	54,808	50,696	92.5	471	.9	3,017	5.5	624	1.1
TRUCKS AND TRACTORS											
United States Total	579	70,024	19,805	6,682	33.7	1,221	6.2	3,939	19.9	7,963	40.2
Total, 14 Cities	90	18,427	8,455	3,313	39.2	261	3.1	1,364	16.1	3,517	41.6
AUTOMOTIVE ACCESSORIES AND EQUIPMENT											
United States Total	2,860	259,846	239,208	63,736	26.6	10,321	4.3	100,550	42.0	64,601	27.1
New England	146	14,201	11,939	2,731	22.9	752	6.3	4,708	39.4	3,748	31.4
Middle Atlantic	523	48,173	44,981	10,133	22.5	2,249	5.0	18,489	41.1	14,110	31.4
East North Central	697	62,602	57,221	17,955	31.4	2,113	3.7	21,904	38.3	15,249	26.6

* Including those establishments from which no cash-credit analysis of sales was obtained.

SERVICE AND LIMITED-FUNCTION WHOLESALERS

TABLE 6A.—CASH-CREDIT ANALYSIS OF SALES, BY KINDS OF BUSINESS—Continued

KIND OF BUSINESS AND AREA	[illegible]	[illegible]	[illegible]	[illegible]	[illegible]	[illegible]	[illegible]	[illegible]	[illegible]	[illegible]
	[illegible]	[illegible]	[illegible]	[illegible]	[illegible]	[illegible]	[illegible] (add 000)	Per cent	[illegible]	Per-
AUTOMOTIVE—Con.										
AUTOMOTIVE ACCESSORIES AND EQUIPMENT—Con.										
West North Central	362	$38,579	$37,776	$11,019	29.2	$1,874	5.0	$16,130	42.7	38,753	23.1
South Atlantic	203	24,583	22,090	6,365	28.8	611	2.7	[illegible]	41.9	[illegible]	[illegible]
East South Central	186	10,913	[illegible]	1,746	17.1	285	2.8	4,539	44.6	3,614	[illegible]
West South Central	200	22,742	21,695	7,428	34.2	1,156	5.3	7,723	35.6	[illegible]	44.5
Mountain	131	16,040	[illegible]	[illegible]	19.8	926	6.0	[illegible]	53.3	[illegible]	20.9
Pacific	311	22,314	17,755	3,279	18.5	352	2.0	[illegible]	57.5	4,618	[illegible]
Total, 14 Cities	5[illegible]	69,212	[illegible]	16,910	[illegible]	2,471	3.9	26,096	41.1	17,951	28.3
AUTOMOTIVE PARTS											
United States Total	3,31[illegible]	256,74[illegible]	217,456	44,137	20.3	7,852	3.6	111,379	51.2	54,088	24.9
Middle Atlantic	509	45,909	34,150	7,740	22.7	1,013	3.0	13,786	40.4	11,611	33.9
East North Central	774	59,714	50,347	11,075	22.0	1,765	3.5	26,457	52.5	11,050	22.0
West North Central	403	24,152	24,379	5,352	22.0	1,581	6.5	14,107	57.9	3,339	13.[illegible]
South Atlantic	386	25,007	22,810	4,664	21.1	761	3.3	11,627	51.0	5,618	24.[illegible]
East South Central	143	11,453	10,075	1,750	17.4	599	5.9	4,615	[illegible]	3,111	30.9
West South Central	364	31,008	28,886	4,488	15.5	1,029	3.6	14,429	50.0	8,932	30.9
Pacific	573	34,463	29,[illegible]	5,599	19.2	676	2.3	16,694	57.1	[illegible]	21.4
Other divisions	270	20,842	17,5[illegible]	[illegible]	[illegible]	428	2.4	9,654	54.9	4,174	[illegible]
Total, 14 Cities	674	77,819	56,079	10,157	18.1	1,115	2.0	30,945	55.2	13,882	24.7
TIRES AND TUBES											
United States Total	635	84,454	61,901	11,855	19.2	2,137	3.5	18,971	30.6	28,938	46.7
Total, 14 Cities	247	38,286	37,600	6,260	16.6	1,111	3.0	[illegible]	24.1	21,174	56.3
BEER, WINES, AND LIQUORS											
BEER AND ALE											
United States Total	4,812	502,111	487,424	304,220	62.4	60,798	12.5	94,137	19.3	28,269	5.8
New England	190	40,155	38,883	11,898	30.6	7,046	18.1	15,684	40.3	4,255	11.0
Middle Atlantic	1,252	124,594	120,911	73,140	60.4	13,111	10.8	25,310	20.9	7,350	6.2
East North Central	1,205	128,490	124,917	96,094	76.9	12,280	9.8	12,251	9.8	4,342	3.5
West North Central	730	57,555	57,009	27,896	48.9	13,210	23.2	13,186	23.1	2,717	4.8
South Atlantic	297	39,623	37,983	28,413	74.8	2,809	7.4	5,197	13.7	1,564	4.1
East South Central	151	13,828	12,389	10,605	85.6	728	5.9	849	6.9	207	1.6
West South Central	490	35,919	34,864	24,122	69.2	4,741	13.6	4,626	13.3	1,375	3.9
Mountain	142	14,615	13,949	6,357	45.6	2,260	16.2	4,412	31.6	224	2.6
Pacific	465	47,302	46,919	23,685	50.9	4,613	9.9	12,672	27.2	5,549	12.0
Total, 14 Cities	460	87,678	85,283	45,736	53.6	7,899	9.3	24,670	28.9	6,978	8.2
Baltimore	5	315	225	136	60.4	52	23.1	37	16.5	---	---
Boston	11	9,123	9,123	3,434	37.6	725	7.9	4,049	44.4	915	10.1
Buffalo	9	2,101	2,101	864	41.1	298	14.2	925	44.0	14	.7
Chicago	96	17,409	17,047	8,838	51.8	3,760	22.1	3,048	17.9	1,401	8.2
Cleveland	17	4,800	4,800	4,659	97.1	---	---	139	2.9	2	[illegible]
Detroit	17	4,443	4,104	4,020	98.0	16	.4	68	1.6	---	---
Los Angeles	18	4,088	4,045	870	21.5	634	15.7	2,005	49.6	532	13.2
Milwaukee	18	3,941	3,941	1,700	43.1	86	2.2	2,137	54.2	16	.5
New York City	75	14,587	14,274	3,025	21.2	1,522	10.7	7,470	[illegible]	2,257	[illegible]
Philadelphia	88	8,451	7,844	7,826	99.8	15	.2	3	[illegible]	---	---
Pittsburgh	71	6,833	6,697	6,409	95.7	156	2.4	105	1.6	[illegible]	.3
St. Louis	10	2,036	2,036	1,353	66.5	155	7.6	[illegible]	19.4	[illegible]	6.5
San Francisco	16	5,322	4,817	794	16.5	[illegible]	[illegible]	[illegible]	[illegible]	1,217	[illegible]
Washington, D. C.	9	4,229	4,229	1,808	42.8	187	[illegible]	1,762	[illegible]	[illegible]	[illegible]
WINES AND LIQUORS											
United States Total	1,420	747,053	709,659	130,378	18.4	100,270	14.1	31,[illegible]	44.9	158,[illegible]	[illegible]
New England	100	60,596	52,901	2,614	4.9	4,813	9.1	35,700	67.5	9,774	18.5
Middle Atlantic	2[illegible]	216,233	201,[illegible]	10,814	5.4	16,126	8.0	82,[illegible]	41.1	87,705	43.5
East North Central	464	172,200	164,309	53,225	32.4	29,327	17.8	62,[illegible]	37.8	19,701	12.0
West North Central	98	56,729	55,145	6,082	11.0	11,478	20.8	32,[illegible]	60.5	4,232	7.7
South Atlantic	140	71,861	67,909	12,531	18.5	13,215	19.5	29,254	43.0	12,[illegible]	18.[illegible]
East South Central	72	27,752	22,922	17,646	68.1	7,506	29.[illegible]	691	2.7	65	.2
West South Central	86	44,836	43,383	11,598	26.7	7,256	16.7	18,493	42.6	6,042	14.0
Mountain	55	17,578	16,705	6,115	36.6	981	5.[illegible]	8,013	47.9	1,616	9.6
Pacific	276	85,268	81,792	9,759	11.9	9,674	11.8	44,451	54.3	17,908	22.0
Total, 14 Cities	535	363,503	344,977	50,645	14.7	38,[illegible]	11.3	152,[illegible]	44.2	102,754	29.8
Baltimore	24	18,662	15,551	3,119	20.1	2,3[illegible]	15.4	[illegible]	38.5	4,826	31.0
Boston	26	21,[illegible]	20,222	725	3.6	723	3.4	[illegible]	58.2	[illegible]	31.5
Chicago	139	77,430	72,674	15,879	21.8	15,305	21.1	[illegible]	41.3	11,9[illegible]	16.[illegible]
Detroit	10	16,492	16,492	15,974	96.9	117	.7	397	2.4	4	(1) -
Los Angeles	56	27,765	27,252	2,544	9.3	4,1[illegible]	15.[illegible]	17,[illegible]	62.5	[illegible]	[illegible]
New York City	118	146,509	138,403	4,5[illegible]	3.3	10,814	7.8	82,[illegible]	48.8	59,534	43.1
St. Louis	16	11,895	10,941	1,553	14.2	2,074	[illegible]	6,744	61.6	576	5.2
San Francisco	85	21,121	19,319	9[illegible]	4.7	2,485	12.9	9,051	46.9	6,879	35.6
Washington, D. C.	12	10,888	10,888	959	8.8	1	(1)	5,212	47.3	4,776	43.9
Other cities	53	17,365	17,234	4,399	25.5	912	5.3	6,660	38.6	5,2[illegible]	30.[illegible]

[a] Including those establishments from which no cash-credit analysis of sales was obtained.
[1] Less than one-tenth of one percent.

SERVICE AND LIMITED-FUNCTION WHOLESALERS

TABLE 6A.—CASH-CREDIT ANALYSIS OF SALES, BY KINDS OF BUSINESS—Continued

KIND OF BUSINESS AND AREA	ALL ESTABLISHMENTS*		SALES ANALYZED ON A CASH-CREDIT BASIS								
				Cash-credit analysis of sales							
				Spot cash		Credit, 10 days or less		Credit, 11 to 30 days		Credit, more than 30 days	
	Number	Sales (add 000)	Total of sales analyzed (add 000)	Amount (add 000)	Per cent	Amount (add 000)	Per cent	Amount (add 000)	Per cent	Amount (add 000)	Per cent
				CHEMICALS AND PAINTS							
DYESTUFFS											
United States Total	69	$28,488	$22,021	$106	.5	$2,552	11.6	$12,380	56.2	$6,980	31.7
Total, 14 Cities	43	18,556	16,456	56	.3	1,979	12.0	8,885	54.0	5,536	33.7
EXPLOSIVES											
United States Total	49	2,824	2,139	148	6.9	35	1.6	1,265	59.1	691	32.4
INDUSTRIAL CHEMICALS											
United States Total	287	112,137	103,704	3,201	3.1	11,462	11.1	70,875	68.3	18,166	17.5
New England	34	9,740	7,682	129	1.7	1,074	14.0	5,589	72.8	890	11.5
Middle Atlantic	164	71,320	68,354	2,397	3.5	6,883	10.1	45,972	67.3	13,082	19.1
East North Central	50	12,358	11,989	232	1.9	699	5.8	9,151	76.3	1,906	16.0
Pacific	24	8,349	8,187	246	3.0	1,392	17.0	5,573	68.1	977	11.9
Other divisions	54	10,370	7,512	197	2.6	1,414	18.8	4,590	61.1	1,311	17.5
Total, 14 Cities	154	89,421	85,377	2,688	3.1	8,626	10.1	59,184	69.3	14,909	17.5
NAVAL STORES											
United States Total	29	19,177	14,369	8,427	58.6	1,628	11.3	2,811	19.6	1,503	10.5
PAINTS AND VARNISHES											
United States Total	623	51,608	49,821	4,631	9.3	5,473	11.0	20,370	40.9	19,347	38.8
Total, 14 Cities	305	29,583	28,874	2,182	7.6	4,498	15.6	11,375	39.4	10,819	37.4
PAINTS WITH GLASS AND OR WALLPAPER											
United States Total	311	28,675	28,398	5,022	19.0	1,827	6.9	8,484	32.1	11,065	42.0
Middle Atlantic	84	5,363	5,064	1,120	22.1	257	5.0	1,346	26.6	2,346	46.3
East North Central	109	8,669	8,669	2,165	25.0	331	3.8	2,933	33.8	3,240	37.4
West North Central	48	4,665	4,236	557	13.1	724	17.1	1,746	41.2	1,209	28.6
Pacific	25	1,239	1,239	187	15.1	8	.6	517	41.7	527	42.6
Other divisions	67	8,861	7,190	995	13.8	512	7.1	1,942	27.0	3,743	52.1
Total, 14 Cities	93	8,169	7,987	1,815	22.8	97	1.2	2,618	32.8	3,439	43.2
ALL OTHER											
United States Total	312	38,095	37,008	3,153	8.5	5,803	15.7	15,636	42.3	12,416	33.5
Total, 14 Cities	169	28,536	28,025	2,629	9.4	4,397	15.7	11,777	42.0	9,222	32.9
				CLOTHING AND FURNISHINGS							
CLOTHING AND FURNISHINGS (General line)											
United States Total	446	64,127	52,054	7,328	14.1	1,930	3.7	9,609	18.5	33,187	63.7
Middle Atlantic	209	30,023	27,838	5,210	18.7	964	3.5	4,515	16.2	17,129	61.5
East North Central	78	10,289	10,028	821	8.5	290	2.9	1,594	15.9	7,293	72.7
Other divisions	159	23,515	14,188	1,267	8.9	656	4.6	3,500	24.7	8,765	61.8
Total, 14 Cities	280	41,962	38,972	5,980	15.2	728	2.0	7,378	20.0	22,886	61.8
MEN'S AND BOYS'											
United States Total	1,190	152,944	145,145	10,771	7.4	5,002	3.4	34,334	23.7	95,036	65.5
New England	103	13,169	12,344	453	3.7	1,285	10.4	4,243	34.4	6,363	51.5
Middle Atlantic	594	85,055	79,977	5,254	6.6	1,023	1.3	18,300	22.9	55,396	69.2
West North Central	65	10,904	10,904	409	3.8	255	2.3	2,474	22.7	7,766	71.2
Other divisions	418	43,820	41,920	4,655	11.1	2,429	5.8	9,317	22.2	25,513	60.9
Total, 14 Cities	883	119,236	113,770	8,364	7.4	3,800	3.3	24,403	21.4	77,203	67.9
WOMEN'S AND CHILDREN'S											
United States Total	1,110	225,046	216,909	5,979	2.8	10,976	5.1	94,105	43.4	105,850	48.7
Middle Atlantic	685	151,126	146,134	3,663	2.5	5,406	3.7	66,525	45.5	70,470	48.2
East North Central	101	23,049	21,587	811	3.8	328	1.5	8,328	38.6	12,122	56.1
Other divisions	324	50,891	49,189	1,504	3.1	5,244	10.7	19,182	39.0	23,259	47.2
Total, 14 Cities	942	201,179	193,098	4,994	2.6	10,617	5.5	82,836	42.9	94,651	49.0
FURS, DRESSED, AND FUR CLOTHING											
United States Total	501	63,925	61,398	4,621	7.5	1,716	2.8	6,697	10.9	48,364	78.8
Total, 14 Cities	482	62,152	59,774	4,464	7.5	1,645	2.8	6,455	10.8	47,210	78.9
MILLINERY AND MILLINERY SUPPLIES											
United States Total	478	76,204	75,486	1,970	2.6	7,486	9.9	28,765	38.1	37,285	49.4
Total, 14 Cities	392	70,913	70,305	1,610	2.3	7,442	10.6	26,181	37.2	35,072	49.9

* Including those establishments from which no cash-credit analysis of sales was obtained.

SERVICE AND LIMITED-FUNCTION WHOLESALERS

TABLE 6A.—CASH-CREDIT ANALYSIS OF SALES, BY KINDS OF BUSINESS—Continued

KIND OF BUSINESS AND AREA	ALL ESTABLISHMENTS*		SALES ANALYZED ON A CASH-CREDIT BASIS								
	Number	Sales (add 000)	Total of all areas analyzed	[illegible]		[illegible]		[illegible]		[illegible]	
				Amount (add 000)	Percent	Amount (add 000)	Percent	Amount (add 000)	Percent	Amount (add 000)	Percent
CLOTHING AND FURNISHINGS—Con.											
SHOES AND OTHER FOOTWEAR											
United States Total	463	$118,255	$116,241	$2,920	2.5	$9,831	8.3	$37,575	32.3	$66,115	56.9
New England	103	25,634	25,263	404	1.6	3,049	12.1	12,912	51.1	8,896	35.2
Middle Atlantic	174	42,062	41,403	871	2.1	4,065	9.8	8,846	21.4	27,621	66.7
East North Central	66	10,964	10,533	435	4.1	420	4.0	4,454	42.3	5,224	49.6
West North Central	38	13,160	13,160	787	6.0	25	.2	5,827	44.3	6,521	49.5
South Atlantic	35	13,879	13,123	213	1.6	1,798	13.7	3,624	27.6	7,488	57.1
Other divisions	47	12,759	12,759	210	1.6	274	2.1	1,912	15.0	10,363	81.3
Total, 14 Cities	334	89,982	89,362	1,552	1.9	9,032	10.1	31,710	35.6	46,604	52.4
Boston	76	21,585	21,316	196	.9	2,975	14.0	12,579	59.0	5,570	26.1
New York City	99	27,129	26,776	452	1.7	3,801	14.2	6,030	22.5	16,493	61.6
St. Louis	27	11,790	[illegible]	147	1.2	15	.1	5,36[illegible]	45.6	6,248	53.1
Other cities	142	29,378	29,116	8[illegible]	3.0	2,241	7.7	7,721	26.5	18,293	62.8
COAL AND COKE											
COAL AND COKE											
United States Total	919	512,838	461,674	18,340	4.[illegible]	18,366	4.0	3[illegible],732	67.1	115,235	24.9
New England	60	74,742	72,461	1,499	2.1	922	1.3	[illegible]	75.2	15,572	[illegible]
Middle Atlantic	289	187,121	142,362	9,288	6.5	5,826	4.1	99,908	70.1	27,457	19.3
East North Central	299	176,933	157,215	4,003	2.5	6,019	3.8	1[illegible]	66.6	42,505	27.1
West North Central	121	43,136	38,489	1,377	3.6	4,840	12.6	17,558	45.6	14,714	38.2
South Atlantic	71	27,334	2[illegible]	1,170	4.4	241	.9	20,[illegible]	75.5	5,[illegible]	19.2
East South Central	44	16,931	16,493	463	2.8	2[illegible]	1.2	9,360	[illegible]	6,4[illegible]	39.2
Other divisions	55	8,660	7,715	562	7.3	212	4.0	3,496	45.3	3,345	43.4
Total, 14 Cities	434	329,675	294,273	11,559	3.9	8,167	2.8	200,941	[illegible]	73,606	25.0
Boston	26	56,899	55,169	595	1.1	[illegible]	[illegible]	41,770	74.3	13,829	24.6
Chicago	73	47,242	3[illegible],148	1,529	4.1	2,063	5.6	23,720	63.9	9,826	26.4
Cleveland	41	41,020	40,960	86	.2	1,7	.3	[illegible],815	75.2	9,952	24.3
Detroit	27	12,627	12,627	148	.9	[illegible]	6.7	8,363	66.2	3,306	26.2
Milwaukee	16	19,247	19,659	1,097	8.0	1,630	11.9	2,253	16.5	8,675	63.6
New York City	100	81,835	66,844	4,042	6.0	2,162	3.2	52,[illegible]	77.2	9,007	13.6
Philadelphia	42	28,506	28,298	696	[illegible]	243	.6	22,405	81.4	2,994	11.5
Other cities	109	46,302	40,552	3,404	8.4	1,209	3.0	19,922	49.1	16,017	39.5
DRUGS (GENERAL LINE)											
SERVICE WHOLESALERS (Without liquor)											
United States Total	288	285,452	248,747	21,710	8.7	16,000	6.4	128,[illegible]15	51.8	[illegible]	33.1
Middle Atlantic	38	62,961	60,919	4,988	8.2	1,892	3.1	27,731	[illegible]	26,3[illegible]	43.2
East North Central	38	47,430	45,790	5,934	13.0	6,251	13.7	24,572	53.7	[illegible]	19.6
West North Central	29	24,2[illegible]	24,224	[illegible]	4.7	1,949	8.0	13,994	57.8	[illegible]	[illegible]
South Atlantic	49	32,[illegible]	31,258	1,779	5.7	[illegible]	10.4	15,[illegible]	[illegible]	[illegible]	[illegible]
East South Central	21	17,615	16,255	1,280	7.9	464	[illegible]	9,549	58.7	4,962	[illegible]
Pacific	17	24,002	24,[illegible]	[illegible]	3.7	960	4.0	17,055	71.1	5,094	[illegible]
Other divisions	48	4[illegible]	4[illegible]	5,693	12.3	1,245	2.7	20,402	44.1	18,959	[illegible]
Total, 14 Cities	44	92,461	92,461	9,857	10.7	[illegible]	[illegible]	42,555	[illegible]	[illegible]	[illegible]
SERVICE WHOLESALERS (With liquor)											
United States Total	45	72,3[illegible]	54,940	[illegible]	10.2	[illegible]	9.5	29,257	[illegible]	[illegible]	27.0
East North Central	10	15,867	10,168	1,127	11.1	396	3.9	5,242	51.6	[illegible]	[illegible]
West North Central	6	9,015	9,015	291	3.2	[illegible]	.8	6,641	73.7	[illegible]	22.3
West South Central	11	15,410	14,104	1,068	7.6	[illegible]	[illegible]	[illegible]	42.2	[illegible]	[illegible]
Pacific	5	15,429	11,196	1,110	9.9	3,413	[illegible]	[illegible]	53.8	[illegible]	5.8
Other divisions	13	16,608	10,457	[illegible]	19.5	1,038	9.9	5,406	51.7	[illegible]	[illegible]
Total, 14 Cities	9	23,403	19,170	1,731	9.0	[illegible]	19.4	12,198	[illegible]	[illegible]	[illegible]
COOPERATIVES AND VOLUNTARY GROUPS											
United States Total	[illegible]	[illegible]	32,646	2,788	[illegible]	[illegible]	54.0	11,063	33.9	[illegible]	3.0
Total, 14 Cities	16	[illegible]	[illegible]	2,245	[illegible]	16,156	70.2	3,646	15.8	969	4.2
DRUGS AND DRUG SUNDRIES (SPECIALTY LINES)											
PROPRIETARY MEDICINES											
United States Total	4[illegible]	46,302	43,953	6,185	14.1	[illegible]	25.9	16,753	[illegible]	9,642	21.9
Total, 14 Cities	[illegible]	25,086	23,908	[illegible]	10.7	6,306	[illegible]	10,011	41.9	[illegible]	[illegible]
TOILETRIES											
United States Total	387	42,245	41,911	3,434	7.6	10,193	22.7	20,487	[illegible]	10,797	[illegible]
Total, 14 Cities	[illegible]	[illegible]	[illegible]	[illegible]	3.2	9,040	[illegible]	14,412	47.1	[illegible]	[illegible]

* Including those establishments from which no sales were made, failures, [illegible]

† Less than one-tenth of one per cent.

SERVICE AND LIMITED-FUNCTION WHOLESALERS

TABLE 6A.—CASH-CREDIT ANALYSIS OF SALES, BY KINDS OF BUSINESS—Continued

KIND OF BUSINESS AND AREA	ALL ESTABLISHMENTS*		SALES ANALYZED ON CASH-CREDIT BASIS							
	Number	Sales	Total sales analyzed	Cash sales		Credit, 11 to 30 days		Credit, more than 30 days	
				Amount (thousand dollars)	Percent	Amount (thousand dollars)	Percent	Amount (thousand dollars)	Percent
				DRUGS AND DRUG SUNDRIES (SPECIALTY LINES)—Con.					
DRUG SPECIALTIES AND SUNDRIES									
United States Total	512	$61,643	$60,378	$8,885	14.7	$14,944	24.8	$27,163	45.0	$9,406	15.5
Middle Atlantic	160	18,529	18,158	2,104	11.6	2,969	16.4	7,994	43.9	5,121	28.1
East North Central	85	27,843	27,602	2,072	7.5	5,338	19.1	14,193	51.1	2,592	9.3
Other divisions	258	15,232	14,418	4,682	32.5	3,037	21.1	5,006	34.7	1,693	11.7
Total, 14 Cities	253	49,065	48,438	4,253	*	13,016	26.8	22,911	47.3	8,308	17.1
				DRY GOODS (GENERAL LINE)							
DRY GOODS (General line)											
United States Total	222	206,983	202,498	10,238	5.1	8,997	4.4	29,260	[illegible]	153,943	[illegible]
Middle Atlantic	41	25,835	24,829	2,938	11.9	1,315	5.3	5,392	21.9	14,984	60.9
East North Central	22	37,844	37,840	1,773	4.7	1,376	3.6	2,625	6.9	32,060	84.8
West North Central	20	59,319	59,319	1,189	2.0	4,145	7.0	7,655	12.9	46,320	78.1
South Atlantic	54	27,228	27,228	1,810	6.6	820	3.0	4,593	16.9	20,005	73.5
East South Central	32	22,823	17,376	636	3.7	263	1.5	2,784	16.0	13,693	78.8
West South Central	29	21,704	21,672	1,366	6.3	792	3.7	3,534	16.3	15,980	73.7
Pacific	10	8,349	8,249	304	3.7	9	.1	543	6.6	7,393	89.6
Other divisions	14	6,185	6,185	266	4.3	277	4.5	2,134	34.5	3,508	56.7
Total, 14 Cities	46	101,47	101,109	3,791	3.7	1,618	1.6	9,171	9.1	86,529	85.6
Chicago	5	20,764	20,764	765	3.7	25	.1	395	1.9	19,579	94.3
New York City	11	19,812	19,042	1,347	13.4	261	2.6	1,556	15.5	6,878	68.5
St. Louis	5	44,254	44,254	378	.9	---	---	5,001	11.3	38,875	87.8
Other cities	25	26,217	26,049	1,301	5.0	1,332	5.1	2,219	8.5	21,197	81.4
				DRY GOODS (SPECIALTY LINES)							
HOSIERY AND LINGERIE											
United States Total	422	86,204	81,678	5,541	6.8	3,696	4.5	25,612	31.4	46,829	57.3
Total, 14 Cities	336	75,967	71,760	4,601	6.4	2,138	3.0	21,834	30.4	43,187	60.2
NOTIONS											
United States Total	973	113,874	108,541	5,382	5.0	4,238	3.9	45,134	41.6	53,787	49.5
Total, 14 Cities	822	106,402	101,364	3,542	3.5	3,571	3.5	42,268	41.7	51,983	51.3
PIECE GOODS (General line)											
United States Total	54	18,493	18,011	994	5.5	880	4.9	4,685	26.0	11,452	63.6
Total, 14 Cities	40	16,765	16,283	661	4.1	767	4.7	4,002	24.6	10,853	66.6
PIECE GOODS (Cotton)											
United States Total	519	237,647	231,572	1,882	.8	14,206	6.1	26,432	11.4	189,052	81.7
Total, 14 Cities	478	231,404	226,226	1,530	.7	13,894	6.1	24,971	11.0	185,831	82.2
PIECE GOODS (Silk, linen, rayon, and velvet)											
United States Total	801	301,044	295,805	1,865	.6	5,881	2.0	72,102	24.4	215,957	73.0
Total, 14 Cities	785	297,804	292,734	1,629	.6	5,162	1.8	71,351	24.4	214,592	73.2
PIECE GOODS (Woolen and worsted)											
United States Total	366	97,261	96,457	3,270	3.4	3,826	4.0	14,370	14.9	74,991	77.7
Total, 14 Cities	331	93,765	90,752	1,940	2.1	3,592	4.0	13,791	15.2	71,429	78.7
PIECE GOODS (Other)											
United States Total	407	89,398	87,459	2,351	2.7	5,061	5.8	23,744	27.1	56,303	64.4
Total, 14 Cities	355	83,958	78,425	1,384	1.8	4,474	5.9	20,328	26.6	50,239	65.7
OTHER DRY GOODS SPECIALTIES											
United States Total	337	37,547	33,990	1,972	5.8	1,521	4.5	13,106	38.6	17,391	51.1
Total, 14 Cities	290	30,232	27,915	1,193	4.3	1,282	4.6	11,667	41.4	13,873	49.7

* Including those establishments from which no cash-credit analysis of sales was obtained.

SERVICE AND LIMITED-FUNCTION WHOLESALERS

TABLE 6A.—CASH-CREDIT ANALYSIS OF SALES, BY KINDS OF BUSINESS—Continued

KIND OF BUSINESS AND AREA	[illegible]	[illegible]	[illegible]	[illegible]	[illegible]	[illegible]	[illegible]	[illegible]	[illegible]	[illegible]
				[illegible]	[illegible]	[illegible]	Per-	[illegible]	[illegible]	[illegible]
ELECTRICAL GOODS										
ELECTRICAL MERCHANDISE (General line)										
United States Total	457	230,377	$[illegible]	$12,871	4.3	65,934	22.4	$111,[illegible]	37.6	$[illegible]	35.9
New England	39	18,121	14,121	514	2.8	5,925	32.7	[illegible]	[illegible]	9,129	[illegible]
Middle Atlantic	94	65,752	64,790	2,669	4.1	16,979	26.2	[illegible]	[illegible]	[illegible]	[illegible]
East North Central	97	72,605	71,[illegible]	5,561	7.8	14,13[illegible]	19.8	24,762	34.7	20,864	[illegible]
West North Central	46	37,015	35,[illegible]	1,091	3.2	6,941	20.6	13,375	[illegible]	[illegible]	[illegible]
South Atlantic	63	[illegible]	35,246	1,043	3.0	[illegible]	[illegible]	[illegible]	37.5	[illegible]	[illegible]
East South Central	28	13,184	12,580	400	3.3	2,041	16.2	5,507	[illegible]	4,623	[illegible]
West South Central	34	20,913	[illegible]	[illegible]	[illegible]	3,288	15.7	[illegible]	47.6	7,069	[illegible]
Other divisions	[illegible]	40,837	40,048	972	2.4	[illegible]	21.5	[illegible]	45.9	12,085	30.2
Total, 14 Cities	104	128,547	127,970	[illegible]	5.5	[illegible]	24.2	43,055	[illegible]	46,814	36.7
APPARATUS AND EQUIPMENT											
United States Total	207	24,214	21,011	1,73[illegible]	[illegible]	974	4.[illegible]	7,227	34.4	[illegible]	[illegible]
Total, 14 Cities	113	[illegible]	14,820	1,[illegible]	[illegible]	805	5.4	[illegible]	25.3	[illegible]	60.8
WIRING SUPPLIES AND CONSTRUCTION MATERIALS											
United States Total	988	126,738	[illegible]	12,682	10.[illegible]	7,115	5.8	[illegible]	49.7	[illegible]	34.1
Middle Atlantic	373	44,922	42,928	[illegible]	12.0	2,009	4.7	19,400	[illegible]	16,355	[illegible]
East North Central	143	27,[illegible]	[illegible]	2,753	[illegible]	2,530	9.7	[illegible]	60.0	5,145	19.7
Pacific	110	14,496	[illegible]	994	7.1	317	[illegible]	7,779	55.5	4,898	[illegible]
Other divisions	[illegible]	39,785	[illegible]	3,771	9.6	[illegible]	[illegible]	[illegible]	45.6	[illegible]	39.0
Total, 14 Cities	424	61,656	[illegible]	5,442	9.1	3,560	5.9	31,127	[illegible]	19,904	[illegible]
RADIOS AND EQUIPMENT											
United States Total	668	112,435	107,723	13,[illegible]	12.1	8,739	8.1	55,707	51.7	[illegible]	23.1
New England	54	8,914	[illegible]	651	[illegible]	769	[illegible]	[illegible]	61.4	[illegible]	19.7
Middle Atlantic	144	38,759	[illegible]	2,942	9.1	2,186	[illegible]	18,742	50.3	11,043	[illegible]
East North Central	175	28,1[illegible]	25,685	4,706	18.3	[illegible]	9.[illegible]	13,182	51.3	[illegible]	[illegible]
West North Central	64	9,2[illegible]	[illegible]	1,391	15.0	795	[illegible]	[illegible]	47.5	[illegible]	[illegible]
South Atlantic	68	9,475	9,348	1,159	12.4	688	7.4	4,175	44.7	3,328	[illegible]
West South Central	53	5,900	5,900	552	9.4	103	1.7	3,911	[illegible]	1,334	[illegible]
Pacific	80	14,239	[illegible]	1,192	8.6	1,624	11.7	6,379	46.0	4,677	[illegible]
Other divisions	30	2,736	[illegible]	263	10.3	[illegible]	2.7	2,075	79.1	[illegible]	7.9
Total, 14 Cities	204	58,087	57,006	6,156	10.8	6,067	10.6	27,902	[illegible]	16,881	[illegible]
REFRIGERATORS AND EQUIPMENT (Household											
United States Total	159	118,[illegible]	114,288	33,15[illegible]	[illegible]	18,230	16.0	47,572	[illegible]	[illegible]	[illegible]
Middle Atlantic	35	32,[illegible]	[illegible]	7,721	23.[illegible]	4,754	14.7	12,523	[illegible]	7,323	[illegible]
East North Central	32	38,463	38,4[illegible]	15,589	40.5	5,061	13.[illegible]	14,732	38.3	3,081	[illegible]
West North Central	19	10,358	10,339	1,968	19.[illegible]	1,[illegible]	19.[illegible]	5,633	54.5	872	[illegible]
Other divisions	72	38,315	33,15[illegible]	7,[illegible]	[illegible]	[illegible]	13.[illegible]	14,[illegible]	44.3	4,[illegible]	[illegible]
Total, 14 Cities	56	52,24[illegible]	51,1[illegible]	12,161	23.8	[illegible]	16.[illegible]	[illegible]	[illegible]	[illegible]	[illegible]
ALL OTHER											
United States Total	828	100,242	95,[illegible]	16,25	17.5	[illegible]	8.7	43,[illegible]	[illegible]	27,229	28.6
New England	65	10,747	9,553	1,101	11.5	441	4.6	4,346	45.5	3,665	[illegible]
Middle Atlantic	170	29,40[illegible]	25,[illegible]	3,927	15.3	1,730	6.7	9,162	35.7	10,847	42.3
East North Central	155	24,1[illegible]	20,716	5,119	24.7	1,918	9.3	9,230	44.6	4,449	[illegible]
West North Central	58	10,955	10,240	1,740	17.0	571	5.6	5,880	[illegible]	2,071	[illegible]
South Atlantic	50	10,787	9,686	2,188	23.6	[illegible]	7.2	5,520	[illegible]	[illegible]	11.2
Other divisions	170	20,164	[illegible]	2,5[illegible]	17.2	[illegible]	15.1	[illegible]	[illegible]	[illegible]	[illegible]
Total, 14 Cities	275	47,259	[illegible]	8,156	[illegible]	2,854	7.0	[illegible]	42.5	[illegible]	[illegible]
FARM PRODUCTS—RAW MATERIALS											
COTTON											
United States Total	229	408,574	121,2[illegible]	109,643	90.4	[illegible]	1.7	[illegible]	1.7	7,508	6.2
Total, 14 Cities	75	29,873	[illegible]	[illegible]	[illegible]	1,658	26.9	1,1[illegible]	18.0	2,752	44.6
GRAINS											
United States Total	397	522,447	323,036	296,343	[illegible]	7,799	2.4	10,176	3.2	8,716	2.7
Middle Atlantic	46	73,173	67,2[illegible]	[illegible]	[illegible]	[illegible]	1.1	2,734	[illegible]	[illegible]	[illegible]
East North Central	70	21,724	16,471	14,278	86.7	784	4.[illegible]	[illegible]	5.6	[illegible]	[illegible]
West North Central	126	261,237	176,196	170,[illegible]	96.0	[illegible]	1.1	[illegible]	[illegible]	[illegible]	[illegible]
West South Central	52	40,41[illegible]	31,[illegible]	[illegible]	91.3	[illegible]	[illegible]	[illegible]	[illegible]	[illegible]	1.3
Pacific	4[illegible]	45,911	29,[illegible]	[illegible]	[illegible]	[illegible]	[illegible]	[illegible]	11.4	4,637	[illegible]
Other divisions	57	[illegible]	[illegible]	[illegible]	[illegible]	[illegible]	[illegible]	[illegible]	[illegible]	[illegible]	[illegible]
Total, 14 Cities	75	258,25[illegible]	[illegible]	[illegible]	92.5	764	[illegible]	3,377	3.9	[illegible]	2.7

* Including those establishments from which no cash-credit analysis of sales was obtained.

SERVICE AND LIMITED-FUNCTION WHOLESALERS

TABLE 6A.—CASH-CREDIT ANALYSIS OF SALES, BY KINDS OF BUSINESS—Continued

KIND OF BUSINESS AND AREA	ALL ESTABLISHMENTS*		SALES ANALYZED ON A CASH-CREDIT BASIS								
				Cash-credit analysis of sales							
				Spot cash		Credit, 10 days or less		Credit, 11 to 30 days		Credit, more than 30 days	
	Number	Sales (add 000)	Total of sales analyzed (add 000)	Amount (add 000)	Percent	Amount (add 000)	Percent	Amount (add 000)	Percent	Amount (add 000)	Percent
				FARM PRODUCTS—RAW MATERIALS—Con.							
HIDES, SKINS, AND RAW FURS											
United States Total	686	$193,688	$135,283	$47,980	35.5	$11,309	8.4	$12,145	9.0	$63,849	47.1
Middle Atlantic	366	102,909	93,232	19,892	21.3	6,189	6.6	9,292	10.0	57,859	62.1
East North Central	89	40,473	13,928	8,758	62.9	914	6.6	493	3.5	3,763	27.0
Other divisions	231	50,306	28,123	19,330	68.7	4,206	15.0	2,360	8.4	2,227	7.9
Total, 14 Cities	394	147,241	100,234	21,536	21.5	7,025	7.0	10,073	10.0	61,600	61.5
HORSES AND MULES											
United States Total	28	7,078	6,678	5,348	80.1	616	9.2	421	6.3	293	4.4
LIVESTOCK											
United States Total	107	8,490	5,230	2,716	51.9	1,097	21.0	432	8.3	985	18.8
SILK (Raw)											
United States Total	15	81,006	78,271	201	.3	7,016	9.0	719	.9	70,335	89.8
TOBACCO (Leaf)											
United States Total	191	86,489	24,477	4,395	18.0	1,618	6.6	9,765	39.9	8,699	35.5
Total, 14 Cities	74	14,180	7,011	466	6.6	873	12.5	2,352	33.5	3,320	47.4
WOOL AND MOHAIR											
United States Total	166	194,242	148,424	27,432	18.5	84,517	56.9	8,826	5.9	27,649	18.7
Total, 14 Cities	117	168,005	125,658	9,450	7.5	82,040	65.3	7,991	6.4	26,177	20.8
ALL OTHER											
United States Total	267	126,692	99,574	24,096	24.2	43,802	44.0	10,930	11.0	20,746	20.8
Total, 14 Cities	114	91,206	73,632	12,974	17.6	36,248	49.2	6,220	8.4	18,190	24.8
				FARM PRODUCTS—CONSUMER GOODS							
DAIRY PRODUCTS											
United States Total	2,164	485,196	374,996	99,912	26.6	101,238	27.0	145,532	38.8	28,314	7.6
Middle Atlantic	530	209,011	178,996	31,474	17.6	59,046	33.0	75,107	42.0	13,369	7.4
East North Central	672	123,831	100,059	29,352	29.3	23,766	23.8	39,787	39.8	7,154	7.1
South Atlantic	101	14,131	10,298	3,596	34.9	1,942	18.9	3,764	36.6	996	9.6
West South Central	148	17,815	15,303	6,867	44.9	2,282	14.9	4,753	31.1	1,401	9.1
Other divisions	713	120,410	70,340	28,623	40.7	14,202	20.2	22,121	31.4	5,394	7.7
Total, 14 Cities	501	247,336	206,871	40,072	19.4	64,856	31.4	88,291	42.7	13,652	6.5
DAIRY AND POULTRY PRODUCTS											
United States Total	760	241,480	188,941	25,631	13.6	62,429	33.0	85,659	45.3	15,222	8.1
Middle Atlantic	333	112,024	99,400	9,471	9.5	20,008	20.1	60,139	60.5	9,782	9.9
East North Central	200	67,867	42,151	6,605	15.7	24,477	58.1	9,613	22.8	1,456	3.4
South Atlantic	40	11,390	10,079	2,055	20.4	5,294	52.5	2,450	24.3	280	2.8
Pacific	57	23,144	17,563	2,228	12.7	6,850	39.0	6,943	39.5	1,542	8.8
Other divisions	130	27,055	19,748	5,272	26.7	5,800	29.4	6,514	33.0	2,162	10.9
Total, 14 Cities	396	172,288	133,236	12,761	9.6	48,576	36.5	62,800	47.1	9,099	6.8
POULTRY AND POULTRY PRODUCTS											
United States Total	1,635	241,236	179,682	45,381	25.3	76,092	42.3	48,188	26.8	10,021	5.6
Middle Atlantic	392	90,293	76,915	7,309	9.5	36,783	47.8	28,659	37.5	3,964	5.2
East North Central	455	61,822	42,892	15,797	36.8	20,135	46.9	5,174	12.1	1,786	4.2
West North Central	184	19,414	11,759	4,619	39.3	4,600	39.1	1,841	15.7	699	5.9
Pacific	168	21,266	17,611	4,638	26.3	5,055	28.7	5,745	32.6	2,173	12.4
Other divisions	436	48,435	30,505	13,018	42.7	9,519	31.2	6,569	21.5	1,399	4.6
Total, 14 Cities	625	147,499	117,115	15,044	12.8	59,997	51.2	36,409	31.1	5,865	4.9
FRUITS AND VEGETABLES (Fresh)											
United States Total	5,449	990,526	785,687	192,907	24.6	304,703	38.8	231,351	29.4	56,726	7.2
New England	443	79,154	49,282	10,893	22.1	17,179	34.9	16,036	32.5	5,174	10.5
Middle Atlantic	1,334	279,879	223,648	55,060	24.6	92,044	41.2	57,682	25.8	18,862	8.4
East North Central	1,045	222,186	173,596	41,841	24.1	86,985	50.1	34,441	19.8	10,329	6.0
West North Central	520	110,134	99,504	18,913	19.0	43,003	43.2	32,104	32.3	5,464	5.5
South Atlantic	596	80,476	59,986	17,252	28.8	21,265	35.4	16,949	28.3	4,520	7.5
East South Central	223	30,517	25,188	8,178	32.5	6,208	24.6	8,830	35.1	1,972	7.8
West South Central	314	54,918	48,439	16,014	33.1	11,643	24.0	17,812	36.8	2,970	6.1
Mountain	216	28,239	19,793	4,808	24.3	5,260	26.6	8,031	40.6	1,694	8.5
Pacific	758	105,027	86,251	19,948	23.1	21,116	24.5	39,466	45.8	5,721	6.6

* Including those establishments from which no cash-credit analysis of sales was obtained.

SERVICE AND LIMITED-FUNCTION WHOLESALERS

TABLE 6A.—CASH-CREDIT ANALYSIS OF SALES, BY KINDS OF BUSINESS—Continued

KIND OF BUSINESS AND AREA	ALL ESTABLISHMENTS*		SALES ANALYZED ON A CASH-CREDIT BASIS								
	Number	Sales (add 000)	Total [illegible] (add 000)	Cash-credit analysis							
				Spot cash		Credit, [illegible]		Credit, [illegible]		Credit, more than 30 days	
				Amount (add 000)	Percent	Amount (add 000)	Percent	Amount (add 000)	Percent	Amount (add 000)	Percent
				FARM PRODUCTS—CONSUMER GOODS—Con.							
FRUITS AND VEGETABLES (Fresh)—Con.											
Total, 14 Cities	1,811	$422,126	$330,365	$77,029	23.3	$155,886	47.2	$81,621	24.7	$15,829	4.8
Baltimore	91	18,468	14,057	3,295	23.4	7,840	[illegible]	2,703	19.2	219	1.6
Chicago	224	80,238	69,516	12,906	18.6	45,387	65.3	8,366	12.1	2,827	4.0
New York City	432	112,468	99,737	25,418	[illegible]	[illegible]	[illegible]	34,[illegible]	34.2	7,780	7.8
Other cities	1,064	212,952	147,055	35,410	[illegible]	70,190	47.7	36,426	24.8	5,029	3.4
FRESH FRUITS ONLY											
United States Total	905	146,965	137,571	24,599	17.9	79,837	58.0	28,387	20.6	4,748	3.5
New England	55	15,107	13,177	3,337	25.3	8,277	62.8	1,015	7.7	545	4.2
Middle Atlantic	360	54,140	50,916	9,646	18.9	24,832	48.8	13,281	26.0	3,187	6.3
East North Central	118	28,674	27,865	3,382	12.1	20,116	72.2	4,228	15.2	145	.5
Pacific	178	16,660	15,035	3,278	21.8	8,048	53.5	3,455	23.0	254	1.7
Other divisions	194	32,384	30,578	4,956	16.2	18,563	60.7	6,444	21.[illegible]	615	2.0
Total, 14 cities	525	93,130	89,306	14,000	15.7	53,692	60.1	18,689	20.9	2,925	3.3
ALL OTHER											
United States Total	32	5,359	5,234	1,243	23.7	1,656	31.7	1,887	35.9	458	8.7
				FARM SUPPLIES							
FEED											
United States Total	782	130,199	108,803	43,264	39.7	10,705	9.8	38,53[illegible]	35.4	16,404	15.1
Middle Atlantic	96	19,847	19,569	9,466	48.4	1,258	6.4	4,801	24.5	4,044	20.7
East North Central	159	25,368	17,343	7,628	44.0	1,406	8.1	6,611	38.1	1,700	9.8
West North Central	126	19,325	18,083	8,540	47.2	1,214	6.7	7,185	39.8	1,141	6.3
West South Central	101	11,881	10,445	3,966	38.0	1,789	17.1	3,569	34.2	1,121	10.7
Other divisions	300	53,778	43,463	13,666	31.4	5,038	11.6	16,361	37.6	8,398	19.4
Total, 14 Cities	71	23,798	21,665	10,867	50.2	1,469	6.8	5,335	24.6	3,994	18.4
FERTILIZER											
United States Total	99	37,827	35,602	25,614	71.9	4,003	11.2	4,103	11.5	1,882	5.4
Total, 14 Cities	23	9,604	8,[illegible]	[illegible]	76.6	1,053	11.8	606	6.8	420	4.8
SEEDS											
United States Total	415	101,419	84,742	[illegible]	30.4	15,356	18.1	24,174	[illegible]	19,418	23.0
Total, 14 Cities	86	24,860	23,175	4,926	20.6	4,598	[illegible]	5,945	[illegible]	7,814	[illegible]
ALL OTHER											
United States Total	181	64,399	44,071	9,160	[illegible]	5,935	13.5	14,54[illegible]	33.0	14,441	[illegible]
Total, 14 Cities	18	14,120	14,077	359	2.6	3,312	23.5	5,02[illegible]	35.7	5,378	[illegible]
				FURNITURE AND HOUSE FURNISHINGS							
CHINA, GLASSWARE, AND CROCKERY											
United States Total	339	36,777	33,031	2,497	7.6	3,97[illegible]	12.[illegible]	13,06[illegible]	39.5	13,5[illegible]	40.9
Total, 14 Cities	256	28,979	26,698	1,581	5.9	3,735	14.0	10,103	37.8	11,279	42.3
FLOOR COVERINGS											
United States Total	487	149,584	144,558	5,101	3.5	10,180	7.0	23,781	16.4	105,513	73.1
Middle Atlantic	270	85,981	84,122	1,967	3.1	6,988	10.9	17,424	16.4	44,673	69.6
East North Central	70	28,005	27,111	1,228	4.5	1,702	6.3	3,055	11.3	21,145	77.9
West North Central	24	11,609	11,609	389	3.4	175	1.5	1,672	14.4	9,378	[illegible]
Pacific	4[illegible]	21,803	21,[illegible]	543	2.5	973	4.[illegible]	4,485	20.6	15,572	72.4
Other divisions	8[illegible]	22,206	20,[illegible]	993	4.9	34[illegible]	1.[illegible]	4,[illegible]	20.[illegible]	14,746	72.[illegible]
Total, 14 Cities	350	1[illegible],933	1[illegible],848	4,011	[illegible]	9,197	8.8	16,638	[illegible]	74,997	71.5
FURNITURE (General line)											
United States Total	4[illegible]	10,476	8,626	942	10.9	78	.9	1,775	20.6	5,831	67.6
Total, 14 Cities	27	3,681	1,894	224	11.8	73	3.9	1,24[illegible]	65.5	3[illegible]	18.8
FURNITURE (Household)											
United States Total	35[illegible]	47,880	45,154	7,817	17.3	3,490	7.7	14,364	[illegible]	19,4[illegible]	43.1
Total, 14 Cities	25	31,[illegible]	30,838	5,94[illegible]	19.[illegible]	2,950	9.6	9,999	32.4	11,94[illegible]	38.7

* Including those establishments from which no cash-credit analysis of sales was obtained.

SERVICE AND LIMITED-FUNCTION WHOLESALERS

TABLE 6A.—CASH-CREDIT ANALYSIS OF SALES, BY KINDS OF BUSINESS -Continued

KIND OF BUSINESS AND AREA	NUMBER OF ESTABLISHMENTS		SALES ANALYZED ON A CASH-CREDIT BASIS								
	[illegible]	[illegible]	[illegible]	Credit analysis of sale							
				[illegible]		[illegible]		Credit, 11 to 30 days		Credit, more than 30 days	
				Amount (add 000)	Percent	Amount (add 000)	Percent	Amount (add 000)	Percent	Amount (add 000)	Percent
FURNITURE AND HOUSE FURNISHINGS—Con.											
FURNITURE (Office)											
United States Total	51	$2,052	$2,002	$174	[illegible]	$143	5.1	$610	21.6	$1,875	66.9
Total, 14 Cities	33	2,346	2,188	88	4.0	127	5.8	252	11.5	1,721	78.7
HOUSE FURNISHINGS (Except as specified)											
United States Total	847	106,017	103,122	7,782	7.5	5,641	5.5	27,[illegible]	27.1	61,706	59.9
Middle Atlantic	498	72,017	69,871	4,034	5.8	3,576	5.1	16,433	23.5	45,826	65.6
East North Central	122	12,542	12,291	1,993	16.5	386	3.2	3,936	32.6	5,754	47.7
Other divisions	209	21,477	21,180	1,755	8.3	1,679	7.9	7,644	36.[illegible]	10,126	47.8
Total, 14 Cities	669	91,706	89,377	5,599	6.3	3,824	4.3	24,753	28.5	57,203	65.9
MUSICAL INSTRUMENTS AND SHEET MUSIC											
United States Total	128	19,898	18,000	1,931	10.7	637	3.5	8,[illegible]37	44.7	7,395	41.1
Total, 14 Cities	96	15,228	14,802	1,401	9.5	636	4.3	6,446	43.5	6,319	42.7
GROCERIES (GENERAL LINE)											
NOT SPONSORING COOPERATIVE OR VOLUNTARY GROUPS											
United States Total	2,788	1,310,164	1,241,957	216,337	17.4	304,517	24.5	560,421	45.1	160,682	13.0
New England	79	44,200	43,585	5,078	11.7	9,859	22.6	19,592	45.0	9,056	20.7
Middle Atlantic	275	139,384	134,654	23,589	17.5	26,[illegible]59	19.4	66,021	49.0	18,985	14.1
East North Central	311	175,364	161,817	37,348	23.1	34,[illegible]26	21.4	65,179	40.3	24,652	15.2
West North Central	286	159,268	154,896	23,837	15.4	49,[illegible]33	31.7	64,504	41.6	17,452	11.3
South Atlantic	629	234,[illegible]	225,516	39,119	17.7	61,364	27.8	88,320	40.1	31,713	14.4
East South Central	398	172,177	160,080	28,465	17.8	40,853	25.5	73,770	46.1	16,892	10.6
West South Central	578	257,536	246,679	43,276	17.5	52,396	21.2	124,799	50.6	26,208	10.7
Mountain	134	61,728	60,203	7,069	11.7	11,200	18.6	33,576	55.8	8,358	13.9
Pacific	98	66,475	59,528	8,487	14.3	19,115	32.1	24,660	41.4	7,286	12.2
Total, 14 Cities	247	156,883	188,639	32,106	17.0	31,881	16.9	96,354	51.1	28,298	15.0
Boston	14	15,[illegible]	16,614	2,235	13.0	4,762	28.6	9,973	59.6	1,644	8.8
Chicago	26	30,477	26,838	4,400	15.0	3,298	11.2	15,461	52.6	6,241	21.2*
New York City	48	49,751	49,751	4,167	8.4	5,682	11.4	34,624	69.6	5,278	10.6
Philadelphia	23	10,856	10,856	1,955	18.0	3,539	32.6	3,791	34.9	1,571	14.5
Other cities	136	84,881	80,620	19,349	24.2	14,602	18.2	32,505	40.6	13,564	17.0
VOLUNTARY GROUP WHOLESALERS											
United States Total	638	658,253	580,243	65,839	11.3	170,016	29.3	271,853	46.9	72,535	12.5
New England	80	49,690	41,555	3,722	9.0	5,582	13.4	23,415	56.3	8,836	21.3
Middle Atlantic	128	163,969	148,137	9,834	6.5	57,200	38.6	64,379	43.5	16,926	11.4
East North Central	149	160,590	117,129	21,748	18.6	39,526	33.7	45,078	38.5	10,777	9.2
West North Central	69	100,250	93,445	5,870	6.3	23,766	25.4	51,047	54.6	12,762	13.7
East South Central	14	17,470	15,542	1,697	10.9	5,005	32.2	7,588	48.8	1,252	8.1
West South Central	50	33,404	33,404	5,659	16.9	11,843	35.5	9,927	29.7	5,955	17.9
Pacific	62	79,677	78,658	8,728	11.1	14,936	19.0	43,306	55.1	11,688	14.8
Other divisions	66	53,203	52,373	8,803	16.8	12,158	23.2	27,113	51.8	4,299	8.2
Total, 14 Cities	71	165,277	112,070	8,765	7.8	42,320	37.8	48,204	43.0	12,781	11.4
RETAILER-COOPERATIVE WAREHOUSES											
United States Total	136	154,651	153,099	34,746	22.7	85,506	55.9	29,845	19.5	2,962	1.9
CASH-AND-CARRY DEPOTS											
United States Total	382	82,668	58,340	52,142	89.4	5,855	10.0	237	.4	106	.2
Total, 14 Cities	49	13,429	9,764	8,528	87.3	1,160	11.9	76	.8	---	---
GROCERIES AND FOODS (SPECIALTY LINES)											
BREAKFAST CEREALS											
United States Total	34	22,078	22,003	270	1.2	18,360	83.4	1,759	8.0	1,624	7.4
Total, 14 Cities	14	10,681	10,606	116	1.1	8,890	83.8	846	8.0	754	7.1
CANNED FOODS											
United States Total	430	111,537	108,013	12,328	11.4	30,296	28.1	45,024	41.7	20,363	18.8
Middle Atlantic	154	49,243	46,888	3,612	7.4	13,087	28.7	22,336	45.7	9,869	20.2
East North Central	70	16,234	14,140	2,485	17.6	2,896	20.5	6,826	48.3	1,933	13.6
Pacific	55	18,886	18,660	1,555	8.3	4,605	24.7	7,662	41.1	4,838	25.9
Other divisions	151	27,174	26,325	4,676	17.8	9,740	37.0	8,186	31.1	3,723	14.1
Total, 14 Cities	215	68,335	66,541	8,211	9.3	17,421	26.2	29,373	44.1	13,536	20.4

* Including those establishments from which no cash-credit analysis of sales was obtained.

SERVICE AND LIMITED-FUNCTION WHOLESALERS

TABLE 6A.—CASH-CREDIT ANALYSIS OF SALES, BY KINDS OF BUSINESS—Continued

KIND OF BUSINESS AND AREA	ALL ESTABLISHMENTS*		SALES ANALYZED ON A CASH-CREDIT BASIS								
	Number	Sales (add 000)	Total sales analyzed (add 000)	Credit [illegible]		Credit, [illegible]		Credit, 11 to 30 days		Credit more than 30 days	
				Amount (add 000)	Percent	Amount (add 000)	Percent	Amount (add 000)	Percent	Amount (add 000)	Percent
	GROCERIES AND FOODS (SPECIALTY LINES)—Con.										
COFFEE, TEA, AND SPICES											
United States Total	703	$173,980	$135,993	$17,363	12.8	$41,449	30.5	$55,242	40.6	$21,939	15.8
Middle Atlantic	204	68,307	56,646	3,709	6.5	25,728	45.4	16,476	29.0	8,733	15.5
East North Central	133	21,327	16,993	1,861	10.9	1,708	10.0	10,221	60.1	3,207	18.9
West South Central	88	20,276	15,482	2,817	18.2	5,238	33.8	4,812	31.1	2,615	16.9
Pacific	84	32,001	25,760	5,743	22.3	6,062	23.4	9,770	37.9	4,225	16.4
Other divisions	194	32,069	21,106	3,233	15.3	2,758	13.1	12,369	58.6	2,746	13.0
Total, 14 Cities	369	130,123	101,488	10,274	10.1	33,254	32.8	41,750	41.1	16,209	16.0
COFFEE ROASTING AND SPICE GRINDING											
United States Total	306	136,988	81,762	7,653	9.4	27,492	33.6	26,590	32.5	20,027	24.5
Middle Atlantic	57	44,870	17,222	773	4.5	8,223	47.7	4,042	23.5	4,184	24.3
East North Central	34	18,831	10,709	1,009	9.4	4,925	46.0	4,171	38.9	604	5.7
West North Central	23	17,820	15,025	567	3.8	1,998	13.3	8,737	58.1	3,723	24.8
West South Central	47	16,710	13,010	1,946	15.0	2,066	15.9	2,659	20.5	6,419	49.3
Pacific	52	20,562	12,478	1,721	13.8	5,618	45.0	2,851	22.7	2,348	18.8
Other divisions	93	18,195	13,318	1,637	12.3	4,722	35.5	4,170	31.3	2,789	20.9
Total, 14 Cities	83	41,512	28,399	2,768	9.7	9,780	34.4	9,837	34.6	6,014	21.2
CONFECTIONERY											
United States Total	2,089	132,682	127,212	54,025	42.5	18,361	14.4	34,667	27.3	20,159	15.8
Middle Atlantic	565	44,600	42,331	11,245	26.6	5,785	13.7	14,124	33.4	11,177	26.3
East North Central	428	30,055	29,464	16,055	54.5	4,279	14.5	5,885	20.0	3,245	11.0
South Atlantic	306	18,273	17,959	7,676	42.7	3,174	17.7	5,325	29.6	2,084	11.6
Other divisions	790	39,754	37,458	19,049	50.9	5,123	13.7	9,633	25.7	3,653	9.7
Total, 14 Cities	379	39,628	38,771	16,380	42.2	4,333	11.2	9,670	24.9	8,388	21.7
FISH AND SEA FOODS											
United States Total	1,182	151,248	121,459	25,470	21.0	34,413	28.3	43,634	35.9	17,942	14.8
New England	153	18,283	16,475	1,806	11.0	5,239	31.8	7,324	44.5	2,106	12.7
Middle Atlantic	284	45,108	41,671	6,506	15.6	12,270	29.4	15,336	36.8	7,565	18.2
East North Central	204	21,601	21,177	4,656	22.0	6,527	30.8	6,787	32.0	3,207	15.2
Pacific	153	18,199	16,735	3,482	20.8	2,962	17.7	7,575	45.3	2,716	16.2
Other divisions	388	28,057	25,401	9,020	35.5	7,415	29.2	6,618	26.1	2,348	9.2
Total, 14 Cities	424	83,769	79,060	11,562	14.6	24,504	31.0	30,215	38.2	12,784	16.2
Boston	46	11,241	10,411	651	6.3	2,770	26.6	5,781	55.5	1,209	11.6
Chicago	64	13,328	13,181	1,591	12.1	4,194	31.8	5,095	38.7	2,301	17.4
New York City	173	34,550	31,521	3,868	12.3	9,719	30.8	11,808	37.5	6,126	19.4
Other cities	201	24,650	22,947	5,452	23.8	7,821	32.7	7,528	31.4	3,148	13.1
FLOUR											
United States Total	323	45,830	44,256	7,304	16.5	6,098	13.8	15,978	36.1	14,876	33.6
Total, 14 Cities	102	24,560	23,544	2,929	12.4	3,811	16.2	7,811	33.2	8,993	38.2
FRUITS AND VEGETABLES (Frosted)											
United States Total	32	8,447	5,174	1,077	20.8	2,845	55.0	1,104	21.3	148	2.9
MEATS AND PROVISIONS											
United States Total	2,552	519,593	487,386	89,317	18.3	197,334	40.5	152,548	31.3	48,187	9.9
New England	246	72,816	63,412	4,911	7.7	28,059	44.2	22,555	35.6	7,887	12.5
Middle Atlantic	694	195,411	182,252	22,586	10.9	89,649	47.4	59,521	31.5	19,497	10.2
East North Central	629	116,273	108,436	26,262	24.2	41,942	38.7	30,595	28.2	9,612	8.9
South Atlantic	199	32,498	29,943	8,353	27.9	9,522	31.8	10,006	33.4	2,063	6.9
Pacific	326	56,023	52,507	13,217	25.2	14,659	27.9	18,919	36.0	5,412	10.4
Other divisions	448	46,172	43,835	15,668	35.7	13,863	31.6	11,946	27.2	3,706	8.5
Total, 14 Cities	1,049	315,184	291,916	35,589	12.2	126,970	43.5	99,309	34.0	30,148	10.3
Chicago	165	57,411	51,796	6,943	13.4	23,985	46.3	16,082	31.0	4,930	9.5
New York City	346	135,668	131,326	9,162	7.0	65,471	49.9	44,382	33.8	12,324	9.3
Philadelphia	60	14,880	13,532	2,249	16.6	6,555	48.4	2,737	20.2	1,991	14.8
San Francisco	36	13,759	13,759	1,483	10.8	5,701	41.4	5,017	36.5	1,497	10.8
Other cities	440	93,466	81,509	15,752	19.3	25,257	31.0	31,154	38.1	9,406	11.6
OTHER FOOD AND GROCERY SPECIALTIES											
United States Total	4,394	609,658	570,001	152,437	26.8	142,938	25.1	182,606	32.0	86,962	15.2
New England	246	25,340	24,741	5,335	21.6	4,305	17.4	10,288	41.6	4,813	19.4
Middle Atlantic	1,189	243,664	232,915	61,793	26.5	48,711	20.9	84,003	36.1	28,408	12.3
East North Central	958	107,126	101,802	28,507	28.0	23,702	23.3	38,515	37.8	11,078	10.9
West North Central	396	47,754	45,306	9,773	21.6	13,130	29.4	14,729	32.5	5,667	12.5
East South Central	182	26,442	18,995	5,501	29.0	5,540	29.4	5,967	31.4	2,131	11.2
Mountain	135	10,402	10,082	3,537	35.1	3,245	32.2	3,097	30.7	203	2.0
Pacific	475	54,340	48,462	12,706	26.2	11,471	23.7	15,594	32.4	8,597	17.8
Other divisions	845	100,562	87,708	25,342	28.9	31,282	35.7	15,419	17.5	15,861	18.0

* Including those establishments from which no cash-credit analysis of sales was obtained.

SERVICE AND LIMITED-FUNCTION WHOLESALERS

TABLE 6A.—CASH-CREDIT ANALYSIS OF SALES, BY KINDS OF BUSINESS—Continued

KIND OF BUSINESS AND AREA	ALL ESTABLISHMENTS*		SALES ANALYZED ON A CASH-CREDIT BASIS								
				Cash-credit analysis of sales							
	Number	Sales (add 000)	Total of sales analyzed (add 000)	Spot cash		Credit, 10 days or less		Credit, 11 to 30 days		Credit, more than 30 days	
				Amount (add 000)	Percent	Amount (add 000)	Percent	Amount (add 000)	Percent	Amount (add 000)	Percent
				GROCERIES AND FOODS (SPECIALTY LINES)—Con.							
OTHER FOOD AND GROCERY SPECIALTIES—Con.											
Total, 14 Cities	1,536	$330,929	$319,403	$74,060	23.2	$74,659	23.4	$118,426	37.1	$52,258	16.3
Chicago	232	37,749	36,105	6,376	17.7	6,119	16.9	18,941	52.5	4,669	12.9
Los Angeles	133	14,042	12,938	3,399	26.4	2,367	18.4	4,818	37.5	2,264	17.7
New York City	568	181,411	176,354	45,199	25.6	37,903	21.5	65,170	37.0	28,082	15.9
Other cities	603	97,727	94,106	19,096	20.3	28,270	30.0	29,497	31.3	17,243	18.4
				HARDWARE							
GENERAL LINE (With industrial department)											
United States Total	409	398,746	341,951	20,642	6.0	27,599	8.1	115,817	33.9	177,893	52.0
Middle Atlantic	89	40,755	37,841	3,913	10.3	3,307	8.7	17,664	46.7	12,957	34.3
East North Central	69	92,116	83,160	3,724	4.5	2,807	3.4	25,242	30.4	51,387	61.7
West North Central	32	65,597	53,117	1,091	2.1	6,102	11.5	12,225	23.0	33,699	63.4
South Atlantic	68	39,596	38,346	3,730	9.7	6,260	16.3	14,126	36.8	14,230	37.2
East South Central	36	52,866	33,606	2,995	8.9	3,471	10.3	9,013	26.8	18,127	54.0
West South Central	36	34,385	34,324	2,007	5.8	2,764	8.1	14,477	42.2	15,076	43.9
Pacific		46,323	37,910	1,664	4.4	1,151	3.0	12,260	32.3	22,855	60.3
Other divisions	45	25,070	23,647	1,518	6.4	1,757	7.4	10,810	45.7	9,562	40.5
Total, 14 Cities	65	112,981	98,734	3,237	3.3	3,917	4.0	25,725	26.1	65,855	66.6
GENERAL LINE (Without industrial department)											
United States Total	363	142,794	132,532	10,717	8.1	9,375	7.1	50,046	37.8	62,394	47.0
New England	24	10,847	10,547	961	9.1	1,229	11.7	4,502	42.7	3,855	36.5
Middle Atlantic	97	29,819	27,446	2,596	9.5	3,498	12.7	8,049	29.3	13,303	48.5
West North Central	34	14,182	13,681	670	4.9	133	1.0	6,355	46.5	6,523	47.6
South Atlantic	61	20,801	20,079	1,891	9.4	1,231	6.1	6,313	31.4	10,644	53.1
East South Central	24	14,660	12,157	1,260	10.4	261	2.1	5,310	43.7	5,326	43.8
West South Central	38	22,461	19,711	1,471	7.5	1,027	5.2	5,424	27.5	11,789	59.8
Other divisions	85	30,024	29,911	1,868	6.5	1,996	6.9	14,093	48.7	10,954	37.9
Total, 14 Cities	105	38,573	38,102	2,390	6.3	4,646	12.2	14,206	37.3	16,860	44.2
SPECIALTY LINES											
United States Total	571	52,460	48,934	4,617	9.4	3,195	6.5	21,395	43.7	19,727	40.4
Total, 14 Cities	386	36,304	34,434	2,479	7.2	2,292	6.7	15,443	44.8	14,220	41.3
				JEWELRY							
JEWELRY (General line)											
United States Total	195	62,312	60,122	7,170	11.9	1,616	2.7	12,165	20.2	39,171	65.2
Total, 14 Cities	141	46,996	45,640	6,044	13.2	1,463	3.2	8,938	19.6	29,195	64.0
CLOCKS AND WATCHES											
United States Total	178	44,653	44,171	2,001	4.5	301	.7	5,836	13.2	36,033	81.6
Total, 14 Cities	162	42,371	41,889	1,108	2.6	301	.7	5,683	13.6	34,797	83.1
DIAMONDS AND OTHER PRECIOUS STONES											
United States Total	427	46,873	44,194	6,202	14.0	1,151	2.6	4,183	9.5	32,658	73.9
Total, 14 Cities	413	46,085	43,600	6,075	13.9	1,135	2.6	4,129	9.5	32,261	74.0
ALL OTHER											
United States Total	1,005	80,216	73,058	10,338	14.2	3,635	5.0	19,993	27.4	39,092	53.4
Total, 14 Cities	871	71,942	65,406	9,549	14.6	2,990	4.6	17,709	27.1	35,158	53.7
				LUMBER AND CONSTRUCTION MATERIALS							
BUILDERS' SUPPLIES (General line)											
United States Total	189	67,773	63,591	2,418	3.8	6,943	10.9	33,631	52.9	20,599	32.4
Total, 14 Cities	23	16,859	16,207	335	2.1	4,001	24.7	6,544	40.4	5,327	32.8
LUMBER											
United States Total	1,236	378,222	345,912	21,668	6.3	48,061	13.9	95,001	27.5	181,182	52.3
New England	78	26,805	24,443	622	2.5	4,079	16.7	4,996	20.4	14,746	60.4
Middle Atlantic	260	92,250	87,150	2,817	3.2	11,454	13.1	22,066	25.3	50,813	58.4
East North Central	248	64,377	61,007	1,720	2.8	7,538	12.4	21,757	35.7	29,992	49.1
West North Central	103	45,996	43,840	1,306	3.0	7,642	17.4	10,690	24.4	24,202	55.2

* Including those establishments from which no cash-credit analysis of sales was obtained.

SERVICE AND LIMITED-FUNCTION WHOLESALERS

TABLE 6A.—CASH-CREDIT ANALYSIS OF SALES, BY KINDS OF BUSINESS—Continued

KIND OF BUSINESS AND AREA	ALL ESTABLISHMENTS*		SALES ANALYZED ON A CASH-CREDIT BASIS								
	Number	Sales	Estimated sales analyzed	Credit [illegible]							
				Specialists		[illegible]		[illegible]		[illegible]	
		Amount (000)	Amount (000)	Amount (000)	Per cent	Amount (000)	Per cent	Amount (000)	Per cent	Amount (000)	Per cent
	LUMBER AND CONSTRUCTION MATERIALS—Con.										
LUMBER—Con.											
South Atlantic	177	$36,428	$34,641	$3,041	8.8	$4,797	13.8	$11,876	34.3	$14,927	43.1
Pacific	149	68,434	55,919	5,125	9.2	6,469	11.6	14,311	25.6	30,013	53.6
Other divisions	221	43,932	38,913	7,037	18.1	6,082	15.6	9,305	23.9	16,489	42.4
Total, 14 Cities	389	137,406	125,142	3,663	3.1	20,120	16.1	39,282	31.4	61,577	49.4
Chicago	64	22,233	19,942	330	1.7	2,833	14.2	5,937	29.3	10,942	54.8
New York City	104	30,377	28,650	1,390	4.9	5,319	18.6	7,964	27.8	13,977	48.7
Philadelphia	33	12,921	12,591	321	2.5	3,112	24.7	3,572	28.4	5,586	44.4
Other cities	188	71,875	63,959	1,822	2.8	8,856	13.8	21,909	34.3	31,372	49.1
LUMBER AND MILLWORK											
United States Total	154	50,376	40,215	2,261	5.6	3,968	9.9	14,955	37.2	19,031	47.3
Total, 14 Cities	53	15,243	13,105	907	6.9	2,130	16.3	6,944	53.0	3,124	23.8
MILLWORK											
United States Total	280	59,012	55,584	3,564	6.4	5,382	9.7	24,459	44.7	21,779	39.2
Total, 14 Cities	111	23,774	23,435	733	3.1	2,208	9.4	9,233	39.4	11,261	48.1
BRICK, TILE, AND TERRA COTTA											
United States Total	145	18,700	16,943	1,330	7.8	984	5.8	9,460	55.8	5,169	30.5
Total, 14 Cities	77	9,871	8,597	572	6.7	600	7.0	3,682	42.8	3,743	43.5
CEMENT, LIME, AND PLASTER											
United States Total	102	22,532	21,411	656	3.1	608	2.8	13,954	65.2	6,193	28.9
Total, 14 Cities	41	12,902	12,045	240	2.0	286	2.4	6,832	56.7	4,687	38.9
GLASS											
United States Total	282	32,143	29,464	1,679	5.7	3,513	11.9	12,390	42.1	11,882	40.3
Total, 14 Cities	113	17,483	15,884	662	4.2	1,507	9.5	6,185	38.9	7,530	47.4
ALL OTHER											
United States Total	915	175,634	162,451	5,905	3.6	9,275	5.7	85,612	52.7	61,652	38.0
Middle Atlantic	307	70,649	67,591	2,624	3.9	2,900	4.3	36,019	53.3	26,048	38.5
East North Central	212	39,511	36,056	1,025	2.8	3,097	8.6	16,118	44.7	15,816	43.9
West North Central	82	12,316	11,603	454	3.9	470	4.1	7,655	66.0	3,024	26.0
South Atlantic	74	13,748	9,692	408	4.2	620	6.4	5,230	54.[illegible]	3,434	35.4
West South Central	63	10,100	9,575	278	2.9	648	6.8	4,662	48.7	3,987	41.6
Other divisions	177	29,310	27,934	1,116	4.0	1,540	5.5	15,935	57.[illegible]	9,343	33.5
Total, 14 Cities	318	86,509	81,168	2,341	2.9	3,200	3.9	42,209	52.[illegible]	33,418	41.2
	MACHINERY—EQUIPMENT—SUPPLIES										
COMMERCIAL EQUIPMENT AND SUPPLIES (Office machines and equipment)											
United States Total	216	22,291	18,214	954	5.2	881	4.8	4,875	26.8	11,504	63.2
Total, 14 Cities	131	17,537	15,560	724	4.7	795	5.1	3,734	24.0	10,307	66.2
COMMERCIAL EQUIPMENT AND SUPPLIES (Restaurant and hotel supply houses											
United States Total	438	48,298	34,048	6,197	18.2	1,835	5.4	10,109	29.7	15,907	46.7
Total, 14 Cities	208	30,580	20,460	3,101	15.2	1,454	7.1	5,303	25.9	10,602	51.8
COMMERCIAL EQUIPMENT AND SUPPLIES (Garage and filling station equipment)											
United States Total	169	9,877	7,448	600	8.1	317	4.3	4,371	58.7	2,160	28.9
Total, 14 Cities	62	5,012	4,200	247	5.9	121	2.9	2,938	70.0	894	21.2
COMMERCIAL EQUIPMENT AND SUPPLIES (Soda fountain equipment and supplies											
United States Total	29	1,648	1,629	317	19.5	349	21.4	320	19.6	243	14.9
COMMERCIAL EQUIPMENT AND SUPPLIES (Store machines											
United States Total	49	2,961	2,784	1,290	46.3	51	1.8	217	7.8	723	25.9
Total, 14 Cities	31	1,648	1,571	415	27.1	41	2.6	591	38.6	485	31.7

* Including those establishments from which no cash-credit analysis of sales was obtained.

SERVICE AND LIMITED-FUNCTION WHOLESALERS

TABLE 6A.—CASH-CREDIT ANALYSIS OF SALES, BY KINDS OF BUSINESS—Continued

KIND OF BUSINESS AND AREA	ALL ESTABLISHMENTS*		SALES ANALYZED ON A CASH-CREDIT BASIS								
				Cash-credit analysis of sales							
				Spot cash		Credit, 10 days or less		Credit, 11 to 30 days		Credit, more than 30 days	
	Number	Sales (add 000)	Total of sales analyzed (add 000)	Amount (add 000)	Percent	Amount (add 000)	Percent	Amount (add 000)	Percent	Amount (add 000)	Percent
	MACHINERY—EQUIPMENT—SUPPLIES—Con.										
COMMERCIAL EQUIPMENT AND SUPPLIES (Store fixtures and equipment											
United States Total	401	$20,790	$14,453	$1,501	10.4	$920	6.4	$3,462	24.0	$8,570	59.2
Total, 14 Cities	141	10,511	8,421	660	7.8	763	9.1	2,510	29.8	4,488	53.3
COMMERCIAL EQUIPMENT AND SUPPLIES (All other)											
United States Total	341	30,759	26,270	6,881	26.2	921	3.5	8,838	33.6	9,636	36.7
Total, 14 Cities	129	17,948	15,412	4,132	26.8	630	4.1	5,497	35.7	5,147	33.4
FARM AND DAIRY (Dairy equipment)											
United States Total	109	19,705	16,997	1,513	8.9	2,496	14.7	5,504	32.4	7,484	44.0
Total, 14 Cities	27	6,345	5,964	189	3.2	1,620	27.2	1,570	26.3	2,585	43.3
FARM AND DAIRY (Farm implements)											
United States Total	21	2,985	2,783	430	15.5	21	.8	472	17.0	1,860	66.7
FARM AND DAIRY (Farm machinery and equipment)											
United States Total	189	36,725	29,150	8,879	30.4	4,307	14.8	6,001	20.6	9,993	34.2
Total, 14 Cities	40	7,974	6,274	1,281	20.4	260	4.1	1,557	24.8	3,176	50.7
INDUSTRIAL MACHINERY, EQUIPMENT, AND SUPPLIES (Industrial--general line)											
United States Total	116	70,267	66,672	3,046	4.6	5,499	8.2	33,348	50.0	24,779	37.2
Middle Atlantic	13	6,102	6,044	173	2.9	719	11.9	4,159	68.8	993	16.4
East North Central	20	11,307	11,307	396	3.5	757	6.7	7,126	63.0	3,028	26.8
South Atlantic	22	10,549	10,014	354	3.5	1,366	13.6	6,609	66.0	1,685	16.9
East South Central	15	10,051	8,752	345	3.9	462	5.3	2,741	31.3	5,204	59.5
West South Central	20	12,125	10,593	508	4.8	747	7.1	5,506	52.0	3,832	36.1
Other divisions	26	20,133	19,962	1,270	6.4	1,448	7.3	7,207	36.1	10,037	50.2
Total, 14 Cities	18	19,263	19,263	469	2.5	1,060	5.5	8,278	43.0	9,436	49.0
INDUSTRIAL MACHINERY, EQUIPMENT, AND SUPPLIES (Belting, hose, and packing)											
United States Total	211	18,837	17,940	441	2.5	2,527	14.1	10,015	55.8	4,957	27.6
Middle Atlantic	68	6,941	6,837	157	2.3	1,644	24.0	3,138	45.9	1,898	27.8
East North Central	56	5,079	4,910	89	1.8	499	10.2	2,748	56.0	1,574	32.0
West North Central	20	2,080	2,051	104	5.1	105	5.1	1,369	66.7	473	23.1
Pacific	25	2,606	2,187	31	1.4	16	.7	1,589	72.7	551	25.2
Other divisions	42	2,231	1,955	60	3.1	263	13.5	1,171	59.9	461	23.5
Total, 14 Cities	125	10,122	9,279	181	2.0	1,216	13.1	4,714	50.8	3,168	34.1
INDUSTRIAL MACHINERY, EQUIPMENT, AND SUPPLIES (Construction--except road building)											
United States Total	153	23,943	16,453	612	3.7	1,482	9.0	6,766	41.1	7,593	46.2
Total, 14 Cities	66	9,541	6,262	227	3.6	813	13.0	3,045	48.6	2,177	34.8
INDUSTRIAL MACHINERY, EQUIPMENT, AND SUPPLIES (Road building)											
United States Total	251	72,613	50,079	1,625	3.2	1,906	3.8	16,056	32.1	30,492	60.9
New England	14	2,585	2,303	47	2.0	167	7.3	794	34.5	1,295	56.2
Middle Atlantic	38	10,834	9,796	156	1.6	365	3.7	2,236	22.9	7,039	71.9
East North Central	33	5,879	3,372	163	4.8	117	3.5	996	29.5	2,096	62.2
West North Central	44	13,490	8,667	333	3.8	94	1.1	2,087	24.1	6,153	71.0
South Atlantic	27	11,783	9,464	452	4.8	582	6.1	3,868	40.9	4,562	48.2
East South Central	21	8,550	5,129	353	6.9	67	1.3	2,539	49.5	2,170	42.3
West South Central	27	5,526	2,129	13	.6	16	.8	715	33.6	1,381	65.0
Mountain	25	6,85[illegible]	4,382	54	1.2	87	2.0	1,277	29.1	2,964	67.7
Pacific	24	5,818	4,841	54	1.1	411	8.5	1,544	31.9	2,832	58.5
Total, 14 Cities	35	14,024	12,324	174	1.4	525	4.3	3,541	28.7	8,084	65.6
INDUSTRIAL MACHINERY, EQUIPMENT, AND SUPPLIES (Machine tools)											
United States Total	126	27,699	16,376	1,679	10.3	1,464	8.9	8,617	52.6	4,616	28.2
Total, 14 Cities	80	21,304	11,919	1,237	10.4	1,232	10.3	5,203	43.9	4,227	35.5

* Including those establishments from which no cash-credit analysis of sales was obtained.

SERVICE AND LIMITED-FUNCTION WHOLESALERS

TABLE 6A.—CASH-CREDIT ANALYSIS OF SALES, BY KINDS OF BUSINESS—Continued

KIND OF BUSINESS AND AREA	ALL ESTABLISHMENTS*		SALES ANALYZED ON A CASH-CREDIT BASIS								
	Number	Sales (000)	Total net sale analyzed (000)	Credit terms							
				Spot cash		Credit, 10 days or less		Credit, 11 to 30 days		Credit, more than 30 days	
				Amount (000)	Per cent	Amount (000)	Per cent	Amount (000)	Per cent	Amount (000)	Per cent
	MACHINERY—EQUIPMENT—SUPPLIES—Con.										
INDUSTRIAL MACHINERY, EQUIPMENT, AND SUPPLIES (Mine and mill supplies)											
United States Total	415	$99,851	$89,407	$3,587	4.0	$6,550	7.3	$47,261	52.9	$31,969	35.6
Middle Atlantic	86	23,390	22,905	659	2.9	1,735	7.6	12,300	53.9	8,111	35.6
East North Central	74	17,753	16,986	834	4.9	1,225	7.2	9,550	56.2	5,377	31.7
South Atlantic	62	18,791	16,138	709	4.4	1,134	7.0	11,516	71.4	2,779	17.2
Other divisions	193	39,917	33,478	1,385	4.1	2,456	7.3	13,915	41.6	15,722	47.0
Total, 14 Cities	86	22,092	20,924	748	3.6	1,924	9.2	12,767	61.0	5,485	26.2
INDUSTRIAL MACHINERY, EQUIPMENT, AND SUPPLIES (Oil well supply houses)											
United States Total	896	179,770	156,203	3,035	1.9	3,331	2.1	64,307	41.2	85,530	54.8
Total, 14 Cities	31	11,453	10,660	61	.6	172	1.6	7,396	69.4	3,031	28.4
INDUSTRIAL MACHINERY, EQUIPMENT, AND SUPPLIES (Power plant and power transmission)											
United States Total	89	11,632	10,587	236	2.2	731	6.9	5,303	50.1	4,317	40.8
Total, 14 Cities	44	8,339	8,192	146	1.8	273	3.3	3,892	47.5	3,881	47.4
INDUSTRIAL MACHINERY, EQUIPMENT, AND SUPPLIES (Printing and lithographing--except paper)											
United States Total	157	12,797	7,043	175	2.5	406	5.8	2,674	38.[illegible]	3,788	53.7
Total, 14 Cities	105	10,852	5,984	148	2.5	270	4.5	2,071	34.6	3,495	58.4
INDUSTRIAL MACHINERY, EQUIPMENT, AND SUPPLIES (Rope, cordage, and twine)											
United States Total	57	13,441	13,187	1,537	11.7	1,956	14.8	7,871	59.4	1,863	14.1
Total, 14 Cities	40	10,524	10,429	1,433	13.7	1,310	12.6	5,884	56.4	1,802	17.3
INDUSTRIAL MACHINERY, EQUIPMENT, AND SUPPLIES (Textile)											
United States Total	84	10,359	9,321	780	8.4	950	10.2	3,779	40.5	3,812	40.[illegible]
Total, 14 Cities	47	4,982	4,758	338	7.1	417	8.8	1,132	23.8	2,871	60.3
INDUSTRIAL MACHINERY, EQUIPMENT, AND SUPPLIES (Used machinery and equipment)											
United States Total	290	16,125	12,542	3,313	26.4	852	6.8	4,836	38.6	3,541	28.2
Total, 14 Cities	138	7,037	5,723	1,566	27.4	526	9.2	1,726	30.2	1,902	33.2
INDUSTRIAL MACHINERY, EQUIPMENT, AND SUPPLIES (All other)											
United States Total	1,575	180,158	144,079	11,683	8.1	16,674	11.6	72,936	50.6	42,786	29.7
New England	111	10,992	9,023	359	4.0	816	6.9	5,932	65.2	2,166	24.0
Middle Atlantic	471	58,660	48,297	5,230	10.8	7,119	14.7	18,178	37.6	17,770	36.9
East North Central	387	42,560	35,764	1,471	4.1	4,106	11.5	21,750	60.8	8,437	23.6
West North Central	136	12,645	10,613	854	8.0	2,109	19.9	4,795	45.1	2,865	27.0
Pacific	224	30,031	21,812	1,817	8.4	634	2.9	14,232	65.3	4,729	21.6
Other divisions	246	25,270	18,770	1,952	10.4	1,890	10.1	8,109	43.2	6,819	36.3
Total, 14 Cities	801	104,691	86,391	5,812	6.7	9,384	10.9	45,405	52.6	25,782	29.8
PROFESSIONAL EQUIPMENT AND SUPPLIES (Dental supply houses)											
United States Total	330	33,788	27,789	3,064	11.[illegible]	935	3.6	13,866	50.2	13,924	49.2
New England	24	2,557	2,506	746	13.8	73	2.9	933	37.2	1,154	46.1
Middle Atlantic	90	10,168	7,888	1,123	14.2	263	3.3	1,496	19.[illegible]	5,009	63.5
East North Central	54	4,827	3,654	296	8.1	342	9.4	1,751	47.[illegible]	1,265	34.6
West North Central	32	3,985	3,260	189	5.8	103	3.2	1,952	60.0	1,015	31.0
South Atlantic	32	2,851	2,459	336	13.7	85	3.5	251	26.5	1,386	56.2
West South Central	21	2,149	2,149	205	9.5	51	2.8	1,096	51.0	787	36.7
Pacific	50	4,810	3,772	374	10.0	41	1.1	1,165	30.9	2,190	58.[illegible]
Other divisions	47	2,471	2,095	196	9.4	3[illegible]	1.4	1,014	48.4	855	40.8
Total, 14 Cities	144	16,928	12,556	1,866	13.3	718	5.7	3,27[illegible]	26.[illegible]	6,382	50.[illegible]
PROFESSIONAL EQUIPMENT AND SUPPLIES (Religious supply houses)											
United States Total	94	8,325	7,839	783	[illegible]	349	7.1	2,396	31.[illegible]	3,997	54.[illegible]
Total, 14 Cities	42	5,272	5,268	482	[illegible]	324	6.1	1,296	23.9	3,216	61.1

* Including those establishments from which no cash-credit analysis of sales was obtained.

SERVICE AND LIMITED-FUNCTION WHOLESALERS

TABLE 6A.—CASH-CREDIT ANALYSIS OF SALES, BY KINDS OF BUSINESS—Continued

KIND OF BUSINESS AND AREA	ALL ESTABLISHMENTS*		SALES ANALYZED ON A CASH-CREDIT BASIS								
				Cash-credit analysis of sales							
	Number	Sales (add 000)	Total of sales analyzed (add 000)	Spot cash		Credit, 10 days or less		Credit, 11 to 30 days		Credit, more than 30 days	
				Amount (add 000)	Percent	Amount (add 000)	Percent	Amount (add 000)	Percent	Amount (add 000)	Percent
	MACHINERY—EQUIPMENT—SUPPLIES—Con.										
PROFESSIONAL EQUIPMENT AND SUPPLIES (School equipment and supplies)											
United States Total	138	$22,271	$21,059	$1,291	6.1	$872	4.1	$3,148	14.9	$15,750	74.9
New England	6	2,008	2,008	22	1.1	---	---	223	11.1	1,763	87.8
Middle Atlantic	32	3,723	3,441	44	1.3	77	2.2	744	21.6	2,576	74.9
East North Central	34	5,281	4,681	462	9.9	182	3.9	400	8.5	3,637	77.7
West North Central	17	6,348	6,348	390	6.1	299	4.7	892	14.1	4,767	75.1
West South Central	20	1,966	1,749	199	11.4	18	1.0	235	13.4	1,297	74.2
Other divisions	29	2,945	2,832	174	6.1	296	10.5	652	23.0	1,710	60.4
Total, 14 Cities	50	7,510	7,052	496	7.0	50	.7	1,848	26.2	4,658	66.1
PROFESSIONAL EQUIPMENT AND SUPPLIES (Surgical, medical, and hospital)											
United States Total	383	51,512	31,113	2,198	7.1	1,718	5.5	12,674	40.7	14,523	46.7
Total, 14 Cities	207	32,991	20,182	979	4.9	1,152	5.7	7,897	39.1	10,154	50.3
PROFESSIONAL EQUIPMENT AND SUPPLIES (All other)											
United States Total	117	14,642	8,340	719	8.6	919	11.0	4,137	49.6	2,565	30.8
Total, 14 Cities	71	11,065	6,334	441	7.0	852	13.5	3,017	47.6	2,024	31.9
SERVICE EQUIPMENT AND SUPPLIES (Barber and beauty supply houses)											
United States Total	859	44,593	41,732	7,579	18.2	944	2.3	13,058	31.3	20,151	48.2
New England	56	2,664	2,205	284	12.9	97	4.4	742	33.7	1,082	49.0
Middle Atlantic	225	13,083	12,806	1,885	14.7	381	3.0	4,069	31.8	6,471	50.5
East North Central	193	8,754	8,068	2,088	25.9	233	2.9	2,244	27.8	3,503	43.4
West South Central	78	3,052	2,957	719	24.3	57	1.9	936	31.7	1,245	42.1
Pacific	85	5,492	4,797	530	11.0	101	2.1	1,640	34.2	2,526	52.7
Other divisions	222	11,548	10,899	2,073	19.0	75	.7	3,427	31.4	5,324	48.9
Total, 14 Cities	290	19,611	18,297	3,091	16.9	464	2.5	5,585	30.5	9,157	50.1
SERVICE EQUIPMENT AND SUPPLIES (Laundry and dry cleaning)											
United States Total	206	35,091	32,808	929	2.8	1,303	4.0	15,954	48.6	14,620	44.6
New England	8	1,821	1,701	51	3.0	40	2.4	870	51.1	740	43.5
Middle Atlantic	42	9,475	8,945	102	1.1	544	6.1	3,396	38.0	4,903	54.8
East North Central	44	7,018	6,458	217	3.4	234	3.6	4,508	69.8	1,499	23.2
West North Central	22	2,182	1,910	61	3.2	30	1.6	870	45.5	949	49.7
South Atlantic	25	4,616	4,292	146	3.4	190	4.4	2,533	59.0	1,423	33.2
West South Central	19	2,261	1,991	148	7.4	16	.8	1,062	53.3	765	38.5
Pacific	31	5,935	5,744	173	3.0	229	4.0	2,016	35.1	3,326	57.9
Other divisions	14	1,783	1,765	31	1.8	20	1.1	699	39.6	1,015	57.5
Total, 14 Cities	95	19,721	18,911	384	2.0	669	3.5	9,180	48.5	8,678	46.0
Chicago	10	2,773	2,754	36	1.3	42	1.5	1,750	63.5	926	33.7
Los Angeles	11	1,518	1,363	68	5.0	---	---	855	62.7	440	32.3
New York City	26	6,675	6,145	58	.9	440	7.2	2,268	36.9	3,379	55.0
Philadelphia	7	1,997	1,997	21	1.1	50	2.5	812	40.7	1,114	55.7
San Francisco	8	1,397	1,386	11	.8	28	2.0	504	36.4	843	60.8
Other cities	35	5,361	5,266	190	3.6	109	2.1	2,991	56.8	1,976	37.5
SERVICE EQUIPMENT AND SUPPLIES (Tailors' supplies)											
United States Total	64	2,809	2,613	538	20.6	24	.9	379	14.5	1,672	64.0
Total, 14 Cities	33	1,411	1,323	375	28.3	23	1.7	86	6.5	839	63.5
SERVICE EQUIPMENT AND SUPPLIES (Undertakers' supplies)											
United States Total	107	4,545	4,353	296	6.8	82	1.9	993	22.8	2,982	68.5
Total, 14 Cities	32	1,727	1,654	114	6.9	20	1.2	205	12.4	1,315	79.5
SERVICE EQUIPMENT AND SUPPLIES (Upholsterers' supplies)											
United States Total	210	29,717	29,450	3,077	10.4	2,433	8.3	8,733	29.7	15,207	51.6
Total, 14 Cities	173	24,408	24,175	2,132	8.8	1,779	7.4	7,313	30.3	12,951	53.5
SERVICE EQUIPMENT AND SUPPLIES (All other)											
United States Total	607	35,067	31,669	3,391	10.7	1,849	5.8	13,818	43.6	12,611	39.9
Total, 14 Cities	330	23,455	20,912	2,042	9.8	777	3.7	9,121	43.6	8,972	42.9

* Including those establishments from which no cash-credit analysis of sales was obtained.

SERVICE AND LIMITED-FUNCTION WHOLESALERS

TABLE 6A.—CASH-CREDIT ANALYSIS OF SALES, BY KINDS OF BUSINESS--Continued

KIND OF BUSINESS AND AREA	ALL ESTABLISHMENTS*		SALES ANALYZED ON A CASH-CREDIT BASIS								
	Number	Sales (add 000)	Total of sales analyzed (add 000)	Credit, 10 days or less		Credit, 11 to 30 days		Credit, more than 30 days			
				Spot cash							
				Amount (add 000)	Per cent	Amount (add 000)	Per cent	Amount (add 000)	Per cent	Amount (add 000)	Per cent
MACHINERY—EQUIPMENT—SUPPLIES—Con.											
TRANSPORTATION EQUIPMENT AND SUPPLIES (Aircraft and aeronautical)											
United States Total	13	$18,039	$17,557	$10,672	60.8	$1,329	7.6	$2,158	12.3	$3,398	19.3
TRANSPORTATION EQUIPMENT AND SUPPLIES (Railroad)											
United States Total	68	25,055	21,087	400	1.9	1,358	6.4	12,412	58.9	6,917	32.8
Total, 14 Cities	48	19,827	18,422	329	1.8	726	3.9	11,030	59.9	6,337	34.4
TRANSPORTATION EQUIPMENT AND SUPPLIES (Marine)											
United States Total	149	21,020	19,217	2,795	14.5	2,166	11.3	7,508	39.1	6,748	35.1
Total, 14 Cities	67	10,093	8,953	1,393	15.6	1,111	12.4	3,440	38.4	3,009	33.6
TRANSPORTATION EQUIPMENT AND SUPPLIES (Other)											
United States Total	14	968	739	53	7.2	54	7.3	417	56.4	215	29.1
METALS AND METAL WORK (EXCEPT SCRAP)											
BUILDING METAL WORK											
United States Total	135	13,289	11,481	829	7.2	726	6.3	4,857	42.3	5,069	44.2
Total, 14 Cities	67	5,794	5,587	470	8.4	129	2.3	2,181	39.0	2,807	50.3
IRON AND STEEL PRODUCTS (General line)											
United States Total	96	139,442	133,835	4,448	3.3	21,677	16.2	27,768	20.7	79,942	59.8
Total, 14 Cities	42	110,883	108,427	3,999	3.7	16,184	14.9	18,718	17.3	69,526	64.1
IRON AND STEEL PRODUCTS (Semi-finished)											
United States Total	63	15,337	13,215	1,168	8.8	2,086	15.8	4,534	34.3	5,427	41.1
Total, 14 Cities	42	11,462	9,894	1,008	10.2	1,568	15.8	3,697	37.4	3,621	36.6
IRON AND STEEL PRODUCTS (Flat)											
United States Total	204	73,392	70,641	2,401	3.4	13,209	18.7	26,625	37.7	27,006	38.2
Middle Atlantic	80	23,425	22,834	1,221	5.3	2,436	10.7	7,962	34.9	11,215	49.1
East North Central	66	35,452	34,242	696	2.0	9,561	27.9	13,336	39.5	10,445	30.6
Other divisions	56	14,515	13,565	482	3.6	1,212	8.9	6,525	48.1	5,346	39.4
Total, 14 Cities	125	47,824	46,076	1,763	3.8	10,842	23.5	17,421	37.8	16,050	34.9
WIRE AND WIRE PRODUCTS											
United States Total	65	7,147	6,886	1,219	17.7	1,320	19.2	2,957	42.9	1,39[illegible]	[illegible]
Total, 14 Cities	34	3,187	2,926	424	14.5	293	10.[illegible]	1,72[illegible]	[illegible]	[illegible]	16.4
IRON AND STEEL FINISHED PRODUCTS (N. E. C.)											
United States Total	290	55,833	50,207	2,114	4.2	6,491	12.9	[illegible]	60.2	11,363	22.7
Total, 14 Cities	165	34,832	33,087	1,574	4.8	4,156	12.6	19,529	59.0	7,828	23.6
COPPER											
United States Total	38	49,545	49,418	620	1.3	41,418	83.8	4,121	8.3	3,259	6.6
Total, 14 Cities	25	48,300	48,173	433	.9	41,287	85.7	3,591	7.5	2,862	5.9
ALL OTHER											
United States Total	126	161,990	159,081	42,239	26.1	53,698	33.8	44,702	28.1	14,442	9.[illegible]
Total, 14 Cities	82	149,286	147,026	46,046	31.3	51,336	34.9	39,616	26.9	10,023	6.[illegible]
PAPER AND ITS PRODUCTS											
WRAPPING OR COARSE PAPER AND PRODUCTS											
United States Total	1,675	297,438	279,033	15,213	5.5	23,965	8.9	130,200	46.2	109,651	37.3
New England	175	24,209	21,650	1,208	5.6	2,672	12.2	9,184	42.[illegible]	7,586	35.7
Middle Atlantic	692	116,770	104,714	4,096	3.9	8,636	8.2	37,604	35.9	54,376	52.0
East North Central	311	61,111	56,917	4,296	7.5	4,425	7.8	32,265	56.7	15,921	28.0
West North Central	119	28,729	25,652	1,221	4.9	1,604	6.4	14,592	58.3	7,615	30.4

* Including those establishments from which no cash-credit analysis of sales was obtained.

SERVICE AND LIMITED-FUNCTION WHOLESALERS

TABLE 6A.—CASH-CREDIT ANALYSIS OF SALES, BY KINDS OF BUSINESS—Continued

KIND OF BUSINESS AND AREA	ALL ESTABLISHMENTS*		SALES ANALYZED ON A CASH-CREDIT BASIS								
				Cash-credit analysis of sales							
				Spot cash		Credit, 10 days or less		Credit, 11 to 30 days		Credit, more than 30 days	
	Number	Sales (add 000)	Estimated sales analyzed (add 000)	Amount (add 000)	Per cent	Amount (add 000)	Per cent	Amount (add 000)	Per cent	Amount (add 000)	Per cent
				PAPER AND ITS PRODUCTS—Con.							
WRAPPING OR COARSE PAPER AND PRODUCTS—Con.											
South Atlantic	137	$22,180	$19,488	$1,572	8.1	$2,225	11.4	$9,220	47.3	$6,471	33.2
Pacific	117	23,967	23,653	1,422	6.0	1,302	5.5	16,403	69.3	4,526	19.2
Other divisions	124	23,584	18,599	1,398	7.5	2,273	12.2	10,932	58.8	3,996	21.5
Total, 14 Cities	781	155,739	140,843	6,285	4.5	11,349	8.1	62,926	44.7	60,283	42.7
PRINTING AND WRITING PAPER											
United States Total	427	210,281	196,324	4,325	2.2	6,909	3.5	115,642	58.9	69,448	35.4
Middle Atlantic	176	70,116	67,258	1,109	1.6	3,267	4.9	37,801	56.2	25,081	37.3
East North Central	85	86,123	75,157	881	1.2	1,494	2.0	45,642	60.7	27,150	36.1
West North Central	30	12,476	12,476	187	1.5	365	2.9	9,174	73.5	2,750	22.1
South Atlantic	36	14,642	14,642	296	2.0	107	.7	7,289	49.8	6,950	47.5
Other divisions	98	26,904	26,291	1,852	6.9	1,676	6.3	15,736	58.8	7,517	28.0
Total, 14 Cities	265	142,314	139,378	2,152	1.5	2,842	2.0	83,342	59.9	51,048	36.6
STATIONERY AND STATIONERY SUPPLIES											
United States Total	515	46,551	39,021	5,600	14.4	1,893	4.9	16,717	42.8	14,811	37.9
Total, 14 Cities	325	38,934	3[illegible]	3,121	1[illegible]	1,459	4.7	13,811	45.[illegible]	12,[illegible]	39.9
WALLPAPER											
United States Total	231	20,723	20,063	5,355	26.7	739	3.7	6,700	33.4	7,269	36.2
Middle Atlantic	105	7,304	7,159	1,924	26.9	519	7.2	1,938	27.1	2,778	38.8
East North Central	58	6,202	5,702	1,201	21.1	112	2.0	1,974	34.6	2,415	42.3
South Atlantic	33	2,159	2,159	824	38.2	12	.6	468	21.7	855	39.5
Other divisions	65	5,043	1,406	392	27.9	96	1.9	2,320	46.0	1,221	24.2
Total, 14 Cities	155	13,119	12,552	3,137	25.0	557	4.4	3,627	28.9	5,231	41.7
				PETROLEUM AND ITS PRODUCTS							
PETROLEUM AND ITS PRODUCTS											
United States Total	1,275	196,734	129,975	18,150	14.0	24,839	19.1	54,998	42.3	31,988	24.6
Middle Atlantic	265	76,285	54,776	8,449	11.8	9,154	16.7	17,316	31.6	21,857	39.9
East North Central	222	38,501	25,080	3,173	12.7	3,546	14.1	15,749	62.8	2,612	10.4
Other divisions	788	81,968	50,119	8,529	17.0	12,139	24.2	21,933	43.8	7,519	15.0
Total, 14 Cities	292	88,251	56,907	5,721	10.1	7,113	12.5	24,895	43.8	19,478	34.2
				PLUMBING AND HEATING EQUIPMENT AND SUPPLIES							
PLUMBING AND HEATING (General line)											
United States Total	675	185,102	155,133	9,184	5.9	8,254	5.3	61,558	39.7	76,137	49.1
New England	108	22,763	20,519	1,332	6.5	974	4.7	6,406	31.2	11,801	57.5
Middle Atlantic	272	57,241	50,794	3,923	7.7	2,768	5.4	15,992	31.5	28,111	55.4
East North Central	96	25,945	24,521	1,552	6.3	2,201	9.0	9,835	40.1	10,953	44.6
West North Central	46	20,979	20,979	623	3.0	996	4.6	9,295	44.3	10,095	48.1
Other divisions	151	58,174	38,320	1,748	4.6	1,345	3.5	20,030	52.3	15,197	39.6
Total, 14 Cities	161	48,668	42,475	2,693	6.3	2,117	5.0	15,849	37.3	21,816	51.4
HEATING (Including stoves and ranges)											
United States Total	308	38,058	34,552	5,492	15.9	2,739	7.9	15,496	44.8	10,825	31.4
Total, 14 Cities	167	21,612	20,325	3,052	15.0	722	3.6	9,709	47.8	6,842	33.6
PLUMBING FIXTURES, EQUIPMENT, AND SUPPLIES											
United States Total	927	134,095	129,539	11,124	8.6	5,291	4.1	52,963	40.9	60,161	46.4
New England	76	12,083	10,938	1,095	10.0	534	4.9	3,920	35.8	5,389	49.3
Middle Atlantic	303	49,571	48,247	4,417	9.2	2,037	4.2	13,337	27.6	28,456	59.0
East North Central	179	25,670	24,997	1,889	7.6	1,249	5.[illegible]	13,703	54.8	8,156	32.6
West South Central	66	10,357	10,212	1,087	10.6	486	4.8	3,591	35.2	5,048	49.4
Pacific	113	18,396	17,894	1,092	6.1	394	2.2	8,573	54.4	6,555	37.3
Other divisions	129	18,[illegible]	17,541	1,554	8.9	591	3.4	8,839	50.4	6,557	37.3
Total, 14 Cities	413	64,187	61,159	5,406	8.8	2,125	3.6	23,884	38.1	29,683	48.5
ALL OTHER											
United States Total	255	24,722	23,894	2,682	11.2	3,733	17.9	1[illegible],556	44.2	7,323	30.7
Total, 14 Cities	117	13,807	13,232	1,[illegible]	8.1	2,449	18.5	5,725	43.3	3,995	30.1

* Including those establishments from which no cash-credit analysis of sales was obtained.

SERVICE AND LIMITED-FUNCTION WHOLESALERS

TABLE 6A.—CASH-CREDIT ANALYSIS OF SALES, BY KINDS OF BUSINESS—Continued

KIND OF BUSINESS AND AREA	All establishments*		Sales analyzed by cash-credit basis									
	Number	Sales	Total sales	[illegible]		[illegible]		[illegible]		[illegible]	
				Amount	Percent	Amount	Percent	Amount	Percent	Amount	Percent
	TOBACCO AND PRODUCTS (EXCEPT LEAF)										
TOBACCO AND PRODUCTS (Except leaf)											
United States Total	2,717	$1,106,215	$1,037,954	$358,969	34.3	$249,110	24.2	$332,314	32.3	$94,541	9.2
New England	331	171,[illegible]	87,076	29,454	33.8	17,153	19.7	41,024	47.1	7,445	8.5
Middle Atlantic	74[illegible]	337,[illegible]	[illegible]	67,183	27.4	[illegible]	28.4	99,939	32.9	34,207	11.3
East North Central	605	261,[illegible]	257,444	93,976	36.5	68,534	[illegible]	72,878	[illegible]	[illegible]	6.6
South Atlantic	248	[illegible]	95,102	34,320	36.2	[illegible]	[illegible]	24,062	[illegible]	11,347	11.9
East South Central	79	32,230	[illegible]	[illegible]	41.8	[illegible]	16.4	10,695	34.5	[illegible]	7.3
Mountain	89	25,889	22,404	7,314	32.6	3,960	17.7	9,488	42.3	[illegible]	7.4
Pacific	213	80,995	84,696	25,629	30.3	12,469	14.7	40,641	48.0	[illegible]	7.0
Other divisions	511	184,248	148,169	72,003	49.3	31,147	21.3	33,471	22.9	9,548	6.5
Total, 14 Cities	643	387,817	361,[illegible]	100,400	27.8	98,942	27.4	124,596	[illegible]	37,108	[illegible]
Boston	3[illegible]	21,905	14,997	3,328	22.2	3,174	21.2	6,355	42.4	2,141	14.2
Chicago	74	56,827	56,720	11,196	19.7	10,299	18.2	26,132	46.1	[illegible]	16.0
Los Angeles	33	24,056	22,854	4,610	20.2	3,077	13.5	13,431	[illegible]	[illegible]	7.5
New York City	169	115,427	104,642	[illegible]	22.[illegible]	31,513	[illegible]	42,219	40.3	7,914	7.6
Other cities	335	169,602	141,931	[illegible]	36.0	50,879	31.4	36,459	[illegible]	[illegible]	10.1
	WASTE MATERIALS										
IRON AND STEEL SCRAP											
United States Total	1,869	334,136	312,989	72,214	23.1	41,618	13.3	139,493	44.6	59,664	19.0
Middle Atlantic	491	117,301	112,141	31,128	27.8	9,713	8.7	46,212	41.2	[illegible]	22.3
East North Central	511	123,320	115,394	11,060	9.6	14,724	[illegible]	[illegible]	[illegible]	24,287	21.0
Other divisions	867	93,715	85,474	[illegible]	35.2	[illegible]	20.1	27,928	32.7	10,289	12.0
Total, 14 Cities	42[illegible]	154,138	150,197	25,412	16.9	20,376	13.6	65,713	43.[illegible]	38,696	25.7
JUNK AND SCRAP (General line)											
United States Total	1,893	93,031	79,078	25,396	32.1	11,081	14.0	33,253	42.8	8,746	11.1
Middle Atlantic	500	16,327	14,324	3,970	27.7	2,573	18.0	5,130	[illegible]	2,251	18.5
East North Central	556	30,744	26,315	7,989	30.4	4,235	16.1	12,272	46.6	1,819	6.9
Pacific	132	11,737	11,[illegible]	3,256	28.9	899	7.9	6,357	56.4	773	[illegible]
Other divisions	705	34,223	27,164	10,182	37.5	3,384	12.5	10,094	[illegible]	3,503	12.9
Total, 14 Cities	420	18,229	15,139	4,763	31.5	2,641	17.4	7,125	47.1	612	4.0
WASTE PAPER, RAGS, AND RUBBER											
United States Total	1,128	135,305	128,378	15,374	12.0	25,333	19.8	47,336	36.9	40,305	31.[illegible]
Total, 14 Cities	686	90,645	87,055	9,005	10.3	18,434	21.2	31,408	36.1	[illegible]	32.4
NON-FERROUS METALS											
United States Total	395	50,137	49,521	16,882	34.1	13,171	26.6	11,714	23.7	7,754	15.6
Middle Atlantic	130	15,931	15,742	4,690	29.8	4,464	28.4	4,040	25.7	2,548	16.1
East North Central	123	17,801	17,639	4,548	25.8	6,188	35.1	4,260	24.2	2,643	14.9
Other divisions	142	16,405	16,140	7,644	47.4	2,521	15.6	3,414	21.2	2,551	15.8
Total, 14 Cities	165	29,187	29,627	8,519	28.3	7,710	26.6	7,007	24.1	5,791	[illegible]
ALL OTHER											
United States Total	774	43,391	39,926	13,465	33.7	9,580	24.0	11,483	28.8	5,392	13.5
Total, 14 Cities	327	20,326	19,510	4,244	21.8	8,636	44.3	3,474	17.8	3,154	16.1
	ALL OTHER PRODUCTS										
BOOKS, PERIODICALS, AND NEWSPAPERS											
United States Total	866	168,572	159,605	17,244	10.8	62,514	39.2	54,702	34.3	25,145	15.7
New England	79	14,957	12,546	2,483	19.8	5,204	41.5	3,829	30.4	1,050	8.3
Middle Atlantic	223	83,237	79,695	7,399	9.3	33,243	41.7	28,468	35.7	10,575	13.3
East North Central	232	29,813	28,996	4,449	15.3	11,281	38.9	[illegible]	[illegible]	[illegible]	17.4
Pacific	92	15,722	15,034	870	5.8	4,818	[illegible]	6,421	42.7	[illegible]	[illegible]
Other divisions	240	24,843	22,354	2,143	[illegible]	7,948	34.1	7,781	33.3	5,562	23.8
Total, 14 Cities	188	93,507	90,146	[illegible]	[illegible]	32,157	35.7	[illegible]	[illegible]	14,926	16.5
FLOWERS AND NURSERY STOCK											
United States Total	734	42,987	41,951	14,859	[illegible]	7,190	7.6	15,375	36.9	12,820	30.6
Total, 14 Cities	408	25,361	24,896	7,080	[illegible]	2,247	9.0	[illegible]	31.6	7,700	31.0
FOREST PRODUCTS (Except lumber											
United States Total	594	49,794	44,321	4,905	11.1	4,762	[illegible]	22,764	51.4	11,865	[illegible]
Total, 14 Cities	251	21,388	[illegible]	[illegible]	[illegible]	1,440	7.2	9,145	46.0	7,532	37.9

* Including those establishments from which no cash-credit analysis of sales was obtained.

SERVICE AND LIMITED-FUNCTION WHOLESALERS

TABLE 6A.—CASH-CREDIT ANALYSIS OF SALES, BY KINDS OF BUSINESS—Continued

KIND OF BUSINESS AND AREA	ALL ESTABLISHMENTS*		SALES ANALYZED ON A CASH-CREDIT BASIS								
	Number	Sales (add 000)	Total of sales analyzed (add 000)	Cash-credit analysis of sales							
				Spot cash		Credit, 10 days or less		Credit, 11 to 30 days		Credit, more than 30 days	
				Amount (add 000)	Percent	Amount (add 000)	Percent	Amount (add 000)	Percent	Amount (add 000)	Percent
	ALL OTHER PRODUCTS—Con.										
GENERAL MERCHANDISE											
United States Total	156	$515,937	$472,760	$153,708	32.5	$140,160	29.6	$45,833	9.7	$133,059	28.2
Total, 14 Cities	83	446,557	406,496	142,854	35.1	131,692	32.4	32,822	8.1	99,128	24.4
LEATHER AND SHOE FINDINGS											
United States Total	955	116,362	107,335	7,481	7.0	7,759	7.2	51,481	48.0	40,614	37.8
New England	174	41,014	32,871	608	1.8	728	2.2	19,596	59.6	11,939	36.4
Middle Atlantic	379	38,348	37,998	3,081	8.1	1,341	3.5	18,175	47.8	15,401	40.6
East North Central	154	17,448	17,325	1,708	9.9	4,743	27.4	4,954	28.6	5,920	34.1
Other divisions	248	19,552	19,141	2,084	10.9	947	4.9	8,756	45.7	7,354	38.5
Total, 14 Cities	489	83,179	74,933	3,580	4.8	5,633	7.5	39,255	52.4	26,465	35.3
LEATHER GOODS											
United States Total	145	13,678	12,892	839	6.5	1,359	10.5	5,211	40.4	5,483	42.6
Total, 14 Cities	100	9,743	9,102	369	4.1	692	7.6	3,672	40.3	4,389	48.0
OILS AND GREASES (Animal and vegetable)											
United States Total	87	71,051	68,300	22,483	32.9	21,724	31.8	15,768	23.1	8,325	12.2
Total, 14 Cities	69	68,159	66,349	21,730	32.8	21,268	32.1	15,192	22.9	8,159	12.2
OPTICAL GOODS											
United States Total	572	42,317	37,092	2,142	5.8	1,831	4.9	24,231	65.3	8,888	24.0
Total, 14 Cities	192	20,666	16,528	1,059	6.4	1,238	7.5	8,719	52.8	5,512	33.3
TEXTILES AND MATERIALS (Other than dry goods)											
United States Total	301	51,782	48,849	3,954	8.1	12,623	25.8	15,082	30.9	17,190	35.2
Total, 14 Cities	160	38,503	36,372	2,582	7.1	11,127	30.6	7,992	22.0	14,671	40.3
YARNS											
United States Total	181	73,797	69,064	2,232	3.2	1,866	2.7	19,259	27.9	45,707	66.2
Total, 14 Cities	161	69,904	65,211	2,192	3.4	1,773	[illegible]	18,659	28.6	42,587	65.3
MISCELLANEOUS KINDS OF BUSINESS											
United States Total	840	241,330	202,130	12,790	6.3	11,039	[illegible]	143,761	71.1	34,540	17.1
Total, 14 Cities	517	214,662	177,146	9,267	5.2	5,990	3.4	131,137	74.0	30,752	17.4

* Including those establishments from which no cash-credit analysis of sales was obtained.

MANUFACTURERS' SALES BRANCHES (WITH STOCKS)

TABLE 6A.—CASH-CREDIT ANALYSIS OF SALES, BY KINDS OF BUSINESS

KIND OF BUSINESS AND AREA	ALL ESTABLISHMENTS*		SALES ANALYZED ON A CASH-CREDIT BASIS								
	Number	Sales (add 000)	Total of sales analyzed (add 000)	Spot cash		Credit, 10 days or less		Credit, 11 to 30 days		Credit, more than 30 days	
				Amount (add 000)	Percent	Amount (add 000)	Percent	Amount (add 000)	Percent	Amount (add 000)	Percent
				AMUSEMENT AND SPORTING GOODS							
CAMERAS AND PHOTOGRAPHIC SUPPLIES											
United States Total	54	$69,090	$53,782	$356	.7	---	---	$53,199	98.8	$226	.5
Total, 14 Cities	27	60,920	51,526	266	.5	---	---	50,528	99.0	232	.5
MOTION PICTURE FILM EXCHANGES											
United States Total	279	176,510	174,693	50,906	29.1	$73,937	42.3	49,850	28.5	---	---
New England	20	14,573	14,573	4,547	31.2	6,435	44.2	3,591	24.6	---	---
Middle Atlantic	43	58,135	55,603	13,972	25.1	22,915	41.2	18,736	33.7	---	---
East North Central	54	34,732	34,634	10,959	31.6	15,167	43.8	8,508	24.6	---	---
West North Central	45	16,718	16,718	5,167	30.9	7,115	42.6	4,436	26.5	---	---
South Atlantic	30	17,291	16,488	4,885	29.6	7,370	44.7	4,233	25.7	---	---
West South Central	26	11,382	11,390	3,784	33.2	4,025	35.3	3,581	31.5	---	---
Pacific	36	18,644	18,498	5,592	30.2	7,930	42.9	4,976	26.9	---	---
Other divisions	25	6,835	6,769	2,000	29.5	2,980	44.0	1,789	26.5	---	---
Total, 14 Cities	122	109,304	108,439	32,826	30.3	48,756	45.0	26,857	24.7	---	---
Boston	11	11,289	11,289	3,495	31.0	4,960	43.9	2,834	25.1	---	---
Chicago	10	10,361	10,263	3,330	32.4	4,305	41.9	2,628	25.7	---	---
New York City	10	24,492	23,860	6,745	28.1	11,469	47.8	5,766	24.1	---	---
Philadelphia	9	11,648	11,506	3,477	30.2	5,297	46.0	2,732	23.8	---	---
Other cities	82	51,656	51,401	15,779	30.7	22,725	44.2	12,897	25.1	---	---
SPORTING GOODS											
United States Total	33	11,468	11,468	738	6.4	---	---	1,028	9.0	9,702	84.6
Total, 14 Cities	17	7,313	7,313	354	4.8	---	---	661	9.0	6,298	86.2
ALL OTHER											
United States Total	32	13,757	13,617	942	6.9	534	3.9	1,310	9.6	10,831	79.6
Total, 14 Cities	14	9,626	9,626	594	6.2	---	---	1,200	12.5	7,832	81.3
				AUTOMOTIVE							
AUTOMOBILES, TRUCKS, AND TRACTORS											
United States Total	396	437,311	322,808	214,553	66.5	5,574	1.7	38,803	12.0	63,878	19.8
Total, 14 Cities	136	159,056	94,927	50,797	53.5	793	.8	12,969	13.7	30,368	32.0
AUTOMOTIVE ACCESSORIES, EQUIPMENT, AND PARTS											
United States Total	249	52,717	38,408	1,[illegible]	2.9	549	1.4	27,261	71.0	9,512	24.8
Total, 14 Cities	118	26,456	25,238	498	2.0	506	2.0	17,791	70.5	6,443	25.5
TIRES AND TUBES											
United States Total	292	235,681	235,378	5,575	2.4	3,861	1.6	130,263	55.3	95,679	40.7
New England	17	15,512	15,512	350	2.3	139	.9	9,187	59.2	5,836	37.6
Middle Atlantic	60	48,228	48,228	1,199	2.5	720	1.5	27,270	56.5	19,039	39.5
East North Central	48	44,472	44,472	1,064	2.4	378	.8	24,390	54.8	18,640	42.0
West North Central	40	32,923	32,923	724	2.2	1,450	4.4	18,646	56.8	12,053	36.6
South Atlantic	39	28,584	28,584	720	2.5	378	1.3	16,961	59.3	10,519	36.9
Pacific	34	29,941	29,941	613	2.0	249	.8	16,809	56.1	12,270	41.1
Other divisions	54	36,021	35,718	899	2.5	547	1.5	16,950	47.5	17,322	48.5
Total, 14 Cities	109	111,097	111,097	2,599	2.3	1,643	1.5	64,438	58.0	42,417	38.2
Boston	11	12,472	12,472	286	2.3	132	1.1	7,445	59.7	4,609	36.9
Chicago	10	12,295	12,295	345	2.8	59	.5	6,191	50.4	5,700	46.3
Detroit	8	9,111	9,111	183	2.0	69	.8	6,040	66.3	2,819	30.9
Los Angeles	10	11,664	11,664	219	1.9	31	.3	6,997	60.0	4,417	37.9
New York City	13	16,299	16,299	392	2.4	77	.5	7,591	46.6	8,239	50.5
Philadelphia	12	11,381	11,381	288	2.5	590	5.2	6,824	60.0	3,679	32.3
Other cities	45	37,875	37,875	886	2.3	645	1.8	23,351	61.7	12,954	34.2
				BEER, WINES, AND LIQUORS							
BEER AND ALE											
United States Total	320	81,567	74,108	24,876	33.6	8,782	11.9	35,405	47.8	5,045	6.7
New England	19	5,651	5,651	412	7.3	631	11.2	4,170	73.8	438	7.7
Middle Atlantic	66	21,840	4,931	22.6	4,053	24.6	10,091	48.2	2,765	12.6
East North Central	55	17,292	14,166	7,751	54.7	610	4.3	5,834	39.1	271	1.9
West North Central	62	7,074	6,268	2,468	39.4	1,612	25.7	2,122	34.0	55	.9
South Atlantic	26	5,568	5,568	3,071	55.2	781	14.0	1,642	29.5	74	1.3
West South Central	24	6,100	5,971	2,545	42.6	260	4.4	2,321	38.9	845	14.1
Pacific	56	16,847	13,429	2,952	22.0	771	5.7	9,116	67.9	589	4.4
Other divisions	12	1,215	1,215	745	61.3	63	5.2	399	32.8	8	.7

* Including those establishments from which no cash-credit analysis of sales was obtained.

MANUFACTURERS' SALES BRANCHES (WITH STOCKS)

TABLE 6A.—CASH-CREDIT ANALYSIS OF SALES, BY KINDS OF BUSINESS—Continued

KIND OF BUSINESS AND AREA	ALL ESTABLISHMENTS*		SALES ANALYZED ON A CASH-CREDIT BASIS								
				Credit analysis of sales							
	Number	Sales (add 000)	Total sales analyzed (add 000)	Net cash		Credit, 10 days or less		Credit, 11 to 30 days		Credit, more than 30 days	
				Amount (add 000)	Percent	Amount (add 000)	Percent	Amount (add 000)	Percent	Amount (add 000)	Percent
BEER, WINES, AND LIQUORS—Con.											
BEER AND ALE—Con.											
Total, 14 Cities	47	$38,757	$38,757	$10,180	31.1	$2,242	6.8	$19,514	59.6	$821	2.5
Chicago	[illegible]	10,156	8,641	3,257	[illegible]	450	5.2	4,655	53.9	249	2.9
Los Angeles	8	6,831	4,408	1,143	25.9	5	.1	3,260	74.0	---	---
New York City	8	6,652	6,652	1,387	[illegible]	870	13.1	4,081	61.3	314	4.7
San Francisco	7	6,112	6,[illegible]52	825	13.8	696	11.5	4,288	70.9	243	4.0
Other cities	17	7,[illegible]4	7,004	3,538	50.5	221	3.2	3,230	46.1	15	.2
WINES AND LIQUORS											
United States Total	69	192,274	192,927	201	.2	5,688	5.5	24,814	24.1	72,224	70.2
Total, 14 Cities	61	184,305	9[illegible],448	137	.1	5,640	5.8	2[illegible],544	2[illegible].4	68,125	70.7
CHEMICALS AND PAINTS											
DYESTUFFS											
United States Total	29	40,296	38,390	75	.2	2,350	6.1	35,726	93.1	239	.6
Total, 14 Cities	21	30,065	30,065	61	.2	2,322	7.7	27,520	91.5	162	.6
EXPLOSIVES											
United States Total	42	35,838	28,371	198	.7	119	.4	24,080	84.9	3,974	14.0
Total, 14 Cities	9	13,858	9,637	45	.5	75	.8	7,641	79.3	1,876	19.4
INDUSTRIAL CHEMICALS											
United States Total	160	228,419	228,475	7,580	3.3	48,314	21.1	154,306	67.5	18,275	8.1
New England	12	18,606	18,606	671	3.6	3,845	20.7	13,040	70.1	1,050	5.6
Middle Atlantic	49	117,460	117,460	3,897	3.3	23,855	20.3	79,542	67.7	10,166	8.7
East North Central	40	61,846	61,812	2,435	3.9	11,736	19.0	42,653	69.0	4,988	8.1
Other divisions	53	30,707	30,597	577	1.9	8,878	29.0	19,071	62.3	2,071	6.8
Total, 14 Cities	106	190,463	190,319	4,126	2.2	40,546	21.3	129,635	68.1	16,012	8.4
Boston	11	13,217	13,217	655	5.0	2,983	22.6	8,748	66.2	831	6.2
Chicago	21	32,901	32,597	1,059	3.3	6,908	21.2	22,844	70.1	1,756	5.4
Cleveland	5	12,606	12,606	299	2.4	825	6.5	10,464	83.0	1,019	8.1
Philadelphia	12	21,196	21,1[illegible]	767	3.6	7,615	35.9	11,774	55.6	1,030	4.9
Other cities	57	110,853	110,743	1,347	1.2	22,215	20.1	75,805	68.5	11,376	10.2
PAINTS AND VARNISHES											
United States Total	277	153,531	146,798	1,395	1.0	12,798	8.7	58,422	39.8	74,181	50.5
Total, 14 Cities	131	106,887	102,359	733	.7	7,765	7.6	49,568	48.4	44,293	43.3
PAINTS WITH GLASS AND/OR WALLPAPER											
United States Total	52	20,837	16,636	1,236	7.4	201	1.2	8,545	51.4	6,654	40.0
Total, 14 Cities	5	6,552	5,863	476	8.1	---	---	2,283	38.9	3,104	53.0
ALL OTHER											
United States Total	103	77,214	74,965	3,163	4.2	18,202	24.3	27,235	36.3	26,365	35.2
Total, 14 Cities	62	50,604	49,194	2,776	5.6	15,813	32.1	12,622	25.7	17,983	36.6
CLOTHING AND FURNISHINGS											
MEN'S AND BOYS'											
United States Total	13[illegible]	1[illegible]4,214	122,601	599	.5	1,813	1.5	58,647	47.8	61,542	50.2
Total, 14 Cities	115	1[illegible]3,332	101,719	385	.4	1,813	1.8	45,199	44.4	54,322	53.4
WOMEN'S AND CHILDREN'S											
United States Total	94	39,145	38,775	73	.2	633	1.6	16,675	43.0	21,394	55.2
Total, 14 Cities	87	38,354	38,097	73	.2	633	1.7	16,294	42.8	21,097	55.3
SHOES AND OTHER FOOTWEAR											
United States Total	62	132,803	107,853	562	.5	2,231	2.1	3,956	3.7	101,104	93.7
Total, 14 Cities	38	120,076	95,126	5	(1)	27	(1)	2,365	2.5	92,729	97.5
ALL OTHER											
United States Total	11	4,140	4,140	104	2.5	106	2.6	3,528	85.2	402	9.7

* Including those establishments from which no cash-credit analysis of sales was obtained.

[1] Less than one-tenth of one percent.

MANUFACTURERS' SALES BRANCHES (WITH STOCKS)

TABLE 6A.—CASH-CREDIT ANALYSIS OF SALES, BY KINDS OF BUSINESS—Continued

KIND OF BUSINESS AND AREA	ALL ESTABLISHMENTS		[illegible]	[illegible]		[illegible]		[illegible]		[illegible]	
	Number	Sales	[illegible]	[illegible]	[illegible]	[illegible]	[illegible]	[illegible] (add 000)	Percent	[illegible]	Percent
DRUGS AND DRUG SUNDRIES											
DRUGS AND DRUG SUNDRIES											
United States Total	237	$2[illegible]	$2[illegible]	$[illegible]	.3	$[illegible]	12.9	$1[illegible]	66.2	$[illegible]	[illegible]
Middle Atlantic	64	93,275	92,791	119	.1	17,527	18.9	[illegible]	59.5	[illegible]	21.5
East North Central	42	[illegible]	[illegible]	26	.1	[illegible]	8.3	17,383	62.9	7,916	28.7
West North Central	27	27,745	27,631	47	.2	1,094	4.0	[illegible]	[illegible]	2,941	[illegible]
Pacific	56	20,109	[illegible]	252	1.3	2,796	14.1	[illegible]	59.7	4,968	24.9
Other divisions	58	38,189	32,937	164	.5	[illegible]	6.9	24,916	[illegible]	5,628	17.1
Total, 14 Cities	152	160,358	159,600	530	.3	[illegible]	14.5	[illegible]	[illegible]	[illegible]	17.2
DRY GOODS (SPECIALTY LINES)											
HOSIERY AND LINGERIE											
United States Total	33	28,995	28,895	124	.4	896	3.1	[illegible]	44.[illegible]	14,9[illegible]	51.9
Total, 14 Cities	31	27,999	27,999	124	.4	836	3.0	12,593	45.[illegible]	14,9[illegible]	53.4
NOTIONS											
United States Total	87	36,997	36,825	160	.4	456	1.2	27,337	74.2	8,872	24.2
Total, 14 Cities	77	35,709	35,660	157	.4	421	1.2	26,314	73.8	8,764	24.6
PIECE GOODS (Cotton)											
United States Total	12	52,740	48,591	60	.1	5,456	11.2	7,656	15.8	35,419	72.9
PIECE GOODS (Silk, linen, rayon, and velvet)											
United States Total	44	57,883	54,128	144	.3	1,337	2.5	16,130	29.8	36,515	67.4
PIECE GOODS (Woolen and worsted)											
United States Total	11	15,978	15,978	108	.7	1,084	6.8	2,169	13.6	12,617	[illegible]
PIECE GOODS (Other)											
United States Total	7	4,052	4,052	38	.9	589	14.5	418	10.3	3,007	74.2
OTHER DRY GOODS SPECIALTIES											
United States Total	19	13,497	13,497	11	.1	838	6.2	6,243	46.3	6,405	47.4
ELECTRICAL GOODS											
APPARATUS AND EQUIPMENT											
United States Total	222	544,448	347,985	161	(1)	439	.1	17,688	5.1	328,797	94.8
New England	14	41,313	23,662	5	(1)	1	[illegible]	419	1.8	23,237	98.2
Middle Atlantic	48	156,563	[illegible]	46	(1)	252	.3	4,099	4.2	93,687	95.[illegible]
East North Central	[illegible]	[illegible]	88,160	41	(1)	163	.2	10,260	[illegible]	77,676	88.2
West North Central	22	[illegible]	29,774	6	(1)	2	(1)	1,179	4.0	[illegible]	[illegible]
South Atlantic	18	89,107	44,553	45	.1	---	---	583	1.3	[illegible]	98.6
Pacific	27	56,[illegible]	30,[illegible]	7	(1)	1	(1)	999	[illegible]	[illegible]	97.2
Other divisions	3	47,205	26,[illegible]	6	(1)	---	---	17[illegible]	.[illegible]	[illegible]	99.4
Total, 14 Cities	123	344,221	28[illegible],195	162	(1)	437	.1	15,914	7.2	[illegible]	92.6
Chicago	23	54,224	42,044	16	(1)	[illegible]	.4	6,473	15.4	35,373	84.2
Cleveland	10	24,687	17,561	5	(1)	1	(1)	[illegible]	5.5	[illegible]	94.5
Detroit	[illegible]	21,958	14,221	4	(1)	---	---	[illegible]	10.7	12,695	89.3
Los Angeles	9	19,322	12,248	3	(1)	1	(1)	[illegible]	2.5	[illegible]	97.5
New York City	15	54,094	34,727	24	.1	151	.4	1,987	5.7	[illegible]	93.8
St. Louis	7	16,277	12,296	7	.1	---	---	716	5.8	[illegible]	94.[illegible]
Other cities	4[illegible]	154,[illegible]	[illegible]	45	.1	1[illegible]	.1	3,941	[illegible]	[illegible]	95.[illegible]
WIRING SUPPLIES AND CONSTRUCTION MATERIALS											
United States Total	91	75,273	70,747	79	.1	13,[illegible]	18.4	48,598	68.7	[illegible]	12.[illegible]
Middle Atlantic	22	24,600	23,739	[illegible]	[illegible]	3,917	16.5	[illegible]	79.2	1,009	4.3
East North Central	33	[illegible]	24,274	22	.1	[illegible]	[illegible]	[illegible]	[illegible]	4,092	16.9
Other divisions	3[illegible]	23,[illegible]	[illegible]	48	.[illegible]	[illegible]	[illegible]	16,465	72.4	[illegible]	17.3
Total, 14 Cities	70	59,489	56,162	58	.1	10,696	19.0	39,920	71.1	5,4[illegible]	9.5
RADIOS AND EQUIPMENT											
United States Total	11	5,529	2,434	38	1.6	9	.4	[illegible]	[illegible]	304	12.4
REFRIGERATORS AND EQUIPMENT (Household											
United States Total	19	[illegible]	6,148	[illegible]	9.3	312	5.1	[illegible]	45.9	2,5[illegible]	40.7
Total, 14 Cities	11	7,350	5,635	458	[illegible]	223	4.0	[illegible]	[illegible]	2,492	44.3

* Including those establishments from which no cash-credit analysis of sales was obtained.

[1] Less than one-tenth of one percent.

MANUFACTURERS' SALES BRANCHES (WITH STOCKS)

TABLE 6A.—CASH-CREDIT ANALYSIS OF SALES, BY KINDS OF BUSINESS—Continued

KIND OF BUSINESS AND AREA	ALL ESTABLISHMENTS*		SALES ANALYZED ON A CASH-CREDIT BASIS								
				Cash-credit analysis of sales							
	Number	Sales (add 000)	Total of sales analyzed (add 000)	Spot cash		Credit, 10 days or less		Credit, 11 to 30 days		Credit, more than 30 days	
				Amount (add 000)	Percent	Amount (add 000)	Percent	Amount (add 000)	Percent	Amount (add 000)	Percent
				ELECTRICAL GOODS—Con.							
ALL OTHER											
United States Total	50	$9,309	$8,722	$1,259	14.4	$105	1.2	$4,553	52.2	$2,805	32.2
Total, 14 Cities	36	5,774	5,670	334	5.9	105	1.9	2,502	44.1	2,729	48.1
				FARM PRODUCTS—CONSUMER GOODS							
DAIRY PRODUCTS											
United States Total	610	199,200	186,397	43,297	23.2	65,781	35.3	65,469	35.1	11,850	6.4
New England	68	20,372	20,156	5,048	25.0	4,447	22.1	9,797	48.6	864	4.3
Middle Atlantic	132	53,871	51,953	14,691	28.3	10,528	20.3	23,527	45.3	3,207	6.1
East North Central	130	61,379	52,185	8,403	16.1	32,658	62.6	10,327	19.8	797	1.5
West North Central	62	12,856	12,787	3,037	23.8	6,154	48.1	2,982	23.3	614	4.8
South Atlantic	93	15,811	15,649	4,711	30.1	3,037	19.4	5,940	38.0	1,961	12.5
Pacific	62	21,287	20,043	3,847	19.2	4,057	20.2	8,572	42.8	3,567	17.8
Other divisions	63	13,624	13,824	3,560	26.1	4,900	36.0	4,324	31.7	840	6.2
Total, 14 Cities	66	82,198	71,860	10,828	15.1	23,080	32.1	32,369	45.0	5,583	7.8
				FARM SUPPLIES							
FEED											
United States Total	48	7,412	7,412	1,126	15.2	798	10.8	3,531	47.6	1,957	26.4
FERTILIZER											
United States Total	68	44,337	42,285	14,733	34.8	204	.5	7,166	16.9	20,182	47.8
Total, 14 Cities	10	11,496	11,330	6,490	57.3	8	.1	3,049	26.9	1,783	15.7
ALL OTHER											
United States Total	6	723	(1)	(1)	(1)	(1)	(1)	(1)	(1)	(1)	(1)
				FURNITURE AND HOUSE FURNISHINGS							
FLOOR COVERINGS											
United States Total	73	67,236	47,610	28	.1	1,536	3.2	813	1.7	45,233	95.0
Middle Atlantic	16	19,758	16,618	11	.1	6	(2)	561	3.4	16,040	96.5
East North Central	16	16,962	10,144	4	(2)	603	5.9	---	---	9,537	94.1
Pacific	13	13,850	12,271	1	(2)	927	7.6	212	1.7	11,131	90.7
Other divisions	28	16,666	8,577	12	.1	---	---	40	.5	8,525	99.4
Total, 14 Cities	37	48,046	33,792	6	(2)	1,417	4.2	380	1.1	32,009	94.7
FURNITURE (General line)											
United States Total	9	2,962	2,962	53	1.8	158	5.3	717	24.2	2,034	68.7
FURNITURE (Household)											
United States Total	80	15,358	15,358	937	6.1	821	5.3	7,780	50.7	5,820	37.9
Total, 14 Cities	29	7,451	7,451	715	9.6	821	11.0	3,510	47.1	2,405	32.3
FURNITURE (Office)											
United States Total	32	7,901	6,054	192	3.2	82	1.4	5,331	88.1	449	7.3
Total, 14 Cities	26	7,288	5,723	176	3.1	82	1.4	5,049	88.2	416	7.3
HOUSE FURNISHINGS (Except as specified)											
United States Total	83	32,567	27,467	403	1.5	354	1.3	3,438	12.5	23,272	84.7
Total, 14 Cities	57	27,278	23,339	178	.8	259	1.1	2,356	10.1	20,546	88.0
ALL OTHER											
United States Total	6	5,601	5,601	1,345	24.0	1	(2)	3,003	53.6	1,252	22.4
				GROCERIES AND FOODS (SPECIALTY LINES)							
BREAKFAST CEREALS											
United States Total	20	27,112	27,112	11,367	41.9	15,745	58.1	---	---	---	---

* Including those establishments from which no cash-credit analysis of sales was obtained.
1 Insufficient sample.
2 Less than one-tenth of one percent.

MANUFACTURERS' SALES BRANCHES (WITH STOCKS)

TABLE 6A.—CASH-CREDIT ANALYSIS OF SALES, BY KINDS OF BUSINESS—Continued

KIND OF BUSINESS AND AREA	ALL ESTABLISHMENTS*		SALES ANALYZED ON A CASH-CREDIT BASIS								
	Number	Sales (add 000)	Total of sales analyzed (add 000)	Cash discount days allowed							
				Spot cash		Credit, 10 to 30 days		Credit, 11 to 30 days		Credit, more than 30 days	
				Amount (add 000)	Per cent	Amount (add 000)	Per cent	Amount (add 000)	Per cent	Amount (add 000)	Per cent
	GROCERIES AND FOODS (SPECIALTY LINES)—Con.										
CANNED FOODS											
United States Total	188	$146,176	$145,740	$1,364	.9	$59,105	40.6	$84,948	58.3	$323	.2
Middle Atlantic	30	39,540	39,123	---	---	8,258	21.1	30,816	78.8	49	.1
East North Central	30	22,035	22,035	654	3.0	6,562	29.8	14,765	67.0	54	.2
West North Central	21	11,971	11,971	295	2.5	5,392	45.0	6,282	52.5	2	(1)
South Atlantic	33	14,315	14,313	33	.2	6,264	43.8	8,016	56.0	---	---
West South Central	20	10,302	10,302	---	---	5,529	53.7	4,773	46.3	---	---
Pacific	22	30,135	30,135	364	1.2	18,955	62.9	10,663	35.4	153	.5
Other divisions	32	17,878	17,861	18	.1	8,145	45.6	9,633	53.9	65	.4
Total, 14 Cities	58	85,477	84,622	964	1.1	33,271	39.3	50,178	59.3	209	.3
CONFECTIONERY											
United States Total	56	61,001	60,945	1,979	3.2	13,302	21.8	41,618	68.3	4,046	6.7
Middle Atlantic	15	23,832	23,832	1,638	6.9	7,199	30.2	12,816	53.8	2,179	9.1
East North Central	14	15,981	15,981	137	.9	3,944	24.7	10,993	68.8	907	5.6
Pacific	14	10,251	10,195	181	1.8	750	7.4	9,110	89.4	154	1.4
Other divisions	13	10,937	10,937	23	.2	1,409	12.9	8,699	79.5	806	7.4
Total, 14 Cities	38	48,358	48,302	1,835	3.8	11,801	24.4	31,445	65.1	3,221	6.7
FISH AND SEA FOODS											
United States Total	26	8,574	8,574	901	10.5	2,484	29.0	4,215	49.2	974	11.3
FLOUR											
United States Total	159	144,866	144,852	34,639	23.9	23,228	16.0	71,307	49.2	15,678	10.9
Middle Atlantic	17	47,017	47,017	13,327	28.3	4,563	9.7	21,794	46.4	7,333	15.6
East North Central	22	28,535	28,535	7,990	28.0	2,103	7.4	16,458	57.7	1,984	6.9
West North Central	22	18,486	18,486	5,075	27.5	1,325	7.2	10,652	57.6	1,434	7.7
Other divisions	[illegible]	50,828	50,814	8,247	16.2	15,237	30.0	22,403	44.1	4,927	9.7
Total, 14 Cities	33	80,785	80,785	20,944	25.9	10,285	12.7	40,458	50.1	9,098	11.3
FRUITS AND VEGETABLES (Frosted)											
United States Total	7	9,983	9,983	---	---	5,781	57.9	4,202	42.1	---	---
MEATS AND PROVISIONS											
United States Total	924	1,076,480	1,056,700	87,184	8.3	730,393	69.1	207,598	19.6	31,525	3.0
New England	136	155,467	155,467	7,356	4.7	107,682	69.3	36,836	23.7	3,573	2.3
Middle Atlantic	239	359,117	353,226	28,781	8.1	246,326	69.7	66,636	18.9	11,503	3.3
East North Central	137	198,981	165,647	19,094	11.5	116,080	70.1	27,848	16.8	2,625	1.6
West North Central	51	58,539	57,655	4,146	7.2	42,439	73.6	9,672	16.8	1,398	2.4
South Atlantic	158	149,137	146,225	13,113	9.0	95,332	65.2	31,175	21.3	6,605	4.5
East South Central	55	52,093	52,093	4,082	7.8	34,997	67.2	11,138	21.4	1,876	3.6
West South Central	77	74,493	71,143	6,716	9.4	48,365	68.0	13,818	19.4	2,241	3.2
Mountain	25	11,372	9,550	416	4.4	6,856	72.1	1,979	20.7	267	2.8
Pacific	46	50,181	45,694	3,498	7.7	32,285	70.7	8,496	18.6	1,417	3.0
Total, 14 Cities	151	364,162	357,503	30,826	8.6	259,105	72.5	58,206	16.3	9,366	2.6
Chicago	32	72,355	72,355	7,037	9.7	51,566	71.3	12,912	17.9	836	1.1
New York City	51	116,857	113,783	7,741	6.8	86,044	75.6	15,948	14.0	4,050	3.6
Philadelphia	14	43,970	43,970	5,121	11.6	34,691	78.9	3,605	8.2	553	1.3
Pittsburgh	6	16,158	16,158	862	5.3	11,550	71.5	2,949	18.3	797	4.9
Other cities	46	114,822	111,237	10,065	9.0	75,254	67.7	22,798	20.5	3,130	2.8
OTHER FOOD AND GROCERY SPECIALTIES											
United States Total	1,212	859,114	850,793	63,083	7.4	464,973	54.7	275,384	32.4	47,353	5.5
New England	111	71,134	69,525	5,670	8.2	36,718	52.8	24,137	34.7	3,000	4.3
Middle Atlantic	264	259,784	256,610	24,993	9.7	137,394	53.5	79,962	31.2	14,261	5.6
East North Central	231	168,985	167,149	10,766	6.4	102,757	61.5	44,227	26.5	9,399	5.6
West North Central	111	59,292	59,045	1,899	3.2	36,973	62.6	14,259	24.1	5,914	10.1
South Atlantic	159	80,110	80,048	9,410	11.8	39,802	49.7	27,804	34.7	3,032	3.8
East South Central	56	21,575	21,443	2,587	12.1	12,713	59.3	4,296	19.9	1,877	8.7
West South Central	101	54,312	54,293	2,889	5.3	28,441	52.4	18,212	33.4	3,751	6.9
Mountain	43	14,080	13,156	741	5.6	7,930	59.5	3,947	30.0	538	4.9
Pacific	136	129,842	129,524	4,128	3.2	62,545	48.1	57,570	44.4	5,482	4.3
Total, 14 Cities	250	500,278	497,705	21,540	4.3	271,801	54.6	176,536	35.4	28,958	5.7
	HARDWARE										
SPECIALTY LINES											
United States Total	98	24,412	23,333	1,422	6.0	990	4.3	12,220	52.6	8,621	37.1
Total, 14 Cities	70	21,967	21,546	1,028	4.8	723	3.3	11,688	54.2	8,127	37.7

* Including those establishments from which no cash-credit analysis of sales was obtained.

1 Less than one-tenth of one percent.

MANUFACTURERS' SALES BRANCHES (WITH STOCKS)

TABLE 6A.—CASH-CREDIT ANALYSIS OF SALES, BY KINDS OF BUSINESS—Continued

KIND OF BUSINESS AND AREA	ALL ESTABLISHMENTS*		SALES ANALYZED ON A CASH-CREDIT BASIS								
				Cash-credit analysis of sales							
	Number	Sales (add 000)	Percent of sales analyzed	Spot cash		Credit, 10 days or less		Credit, 11 to 30 days		Credit, more than 30 days	
				Amount (add 000)	Percent	Amount (add 000)	Percent	Amount (add 000)	Percent	Amount (add 000)	Percent
	LUMBER AND CONSTRUCTION MATERIALS										
LUMBER											
United States Total	37	$22,201	$15,929	$326	2.0	$2,999	18.8	$6,510	40.9	$6,094	38.3
Total, 14 Cities	26	12,498	9,785	55	.6	1,621	16.6	3,761	38.4	4,348	44.4
MILLWORK											
United States Total	37	11,402	10,359	307	3.0	1,821	17.4	5,970	57.6	2,281	22.0
Total, 14 Cities	18	5,865	4,861	8	.2	816	16.8	2,752	56.6	1,285	26.4
BRICK, TILE, AND TERRA COTTA											
United States Total	48	6,637	6,637	293	4.4	370	5.6	4,817	72.6	1,157	17.4
Total, 14 Cities	21	3,379	3,379	171	5.1	279	8.3	2,349	69.5	580	17.1
CEMENT, LIME, AND PLASTER											
United States Total	54	38,070	32,833	9	(1)	3,142	9.6	24,723	75.3	4,959	15.1
Total, 14 Cities	25	23,459	18,337	---	—	1,518	8.3	14,634	79.8	2,185	11.9
ALL OTHER											
United States Total	59	104,832	82,582	2,162	2.6	8,981	10.9	41,916	50.8	29,523	35.7
	MACHINERY—EQUIPMENT—SUPPLIES										
COMMERCIAL EQUIPMENT AND SUPPLIES (Office machines and equipment)											
United States Total	697	84,401	13,900	408	2.9	491	3.5	10,633	76.2	2,428	17.4
Middle Atlantic	130	23,792	6,997	176	2.5	203	2.9	5,806	83.0	812	11.6
East North Central	139	16,895	3,108	154	5.0	157	5.1	2,156	69.3	641	20.6
Other divisions	428	41,737	3,855	78	2.0	131	3.4	2,671	69.3	975	25.3
COMMERCIAL EQUIPMENT AND SUPPLIES (Garage and filling station equipment)											
United States Total	62	9,291	8,967	101	1.1	386	4.3	6,256	69.8	2,220	24.8
Total, 14 Cities	35	5,918	5,594	26	.5	139	2.5	4,292	76.7	1,137	20.3
COMMERCIAL EQUIPMENT AND SUPPLIES (Store machines)											
United States Total	14	1,272	1,272	53	4.2	---	---	103	8.1	1,116	87.7
COMMERCIAL EQUIPMENT AND SUPPLIES (Store fixtures and equipment)											
United States Total	119	7,300	6,922	97	1.4	73	1.1	1,057	15.3	5,695	82.2
Total, 14 Cities	36	4,726	4,589	97	2.1	73	1.6	1,057	23.0	3,362	73.3
COMMERCIAL EQUIPMENT AND SUPPLIES (All other)											
United States Total	120	42,880	41,052	20	(1)	150	.4	40,342	98.3	540	1.3
Total, 14 Cities	43	26,562	25,176	20	.1	150	.6	24,476	97.2	530	2.1
FARM AND DAIRY (Dairy equipment)											
United States Total	59	22,533	22,533	694	3.1	2,886	12.8	11,466	50.9	7,485	33.2
Middle Atlantic	9	6,004	6,004	287	4.8	763	12.7	2,234	37.2	2,740	45.6
East North Central	7	5,997	5,997	35	.6	727	12.1	2,688	44.7	2,535	42.6
Other divisions	43	10,532	10,532	392	3.7	1,396	13.3	6,552	62.2	2,190	20.8
Total, 14 Cities	22	14,147	14,147	342	2.4	1,533	10.8	6,291	44.5	5,981	42.3
FARM AND DAIRY (Farm machinery and equipment)											
United States Total	178	132,027	83,846	7,130	8.5	3,943	4.6	7,983	9.5	64,895	77.4
East North Central	41	31,301	20,269	1,750	8.6	1,405	6.9	2,614	12.9	14,500	71.6
West North Central	61	57,019	40,349	3,820	9.5	1,699	4.2	3,364	8.3	31,467	78.0
West South Central	24	14,200	8,440	686	8.1	443	5.2	734	8.6	6,572	77.9
Other divisions	52	29,807	14,790	874	5.9	294	2.0	1,206	8.6	12,356	83.5
Total, 14 Cities	15	13,920	11,098	600	5.4	1,074	9.7	2,361	21.3	7,063	63.6
INDUSTRIAL MACHINERY, EQUIPMENT, AND SUPPLIES (Belting, hose, and packing)											
United States Total	133	44,555	42,999	415	1.0	994	2.3	29,162	67.8	12,428	28.9
Total, 14 Cities	88	39,469	36,595	406	1.1	940	2.4	26,327	68.2	10,922	28.3

* Including those establishments from which no cash-credit analysis of sales was obtained.

1 Less than one-tenth of one percent.

MANUFACTURERS' SALES BRANCHES WITH STOCKS

TABLE 6A.—CASH-CREDIT ANALYSIS OF SALES, BY KINDS OF BUSINESS—Continued

KIND OF BUSINESS AND AREA	ALL ESTABLISHMENTS*		SALES ANALYZED ON A CASH-CREDIT BASIS								
	Number	[illegible]	[illegible] (add 000)	[illegible]							
				[illegible]		[illegible]		[illegible]		[illegible] 30 days	
				Amount (add 000)	Percent	Amount	Percent	Amount (add 000)	Percent	Amount (add 000)	Percent
	MACHINERY—EQUIPMENT—SUPPLIES—Con.										
INDUSTRIAL MACHINERY, EQUIPMENT, AND SUPPLIES (Road building)											
United States Total	2	$4,365	[illegible]	$140	[illegible]	$157	6.4	$1,607	65.1	$558	22.6
INDUSTRIAL MACHINERY, EQUIPMENT, AND SUPPLIES (Machine tools)											
United States Total	56	18,699	18,687	52	.3	6,434	34.4	11,856	63.4	345	1.9
Total, 14 Cities	47	15,665	15,593	52	.3	3,844	24.7	11,352	72.8	345	2.2
INDUSTRIAL MACHINERY, EQUIPMENT, AND SUPPLIES (Mine and mill supplies)											
United States Total	63	29,812	28,3[illegible]	1,3[illegible]	3.5	198	.7	20,642	70.4	7,453	25.4
Total, 14 Cities	24	18,863	1[illegible],379	745	4.1	116	.6	14,367	78.2	3,151	17.1
INDUSTRIAL MACHINERY, EQUIPMENT, AND SUPPLIES (Oil well supply houses)											
United States Total	324	58,603	48,311	462	1.0	151	.3	29,075	60.2	18,617	38.5
INDUSTRIAL MACHINERY, EQUIPMENT, AND SUPPLIES (Power plant and power transmission)											
United States Total	85	35,313	32,920	150	.5	1,465	4.4	9,259	28.1	23,052	70.0
Middle Atlantic	13	8,915	7,317	30	.4	100	1.4	1,583	21.4	5,624	76.8
East North Central	24	9,242	8,042	40	.5	900	11.1	3,453	33.8	4,224	48.6
Other divisions	48	17,116	16,927	80	.5	400	2.4	3,243	19.2	13,204	77.9
Total, 14 Cities	45	23,077	2[illegible]	91	.4	1,365	5.1	5,812	23.[illegible]	13,839	[illegible]
INDUSTRIAL MACHINERY, EQUIPMENT, AND SUPPLIES (Printing and lithographing—except paper)											
United States Total	198	38,742	27,914	346	1.2	[illegible]	2.8	11,104	39.8	[illegible]	[illegible]
Total, 14 Cities	188	32,9[illegible]	2[illegible]	294	1.2	732	2.9	[illegible]	40.8	13,860	55.1
INDUSTRIAL MACHINERY, EQUIPMENT, AND SUPPLIES (Rope, cordage, and twine)											
United States Total	20	8,477	7,973	34	.4	872	10.9	5,394	67.7	1,673	21.0
Total, 14 Cities	12	6,170	5,666	31	.5	134	2.4	4,346	76.7	1,153	20.4
INDUSTRIAL MACHINERY, EQUIPMENT, AND SUPPLIES (All other)											
United States Total	462	164,645	140,149	1,417	1.0	15,212	10.9	60,658	43.3	62,261	44.8
Middle Atlantic	108	51,340	44,919	723	1.6	4,[illegible]	9.4	20,[illegible]	42.4	19,129	42.6
East North Central	127	55,996	48,712	304	.6	6,392	13.1	23,898	49.[illegible]	18,320	37.7
West North Central	36	13,059	11,516	68	.6	1,587	13.8	3,491	30.3	6,370	55.3
Other divisions	191	43,656	35,002	322	.9	3,281	9.[illegible]	12,[illegible]	36.[illegible]	19,[illegible]	54.4
Total, 14 Cities	280	121,484	103,441	1,186	1.1	11,691	11.3	45,638	44.1	44,926	43.5
PROFESSIONAL EQUIPMENT AND SUPPLIES (Dental supply houses)											
United States Total	34	11,914	11,765	738	6.3	---	---	4,014	34.1	7,033	59.8
Total, 14 Cities	15	9,520	9,391	549	5.8	---	---	3,091	32.9	5,751	61.3
PROFESSIONAL EQUIPMENT AND SUPPLIES (School equipment and supplies)											
United States Total	1[illegible]	3,755	3,755	10	.3	---	---	2,312	61.6	1,433	38.1
PROFESSIONAL EQUIPMENT AND SUPPLIES (Surgical, medical and hospital)											
United States Total	190	26,276	15,727	398	2.5	1,587	10.1	9,[illegible]	58.6	4,492	28.6
Total, 14 Cities	86	15,967	10,366	101	1.0	642	6.2	8,414	81.2	3,211	30.9
PROFESSIONAL EQUIPMENT AND SUPPLIES (All other)											
United States Total	79	10,142	8,942	421	4.8	368	4.1	7,473	83.6	670	7.5
Total, 14 Cities	34	7,173	7,173	400	5.6	326	4.6	6,017	83.9	428	5.9
SERVICE EQUIPMENT AND SUPPLIES (Barber and beauty supply houses)											
United States Total	18	3,484	3,484	7	.2	---	---	---	---	3,477	99.8

* Including those establishments from which no cash-credit analysis of sales was obtained.

MANUFACTURERS' SALES BRANCHES (WITH STOCKS)

TABLE 6A.—CASH-CREDIT ANALYSIS OF SALES, BY KINDS OF BUSINESS—Continued

KIND OF BUSINESS AND AREA	ALL ESTABLISHMENTS*		SALES ANALYZED ON A CASH-CREDIT BASIS								
				Cash-credit analysis of sales							
				Spot cash		Credit, 10 days or less		Credit, 11 to 30 days		Credit, more than 30 days	
	Number	Sales (add 000)	Total of sales analyzed (add 000)	Amount (add 000)	Percent	Amount (add 000)	Percent	Amount (add 000)	Percent	Amount (add 000)	Percent
	MACHINERY—EQUIPMENT—SUPPLIES—Con.										
SERVICE EQUIPMENT AND SUPPLIES (Laundry and dry cleaning)											
United States Total	47	$16,668	$16,638	$177	1.1	$1,204	7.2	$6,470	38.9	$8,787	52.8
Total, 14 Cities	31	12,893	12,863	122	.9	742	5.8	4,962	38.6	7,037	54.7
SERVICE EQUIPMENT AND SUPPLIES (Undertakers' supplies)											
United States Total	51	11,495	11,495	3	(1)	---	- -	3,467	30.2	8,025	69.8
Total, 14 Cities	30	7,734	7,734	---	---	---	---	2,269	29.3	5,465	70.7
SERVICE EQUIPMENT AND SUPPLIES (Upholsterers' supplies)											
United States Total	68	16,136	15,504	1,158	7.5	2,475	16.0	3,521	22.7	8,350	53.8
Total, 14 Cities	44	12,716	12,084	972	8.0	2,267	18.8	3,195	26.4	5,650	46.8
SERVICE EQUIPMENT AND SUPPLIES (All other)											
United States Total	107	19,139	10,456	342	3.3	333	3.2	5,215	49.9	4,566	43.6
Total, 14 Cities	71	12,899	8,577	240	2.8	229	2.7	4,103	47.8	4,005	46.7
TRANSPORTATION EQUIPMENT AND SUPPLIES											
United States Total	10	4,057	4,057	76	1.9	2,382	58.7	975	24.0	624	15.4
	METALS AND METAL WORK (EXCEPT SCRAP)										
BUILDING METAL WORK											
United States Total	73	17,066	17,066	27	.2	6,818	40.0	6,850	40.1	3,371	19.7
Total, 14 Cities	28	10,099	10,099	13	.1	4,418	43.8	3,546	35.1	2,122	21.0
IRON AND STEEL PRODUCTS (General line)											
United States Total	87	136,899	100,611	802	.8	1,386	1.4	75,288	74.8	23,135	23.0
Middle Atlantic	16	15,273	9,299	124	1.3	215	2.3	8,531	91.7	429	4.7
East North Central	19	33,458	22,032	271	1.2	225	1.0	21,087	95.7	449	2.1
West North Central	14	10,453	9,394	186	2.0	731	7.8	7,954	84.7	521	5.5
Pacific	9	47,181	45,952	---	---	---	---	26,920	58.6	19,032	41.4
Other divisions	29	30,534	13,934	219	1.6	215	1.5	10,796	77.5	2,704	19.4
Total, 14 Cities	42	84,304	86,415	380	.6	500	.8	49,133	74.0	16,402	24.6
IRON AND STEEL PRODUCTS (Flat)											
United States Total	42	34,121	33,926	1,778	5.2	3,151	9.3	22,028	64.9	6,969	20.6
Total, 14 Cities	23	15,392	15,197	88	.4	2,236	14.7	8,588	56.5	4,305	28.4
WIRE AND WIRE PRODUCTS											
United States Total	104	152,399	134,176	411	.3	899	.7	42,222	31.5	90,644	67.5
Middle Atlantic	21	47,483	47,113	91	.2	73	.2	12,539	26.6	34,410	73.0
East North Central	24	61,011	51,128	103	.2	52	.1	13,185	25.8	37,788	73.9
Other divisions	59	43,905	35,935	217	.6	774	2.2	16,498	45.9	18,446	51.3
Total, 14 Cities	65	131,428	113,679	227	.2	629	.6	31,330	27.6	81,493	71.7
Chicago	11	33,471	27,185	83	.3	29	.1	8,460	31.1	18,613	68.5
Cleveland	5	14,266	13,218	---	---	8	.1	2,006	15.2	11,204	84.7
New York City	9	36,096	35,726	1	(1)	67	.2	8,741	24.5	26,917	75.3
Other cities	40	47,595	37,550	143	.4	525	1.4	12,123	32.3	24,759	65.9
IRON AND STEEL FINISHED PRODUCTS (N. E. C.)											
United States Total	76	22,986	15,028	129	.9	1,524	10.1	8,082	53.8	5,293	35.2
Total, 14 Cities	28	9,959	5,752	3	.1	61	1.1	4,199	73.0	1,489	25.8
ALL OTHER											
United States Total	62	61,050	55,310	3,836	6.9	8,365	15.1	37,558	67.9	5,551	10.1
Total, 14 Cities	39	50,962	47,120	3,830	8.1	8,324	17.7	29,571	62.8	5,395	11.4

* Including those establishments from which no cash-credit analysis of sales was obtained.

1 Less than one-tenth of one percent.

MANUFACTURERS' SALES BRANCHES (WITH STOCKS)

TABLE 6A.—CASH-CREDIT ANALYSIS OF SALES, BY KINDS OF BUSINESS—Continued

KIND OF BUSINESS AND AREA	ALL ESTABLISHMENTS*		SALES ANALYZED ON A CASH-CREDIT BASIS								
	Number	Sales (add 000)	Number of establishments (add 000)	Cash sales		Credit sales		Credit sales 31 to 60 days		Credit sales over 60 days	
				Amount (add 000)	Per cent	Amount (add 000)	Per cent	Amount (add 000)	Per cent	Amount (add 000)	Per cent
PAPER AND ITS PRODUCTS											
WRAPPING OR COARSE PAPER AND PRODUCTS											
United States Total	148	$140,724	$132,542	$517	.4	29,125	6.8	$102,157	77.1	$20,843	15.7
Total, 14 Cities	82	107,445	105,011	360	.3	8,467	8.1	78,893	75.1	17,291	16.[illegible]
PRINTING AND WRITING PAPERS											
United States Total	42	21,932	21,025	9[illegible]	.4	---	—	14,828	69.1	6,407	30.5
Total, 14 Cities	25	15,066	14,332	41	.3	--	---	10,783	75.[illegible]	3,[illegible]	24.[illegible]
ALL OTHER											
United States Total	127	14,798	11,838	727	6.1	289	2.4	7,254	61.3	3,568	[illegible].2
Total, 14 Cities	72	9,997	7,832	682	8.7	266	3.4	3,938	50.3	2,944	37.6
PETROLEUM AND ITS PRODUCTS											
PETROLEUM AND ITS PRODUCTS											
United States Total	56	21,262	16,631	4,582	27.6	1,969	11.[illegible]	7,297	43.9	2,783	16.7
Total, 14 Cities	28	12,436	7,807	76	1.0	1,961	25.1	3,531	45.2	2,237	28.7
PLUMBING AND HEATING EQUIPMENT AND SUPPLIES											
PLUMBING AND HEATING (General line)											
United States Total	221	154,200	107,996	636	.6	58	.1	25,818	23.9	81,475	75.4
Middle Atlantic	34	35,797	18,647	174	.9	---	---	6,365	34.1	12,1[illegible]	65.0
East North Central	53	32,594	25,420	257	1.0	---	---	6,441	25.3	18,722	73.7
West North Central	27	17,992	12,865	51	.4	45	.3	3,211	25.0	9,558	74.3
West South Central	22	11,529	11,529	103	.9	20	.2	3,488	30.[illegible]	7,918	68.[illegible]
Other divisions	85	56,288	39,535	53	.1	---	---	6,313	16.[illegible]	33,1[illegible]	83.9
Total, 14 Cities	48	70,882	39,301	183	5	---	---	11,551	29.4	27,967	70.1
HEATING (Including stoves and ranges)											
United States Total	159	51,723	51,416	525	1.0	3,355	6.5	28,[illegible]	55.0	19,238	37.5
New England	19	5,673	5,673	31	.5	10	.2	3,199	56.4	2,433	42.9
Middle Atlantic	48	19,210	19,210	264	1.4	826	4.3	12,437	64.7	5,683	29.6
East North Central	31	10,673	10,641	131	1.2	750	7.0	4,563	42.9	5,201	48.9
Pacific	17	3,978	3,978	19	.5	161	4.0	2,583	64.9	1,215	30.6
Other divisions	44	12,189	11,910	80	.7	1,608	13.5	5,812	48.3	4,706	39.5
Total, 14 Cities	87	31,242	30,995	419	1.4	782	2.5	19,543	63.1	10,249	33.0
Boston	6	1,415	1,415	12	.8	---	---	921	65.1	482	34.1
Chicago	12	5,280	5,280	81	1.5	4[illegible]	7.7	2,579	48.8	2,212	41.[illegible]
Los Angeles	5	2,136	2,136	2	.1	---	---	1,840	86.1	294	13.8
New York City	15	8,249	8,249	186	2.2	11	.1	4,813	58.3	3,240	39.4
Philadelphia	11	4,649	4,649	46	1.0	15	.3	3,611	77.7	977	21.0
Other cities	38	9,513	9,266	93	1.0	34[illegible]	3.[illegible]	5,761	62.4	3,044	32.8
PLUMBING FIXTURES, EQUIPMENT, AND SUPPLIES											
United States Total	92	34,543	33,620	431	1.3	2,277	6.8	20,42[illegible]	60.8	10,484	31.[illegible]
Total, 14 Cities	42	17,628	17,[illegible]	133	1.1	1,6[illegible]	10.0	10,776	63.8	4,231	25.[illegible]
ALL OTHER											
United States Total	47	11,167	7,[illegible]	30	.4	170	2.4	1,529	21.7	5,[illegible]	75.5
Total, 14 Cities	35	9,625	5,741	26	.5	160	2.8	1,040	18.1	4,513	78.6
TOBACCO AND PRODUCTS (EXCEPT LEAF)											
TOBACCO AND PRODUCTS (Except leaf)											
United States Total	44	446,486	443,875	829	.2	254,346	57.3	175,729	39.[illegible]	12,971	2.[illegible]
Total, 14 Cities	32	442,33[illegible]	442,312	234	.1	254,141	57.7	17[illegible]	39.5	11,898	2.7
ALL OTHER PRODUCTS											
BOOKS, PERIODICALS, AND NEWSPAPERS											
United States Total	62	30,871	29,697	4,443	15.0	9	[illegible]	5,738	19.3	19,507	[illegible]
Total, 14 Cities	45	25,930	24,993	4,197	16.8	2	[illegible]	4,[illegible]	19.4	15,947	63.8

* Including those establishments from which no cash-credit analysis of sales was obtained.
1 Less than one-tenth of one percent.

MANUFACTURERS' SALES BRANCHES (WITH STOCKS)

TABLE 6A.—CASH-CREDIT ANALYSIS OF SALES, BY KINDS OF BUSINESS—Continued

KIND OF BUSINESS AND AREA	ALL ESTABLISHMENTS*		SALES ANALYZED ON A CASH-CREDIT BASIS								
	Number	Sales (000)	Total sales (000)	Cash-credit analysis of sales							
				Spot cash		Credit, 10 days or less		Credit, 11 to 30 days		Credit, more than 30 days	
				Amount (000)	Percent	Amount (000)	Percent	Amount (000)	Percent	Amount (000)	Percent
	ALL OTHER PRODUCTS—Con.										
FOREST PRODUCTS (Except lumber)											
United States Total	54	$8,299	$8,299	$99	1.2	$1,246	15.0	$6,235	75.1	$722	8.7
Total, 14 Cities	1[illegible]	3,44[illegible]	3,448	2[illegible]	.[illegible]	1[illegible]	.5	2,919	84.7	491	14.2
LEATHER AND HIDES (INDUSTRY)											
United States Total	5[illegible]	44,516	44,516	4[illegible]	.[illegible]	774	1.7	37,215	84.9	5,516	12.5
New England	11	1,[illegible]	21,068	1	(1)	7	(1)	19,106	90.7	1,954	9.3
Middle Atlantic	2	11,075	11,[illegible]	4[illegible]	3.7	414	3.7	8,273	74.7	1,981	17.9
East North Central	[illegible]	10,42[illegible]	10,4[illegible]	-	-	227	2.2	9,129	87.5	1,074	10.3
Other divisions	7	1,947	1,947	1	.1	126	6.5	1,311	67.3	509	26.1
Total, 14 Cities	[illegible]	42,92[illegible]	4[illegible],929	4[illegible]	1.[illegible]	547	1.3	36,757	85.6	5,216	12.1
LEATHER GOODS											
United States Total	23	7,49[illegible]	7,495	27[illegible]	3.[illegible]	1,286	2[illegible].1	3,166	42.3	2,393	31.9
OILS AND WAXES (animal and vegetable)											
United States Total	21	[illegible],077	7,752	24	.3	3,[illegible]05	3[illegible].8	3,281	42.3	1,442	18.6
OPTICAL GOODS											
United States Total	2[illegible]	22,265	23,265	511	1.[illegible]	85	.3	3,799	16.3	19,090	82.1
Total, 14 Cities	4[illegible]	10,162	10,132	[illegible]	.	39	.4	2,991	29.4	7,052	69.4
TEXTILES AND MATERIALS (other than dry goods)											
United States Total	2[illegible]	21,619	17,391	[illegible]	1.[illegible]	4,632	26.6	9,845	56.6	2,610	15.1
Total, 14 Cities	[illegible]	14,740	12,731	2[illegible]	2.[illegible]	1,391	1[illegible].9	8,567	67.3	2,514	19.8
YARNS											
United States Total	3[illegible]	120,676	102,713	94	.1	10,403	1[illegible].1	79,036	76.9	13,180	12.9
Total, 14 Cities	2[illegible]	83,141	[illegible]5,178	72	.1	16,173	15.5	43,385	66.6	11,548	17.7
MISCELLANEOUS KINDS OF BUSINESS											
United States Total	68	16,737	12,289	705	5.7	765	6.2	8,356	68.0	2,463	20.1
Total, 14 Cities	41	15,281	11,088	282	2.4	566	5.1	7,991	72.1	2,269	20.4

* Including those establishments from which no cash-credit analysis of sales was obtained.
1 Less than one-tenth of one percent.

Table 6B.—ACCOUNTS AND NOTES RECEIVABLE AND STOCKS ON HAND, BEGINNING AND END OF YEAR

In the following pages data on accounts and notes receivable and for stocks on hand, both beginning and end of the year 1939, are given for the various kinds of business for service and limited-function wholesalers and for manufacturers' sales branches (with stocks). Data are presented under each kind of business for geographic divisions and 14 cities.

INDEX TO DATA BY TRADES OR KINDS OF BUSINESS IN TABLE 6B

	Service and limited-function wholesalers	Manufacturers' sales branches (with stocks)
	Page	Page
Amusement and sporting goods	625	660
Bicycles and supplies	625	
Cameras and photographic supplies	625	660
Motion picture equipment and supplies (except films)	625	
Motion picture film exchanges	625	660
Sporting goods	625	660
Toys, novelties, and fireworks	625	
All other	625	660
Automotive	626	660
Automobiles (new and used)	626	660
Trucks and tractors	626	
Automotive accessories and equipment	626	660
Automotive parts	626	
Tires and tubes	627	661
Beer, wines, and liquors	627	661
Beer and ale	627	661
Wines and liquors	627	661
Chemicals and paints	628	661
Dyestuffs	628	661
Explosives	628	662
Industrial chemicals	628	662
Naval stores	628	
Paints and varnishes	628	662
Paints with glass and/or wallpaper	628	662
All other	628	662
Clothing and furnishings	628	663
Clothing and furnishings (general line)	628	
Men's and boys'	629	663
Women's and children's	629	663
Furs, dressed, and fur clothing	629	
Millinery and millinery supplies	629	
Shoes and other footwear	630	663
Coal and coke	630	
Drugs (general line)	630	
Service wholesalers (without buyer)	630	
Service wholesalers (with buyer)	631	
Cooperatives and voluntary groups	631	
Drugs and drug sundries (specialty lines)	631	663
Proprietary medicines	631	
Toiletries	631	
Drug specialties and sundries	631	
Dry goods (general line)	631	
Dry goods (specialty lines)	632	663
Hosiery and lingerie	632	663
Notions	632	663
Piece goods:		
General line	632	
Cotton	632	663
Silk, linen, rayon, and velvet	632	664
Woolen and worsted	632	664
Other	633	664
Other dry goods specialties	633	664
Electrical goods	633	664
Electrical merchandise (general line)	633	
Apparatus and equipment	633	664
Wiring supplies and construction materials	633	664
Radios and equipment	634	664
Refrigerators and equipment (household)	634	664
All other	634	664
Farm products—raw materials	635	
Cotton	635	
Grains	635	
Hides, skins, and raw furs	635	
Horses and mules	635	
Livestock	635	
Silk (raw)	635	
Tobacco (leaf)	635	
Wool and mohair	635	
All other	635	
Farm products—consumer goods	635	664
Dairy products	635	664
Dairy and poultry products	636	
Poultry and poultry products	636	
Fruits and vegetables (fresh)	636	
Fresh fruits only	637	
All other	637	
Farm supplies	637	665
Feed	637	665
Fertilizer	637	665
Seeds	637	
All other	638	
Furniture and house furnishings	638	665
China, glassware, and crockery	638	
Floor coverings	638	665
Furniture (general line)	638	665
Furniture (household)	638	665
Furniture (office)	638	665
House furnishings (except as specified)	639	666
Musical instruments and sheet music	639	
Groceries (general line)	639	
Not part of the cooperative or voluntary group	639	
Voluntary group wholesalers	639	
Retailer-cooperative warehouses	640	
Cash-and-carry depots	640	
Groceries (and foods (specialty lines)	640	665
Breakfast cereals	640	
Canned foods	640	665
Coffee, tea, and spices	640	
Coffee roasting and spice grinding	640	
Confectionery	640	666
Fish and sea foods	641	666
Flour	641	666
Fruits and vegetables (frosted)	641	666
Meats and provisions	641	666
Other food and grocery specialties	642	666
Hardware	642	666
General line (with industrial department)	642	
General line (without industrial department)	642	
Specialty lines	643	666
Jewelry	643	
Jewelry (general line)	643	
Clocks and watches	643	
Diamonds and other precious stones	643	
All other	643	
Lumber and construction materials	643	667
Builders' supplies (general line)	643	
Lumber	644	667
Lumber and millwork	644	
Millwork	644	667
Brick, tile, and terra cotta	644	667
Cement, lime, and plaster	644	667
Glass	645	667
All other	645	667
Machinery—equipment—supplies	645	667
Commercial equipment and supplies:		
Office machines and equipment	645	667
Restaurant and hotel supply houses	645	
Garage and filling station equipment	645	667
Soda fountain equipment and supplies	645	
Store machines	646	
Store fixtures and equipment	646	667
All other	646	668
Farm and dairy		
Dairy equipment	646	668
Farm implements	646	668
Farm machinery and equipment	646	668
Industrial machinery, equipment, and supplies:		
Industrial (general line)	646	
Belting, hose, and packing	646	668
Construction (except road building)	647	
Road building	647	
Machine tools	647	668
Mine and mill supplies	647	668
Oil-well supply houses	648	669
Power plant and power transmission	648	669
Printing and lithographing (except paper)	648	669
Rope, cordage, and twine	648	669
Textile	648	669
Used machinery and equipment	648	
All other	648	669
Professional equipment and supplies:		
Dental supply houses	649	670
Religious supply houses	649	
School equipment and supplies	649	
Surgical, medical, and hospital	649	670
All other	649	670
Service equipment and supplies:		
Barber and beauty supply houses	649	670
Laundry and dry cleaning	650	670
Tailors' supplies	650	
Undertakers' supplies	650	670
Upholsterers' supplies	650	670
All other	650	670
Transportation equipment and supplies:		
Aircraft and aeronautical	650	
Railroad	650	
Marine	651	
Other	651	
Metals and metal work (except scrap)	651	670
Building metal work	651	670
Iron and steel products (general line)	651	670
Iron and steel products (semifinished)	651	
Iron and steel products (flat)	651	671
Wire and wire products	652	671
Iron and steel finished products (n. e. c.)	652	671
Copper	652	671
All other	652	671
Paper and its products	652	671
Wrapping or coarse paper and products	652	671
Printing and writing papers	652	672
Stationery and stationery supplies	653	
Wallpaper	653	
Petroleum and its products	653	672
Plumbing and heating equipment and supplies	653	672
Plumbing and heating (general line)	653	672
Heating (including stoves and ranges)	654	672
Plumbing fixtures, equipment, and supplies	654	672
All other	654	672
Tobacco and products (except leaf)	654	672
Waste materials	655	
Iron and steel scrap	655	
Junk and scrap (general line)	655	
Waste paper, rags, and rubber	655	
Nonferrous metal	655	
All other	656	
All other products	656	673
Books, periodicals, and newspapers	656	673
Flowers and nursery stock	656	
Forest products (except lumber)	657	673
General merchandise	657	
Leather and leather lines	657	673
Leather goods	657	673
Oils and greases (animal and vegetable)	658	673
Optical goods	658	673
Textiles and materials (other than dry goods)	658	673
Yarns	658	673
Miscellaneous kinds of business	658	673

SERVICE AND LIMITED-FUNCTION WHOLESALERS

TABLE 6B.—ACCOUNTS AND NOTES RECEIVABLE AND STOCKS ON HAND, BEGINNING AND END OF YEAR BY KINDS OF BUSINESS

KIND OF BUSINESS AND AREA	ALL ESTABLISHMENTS*		ESTABLISHMENTS REPORTING RECEIVABLES AS OF DECEMBER 31, 1939			ESTABLISHMENTS REPORTING BEGINNING AND END OF YEAR RECEIVABLES				ESTABLISHMENTS REPORTING BEGINNING AND END OF YEAR STOCK			
	Number	Sales	Number	Sales (add 000)	Outstanding accounts and notes receivable Dec. 31, 1939 (add 000)	Number	Sales (add 000)	Outstanding accounts and notes receivable Dec. 31, 1939 (add 000)	Dec. 31, 1938 (add 000)	Number	Sales (add 000)	Merchandise on hand, at cost Dec. 31, 1939 (add 000)	Dec. 31, 1938 (add 000)
	AMUSEMENT AND SPORTING GOODS												
BICYCLES AND SUPPLIES													
United States Total	45	$5,219	37	$5,090	$830	35	$4,951	$[illegible]	$788	38	$5,027	$894	$786
Total, 14 Cities	28	3,452	21	3,372	473	19	3,233	451	435	21	3,279	470	441
CAMERAS AND PHOTOGRAPHIC SUPPLIES													
United States Total	113	16,019	98	15,653	1,772	80	14,979	1,641	1,618	92	15,308	2,753	2,401
Middle Atlantic	44	7,295	39	7,272	792	32	7,045	751	786	34	6,950	1,811	1,988
East North Central	22	3,714	16	3,543	337	13	3,420	361	340	19	3,620	328	262
Pacific	20	2,709	20	2,709	329	15	2,611	283	249	15	2,589	351	303
Other divisions	27	2,201	23	2,129	273	20	2,003	246	243	24	2,149	263	247
Total, 14 Cities	92	14,225	73	13,948	1,603	58	13,370	1,491	1,477	66	13,605	2,530	2,183
Chicago	14	3,194	10	3,044	319	8	2,947	264	298	12	3,109	269	213
Los Angeles	14	1,820	14	1,820	249	9	1,622	182	184	10	1,734	276	286
New York City	36	6,775	33	6,679	702	27	6,510	692	711	28	6,350	1,698	1,498
Other cities	18	2,436	16	2,405	353	14	2,291	353	314	16	2,405	294	296
MOTION PICTURE EQUIPMENT AND SUPPLIES (Except films)													
United States Total	66	10,197	58	9,916	1,305	51	9,7[illegible]	1,271	1,389	52	9,785	1,201	1,150
Total, 14 Cities	35	6,558	30	6,441	845	28	6,392	359	913	28	6,392	711	685
MOTION PICTURE FILM EXCHANGES													
United States Total	214	27,205	52	20,817	1,775	40	20,046	1,679	1,305	51	17,[illegible]	2,757	2,441
Middle Atlantic	75	10,362	24	8,937	468	16	8,251	399	338	21	7,[illegible]	1,820	1,597
Pacific	33	10,868	6	9,872	1,139	5	9,663	1,156	918	3	7,939	936	726
Other divisions	106	5,975	22	2,008	170	19	1,932	164	151	27	1,994	139	118
Total, 14 Cities	139	23,454	40	19,733	1,699	28	18,962	1,603	1,228	34	16,378	2,673	2,367
SPORTING GOODS													
United States Total	221	36,[illegible]	208	36,618	6,099	189	35,828	5,981	5,776	195	34,780	6,394	5,973
Middle Atlantic	71	17,263	64	17,091	3,243	56	16,759	3,286	3,000	56	16,383	2,592	2,284
East North Central	28	4,010	22	3,904	459	21	3,824	431	436	21	3,780	736	690
West North Central	21	2,499	19	2,477	224	17	2,425	219	208	(x)	1,623	342	330
South Atlantic	19	2,231	16	2,184	464	14	2,129	451	429	16	2,170	427	447
West South Central	21	2,696	21	2,696	457	19	2,549	409	401	20	2,651	492	444
Pacific	42	4,209	40	4,198	558	34	4,074	581	553	34	4,117	1,044	1,019
Other divisions	29	4,091	26	4,068	694	26	4,068	694	749	(x)	4,076	781	769
Total, 14 Cities	103	25,604	94	25,394	4,167	85	24,982	4,122	3,894	86	23,745	4,128	3,693
Boston	7	1,392	7	1,392	184	7	1,392	184	186	7	1,352	290	275
Chicago	8	2,518	7	2,458	257	6	2,378	229	242	5	2,391	470	424
Los Angeles	10	1,392	10	1,392	172	8	1,346	170	195	8	1,346	353	398
New York City	38	10,166	34	10,054	2,187	29	9,782	2,173	2,067	27	9,357	1,042	1,004
Philadelphia	6	5,067	5	5,056	701	5	5,056	701	701	6	5,067	1,060	987
St. Louis	8	1,527	7	1,505	110	6	1,491	109	97	(x)	689	179	162
San Francisco	7	1,274	7	1,274	170	7	1,274	170	174	6	1,250	354	323
Other cities	18	2,268	17	2,263	386	17	2,263	386	372	(x)	2,263	381	390
TOYS, NOVELTIES, AND FIREWORKS													
United States Total	534	44,524	398	42,164	6,653	338	40,031	6,317	6,004	392	38,772	5,647	5,692
Middle Atlantic	250	28,396	202	27,365	4,397	176	26,367	4,181	3,329	191	24,509	2,922	2,563
East North Central	101	7,062	69	6,590	828	55	5,976	780	869	74	6,149	1,003	1,101
Pacific	71	3,083	48	2,779	405	40	2,640	385	558	48	2,767	668	677
Other divisions	112	5,983	[illegible]	5,430	1,033	67	5,048	971	550	45	5,347	1,054	1,051
Total, 14 Cities	349	35,736	274	34,269	5,314	236	32,905	5,085	4,840	269	31,095	4,242	4,241
Chicago	34	2,881	24	2,696	362	20	2,437	354	382	24	2,142	423	396
Los Angeles	29	1,476	21	1,389	195	21	1,389	195	177	24	1,438	296	300
New York City	192	22,[illegible]	152	22,018	3,546	130	21,061	3,347	3,172	137	19,745	2,196	2,382
Philadelphia	15	1,392	11	1,259	152	11	1,259	152	126	(x)	1,248	153	141
Pittsburgh	12	1,823	[illegible]	1,772	329	[illegible]	1,772	329	315	(x)	1,267	187	132
San Francisco	19	1,105	15	1,045	165	10	951	158	151	11	990	281	292
Other cities	60	4,373	42	4,090	555	35	3,905	540	503	51	4,265	512	760
ALL OTHER													
United States Total	139	11,522	63	10,120	2,342	67	8,067	1,491	1,246	108	10,286	1,866	1,840
Total, 14 Cities	84	9,045	52	7,954	1,844	40	6,458	1,345	982	68	8,454	1,488	1,475

* Including establishments not reporting receivables or stocks.
x Withheld to avoid disclosure.

SERVICE AND LIMITED-FUNCTION WHOLESALERS

TABLE 6B.—ACCOUNTS AND NOTES RECEIVABLE AND STOCKS ON HAND, BEGINNING AND END OF YEAR BY KINDS OF BUSINESS—Continued

KIND OF BUSINESS AND AREA	ALL ESTABLISHMENTS		ESTABLISHMENTS REPORTING RECEIVABLES AS OF DECEMBER 31, 1939			ESTABLISHMENTS REPORTING BEGINNING AND END OF YEAR RECEIVABLES				ESTABLISHMENTS REPORTING BEGINNING AND END OF YEAR STOCKS			
	Number	Sales (add 000)	Number	Sales (add 000)	Customer accounts and notes receivable Dec. 31, 1939 (add 000)	Number	Sales (add 000)	Customer accounts and notes receivable Dec. 31, 1939 (add 000)	Customer accounts and notes receivable Dec. 31, 1938 (add 000)	Number	Sales (add 000)	Stocks on hand, at cost Dec. 31, 1939 (add 000)	Stocks on hand, at cost Dec. 31, 1938 (add 000)
								AUTOMOTIVE					
AUTOMOBILES (New and used)													
United States Total	574	$1,324,214	409	$1,271,108	$47,806	369	$1,255,503	$47,526	$36,617	466	$1,269,478	$29,629	$28,341
New England	41	81,555	31	80,422	2,519	26	78,874	2,481	1,995	35	80,262	1,899	1,952
Middle Atlantic	116	287,539	81	277,410	10,359	76	276,405	10,339	9,486	97	282,222	6,606	7,072
East North Central	1[illegible]	355,140	99	342,872	9,860	80	340,303	8,821	5,958	102	333,994	7,777	7,085
West North Central	34	229,742	62	219,361	12,243	59	218,075	12,209	8,630	71	223,980	4,432	3,960
South Atlantic	56	143,606	43	141,803	5,167	39	141,131	5,143	3,608	46	136,061	1,942	1,776
East South Central	16	39,773	(x)	36,447	1,398	10	33,420	1,361	1,159	13	37,538	738	613
West South Central	50	39,612	30	38,567	1,192	25	34,610	1,157	1,010	37	38,136	1,092	1,019
Mountain	21	16,083	(x)	15,686	755	16	13,411	722	644	16	13,411	710	818
Pacific	66	134,164	41	121,540	5,313	38	121,274	5,293	4,127	49	123,874	4,433	4,046
Total, 14 Cities	177	735,469	117	702,292	23,512	114	701,127	23,487	18,619	154	723,931	13,721	13,347
Boston	9	58,112	9	58,112	1,709	9	58,112	1,709	1,283	9	58,112	975	1,054
Buffalo	11	39,584	(x)	37,391	749	(x)	37,391	749	742	11	39,584	797	758
Chicago	19	75,240	10	72,249	1,380	10	72,249	1,380	893	14	74,613	862	879
Cleveland	14	35,901	10	33,292	788	10	33,292	788	567	(x)	35,270	814	838
Detroit	16	89,451	8	85,131	1,157	8	85,131	1,157	1,037	14	89,400	1,269	1,156
Los Angeles	19	46,066	10	36,263	1,523	10	36,263	1,523	1,148	14	39,107	1,277	1,069
New York City	24	114,195	12	111,688	4,677	11	111,563	4,674	5,182	22	114,090	2,468	2,921
Philadelphia	9	39,163	(x)	38,308	742	(x)	38,308	742	879	(x)	38,459	756	744
Pittsburgh	11	40,495	(x)	38,563	989	(x)	38,563	989	703	10	40,367	1,067	998
St. Louis	15	84,864	9	81,781	5,860	(x)	80,815	5,840	3,391	13	84,608	1,001	597
San Francisco	13	34,137	10	31,672	1,496	9	31,598	1,494	1,382	(x)	32,010	1,728	1,609
Washington, D. C.	10	23,193	6	22,714	385	6	22,714	385	365	9	23,183	380	377
Other cities	7	55,128	7	55,128	2,057	7	55,128	2,057	1,047	7	55,128	327	347
TRUCKS AND TRACTORS													
United States Total	579	70,024	438	65,432	9,299	298	53,574	7,561	6,445	358	56,951	7,284	6,025
New England	44	3,419	35	3,115	354	25	2,506	309	317	30	2,700	375	302
Middle Atlantic	132	14,247	92	13,066	1,698	66	11,073	1,341	944	84	12,533	1,655	1,422
East North Central	125	16,308	99	15,266	1,972	60	12,800	1,734	1,636	72	13,564	1,227	909
West North Central	44	6,700	30	6,333	1,274	17	5,609	1,231	1,010	23	5,879	656	589
South Atlantic	58	7,809	47	7,608	927	37	6,866	888	721	42	7,215	1,120	844
West South Central	49	4,812	38	4,462	500	28	3,923	474	403	33	4,171	567	504
Pacific	82	9,997	62	9,300	1,321	47	7,351	1,028	1,002	52	7,138	1,202	1,030
Other divisions	45	6,732	35	6,282	1,253	18	3,446	556	412	22	3,751	482	425
Total, 14 Cities	90	18,427	64	17,635	3,038	47	16,042	2,904	2,602	62	16,539	1,885	1,562
Chicago	[illegible]	1,601	7	1,517	294	4	1,380	290	259	6	1,446	206	132
Cleveland	9	4,012	5	3,829	556	4	3,847	553	670	5	3,887	245	152
Los Angeles	15	2,433	10	2,102	321	9	2,004	310	355	13	2,061	410	363
New York City	21	3,716	11	3,517	538	8	3,138	489	315	15	3,639	315	320
San Francisco	9	1,149	[illegible]	1,149	223	6	713	185	35	5	543	100	91
Other cities	27	5,516	22	5,421	1,106	16	4,960	1,077	967	18	4,963	607	524
AUTOMOTIVE ACCESSORIES AND EQUIPMENT													
United States Total	2,860	259,846	2,320	237,896	31,724	2,038	223,789	29,837	28,683	2,427	241,231	47,596	44,580
New England	146	14,201	129	13,570	2,101	112	11,621	1,912	1,865	123	12,766	2,436	2,195
Middle Atlantic	523	48,173	445	43,808	7,252	400	41,486	6,853	6,490	458	43,369	8,878	8,545
East North Central	697	62,602	543	56,800	6,712	479	53,776	6,352	6,110	581	57,192	10,198	9,529
West North Central	362	38,378	294	36,120	4,498	258	34,525	4,260	4,129	307	36,388	7,461	7,332
South Atlantic	273	24,583	224	22,899	2,736	189	21,028	2,490	2,417	231	23,028	4,301	3,945
East South Central	150	10,913	134	10,514	1,445	123	10,221	1,382	1,351	136	10,508	2,017	1,951
West South Central	267	22,742	211	21,615	2,728	174	19,893	2,499	2,367	221	21,978	4,425	3,933
Mountain	131	16,040	103	14,150	1,814	96	13,806	1,788	1,650	113	15,580	3,472	3,158
Pacific	311	22,214	237	18,420	2,438	207	17,433	2,301	2,324	257	19,922	4,408	4,012
Total, 14 Cities	566	69,212	444	63,459	8,369	396	59,699	7,926	7,434	475	62,853	10,413	9,597
Baltimore	18	2,018	12	1,902	266	12	1,902	266	260	16	2,011	460	461
Boston	19	2,443	17	2,354	265	15	2,110	221	207	15	1,856	197	163
Buffalo	11	1,723	11	1,723	315	8	1,157	241	232	8	1,157	161	162
Chicago	100	14,079	69	13,014	1,443	60	12,165	1,342	1,330	82	12,618	1,961	1,835
Cleveland	34	4,012	24	3,019	408	23	2,969	407	378	30	3,903	538	492
Detroit	61	8,718	46	8,480	934	43	8,041	906	796	51	8,022	1,270	1,185
Los Angeles	67	5,098	49	3,942	509	44	3,758	474	444	53	4,342	804	708
Milwaukee	23	1,539	20	1,540	194	17	1,424	181	180	20	1,584	312	306
New York City	113	11,583	96	10,988	1,824	86	10,691	1,800	1,723	92	10,030	1,589	1,403
Philadelphia	40	4,979	34	4,608	643	32	4,477	627	608	39	4,869	825	799
Pittsburgh	23	3,615	17	2,838	463	14	2,537	400	321	20	3,291	755	796
St. Louis	26	5,031	21	4,961	691	18	4,895	688	599	23	4,999	970	769
San Francisco	20	2,766	17	2,582	265	15	2,507	262	248	16	2,545	498	435
Washington, D. C.	11	1,508	11	1,508	149	9	1,266	111	107	10	1,326	93	83
AUTOMOTIVE PARTS													
United States Total	3,318	256,748	2,694	239,099	28,446	2,400	228,261	26,996	26,029	2,905	240,233	48,892	46,008
New England	143	10,701	119	9,770	1,496	97	9,245	1,406	1,374	124	10,264	2,015	1,884
Middle Atlantic	509	45,909	417	41,956	4,974	380	40,413	4,771	4,614	456	40,788	8,002	7,581
East North Central	774	59,714	591	56,212	6,377	533	53,708	6,018	5,532	676	55,052	10,483	9,536
West North Central	403	29,152	329	27,007	3,105	287	25,486	2,915	2,939	354	27,201	6,098	5,941
South Atlantic	282	25,067	238	23,891	2,734	212	22,753	2,575	2,418	244	23,536	4,706	4,331
East South Central	143	11,453	107	10,289	1,308	95	9,920	1,267	1,167	119	11,065	2,054	1,846
West South Central	364	31,208	298	28,578	3,336	262	27,363	3,176	3,397	316	29,692	5,824	5,772
Mountain	127	10,141	115	9,949	1,309	102	9,544	1,242	1,116	114	9,921	2,108	2,008
Pacific	573	34,[illegible]	480	31,447	3,807	432	29,8[illegible]	3,626	3,473	5[illegible]	32,054	7,602	7,109

Including establishments not reporting receivables or stocks.

x Withheld to avoid disclosure.

SERVICE AND LIMITED FUNCTION WHOLESALERS

TABLE 6B.—ACCOUNTS AND NOTES RECEIVABLE AND STOCKS ON HAND, BEGINNING AND END OF YEAR BY KINDS OF BUSINESS—Continued

KIND OF BUSINESS AND AREA	ALL ESTABLISHMENTS		ESTABLISHMENTS REPORTING RECEIVABLES			ESTABLISHMENTS REPORTING RECEIVABLES							
	Number	Sales (add 000)	Number	Sales (add 000)	Receivables Dec. 31, 1939 (add 000)	Number	Sales (add 000)	Receivables Dec. 31, 1939 (add 000)	Stocks Dec. 31, 1939 (add 000)	Number	Sales (add 000)	Receivables Dec. 31, 1939 (add 000)	Stocks Dec. 31, 1939 (add 000)
						AUTOMOTIVE—Con.							
AUTOMOTIVE PARTS—Con.													
Total, 14 Cities	674	$77,819	520	$73,497	$7,874	468	$71,136	$7,615	$7,213	541	$69,465	$12,202	$11,074
Baltimore	19	1,383	16	1,350	136	17	1,250	128	110	18	1,350	[illegible]	335
Boston	22	2,859	19	2,780	565	15	2,712	350	356	19	2,796	522	478
Buffalo	14	2,512	14	2,522	287	12	2,124	227	211	13	2,468	437	401
Chicago	98	15,073	68	14,188	1,594	[illegible]	13,634	1,578	1,470	79	14,594	2,[illegible]	2,747
Cleveland	48	5,909	41	5,814	576	37	5,699	564	461	3	3,828	[illegible]	486
Detroit	41	4,643	27	4,473	464	27	4,473	464	460	32	4,426	711	[illegible]
Los Angeles	129	9,191	100	8,454	827	90	8,102	794	779	113	8,734	1,984	1,[illegible]
Milwaukee	19	1,478	15	1,392	166	12	1,132	98	99	16	1,239	[illegible]	167
New York City	131	16,331	102	15,339	1,610	97	15,224	1,598	1,579	116	12,340	2,[illegible]	1,[illegible]
Philadelphia	43	6,385	36	6,322	677	33	6,071	691	590	39	6,279	[illegible]	590
Pittsburgh	16	2,756	10	2,433	285	9	2,418	282	287	14	2,706	437	394
St. Louis	37	4,065	27	3,919	395	23	3,827	388	369	30	3,949	[illegible]	615
San Francisco	42	3,809	32	3,103	379	29	2,976	364	345	34	3,604	770	730
Washington, D. C.	15	1,505	11	1,338	125	10	1,294	121	109	13	1,356	[illegible]	206
TIRES AND TUBES													
United States Total	635	84,454	474	80,334	10,692	399	56,033	8,119	7,380	468	55,878	9,255	7,663
New England	38	4,304	31	3,157	436	26	2,912	412	404	28	2,540	[illegible]	282
Middle Atlantic	147	50,505	133	50,217	7,090	116	29,441	4,876	4,237	121	28,550	4,890	3,998
East North Central	146	10,473	86	9,271	934	71	7,476	798	758	100	8,144	1,257	1,053
West North Central	62	3,265	45	3,077	334	38	2,911	319	287	42	2,342	483	404
South Atlantic	52	3,877	42	3,463	541	33	3,187	487	477	39	3,543	599	551
West South Central	50	3,717	40	3,512	459	31	3,291	428	435	37	3,512	520	446
Pacific	101	5,856	66	5,331	556	59	5,050	519	509	72	5,196	866	661
Other divisions	39	2,457	31	2,306	342	25	1,765	280	273	29	2,047	302	268
Total, 14 Cities	247	38,286	179	36,936	5,395	153	35,405	5,252	4,647	179	35,220	5,977	4,694
Chicago	39	3,922	22	3,410	322	19	3,289	314	283	26	3,553	701	524
Detroit	16	1,426	8	1,292	90	6	1,143	83	98	12	1,321	235	151
Los Angeles	42	3,052	24	2,790	254	22	2,618	236	232	28	2,789	520	352
New York City	53	20,831	48	20,793	3,645	42	20,532	3,635	3,130	45	20,215	3,582	2,816
Philadelphia	22	2,537	22	2,537	307	17	2,454	299	274	17	2,454	349	297
St. Louis	25	1,725	16	1,596	159	16	1,596	159	144	15	977	158	122
Other cities	50	4,793	39	4,518	618	31	3,773	526	486	35	3,931	534	432
						BEER, WINES, AND LIQUORS							
BEER AND ALE													
United States Total	4,812	502,111	2,259	325,616	17,771	1,935	295,708	16,316	15,658	3,349	430,375	17,886	16,048
New England	190	40,185	150	36,716	3,037	136	34,497	2,849	2,685	158	38,590	[illegible]	1,838
East North Central	1,205	128,490	505	74,754	3,125	433	66,655	2,696	2,776	522	109,979	4,188	3,762
West North Central	730	57,555	490	48,613	2,394	425	44,465	2,197	1,966	521	49,660	1,866	1,811
South Atlantic	297	39,623	137	25,284	966	115	22,544	854	842	216	34,509	1,547	1,348
West South Central	400	35,919	192	26,144	845	144	22,607	757	727	232	29,759	1,112	1,031
Mountain	182	14,615	120	12,334	732	97	10,797	621	724	130	12,566	678	[illegible]
Pacific	405	47,302	254	37,394	2,421	225	35,466	2,180	1,841	307	41,831	[illegible]	1,990
Other divisions	1,403	138,422	411	64,367	4,251	360	58,657	3,968	3,884	963	115,481	4,051	3,616
Total, 14 Cities	460	87,678	198	61,789	4,150	167	56,437	3,782	3,51[illegible]	291	71,773	[illegible]	2,411
Boston	11	9,123	10	8,943	801	9	8,736	774	758	9	[illegible]	[illegible]	302
Buffalo	9	2,101	8	2,061	96	5	1,440	77	74	4	1,060	[illegible]	57
Chicago	96	17,409	52	14,980	849	45	14,139	826	727	[illegible]	14,729	[illegible]	736
Cleveland	17	4,800	7	3,698	40	(x)	2,116	37	43	11	[illegible]	118	166
Los Angeles	18	4,088	12	3,065	249	10	2,854	243	171	13	3,172	[illegible]	91
Milwaukee	18	3,941	13	3,535	358	10	3,352	335	272	11	3,486	314	333
New York City	75	14,587	55	13,029	825	51	12,712	800	853	57	12,551	468	384
St. Louis	10	2,036	[illegible]	2,006	74	7	1,859	53	50	[illegible]	1,889	38	26
San Francisco	16	5,322	10	5,128	594	(x)	4,574	457	344	9	4,574	78	94
Washington, D. C.	9	4,229	9	4,229	214	(x)	3,599	183	167	7	3,793	81	58
Other cities	181	2[illegible],046	13	2,112	50	8	1,056	13	15	98	14,976	350	310
WINES AND LIQUORS													
United States Total	1,420	747,053	1,176	676,347	83,231	1,016	634,069	78,535	73,530	1,168	675,401	90,[illegible]	78,760
New England	100	60,596	88	55,842	7,756	83	53,476	7,464	7,372	93	58,542	7,852	7,032
Middle Atlantic	200	210,233	167	200,371	31,439	151	197,564	30,866	28,815	169	194,874	28,162	21,498
East North Central	404	172,200	332	144,237	13,823	302	134,342	12,776	11,939	339	152,656	16,816	15,125
West North Central	95	56,729	94	56,702	5,783	74	50,348	5,042	4,926	76	51,823	6,935	6,943
South Atlantic	130	71,861	105	64,737	6,881	86	58,749	6,279	5,263	102	63,944	9,358	8,171
East South Central	72	27,752	40	18,098	793	16	10,659	168	252	35	17,458	1,454	1,262
West South Central	88	44,656	76	41,408	4,343	66	39,032	4,029	4,330	74	40,973	5,986	5,836
Mountain	55	17,578	44	14,250	1,315	40	12,958	1,293	1,462	48	16,695	1,889	1,840
Pacific	276	85,288	236	80,652	11,098	198	76,641	10,598	9,171	232	78,636	12,120	10,959
Total, 14 Cities	535	322,303	451	326,746	45,102	405	317,764	43,760	41,027	449	335,288	45,479	38,142
Baltimore	24	18,662	18	15,139	1,573	16	15,023	1,553	1,435	21	[illegible]	2,128	1,765
Boston	26	21,376	23	19,356	2,901	(x)	19,129	2,659	2,553	23	19,132	2,878	1,474
Chicago	139	77,430	119	72,695	7,291	109	68,511	6,857	5,959	121	70,567	7,270	6,542
Los Angeles	50	27,765	43	27,018	3,552	36	24,569	3,276	2,765	37	24,562	4,385	3,945
New York City	118	140,509	97	135,691	22,072	[illegible]	134,798	21,918	21,368	100	131,241	19,479	14,997
St. Louis	18	11,895	18	11,895	1,423	(x)	10,369	1,333	1,369	(x)	10,369	1,559	1,508
San Francisco	25	21,121	72	19,137	3,008	64	18,894	2,957	2,861	71	19,632	3,149	2,843
Washington, D. C.	12	10,888	12	10,888	1,276	11	10,879	1,271	1,172	(x)	10,727	[illegible]	1,447
Other cities	43	33,257	49	16,947	2,906	44	16,592	1,942	1,823	50	[illegible]	[illegible]	2,521

Including establishments not reporting receivables or stocks.
x Withheld to avoid disclosure.

SERVICE AND LIMITED-FUNCTION WHOLESALERS

TABLE 6B.—ACCOUNTS AND NOTES RECEIVABLE AND STOCKS ON HAND, BEGINNING AND END OF YEAR

BY KINDS OF BUSINESS—Continued

KIND OF BUSINESS AND AREA	ALL ESTABLISHMENTS*		ESTABLISHMENTS REPORTING RECEIVABLES AS OF DECEMBER 31, 1939			ESTABLISHMENTS REPORTING BEGINNING AND END OF YEAR RECEIVABLES				ESTABLISHMENTS REPORTING BEGINNING AND END OF YEAR STOCKS			
	Number	Sales (add 000)	Number	Sales (add 000)	Customer accounts and notes receivable Dec. 31, 1939 (add 000)	Number	Sales (add 000)	Customer accounts and notes receivable Dec. 31, 1939 (add 000)	Customer accounts and notes receivable Dec. 31, 1938 (add 000)	Number	Sales (add 000)	Stocks on hand, at cost Dec. 31, 1939 (add 000)	Stocks on hand, at cost Dec. 31, 1938 (add 000)
CHEMICALS AND PAINTS													
DYESTUFFS													
United States Total	69	$28,486	49	$19,602	$1,853	47	$19,392	$1,827	$2,125	50	$20,871	$2,732	$1,972
Total, 14 Cities	43	16,556	36	16,276	1,647	34	16,066	1,621	1,894	35	16,005	2,468	1,697
EXPLOSIVES													
United States Total	49	2,824	43	2,647	487	32	2,144	390	368	28	2,101	251	243
INDUSTRIAL CHEMICALS													
United States Total	287	112,137	256	109,580	10,998	222	104,646	10,453	8,718	212	105,080	9,891	8,092
New England	34	9,740	(x)	9,157	843	29	9,051	831	759	24	8,069	510	412
Middle Atlantic	124	71,320	109	70,266	7,549	99	66,635	7,151	5,726	93	68,027	6,123	4,858
East North Central	50	12,358	42	12,105	1,052	36	11,545	1,010	903	36	11,346	1,040	885
West North Central	18	3,613	17	3,604	286	16	3,539	274	241	14	3,515	313	255
South Atlantic	12	3,324	(x)	2,694	61	9	2,677	60	130	10	2,921	545	465
West South Central	17	2,635	17	2,635	244	13	2,572	237	237	13	2,572	294	243
Pacific	24	8,349	22	8,331	880	15	8,117	854	679	16	8,110	994	907
Other divisions	8	798	7	788	85	5	510	56	43	6	520	72	69
Total, 14 Cities	154	89,421	137	88,239	8,995	122	84,240	8,554	6,898	113	84,851	8,176	6,671
Boston	7	3,311	(x)	2,741	250	(x)	2,741	250	219	4	1,918	121	103
Chicago	11	4,312	10	4,309	397	10	4,309	397	425	8	4,270	245	179
Cleveland	9	5,144	8	5,133	359	8	5,133	359	243	8	5,133	505	422
Los Angeles	9	3,732	8	3,732	422	6	3,660	414	302	6	3,660	488	413
New York City	78	60,689	70	60,135	6,404	62	56,524	5,990	4,595	55	57,920	5,429	4,250
Philadelphia	8	2,032	8	2,023	175	8	2,023	175	171	8	2,023	173	159
Pittsburgh	4	1,723	4	1,723	310	4	1,723	310	331	4	1,723	20	28
St. Louis	5	1,225	4	1,216	143	4	1,216	143	114	4	1,216	112	97
San Francisco	8	4,051	5	4,037	393	(x)	4,030	392	332	5	4,044	428	435
Other cities	16	3,202	(x)	3,190	142	10	2,881	124	166	11	2,944	655	585
NAVAL STORES													
United States Total	29	19,177	17	15,352	1,433	15	15,079	1,341	1,220	19	15,947	1,300	1,755
Total, 14 Cities	11	3,927	8	3,537	410	8	3,360	389	345	7	2,851	190	204
PAINTS AND VARNISHES													
United States Total	623	51,608	540	48,035	7,833	486	44,603	7,494	6,873	522	48,011	7,884	7,480
New England	41	3,709	34	3,487	747	32	3,431	740	732	35	3,332	707	548
Middle Atlantic	217	24,931	196	23,905	3,887	176	21,721	3,742	3,343	188	24,303	3,502	3,301
East North Central	133	8,041	115	7,293	1,096	107	7,029	1,068	983	106	7,122	1,129	1,053
West North Central	43	3,426	37	3,243	469	33	3,137	461	428	39	3,363	658	655
South Atlantic	58	5,231	56	5,023	886	50	4,479	787	765	49	4,571	934	921
Pacific	91	3,883	67	2,772	417	55	2,505	374	343	73	3,162	557	541
Other divisions	40	2,387	35	2,312	331	31	2,251	322	279	32	2,158	397	361
Total, 14 Cities	305	29,583	266	27,331	4,378	236	24,760	4,187	3,810	248	27,333	4,168	3,864
PAINTS WITH GLASS AND/OR WALLPAPER													
United States Total	311	28,675	292	27,870	4,458	275	27,204	4,359	4,115	292	27,966	6,123	5,936
Middle Atlantic	64	5,301	61	4,857	905	56	4,719	883	862	61	5,205	1,290	1,224
East North Central	109	8,669	104	8,574	1,244	99	8,339	1,207	1,127	101	8,400	1,612	1,565
West North Central	48	4,605	43	4,460	675	40	4,286	648	637	43	4,423	925	909
South Atlantic	19	2,843	18	2,803	485	17	2,792	464	428	18	2,832	592	581
West South Central	13	2,893	13	2,893	402	12	2,808	393	370	13	2,893	769	756
Other divisions	58	4,364	53	4,283	747	51	4,260	744	691	56	4,215	935	901
Total, 14 Cities	93	8,169	89	7,840	1,254	83	7,639	1,225	1,143	86	7,854	1,439	1,427
ALL OTHER													
United States Total	312	38,095	206	36,304	4,456	173	34,493	4,009	3,388	182	32,809	8,174	4,815
Middle Atlantic	130	25,618	89	24,847	3,105	78	23,564	2,711	2,110	81	22,565	7,281	4,021
East North Central	51	3,414	33	3,260	301	28	3,083	284	281	28	2,774	276	247
Pacific	33	3,914	25	3,798	409	22	3,737	404	440	22	3,751	297	277
Other divisions	98	5,149	59	4,399	641	45	4,129	610	557	51	3,719	320	270
Total, 14 Cities	169	28,536	116	27,553	3,328	88	26,507	2,967	2,408	99	24,718	7,481	4,185
CLOTHING AND FURNISHINGS													
CLOTHING AND FURNISHINGS (General line)													
United States Total	446	64,127	350	60,155	10,714	304	57,838	10,389	9,803	368	59,136	10,939	9,631
New England	23	6,029	21	5,977	1,260	20	5,783	1,228	1,180	21	5,784	1,054	897
Middle Atlantic	209	30,023	161	28,140	4,634	139	26,778	4,475	4,171	173	27,398	4,597	3,965
East North Central	78	10,289	53	9,803	1,681	49	9,569	1,650	1,569	64	9,654	1,859	1,622
West North Central	28	6,991	24	6,609	1,244	21	6,564	1,228	1,201	22	6,615	1,493	1,465
South Atlantic	49	3,879	41	3,519	654	29	3,100	591	524	35	3,200	629	518
East South Central	24	3,054	22	2,595	547	22	2,595	547	497	24	3,054	610	500
West South Central	15	2,272	13	2,204	482	12	2,182	481	475	13	1,901	346	313
Other divisions	20	1,590	15	1,308	202	12	1,267	191	186	16	1,530	371	351

* Including establishments not reporting receivables or stocks.

x Withheld to avoid disclosure.

SERVICE AND LIMITED-FUNCTION WHOLESALERS

TABLE 6B. ACCOUNTS AND NOTES RECEIVABLE AND STOCKS ON HAND, BEGINNING AND END OF YEAR BY KINDS OF BUSINESS—Continued

KIND OF BUSINESS AND AREA	ALL ESTABLISHMENTS*		ESTABLISHMENTS REPORTING RECEIVABLES AS OF DECEMBER 31, 1939			ESTABLISHMENTS REPORTING BEGINNING AND END OF YEAR RECEIVABLES				ESTABLISHMENTS REPORTING BEGINNING AND END OF YEAR STOCKS			
	Number	Sales (add 000)	Number	Sales (add 000)	Customers' accounts and notes receivable Dec. 31, 1939 (add 000)	Number	Sales (add 000)	Customers' accounts and notes receivable Dec. 31, 1939 (add 000)	Dec. 31, 1938 (add 000)	Number	Sales (add 000)	Stocks on hand at end Dec. 31, 1939 (add 000)	Dec. 31, 1938 (add 000)
	CLOTHING AND FURNISHINGS—Con.												
CLOTHING AND FURNISHINGS (General line)—Con.													
Total, 14 Cities	280	$41,962	210	$39,385	$6,707	177	$37,638	$6,479	$6,059	223	$38,748	$6,651	$5,684
Boston	12	4,071	11	4,052	863	11	4,052	863	855	11	4,020	765	628
Chicago	26	2,899	13	2,662	366	10	2,444	338	317	21	2,848	547	457
Cleveland	10	1,272	[illegible]	1,190	205	6	1,190	205	184	7	1,208	197	145
Detroit	9	1,329	7	1,207	266	6	1,191	263	244	7	1,251	227	199
Milwaukee	8	1,573	[illegible]	1,573	316	8	1,573	316	302	8	1,573	346	301
New York City	157	24,731	119	23,114	3,548	101	21,869	3,404	3,139	124	22,206	3,644	3,124
Philadelphia	23	2,306	18	2,242	444	15	2,138	432	410	21	2,219	378	336
St. Louis	15	2,323	12	2,097	485	[illegible]	2,052	469	422	10	2,103	283	255
Other cities	20	1,458	16	1,248	214	11	1,129	189	186	14	1,320	262	221
MEN'S AND BOYS'													
United States Total	1,180	152,944	981	144,506	24,977	884	135,432	23,520	21,841	945	129,443	21,024	18,064
New England	103	13,165	[illegible]	12,563	2,742	88	12,459	2,720	2,580	86	11,620	1,751	1,549
Middle Atlantic	594	85,055	484	80,504	13,599	426	75,556	12,623	11,497	480	73,446	11,068	9,278
East North Central	210	19,658	166	18,821	2,886	152	17,146	2,715	2,654	155	14,822	2,772	2,355
West North Central	65	10,904	59	10,791	2,004	52	10,573	1,960	1,781	53	9,267	1,819	1,665
South Atlantic	64	5,926	54	5,587	1,115	(x)	5,546	1,105	976	54	5,505	793	728
East South Central	25	5,750	(x)	4,718	518	21	2,844	366	344	(x)	3,876	384	359
Pacific	87	9,072	77	8,597	1,645	[illegible]	8,183	1,563	1,582	69	7,708	1,790	1,579
Other divisions	32	3,414	(x)	3,125	468	(x)	3,125	468	427	(x)	3,199	647	551
Total, 14 Cities	883	119,236	723	113,142	19,769	641	106,530	18,583	17,082	698	102,203	15,844	13,342
Baltimore	29	2,497	25	2,442	583	25	2,442	583	500	24	2,446	345	296
Boston	64	10,077	[illegible]	9,910	2,113	56	9,831	2,094	1,984	51	8,955	1,185	1,028
Chicago	95	11,307	74	10,604	1,605	65	9,595	1,463	1,457	68	8,783	1,560	1,314
Cleveland	26	1,634	19	1,527	257	17	1,136	236	218	18	1,075	159	129
Detroit	19	1,281	15	1,196	252	11	1,137	246	220	13	1,050	260	214
Los Angeles	37	3,316	31	3,052	601	29	3,025	595	604	29	3,189	647	601
New York City	460	69,650	369	66,251	10,518	323	62,559	9,924	9,076	362	59,129	8,651	7,052
Philadelphia	52	4,360	43	4,215	821	40	4,141	798	721	44	4,206	634	575
Pittsburgh	42	5,534	36	4,647	1,184	29	3,586	844	703	37	4,883	808	710
St. Louis	20	5,567	17	5,524	1,107	15	5,500	1,103	874	17	5,353	879	788
San Francisco	24	3,106	22	2,907	528	17	2,709	497	541	20	2,248	552	482
Other cities	15	907	14	869	200	14	869	200	184	15	907	164	153
WOMEN'S AND CHILDREN'S													
United States Total	1,110	225,046	951	212,248	23,613	797	195,280	21,734	20,996	811	194,640	17,467	15,556
New England	71	14,672	66	14,576	2,000	57	14,020	1,905	1,793	54	13,498	744	692
Middle Atlantic	685	151,126	577	141,027	14,686	479	130,054	13,491	13,004	486	129,465	12,770	11,438
East North Central	101	23,049	86	21,960	2,387	74	19,368	2,123	2,027	80	19,352	1,719	1,333
West North Central	56	10,067	50	9,122	1,093	43	8,455	1,010	1,118	45	9,389	500	436
South Atlantic	45	5,399	39	5,312	805	31	4,470	719	636	36	4,621	376	346
East South Central	17	3,113	17	3,113	388	15	2,755	330	331	14	2,715	165	127
Pacific	110	13,703	[illegible]	13,343	1,674	82	12,483	1,593	1,603	75	11,841	965	980
Other divisions	25	3,917	18	3,775	580	16	3,675	563	484	21	3,759	228	204
Total, 14 Cities	942	201,179	813	189,869	20,755	679	176,167	19,175	18,390	680	173,911	15,914	14,154
Baltimore	16	2,025	16	2,025	376	14	1,898	345	288	16	2,025	178	155
Boston	61	13,839	58	13,778	1,854	49	13,222	1,759	1,661	46	12,787	668	622
Chicago	59	14,268	50	13,544	1,478	43	12,632	1,408	1,282	48	13,296	1,316	978
Cleveland	17	5,188	14	5,110	443	10	3,238	250	203	9	2,518	92	81
Detroit	[illegible]	1,299	8	1,299	99	8	1,299	99	94	8	1,299	75	62
Los Angeles	58	6,914	55	6,871	770	44	6,203	721	709	37	5,543	346	331
New York City	609	139,811	518	130,524	13,210	428	121,845	12,242	11,792	424	119,947	12,040	10,795
Philadelphia	34	3,891	26	3,410	544	22	3,227	520	504	25	3,423	291	247
Pittsburgh	15	3,320	14	3,281	625	(x)	2,988	534	497	15	3,320	208	195
St. Louis	28	5,825	25	5,765	686	22	5,339	654	641	23	5,352	312	269
San Francisco	27	4,306	22	4,010	598	20	3,852	572	580	21	3,943	330	364
Other cities	10	493	7	452	72	(x)	424	71	59	8	458	59	54
FURS, DRESSED, AND FUR CLOTHING													
United States Total	501	63,925	401	60,428	11,826	312	52,087	9,672	8,101	338	48,479	5,423	5,381
Middle Atlantic	362	49,350	277	46,788	9,449	209	39,494	7,672	6,354	236	36,425	3,883	4,055
East North Central	66	8,029	57	7,469	1,025	49	6,993	978	891	49	6,682	910	726
Pacific	46	4,386	43	4,282	784	32	3,739	658	537	31	3,695	413	399
Other divisions	27	2,160	24	1,889	368	22	1,861	368	319	22	1,677	177	191
Total, 14 Cities	482	62,152	385	58,703	11,334	298	50,545	9,414	7,909	322	46,935	5,299	5,231
Chicago	47	6,704	44	6,588	864	40	6,269	827	760	36	5,726	747	576
Los Angeles	21	1,824	18	1,720	332	14	1,555	304	224	12	1,343	106	125
New York City	351	48,192	267	45,644	9,202	200	38,368	7,426	6,151	227	35,297	3,831	3,920
San Francisco	23	2,251	23	2,251	399	17	2,041	332	300	17	2,041	280	253
Other cities	40	3,181	33	2,500	537	27	2,314	525	474	30	2,528	335	357
MILLINERY AND MILLINERY SUPPLIES													
United States Total	478	76,204	409	73,828	8,619	360	71,596	8,404	8,115	351	70,867	8,234	7,805
Middle Atlantic	279	59,631	243	58,812	7,248	215	57,429	7,129	6,875	208	56,729	7,376	7,033
East North Central	58	6,375	51	5,715	486	46	5,608	468	453	44	5,783	327	295
West North Central	35	2,668	27	2,286	208	24	2,230	204	191	24	2,457	148	127
Pacific	45	2,703	35	2,416	255	27	1,993	212	[illegible]	32	2,359	199	190
Other divisions	61	4,827	53	4,599	422	48	4,336	391	[illegible]	43	3,539	182	170

* Including establishments not reporting receivables or stocks.
x Withheld to avoid disclosure.

SERVICE AND LIMITED-FUNCTION WHOLESALERS

TABLE 6B.—ACCOUNTS AND NOTES RECEIVABLE AND STOCKS ON HAND, BEGINNING AND END OF YEAR BY KINDS OF BUSINESS—Continued

KIND OF BUSINESS AND AREA	ALL ESTABLISHMENTS*		ESTABLISHMENTS REPORTING RECEIVABLES AS OF DECEMBER 31, 1939			ESTABLISHMENTS REPORTING BEGINNING AND END OF YEAR RECEIVABLES				ESTABLISHMENTS REPORTING BEGINNING AND END OF YEAR STOCKS			
	Number	Sales (add 000)	Number	Sales (add 000)	Outstanding accounts and notes receivable, Dec. 31, 1939 (add 000)	Number	Sales (add 000)	Outstanding accounts and notes receivable, Dec. 31, 1939 (add 000)	Outstanding accounts and notes receivable, Dec. 31, 1938 (add 000)	Number	Sales (add 000)	Stock on hand, at cost, Dec. 31, 1939 (add 000)	Stock on hand, at cost, Dec. 31, 1938 (add 000)
								CLOTHING AND FURNISHINGS—Con.					
MILLINERY AND MILLINERY SUPPLIES—Con.													
Total, 14 Cities	392	$70,913	335	$68,905	$8,169	293	$66,945	$7,991	$7,694	291	$66,485	$7,967	$7,569
Baltimore	5	1,296	5	1,296	104	5	1,296	104	102	(x)	664	28	26
Boston	13	1,238	10	1,156	97	9	1,132	96	90	7	871	16	13
Chicago	32	4,203	(x)	3,630	318	26	3,542	304	293	27	4,036	242	211
Los Angeles	26	1,603	19	1,369	155	15	1,091	126	111	18	1,455	139	132
New York City	256	57,117	224	56,383	7,003	197	55,007	6,888	6,648	192	54,417	7,511	6,979
Philadelphia	11	1,292	10	1,286	147	10	1,286	147	134	10	1,286	51	42
St. Louis	17	1,613	12	1,459	153	9	1,283	149	129	11	1,532	110	97
Other cities	32	2,551	(x)	2,446	192	22	2,308	177	187	(x)	2,224	70	69
SHOES AND OTHER FOOTWEAR													
United States Total	463	118,255	413	116,679	18,044	367	112,891	17,464	17,105	383	102,256	15,596	14,360
New England	103	25,634	90	25,359	4,063	83	24,984	3,982	4,001	83	23,227	3,810	3,559
Middle Atlantic	174	42,062	159	41,509	6,541	135	39,971	6,249	6,280	146	38,024	4,958	4,407
East North Central	66	10,961	58	10,822	1,674	54	10,266	1,640	1,568	58	10,174	1,927	1,859
West North Central	38	13,160	34	12,664	1,095	30	12,085	1,048	900	30	7,404	722	648
South Atlantic	35	13,679	34	13,672	2,070	32	13,286	2,005	1,777	30	12,652	1,995	1,692
East South Central	13	4,294	11	4,258	1,043	9	4,015	997	1,202	8	2,441	587	644
Pacific	21	4,620	15	4,558	833	14	4,498	822	654	16	4,519	982	862
Other divisions	13	3,845	12	3,837	725	10	3,786	721	723	12	3,815	617	689
Total, 14 Cities	334	89,862	296	88,980	12,606	260	86,004	12,161	11,867	273	77,146	11,051	10,011
Baltimore	13	6,786	13	6,786	935	(x)	6,536	912	828	(x)	6,536	1,064	883
Boston	76	21,585	67	21,428	3,147	62	21,103	3,083	3,157	61	19,442	3,129	2,988
Chicago	29	4,890	23	4,761	576	(x)	4,530	567	554	27	4,840	1,038	997
Cleveland	9	1,333	9	1,833	295	9	1,633	295	260	(x)	1,431	222	204
Los Angeles	14	2,598	9	2,543	427	9	2,543	427	316	11	2,564	487	433
New York City	99	27,129	91	26,818	3,849	71	25,417	3,596	3,643	78	23,528	2,859	2,424
Philadelphia	45	8,426	40	8,269	1,636	37	8,139	1,598	1,405	39	7,996	919	869
Pittsburgh	8	2,527	8	2,527	349	8	2,527	349	339	8	2,527	380	358
St. Louis	27	11,790	24	11,707	961	20	11,128	914	795	19	6,034	444	384
Other cities	14	2,318	12	2,308	431	11	2,248	420	370	11	2,248	529	471
								COAL AND COKE					
COAL AND COKE													
United States Total	919	512,835	690	447,717	72,237	620	419,985	67,525	66,112	342	256,815	30,932	33,003
New England	60	74,720	46	71,955	11,483	43	71,504	11,408	9,799	36	66,819	2,605	2,576
Middle Atlantic	269	181,221	204	158,968	21,512	196	151,348	20,522	20,287	125	72,721	3,543	4,545
East North Central	299	176,933	230	152,468	24,342	201	138,269	21,633	21,458	93	80,910	13,318	12,797
West North Central	101	43,136	80	39,506	6,842	72	38,517	6,696	7,145	37	25,228	10,683	12,308
South Atlantic	71	27,334	57	22,116	3,803	52	18,699	3,281	3,362	23	5,689	272	317
East South Central	44	16,931	30	14,430	2,792	(x)	13,679	2,550	2,554	(1)	(1)	(1)	(1)
West South Central	20	3,002	17	2,865	456	15	2,854	453	393	(1)	(1)	(1)	(1)
Mountain	18	2,233	11	2,022	399	10	1,976	398	426	x	1,643	128	117
Pacific	17	3,425	15	3,387	608	(x)	3,139	586	688	11	2,469	302	421
Total, 14 Cities	434	329,675	328	286,053	44,667	293	268,436	41,949	39,890	156	168,875	11,593	12,222
Baltimore	20	5,855	17	5,692	876	(x)	3,533	539	556	(1)	(1)	(1)	(1)
Boston	26	56,899	20	54,407	8,155	19	54,266	8,134	6,872	13	50,428	1,369	1,368
Buffalo	17	8,625	13	7,463	615	12	7,299	614	672	8	5,114	289	295
Chicago	73	47,242	53	35,650	5,076	48	33,100	4,659	4,543	24	15,625	286	247
Cleveland	41	41,020	35	38,727	6,148	30	37,147	5,881	5,427	(1)	(1)	(1)	(1)
Detroit	27	12,627	21	10,089	2,063	18	7,108	1,468	1,607	(1)	(1)	(1)	(1)
Milwaukee	16	15,243	14	14,794	1,692	13	14,560	1,688	1,731	11	13,992	5,128	4,968
New York City	100	82,835	71	67,699	9,212	63	63,726	8,582	8,915	43	47,677	2,334	3,054
Philadelphia	42	28,508	27	23,748	4,103	22	20,434	3,758	3,811	(1)	(1)	(1)	(1)
Pittsburgh	13	17,316	7	16,144	4,997	7	16,144	4,997	4,334	(1)	(1)	(1)	(1)
St. Louis	44	10,218	37	8,389	1,248	34	7,879	1,149	943	(1)	(1)	(1)	(1)
Washington, D. C.	7	2,650	7	2,650	348	7	2,650	348	336	(x)	1,577	136	167
Other cities	8	639	6	601	134	(x)	590	132	141	5	579	155	268
								DRUGS (GENERAL LINE)					
SERVICE WHOLESALERS (Without liquor)													
United States Total	226	257,456	220	253,591	32,023	217	251,887	31,797	31,867	219	255,180	39,428	39,364
New England	17	18,937	(x)	17,453	2,542	(x)	17,453	2,542	2,504	17	18,937	2,800	2,647
Middle Atlantic	38	62,991	(x)	62,527	8,461	(x)	62,527	8,461	8,092	(x)	62,551	8,056	7,755
East North Central	35	47,430	35	47,430	5,084	35	47,430	5,084	5,068	34	47,405	6,222	6,263
West North Central	22	24,224	22	24,224	2,730	22	24,224	2,730	2,731	22	24,224	3,767	3,921
South Atlantic	49	32,207	47	31,792	4,947	(x)	31,288	4,856	4,819	(x)	31,877	5,849	5,676
East South Central	21	17,615	(x)	17,326	2,182	(x)	17,326	2,182	2,189	20	17,544	3,164	3,001
West South Central	20	21,869	(x)	20,686	2,465	(x)	19,686	2,336	2,381	(x)	20,869	3,676	3,560
Mountain	11	8,181	11	8,181	1,110	11	8,181	1,110	1,082	11	8,181	1,654	1,728
Pacific	13	24,002	13	24,002	3,502	12	23,792	2,496	3,001	12	23,792	4,240	4,813

* Including establishments not reporting receivables or stocks.

x Withheld to avoid disclosure.

1 Insufficient sample.

SERVICE AND LIMITED FUNCTION WHOLESALERS

TABLE 6B. ACCOUNTS AND NOTES RECEIVABLE AND STOCKS ON HAND, BEGINNING AND END OF YEAR, BY KINDS OF BUSINESS—Continued

KIND OF BUSINESS AND AREA	ALL ESTABLISHMENTS		ESTABLISHMENTS REPORTING ACCOUNTS AND NOTES RECEIVABLE AS OF DECEMBER 31, 1939			ACCOUNTS AND NOTES RECEIVABLE, BEGINNING AND END OF YEAR				ESTABLISHMENTS REPORTING			
	Number	Sales (add 000)	Number	Sales (add 000)	Accounts and notes receivable, Dec. 31, 1939 (add 000)	Number	Sales (add 000)	Accounts and notes receivable, Dec. 31, 1939 (add 000)	Accounts and notes receivable, Jan. 1, 1939 (add 000)	Number	Sales (add 000)	Accounts and notes receivable, Dec. 31, 1939 (add 000)	Accounts and notes receivable, Jan. 1, 1939 (add 000)
	DRUGS (GENERAL LINE)—Con.												
SERVICE WHOLESALERS (Without liquor)—Con.													
Total, 14 Cities	44	$92,461	44	$92,461	$11,108	44	$92,461	$11,108	$11,[illegible]	(x)	$92,461	$11,741	$11,940
Chicago	6	16,530	6	16,530	1,794	6	16,530	1,794	1,842	6	16,530	2,090	1,971
Detroit	5	6,491	5	6,491	457	5	6,491	457	449	5	6,491	749	741
New York City	14	29,161	14	29,161	4,032	14	29,161	4,032	3,952	(x)	28,721	3,620	3,378
Other cities	19	40,279	19	40,279	4,925	19	40,279	4,925	4,996	19	40,279	[illegible]	5,550
SERVICE WHOLESALERS (With liquor)													
United States Total	45	72,329	(x)	71,348	8,336	(x)	70,042	8,176	8,494	45	72,329	10,261	[illegible]
East North Central	10	15,867	10	15,867	2,235	10	15,867	2,235	2,253	10	15,867	2,300	1,999
West North Central	6	9,015	6	9,015	1,029	6	9,015	1,029	1,049	6	9,015	1,561	1,444
South Atlantic	5	5,053	(x)	4,072	529	(x)	4,072	529	439	5	5,053	711	[illegible]
West South Central	11	15,410	11	15,410	1,927	(x)	14,104	1,767	1,820	11	15,410	[illegible]	[illegible]
Mountain	4	6,151	4	6,151	637	4	6,151	637	793	4	6,151	761	[illegible]
Pacific	5	15,429	5	15,429	1,390	5	15,429	1,390	1,557	5	15,429	2,945	[illegible]
Other divisions	4	5,404	4	5,404	589	4	5,404	589	[illegible]	4	5,404	766	[illegible]
Total, 14 Cities	9	23,403	9	23,403	2,315	[illegible]	23,403	2,315	2,424	9	23,403	4,048	[illegible]
COOPERATIVES AND VOLUNTARY GROUPS													
United States Total	26	33,836	(x)	33,448	1,844	(x)	32,518	1,833	1,749	26	33,821	4,590	4,333
Total, 14 Cities	16	23,016	15	22,980	1,047	(x)	[illegible]	1,036	1,004	15	23,001	3,061	2,942
	DRUGS AND DRUG SUNDRIES (SPECIALTY LINES)												
PROPRIETARY MEDICINES													
United States Total	422	46,302	290	41,973	5,146	257	40,127	4,934	4,716	318	42,454	5,968	[illegible]
New England	20	4,727	17	4,715	814	16	4,608	792	839	15	4,585	461	349
Middle Atlantic	141	20,286	111	18,653	2,391	97	17,589	2,262	2,050	116	18,549	2,929	2,323
East North Central	94	6,859	57	6,061	599	52	5,987	585	707	73	6,394	898	915
West North Central	40	3,063	24	2,142	259	22	2,040	249	222	28	1,997	247	225
South Atlantic	35	3,108	22	2,726	289	19	2,439	266	234	24	2,702	348	342
West South Central	35	3,230	23	2,958	250	20	2,898	246	202	25	3,108	428	403
Pacific	36	3,105	22	2,934	393	20	2,879	384	331	25	[illegible]	25	237
Other divisions	20	1,930	14	1,784	153	11	1,669	150	131	12	1,763	422	396
Total, 14 Cities	221	25,086	160	23,393	2,408	142	22,054	2,281	2,418	170	[illegible]	[illegible]	2,383
Chicago	22	3,142	25	3,010	302	23	2,997	297	419	25	[illegible]	379	345
Los Angeles	19	1,597	11	1,479	228	10	1,467	220	186	13	1,517	94	84
New York City	96	13,175	76	12,489	1,291	65	11,626	1,216	1,288	75	12,165	1,840	1,776
Philadelphia	9	1,931	8	1,896	145	8	1,896	145	147	9	1,931	188	170
Other cities	65	5,251	40	4,519	442	36	4,074	397	378	48	4,601	538	[illegible]
TOILETRIES													
United States Total	387	49,245	247	43,657	5,788	207	40,540	5,454	5,208	267	44,589	5,122	4,585
Middle Atlantic	193	32,988	156	31,992	4,025	133	29,149	3,742	3,221	154	[illegible]	[illegible]	[illegible]
East North Central	63	9,473	28	6,674	1,081	21	6,571	1,065	1,234	42	9,113	[illegible]	931
Pacific	56	3,792	32	3,028	514	26	2,968	484	481	36	3,564	[illegible]	286
Other divisions	75	2,992	31	1,973	168	27	1,852	163	172	51	2,679	410	375
Total, 14 Cities	280	42,402	205	39,132	5,408	171	36,839	5,121	4,898	195	[illegible]	[illegible]	3,847
Chicago	33	6,836	15	4,679	949	12	4,610	927	1,112	12	[illegible]	74	415
Los Angeles	32	1,369	17	1,224	184	12	1,189	157	156	19	[illegible]	111	112
New York City	168	29,572	141	28,816	3,756	122	27,659	3,537	[illegible]	124	[illegible]	[illegible]	2,755
Philadelphia	8	1,430	6	1,318	69	4	1,196	55	93	6	1,381	22	25
San Francisco	[illegible]	1,133	6	1,127	294	6	1,127	294	303	7	[illegible]	100	93
Other cities	31	2,266	20	1,968	156	16	1,678	141	153	17	1,861	215	197
DRUG SPECIALTIES AND SUNDRIES													
United States Total	512	61,643	329	57,036	4,915	271	54,337	4,687	4,654	[illegible]	58,494	8,068	7,177
Middle Atlantic	169	18,528	129	17,460	1,874	112	16,869	1,820	[illegible]	138	[illegible]	2,414	2,235
East North Central	85	27,983	49	26,872	1,868	40	26,314	1,806	[illegible]	63	[illegible]	[illegible]	2,958
South Atlantic	56	3,457	28	2,753	272	26	2,650	267	264	49	3,337	547	513
West South Central	58	3,225	35	2,744	242	27	2,507	[illegible]	207	44	2,968	569	[illegible]
Pacific	54	3,724	31	3,150	326	24	2,838	307	[illegible]	39	[illegible]	423	348
Other divisions	90	4,826	57	4,077	333	42	3,359	281	278	69	4,274	[illegible]	[illegible]
Total, 14 Cities	[illegible]	49,065	177	46,876	3,980	151	45,[illegible]	[illegible]	[illegible]	[illegible]	[illegible]	[illegible]	5,507
	DRY GOODS (GENERAL LINE)												
DRY GOODS (General line)													
United States Total	222	206,983	218	204,818	41,463	203	202,060	41,[illegible]	[illegible]	[illegible]	221,[illegible]	39,171	35,448
Middle Atlantic	41	25,935	(x)	24,742	4,115	39	24,455	4,065	3,914	34	[illegible]	3,783	3,282
East North Central	22	[illegible]	[illegible]	37,840	[illegible]	22	[illegible]	[illegible]	[illegible]	21	[illegible]	[illegible]	[illegible]

* Including establishments not reporting receivables or stocks.

x Withheld to avoid disclosure.

SERVICE AND LIMITED-FUNCTION WHOLESALERS

TABLE 6B.—ACCOUNTS AND NOTES RECEIVABLE AND STOCKS ON HAND, BEGINNING AND END OF YEAR BY KINDS OF BUSINESS—Continued

KIND OF BUSINESS AND AREA	ALL ESTABLISHMENTS*		ESTABLISHMENTS REPORTING RECEIVABLES AS OF DECEMBER 31, 1939			ESTABLISHMENTS REPORTING BEGINNING AND END OF YEAR RECEIVABLES				ESTABLISHMENTS REPORTING BEGINNING AND END OF YEAR STOCKS			
	Number	Sales (add 000)	Number	Sales (add 000)	Customer accounts and notes receivable Dec. 31, 1939 (add 000)	Number	Sales (add 000)	Customer accounts and notes receivable Dec. 31, 1939 (add 000)	Customer accounts and notes receivable Dec. 31, 1938 (add 000)	Number	Sales (add 000)	Stocks on hand, at cost Dec. 31, 1939 (add 000)	Stocks on hand, at cost Dec. 31, 1938 (add 000)
DRY GOODS (GENERAL LINE)—Con.													
DRY GOODS (General line)—Con.													
West North Central	20	$59,319	(x)	$58,986	$12,170	(x)	$58,986	$12,170	$10,828	20	$59,319	$13,910	$12,452
South Atlantic	54	27,228	50	26,582	6,339	(x)	25,558	6,101	5,613	(x)	26,096	5,034	4,500
East South Central	32	20,623	32	20,623	4,011	29	19,571	3,940	3,680	29	19,571	3,585	3,221
West South Central	29	21,704	28	21,641	4,638	27	21,309	4,585	4,371	(x)	21,372	4,403	3,863
Other divisions	24	14,434	23	14,404	2,941	22	14,341	2,924	2,752	24	14,434	2,795	3,080
Total, 14 Cities	46	101,847	42	100,651	20,107	39	100,370	20,038	17,978	38	99,082	18,849	17,780
Chicago	5	20,764	5	20,764	4,327	5	20,764	4,327	3,932	5	20,764	2,874	2,578
New York City	11	10,612	(x)	9,687	1,388	(x)	9,562	1,354	1,251	(x)	8,356	1,048	804
Philadelphia	5	3,174	(x)	3,006	652	(x)	3,006	652	674	(x)	2,886	474	349
St. Louis	5	44,254	5	44,181	9,173	4	44,181	9,173	7,949	5	44,254	10,417	9,757
Other cities	20	23,043	19	23,013	4,567	17	22,857	4,532	4,172	18	22,842	4,036	4,292
DRY GOODS (SPECIALTY LINES)													
HOSIERY AND LINGERIE													
United States Total	422	86,204	350	79,421	9,160	301	75,038	8,591	8,290	338	78,008	9,005	7,299
New England	16	2,248	13	2,193	304	10	2,079	283	267	11	1,784	217	165
Middle Atlantic	271	66,621	228	60,660	6,717	194	56,734	6,204	6,074	216	59,491	6,574	5,313
East North Central	55	8,233	42	7,868	1,003	38	7,745	991	889	48	8,136	941	728
East South Central	18	2,161	16	2,127	289	13	2,103	283	269	13	2,103	393	375
Pacific	24	3,244	19	3,085	362	19	3,085	362	365	20	3,052	464	368
Other divisions	38	3,697	32	3,488	485	27	3,292	468	426	30	3,462	416	350
Total, 14 Cities	336	75,987	279	69,640	7,929	241	66,317	7,407	7,233	271	69,756	7,791	6,208
Boston	13	2,014	10	1,959	269	7	1,845	248	241	9	1,700	200	151
Chicago	28	5,422	23	5,280	581	22	5,215	580	514	26	5,402	546	371
Los Angeles	14	1,955	10	1,813	211	10	1,813	211	195	10	1,743	253	199
New York City	181	53,033	153	47,502	5,233	128	44,898	4,810	4,826	143	48,528	5,182	4,194
Philadelphia	59	9,488	49	9,278	987	43	8,994	950	849	49	8,951	1,035	802
Other cities	41	4,055	34	3,808	648	31	3,552	608	608	34	3,432	575	491
NOTIONS													
United States Total	973	113,874	775	105,461	13,099	675	100,413	12,204	11,379	762	102,989	18,312	16,532
New England	33	2,537	29	2,495	296	28	2,461	294	232	28	2,450	279	274
Middle Atlantic	686	95,858	591	90,674	11,326	510	86,658	10,541	9,904	539	86,959	15,269	13,846
East North Central	99	6,504	55	4,892	588	46	4,356	532	453	74	5,498	909	849
Pacific	69	5,398	51	4,689	569	49	4,629	556	541	53	5,095	1,157	1,025
Other divisions	86	3,577	49	2,711	320	42	2,289	281	249	68	2,987	698	538
Total, 14 Cities	822	106,402	678	99,130	12,216	593	94,812	11,393	10,670	618	96,540	16,936	15,383
Boston	15	1,474	13	1,437	163	12	1,423	161	113	(x)	1,431	184	185
Chicago	44	3,530	29	2,784	310	25	2,499	278	245	(x)	2,807	411	410
Los Angeles	42	2,793	32	2,516	267	31	2,497	265	247	35	2,667	489	405
New York City	627	90,444	545	85,466	10,769	473	81,957	10,051	9,440	494	82,124	14,495	13,118
Philadelphia	27	3,695	20	3,638	289	17	3,383	247	254	22	3,428	400	375
San Francisco	16	2,173	11	1,753	250	10	1,712	239	244	11	2,021	519	490
Other cities	51	2,293	28	1,536	168	25	1,341	152	127	44	2,062	438	400
PIECE GOODS (General line)													
United States Total	54	18,493	52	18,121	3,002	42	13,166	2,330	1,884	45	14,531	2,844	2,430
Total, 14 Cities	40	16,765	38	16,393	2,704	29	11,452	2,033	1,595	32	12,906	2,589	2,217
PIECE GOODS (Cotton)													
United States Total	519	237,647	444	214,685	29,095	387	199,485	27,635	24,667	432	211,334	37,039	34,572
Total, 14 Cities	478	231,404	414	208,813	28,060	361	193,750	26,612	23,856	385	205,525	35,946	33,588
PIECE GOODS (Silk, linen, rayon, and velvet)													
United States Total	801	301,044	688	266,160	27,687	560	237,933	24,724	22,848	611	263,529	36,332	33,892
Total, 14 Cities	785	297,894	675	263,251	27,564	551	235,166	24,610	22,756	604	261,005	36,073	33,684
PIECE GOODS (Woolen and worsted)													
United States Total	366	97,261	319	93,072	17,984	279	85,867	16,440	13,745	294	84,522	12,795	11,721
New England	32	5,503	25	5,287	1,129	20	4,264	912	821	23	4,300	540	452
Middle Atlantic	242	76,830	212	73,784	13,450	183	67,944	12,213	10,097	197	66,349	9,590	8,936
East North Central	40	8,023	35	7,561	1,909	34	7,542	1,906	1,580	33	7,595	1,253	1,094
Pacific	33	4,781	29	4,374	965	25	4,297	946	822	26	4,305	915	774
Other divisions	19	2,124	18	2,066	531	17	1,820	463	425	15	1,983	497	465
Total, 14 Cities	331	93,765	293	89,991	17,276	259	83,482	15,868	13,208	267	81,601	12,188	11,177
Boston	19	4,501	17	4,401	955	(x)	3,801	805	717	16	3,801	490	403
Chicago	29	7,011	26	6,731	1,737	26	6,731	1,737	1,436	24	6,643	1,082	895
Los Angeles	15	2,884	14	2,660	519	(x)	2,583	500	406	11	2,591	385	374
New York City	211	73,916	188	71,052	12,147	160	65,239	10,911	8,863	171	63,497	8,669	7,831
Philadelphia	22	2,529	17	2,485	1,251	17	2,485	1,251	1,191	16	2,509	860	1,051
Other cities	35	2,922	31	2,662	667	30	2,643	664	595	27	2,560	702	623

* Including establishments not reporting receivables or stocks.
x Withheld to avoid disclosure.

SERVICE AND LIMITED-FUNCTION WHOLESALERS

TABLE 6B.—ACCOUNTS AND NOTES RECEIVABLE AND STOCKS ON HAND, BEGINNING AND END OF YEAR BY KINDS OF BUSINESS—Continued

KIND OF BUSINESS AND AREA	ALL ESTABLISHMENTS*		ESTABLISHMENTS REPORTING RECEIVABLES AS OF DECEMBER 31, 1939			ESTABLISHMENTS REPORTING BEGINNING AND END OF YEAR RECEIVABLES				ESTABLISHMENTS REPORTING BEGINNING AND END OF YEAR STOCKS			
	Number	Sales (add 000)	Number	Sales (add 000)	Customer accounts and notes receivable Dec. 31, 1939 (add 000)	Number	Sales (add 000)	Customer accounts and notes receivable Dec. 31, 1939 (add 000)	Customer accounts and notes receivable Dec. 31, 1938 (add 000)	Number	Sales	Stocks on hand, at cost Dec. 31, 1939 (add 000)	Stocks on hand, at cost Dec. 31, 1938 (add 000)
	DRY GOODS (SPECIALTY LINES)—Con.												
PIECE GOODS (Other)													
United States Total	407	$89,398	332	$79,818	$12,227	281	$74,540	$11,354	$9,525	326	$81,961	$14,290	$13,136
New England	24	4,244	21	4,155	684	19	4,134	692	633	19	3,683	629	565
Middle Atlantic	280	72,509	226	63,289	9,524	193	58,883	8,775	7,335	221	66,958	11,773	10,780
East North Central	45	3,879	38	3,750	640	32	3,517	613	518	40	3,220	614	577
South Atlantic	9	3,529	8	3,500	570	7	3,408	546	422	9	3,529	604	545
Pacific	30	3,297	25	3,242	548	19	2,856	501	376	23	2,911	318	294
Other divisions	19	1,940	14	1,882	261	11	1,742	239	241	14	1,660	352	375
Total, 14 Cities	355	83,958	292	74,558	11,411	251	69,813	10,624	8,831	286	77,085	13,495	12,349
Boston	14	3,180	12	3,101	549	12	3,101	549	487	(x)	2,850	526	461
Chicago	32	3,393	27	3,298	575	23	3,081	556	461	28	2,742	494	469
Los Angeles	24	2,931	20	2,889	501	17	2,804	493	343	18	2,560	274	254
New York City	240	68,473	193	60,273	8,953	165	55,992	8,222	6,858	190	63,301	11,245	10,257
Other cities	45	5,981	40	4,997	833	34	4,835	804	682	(x)	5,812	956	908
OTHER DRY GOODS SPECIALTIES													
United States Total	333	37,547	278	34,086	5,206	234	30,787	4,852	4,817	257	33,704	6,059	5,723
New England	18	2,486	17	2,480	422	(x)	1,625	311	295	13	2,142	270	260
Middle Atlantic	205	26,226	165	23,193	3,270	132	20,979	3,062	3,076	156	23,453	3,840	3,568
East North Central	33	3,279	29	3,075	592	27	3,036	582	592	28	3,190	807	839
South Atlantic	22	2,270	20	2,230	395	18	2,164	387	355	17	1,975	413	395
Pacific	27	1,879	24	1,795	346	21	1,690	333	315	21	1,688	468	440
Other divisions	28	1,407	23	1,313	181	(x)	1,273	177	184	22	1,256	261	223
Total, 14 Cities	250	30,232	207	27,079	4,068	171	24,501	3,774	3,790	189	26,909	4,620	4,306
	ELECTRICAL GOODS												
ELECTRICAL MERCHANDISE (General line)													
United States Total	455	300,377	447	294,922	41,965	437	291,700	41,496	33,817	442	296,945	28,614	23,453
New England	39	18,121	39	18,121	2,404	39	18,121	2,404	1,975	39	18,121	1,815	1,698
Middle Atlantic	94	65,752	89	60,936	8,935	86	58,710	8,605	7,283	91	63,526	5,407	4,785
East North Central	97	72,605	97	72,605	10,350	93	71,857	10,271	8,592	94	72,211	6,174	5,869
West North Central	46	33,615	(x)	33,080	4,947	(x)	33,080	4,947	3,999	46	33,615	2,957	2,354
South Atlantic	63	35,350	(x)	35,246	5,408	(x)	34,998	5,348	3,791	58	34,887	3,048	2,613
East South Central	25	13,184	25	13,184	1,778	25	13,184	1,778	1,341	(x)	13,143	1,103	987
West South Central	32	20,913	32	20,913	2,515	32	20,913	2,515	2,049	32	20,913	2,069	1,830
Mountain	15	8,125	15	8,125	1,139	15	8,125	1,139	927	(x)	7,817	607	573
Pacific	44	32,712	44	32,712	4,489	44	32,712	4,489	3,860	44	32,712	3,434	3,044
Total, 14 Cities	104	128,547	(x)	124,629	18,134	101	122,759	17,883	14,773	(x)	126,566	10,609	9,381
Baltimore	5	5,173	5	5,173	710	5	5,173	710	508	4	5,062	378	301
Boston	6	8,026	6	8,026	985	6	8,026	985	849	6	8,026	681	694
Buffalo	7	4,453	7	4,453	943	7	4,453	943	698	7	4,453	426	392
Chicago	13	21,036	13	21,036	3,098	13	21,036	3,098	2,792	13	21,036	1,658	1,452
Cleveland	5	6,958	5	6,958	1,003	5	6,958	1,003	713	5	6,958	586	538
Detroit	8	8,557	8	8,557	1,293	8	8,557	1,293	971	8	8,557	837	900
Los Angeles	11	11,570	11	11,570	1,657	11	11,570	1,657	1,451	11	11,570	1,124	950
Milwaukee	[illegible]	5,570	5	5,570	834	5	5,570	834	662	5	5,570	506	418
New York City	18	20,631	(x)	16,713	2,398	(x)	16,713	2,398	2,295	18	20,631	1,633	1,411
Philadelphia	9	12,531	9	12,531	1,902	9	12,531	1,902	1,448	9	12,531	986	697
Pittsburgh	[illegible]	5,992	5	5,992	835	(x)	4,122	584	409	(x)	4,122	350	338
St. Louis	4	7,206	4	7,206	950	4	7,206	950	776	4	7,206	579	434
San Francisco	4	6,254	[illegible]	6,254	[illegible]	4	6,254	808	682	4	6,254	569	608
Washington, D. C.	4	4,590	4	4,590	718	4	4,590	718	521	4	4,590	452	348
APPARATUS AND EQUIPMENT													
United States Total	207	24,214	173	23,074	3,184	148	21,086	2,848	2,458	154	20,247	2,582	2,520
Middle Atlantic	67	4,965	53	4,647	502	47	4,532	483	394	50	3,905	881	984
East North Central	52	11,384	45	11,135	1,794	40	10,590	1,676	1,230	39	10,273	891	760
West North Central	26	2,863	23	2,594	315	20	2,546	303	237	23	2,691	280	240
Pacific	31	2,240	27	2,185	274	23	2,093	255	261	23	2,095	348	363
Other divisions	31	2,762	25	2,513	299	18	1,325	131	136	17	1,283	202	193
Total, 14 Cities	113	16,504	97	16,068	2,220	87	15,458	2,109	1,842	93	14,651	1,690	1,704
WIRING SUPPLIES AND CONSTRUCTION MATERIALS													
United States Total	955	126,738	855	122,182	17,745	743	114,750	16,502	14,332	813	119,057	15,975	14,271
New England	72	5,595	61	4,730	809	56	4,418	750	687	64	5,403	798	880
Middle Atlantic	373	44,924	332	42,470	6,158	295	40,344	5,848	5,174	324	41,584	6,041	5,561
East North Central	193	27,535	169	26,923	3,674	144	25,408	3,476	2,799	150	25,331	3,790	3,240
West North Central	52	8,987	49	8,950	1,397	44	8,870	1,383	1,267	46	8,894	1,024	920
South Atlantic	82	14,028	76	13,760	1,881	52	13,308	1,903	1,488	70	13,626	1,539	1,322
West South Central	42	8,406	39	8,324	1,126	33	7,271	991	811	37	7,681	817	797
Pacific	110	14,496	[illegible]	14,256	2,264	85	12,845	2,009	1,826	58	13,382	1,725	1,558
Other divisions	31	2,769	31	2,769	436	24	2,286	342	280	24	2,176	243	217

* Including establishments not reporting receivables or stocks.
x Withheld to avoid disclosure.

SERVICE AND LIMITED-FUNCTION WHOLESALERS

TABLE 6B.—ACCOUNTS AND NOTES RECEIVABLE AND STOCKS ON HAND, BEGINNING AND END OF YEAR BY KINDS OF BUSINESS—Continued

KIND OF BUSINESS AND AREA	ALL ESTABLISHMENTS*		ESTABLISHMENTS REPORTING RECEIVABLES AT END OF DECEMBER 31, 1939			ESTABLISHMENTS REPORTING BEGINNING AND END OF YEAR RECEIVABLES				ESTABLISHMENTS REPORTING BEGINNING AND END OF YEAR STOCKS			
	Number	Sales (add 000)	Number	Sales (add 000)	Customer accounts and notes receivable Dec. 31, 1939 (add 000)	Number	Sales (add 000)	Customer accounts and notes receivable Dec. 31, 1939 (add 000)	Dec. 31, 1938 (add 000)	Number	Sales (add 000)	Stocks on hand, at cost Dec. 31, 1939 (add 000)	Dec. 31, 1938 (add 000)
ELECTRICAL GOODS—Con.													
WIRING SUPPLIES AND CONSTRUCTION MATERIALS—Con.													
Total, 14 Cities	464	$61,656	372	$58,825	$8,219	343	$56,787	$7,927	$6,856	364	$59,080	$7,764	$6,989
Baltimore	10	1,611	7	1,482	185	7	1,482	185	173	8	1,809	246	221
Chicago	44	8,784	41	8,716	1,177	36	8,402	1,132	879	37	8,556	1,022	838
Cleveland	12	2,594	12	2,594	395	10	2,190	351	291	10	2,410	263	256
Detroit	14	2,934	13	2,931	389	13	2,931	389	287	12	2,919	438	429
Los Angeles	38	5,634	31	5,436	884	30	5,247	854	749	32	5,544	757	662
New York City	169	23,399	149	22,129	2,944	138	21,561	2,886	2,694	150	22,454	2,896	2,690
Philadelphia	36	3,941	31	3,162	453	28	3,059	444	370	34	3,840	631	574
Pittsburgh	16	2,711	14	2,678	357	13	2,560	329	234	13	2,036	268	227
St. Louis	17	1,814	16	1,804	256	15	1,783	251	207	14	1,767	208	191
San Francisco	23	3,652	22	3,648	543	20	3,575	530	480	19	3,562	342	324
Washington, D. C.	7	1,359	7	1,359	213	6	1,349	212	161	6	1,349	169	135
Other cities	38	2,283	29	2,882	413	27	2,636	364	331	28	3,004	524	442
RADIOS AND EQUIPMENT													
United States Total	638	112,435	573	109,664	16,870	484	99,595	14,740	12,566	564	100,637	12,329	10,382
New England	54	8,914	48	8,764	1,192	40	8,197	1,060	984	47	8,349	1,101	926
Middle Atlantic	144	33,789	122	33,160	5,663	104	32,002	5,477	4,453	121	31,857	3,292	2,745
East North Central	175	28,180	142	27,001	3,901	123	22,365	2,751	2,502	149	22,592	2,739	2,263
West North Central	64	9,282	54	9,127	1,493	45	8,904	1,454	1,191	52	8,627	1,126	1,016
South Atlantic	68	9,475	60	8,902	1,162	44	7,600	979	914	53	8,174	1,154	974
West South Central	53	5,900	48	5,821	924	42	5,237	841	700	45	5,264	789	612
Pacific	80	14,239	71	14,172	2,104	63	12,824	1,809	1,535	73	13,331	1,821	1,567
Other divisions	30	2,736	28	2,717	431	23	2,466	369	307	24	2,443	307	279
Total, 14 Cities	204	58,087	166	56,976	8,617	138	50,740	7,173	5,946	165	50,644	5,546	4,295
Baltimore	7	1,111	7	1,111	158	5	1,085	155	123	5	830	106	79
Boston	12	2,350	9	2,260	267	8	2,263	265	261	11	2,330	318	257
Chicago	34	11,582	21	11,258	1,598	15	7,770	583	490	22	8,178	835	658
Detroit	9	1,318	8	1,307	233	8	1,307	233	287	9	1,318	177	108
Los Angeles	21	5,413	20	5,408	825	16	4,196	547	461	(x)	4,625	692	545
Milwaukee	10	2,339	10	2,339	371	8	2,329	370	319	(x)	1,153	184	122
New York City	51	16,238	36	15,712	2,447	26	15,277	2,410	2,032	33	14,762	1,127	943
Philadelphia	10	3,803	10	3,803	648	(x)	3,403	624	377	9	3,403	395	259
Pittsburgh	5	3,134	5	3,134	575	5	3,134	575	460	5	3,134	419	336
St. Louis	14	2,527	13	2,522	468	12	2,479	456	296	13	2,484	299	229
San Francisco	12	4,849	12	4,849	655	12	4,849	655	600	12	4,849	600	463
Other cities	19	3,623	15	3,453	572	(x)	2,648	300	240	18	3,578	394	298
REFRIGERATORS AND EQUIPMENT (Household)													
United States Total	159	118,018	140	117,228	7,440	123	113,987	7,025	6,420	139	115,264	9,454	7,791
New England	8	5,462	8	5,462	191	(x)	5,203	181	132	(x)	5,203	268	225
Middle Atlantic	36	32,882	32	32,641	2,660	29	32,378	2,636	2,262	37	32,816	2,961	2,579
East North Central	32	38,463	27	38,221	1,852	(x)	37,120	1,727	1,920	28	37,184	1,437	1,262
West North Central	19	10,358	14	10,152	550	(x)	9,831	518	488	16	9,899	1,156	981
South Atlantic	16	9,670	14	9,601	442	13	9,583	437	335	(x)	9,650	775	557
East South Central	8	5,609	8	5,609	423	6	5,292	406	379	6	5,292	530	495
West South Central	14	5,836	13	5,836	277	(x)	5,429	249	199	14	5,849	607	481
Mountain	6	2,434	6	2,434	313	5	2,251	290	246	6	2,434	334	275
Pacific	20	7,291	18	7,270	732	13	6,900	581	459	15	6,937	1,386	936
Total, 14 Cities	58	52,246	47	51,794	3,498	42	51,458	3,347	2,986	49	50,891	4,892	3,942
Chicago	7	7,510	7	7,510	435	7	7,510	435	472	7	7,510	635	532
Los Angeles	7	2,734	6	2,731	196	4	2,601	173	116	5	2,604	577	394
New York City	14	17,710	11	17,508	1,378	10	17,494	1,377	1,310	13	17,701	1,692	1,475
St. Louis	8	4,225	5	4,117	204	5	4,117	204	194	7	4,223	472	379
Other cities	22	20,067	18	19,928	1,285	16	19,736	1,158	874	17	18,853	1,516	1,164
ALL OTHER													
United States Total	628	106,242	516	99,066	14,886	431	92,022	13,578	12,141	482	95,173	11,808	10,745
New England	65	10,747	61	10,543	1,730	53	9,350	1,479	1,297	56	9,455	1,396	1,360
Middle Atlantic	170	29,406	144	27,654	4,804	119	26,176	4,516	4,126	129	27,605	3,519	3,228
East North Central	155	24,187	124	22,510	2,831	100	20,534	2,489	2,312	110	21,040	2,275	2,022
West North Central	58	10,955	50	10,281	1,547	46	10,032	1,532	1,411	50	10,188	1,103	892
South Atlantic	50	10,783	37	10,172	1,379	32	10,042	1,339	1,117	38	10,442	1,189	1,052
East South Central	20	3,348	18	3,047	448	14	2,597	343	299	17	2,963	344	310
West South Central	34	5,891	27	4,990	719	18	3,682	511	535	22	4,588	632	640
Mountain	17	3,689	16	3,643	449	14	3,573	439	385	15	3,598	413	425
Pacific	59	7,236	39	6,256	979	35	6,036	936	759	45	5,894	937	816
Total, 14 Cities	275	47,259	214	43,175	6,431	173	39,169	5,703	5,063	203	41,279	4,857	4,366
Baltimore	8	1,757	7	1,753	280	7	1,753	280	226	7	1,753	230	194
Boston	16	4,187	14	4,107	752	(x)	3,144	555	455	(x)	3,224	609	555
Buffalo	7	1,466	7	1,466	220	6	1,458	215	178	6	1,458	202	182
Chicago	34	6,139	21	5,185	432	18	5,115	426	418	25	5,291	571	498
Cleveland	20	2,542	18	2,500	365	11	2,026	231	220	10	2,869	182	155
Detroit	17	4,928	15	4,884	519	11	3,820	415	273	15	4,623	321	313
Los Angeles	18	1,265	11	1,175	189	11	1,175	189	164	14	1,022	178	149
Milwaukee	17	2,192	14	2,140	297	11	2,073	268	250	8	1,749	155	133
New York City	85	8,743	65	7,113	1,384	51	6,336	1,206	1,111	61	7,313	911	829
Philadelphia	15	4,502	14	4,481	691	(x)	4,317	866	810	14	4,358	676	650

* Including establishments not reporting receivables or stocks.
x Withheld to avoid disclosure.

SERVICE AND LIMITED-FUNCTION WHOLESALERS

TABLE 6B. ACCOUNTS AND NOTES RECEIVABLE AND STOCKS ON HAND, BEGINNING AND END OF YEAR BY KINDS OF BUSINESS—Continued

KIND OF BUSINESS AND AREA	ALL ESTABLISHMENTS		ESTABLISHMENTS REPORTING RECEIVABLES AS OF DECEMBER 31, 1939			ESTABLISHMENTS REPORTING BEGINNING AND END OF YEAR RECEIVABLES				ESTABLISHMENTS REPORTING BEGINNING AND END OF YEAR STOCKS			
	Number	Sales	Number	Sales	Accounts and notes receivable Dec. 31, 1939	Number	Sales	Accounts and notes receivable Dec. 31, 1939	Accounts and notes receivable Dec. 31, 1938	Number	Sales	Stocks Dec. 31, 1939	Stocks Dec. 31, 1938
	ELECTRICAL GOODS—Con.												
ALL OTHER—Con.													
Pittsburgh	10	$4,105	7	$4,005	$456	6	$3,934	$448	$484	5	$4,020	$456	$354
St. Louis	11	3,098	9	2,843	386	8	2,697	385	307	(x)	2,848	331	163
San Francisco	10	1,393	7	732	158	5	569	120	163	8	999	116	104
Washington, D. C.	7	948	5	331	142	3	752	37	62	3	752	119	89
	FARM PRODUCTS—RAW MATERIALS												
COTTON													
United States Total	229	408,574	41	55,928	2,838	(x)	54,188	2,834	2,041	164	345,017	67,077	88,478
South Atlantic	51	49,345	11	8,137	164	11	8,137	164	178	38	40,991	4,744	7,873
East South Central	42	89,851	6	12,293	417	6	12,293	417	215	29	63,479	8,716	11,817
West South Central	93	227,397	7	27,954	1,420	(x)	26,254	1,419	1,085	68	204,080	46,979	58,668
Other divisions	43	41,981	17	7,544	837	16	7,504	834	573	29	36,467	6,638	10,118
GRAINS													
United States Total	397	522,447	205	237,926	8,368	165	230,756	8,011	7,069	298	442,086	90,432	79,016
Middle Atlantic	48	73,173	34	51,732	1,259	29	48,825	1,217	773	39	71,865	15,381	8,877
East North Central	70	91,734	35	11,858	401	35	11,858	401	468	57	59,171	8,598	9,110
West North Central	126	261,237	40	132,943	3,872	34	130,516	3,601	2,527	90	230,833	60,787	55,006
West South Central	52	40,416	31	12,343	643	(x)	11,993	626	820	41	30,364	1,510	2,246
Pacific	44	45,911	29	23,991	1,982	(x)	22,702	1,699	2,320	34	42,516	1,227	2,855
Other divisions	57	9,976	38	5,059	471	33	4,862	467	447	37	7,317	929	922
Total, 14 Cities	65	158,250	33	62,021	1,574	29	59,191	1,550	1,830	52	125,586	22,097	18,216
HIDES, SKINS, AND RAW FURS													
United States Total	686	193,688	371	121,332	15,375	304	108,748	13,771	11,239	508	174,331	22,182	23,961
Middle Atlantic	366	102,909	280	91,192	13,395	224	82,156	11,910	10,115	282	90,788	12,621	13,446
West North Central	67	12,625	25	6,318	248	(x)	6,262	247	247	57	12,243	2,561	2,664
Pacific	37	13,140	15	8,689	350	(x)	6,612	328	303	31	12,938	876	1,065
Other divisions	216	65,014	51	15,133	1,382	43	13,718	1,286	874	158	58,362	6,684	6,686
Total, 14 Cities	394	147,241	306	107,450	14,443	247	96,281	12,935	11,087	292	133,480	18,207	19,410
HORSES AND MULES													
United States Total	28	7,078	13	4,121	177	12	4,061	175	134	20	6,619	210	281
LIVESTOCK													
United States Total	107	8,490	42	3,408	468	39	3,196	451	427	56	6,258	282	226
SILK (Raw)													
United States Total	15	81,006	11	78,271	6,085	(x)	78,171	6,093	5,787	11	80,717	10,742	2,968
TOBACCO (Leaf)													
United States Total	191	86,489	108	21,532	3,619	95	20,028	3,409	3,656	184	62,287	21,444	23,693
WOOL AND MOHAIR													
United States Total	166	194,642	108	147,738	7,000	97	125,529	6,280	6,443	134	169,701	26,753	23,682
New England	85	144,615	69	114,801	4,935	61	96,814	4,837	4,082	73	137,344	[illegible]	19,284
Middle Atlantic	27	24,453	21	17,549	1,158	18	17,327	1,146	1,227	18	24,836	1,197	1,245
Other divisions	54	25,174	18	15,388	907	18	15,388	907	1,134	43	24,004	2,484	2,750
Total, 14 Cities	117	188,243	82	129,713	6,539	82	107,518	5,941	5,748	95	144,518	23,831	20,680
ALL OTHER													
United States Total	267	126,692	158	91,880	8,070	137	85,425	6,583	5,941	215	114,157	18,764	16,535
New England	7	2,154	7	2,154	178	6	2,094	137	177	(x)	1,810	457	497
Middle Atlantic	90	78,434	66	63,707	6,485	55	57,958	5,118	4,919	71	65,821	10,006	9,851
East North Central	38	8,321	23	7,132	301	19	[illegible]	249	[illegible]	28	7,877	405	292
West North Central	27	5,975	10	3,844	180	10	3,844	180	[illegible]	24	5,903	569	775
South Atlantic	37	13,833	14	3,713	297	13	3,572	[illegible]	157	32	12,494	2,985	2,595
Mountain	13	4,164	9	2,579	94	9	2,579	94	89	(x)	4,066	428	484
Pacific	33	11,287	18	6,214	499	15	6,029	443	[illegible]	29	11,064	1,203	[illegible]
Other divisions	20	3,704	11	2,557	182	10	2,387	112	110	15	[illegible]	[illegible]	757
Total, 14 Cities	114	91,268	83	68,000	6,669	69	[illegible]	5,269	4,601	[illegible]	78,785	[illegible]	12,008
	FARM PRODUCTS—CONSUMER GOODS												
DAIRY PRODUCTS													
United States Total	2,164	485,192	1,468	389,958	26,099	1,340	381,100	[illegible]	24,713	[illegible]	386,978	9,672	[illegible]
New England	109	26,719	76	22,407	[illegible]	74	22,165	1,812	1,748	57	[illegible]	[illegible]	[illegible]
Middle Atlantic	530	209,011	404	182,587	11,742	321	182,[illegible]	11,605	11,606	291	177,421	3,737	3,725
East North Central	672	123,931	434	98,125	6,453	395	98,341	6,158	5,798	[illegible]	94,660	[illegible]	2,922

* Including establishments not reporting receivables or stocks.
x Withheld to avoid disclosure.

SERVICE AND LIMITED-FUNCTION WHOLESALERS

TABLE 6B.—ACCOUNTS AND NOTES RECEIVABLE AND STOCKS ON HAND, BEGINNING AND END OF YEAR BY KINDS OF BUSINESS—Continued

KIND OF BUSINESS AND AREA	ALL ESTABLISHMENTS[1]		ESTABLISHMENTS REPORTING RECEIVABLES AS OF DECEMBER 31, 1939			ESTABLISHMENTS REPORTING BEGINNING AND END OF YEAR RECEIVABLES				ESTABLISHMENTS REPORTING BEGINNING AND END OF YEAR STOCKS			
	Number	Sales (add 000)	Number	Sales (add 000)	Customer accounts and notes receivable Dec. 31, 1939 (add 000)	Number	Sales (add 000)	Customer accounts and notes receivable Dec. 31, 1939 (add 000)	Dec. 31, 1938 (add 000)	Number	Sales (add 000)	Stocks on hand, at cost Dec. 31, 1939 (add 000)	Dec. 31, 1938 (add 000)
	FARM PRODUCTS—CONSUMER GOODS—Con.												
DAIRY PRODUCTS—Con.													
West North Central	242	$28,708	138	$14,956	$834	125	$14,440	$786	$820	84	$14,135	$433	$359
South Atlantic	101	14,131	71	11,429	877	61	10,903	835	805	50	12,037	853	539
East South Central	66	7,872	37	5,571	784	36	5,542	778	743	26	5,840	209	192
West South Central	148	17,815	95	14,453	828	83	14,094	811	741	67	14,364	297	234
Mountain	78	6,146	51	4,809	381	47	4,560	357	341	28	4,227	170	167
Pacific	218	50,965	160	34,621	2,373	138	33,025	2,256	2,111	105	41,512	650	671
Total, 14 Cities	501	247,336	382	221,549	13,788	359	218,221	13,498	12,912	295	219,214	4,827	4,602
Boston	9	8,727	6	7,483	612	6	7,483	612	538	(x)	8,236	135	137
Buffalo	8	1,358	6	1,243	108	6	1,243	108	92	(x)	1,162	18	9
Chicago	81	36,227	63	34,436	2,461	58	33,686	2,403	2,199	40	31,509	932	808
Cleveland	36	6,402	26	6,134	658	(x)	5,016	550	488	11	2,204	28	29
Detroit	36	14,280	23	12,057	607	21	11,893	587	589	21	13,375	390	378
Los Angeles	16	4,890	10	2,546	144	10	2,546	144	162	7	3,269	33	39
Milwaukee	7	1,932	5	1,808	66	5	1,808	66	60	4	1,723	116	140
New York City	237	143,962	189	129,318	7,526	177	128,166	7,442	7,260	154	130,071	2,619	2,602
Philadelphia	18	6,518	16	6,482	517	16	6,482	517	504	13	6,176	283	237
Pittsburgh	8	7,256	7	7,229	494	7	7,229	494	454	5	7,168	84	90
St. Louis	20	4,461	14	3,402	124	13	3,368	119	96	11	3,997	107	63
San Francisco	15	8,385	11	7,131	344	(x)	7,021	329	332	9	7,544	45	[illegible]
Other cities	10	2,938	6	2,080	127	6	2,080	127	138	7	2,780	37	20
DAIRY AND POULTRY PRODUCTS													
United States Total	760	241,480	540	195,145	11,554	487	190,441	11,310	11,457	497	223,198	9,470	7,467
New England	34	11,545	19	8,025	509	19	8,025	509	475	27	11,011	469	505
Middle Atlantic	333	112,024	289	104,143	6,991	263	101,905	6,820	6,877	238	105,767	2,919	3,032
East North Central	200	67,867	110	44,213	1,636	98	43,166	1,609	1,807	111	62,513	3,296	2,156
West North Central	54	9,892	30	7,461	295	26	7,196	285	327	31	8,799	229	203
South Atlantic	40	11,390	31	9,590	620	25	8,665	596	582	25	10,575	421	405
West South Central	20	3,511	7	2,401	126	5	2,328	124	122	9	2,833	36	43
Pacific	57	23,144	43	18,292	1,305	41	18,200	1,300	1,197	44	19,993	2,050	1,078
Other divisions	22	2,107	12	1,020	72	10	956	67	70	12	1,707	50	47
Total, 14 Cities	396	172,288	316	139,909	7,813	286	136,893	7,657	7,781	272	163,292	6,803	4,926
Baltimore	13	4,754	12	4,718	250	(x)	4,428	240	239	9	4,345	215	194
Buffalo	10	6,144	7	4,744	266	6	4,711	263	289	9	6,111	412	400
Chicago	57	49,136	39	29,816	963	35	29,636	954	1,171	39	47,856	2,759	1,569
Cleveland	7	1,714	4	1,366	77	4	1,366	77	67	4	1,491	59	42
Detroit	27	3,710	17	3,358	80	(x)	2,815	73	75	17	2,928	61	63
Milwaukee	9	1,425	8	1,391	63	5	1,289	60	59	5	1,269	33	36
New York City	178	71,742	161	68,260	4,457	147	67,211	4,371	4,297	116	67,140	1,150	1,406
Philadelphia	40	9,390	33	8,749	528	30	8,551	510	572	29	8,787	214	229
Pittsburgh	12	3,017	10	2,885	238	9	2,850	229	199	10	2,944	139	90
San Francisco	10	7,653	6	5,983	406	6	5,983	406	356	[illegible]	7,592	1,263	553
Washington, D. C.	12	4,940	8	3,242	236	(x)	2,676	225	214	10	4,885	152	160
Other cities	21	8,663	11	5,397	249	11	5,397	249	243	16	7,944	166	184
POULTRY AND POULTRY PRODUCTS													
United States Total	1,635	241,236	756	155,972	7,169	657	146,058	6,656	6,668	537	143,976	5,494	5,735
New England	66	11,814	24	5,747	280	22	5,644	275	231	19	7,295	248	282
Middle Atlantic	392	90,293	258	70,381	3,558	224	65,915	3,361	3,552	117	45,987	2,293	2,595
East North Central	455	61,828	176	36,845	1,429	153	35,079	1,267	1,229	146	41,400	1,327	1,254
West North Central	184	19,414	73	10,349	313	64	10,029	295	314	68	13,725	567	645
South Atlantic	137	14,459	55	7,785	286	46	6,800	268	248	39	8,460	278	218
Pacific	168	21,266	95	15,119	908	83	13,846	841	771	66	16,049	480	431
Other divisions	233	22,162	75	9,746	395	65	8,745	349	323	82	13,059	301	310
Total, 14 Cities	625	147,499	423	109,215	5,381	375	103,896	5,078	5,147	236	88,294	3,950	4,224
Baltimore	25	3,172	19	2,850	109	17	2,656	107	100	(1)	(1)	(1)	(1)
Chicago	94	25,488	55	15,325	586	48	14,496	499	467	42	20,147	816	785
Cleveland	24	3,092	14	2,248	92	12	2,176	78	89	(1)	(1)	(1)	(1)
Detroit	39	8,234	29	7,698	319	27	7,596	315	303	15	5,174	73	84
Los Angeles	41	6,728	25	4,133	237	23	3,804	216	194	20	5,188	169	173
Milwaukee	19	2,817	12	2,484	131	11	2,408	129	120	12	2,587	69	67
New York City	238	73,258	186	59,627	3,076	163	56,587	2,931	3,139	78	37,831	2,117	2,373
Philadelphia	25	3,436	19	2,929	127	16	2,539	116	125	(1)	(1)	(1)	(1)
Pittsburgh	17	1,928	12	1,450	87	11	1,439	86	92	7	1,236	47	85
St. Louis	50	4,622	30	3,329	124	27	3,191	112	112	(1)	(1)	(1)	(1)
San Francisco	13	3,132	9	2,870	225	7	2,732	221	185	5	2,703	139	100
Other cities	40	11,592	13	4,272	268	13	4,272	268	221	20	9,207	381	399
FRUITS AND VEGETABLES (Fresh)													
United States Total	5,449	990,528	3,198	745,371	35,375	2,793	708,200	33,122	32,506	2,550	801,235	18,406	18,222
New England	443	79,154	247	46,409	2,776	214	43,247	2,575	2,550	249	66,306	1,466	1,325
Middle Atlantic	1,334	279,879	899	213,282	9,727	795	203,027	9,328	9,092	660	223,518	3,865	3,788
East North Central	1,045	222,186	612	164,508	6,812	536	156,345	5,979	5,872	542	185,435	3,290	4,001
West North Central	520	110,134	350	100,029	4,378	309	96,716	4,212	4,250	286	97,379	2,947	2,675
South Atlantic	596	80,476	301	54,874	2,922	253	49,422	2,640	2,569	225	60,122	1,497	1,424
East South Central	223	30,517	111	22,507	1,447	91	20,379	1,332	1,337	[illegible]	23,684	575	589
West South Central	314	54,916	170	44,294	2,115	155	43,119	2,086	2,091	159	47,451	1,459	1,456
Mountain	216	28,239	110	19,045	946	92	18,342	912	872	102	22,516	970	[illegible]
Pacific	758	105,027	398	80,423	4,252	348	77,603	4,058	3,875	237	74,844	2,337	2,161

[1] Including establishments not reporting receivables or stocks.

x Withheld to avoid disclosure.

1 Insufficient sample.

SERVICE AND LIMITED-FUNCTION WHOLESALERS

TABLE 6B.—ACCOUNTS AND NOTES RECEIVABLE AND STOCKS ON HAND, BEGINNING AND END OF YEAR BY KINDS OF BUSINESS—Continued

KIND OF BUSINESS AND AREA	ALL ESTABLISHMENTS*		ESTABLISHMENTS REPORTING RECEIVABLES AS OF DECEMBER 31, 1939			ESTABLISHMENTS REPORTING BEGINNING AND END OF YEAR RECEIVABLES				ESTABLISHMENTS REPORTING BEGINNING AND END OF YEAR STOCKS			
	Number	Sales (add 000)	Number	Sales (add 000)	Outstanding accounts and notes receivable Dec. 31, 1939 (add 000)	Number	Sales (add 000)	Outstanding accounts and notes receivable Dec. 31, 1939 (add 000)	Outstanding accounts and notes receivable Dec. 31, 1938 (add 000)	Number	Sales (add 000)	Stocks on hand Dec. 31, 1939 (add 000)	Stocks on hand Dec. 31, 1938 (add 000)
	FARM PRODUCTS—CONSUMER GOODS—Con.												
FRUITS AND VEGETABLES (Fresh)—Con.													
Total, 14 Cities	1,811	$422,126	1,065	$316,928	$12,163	940	$301,533	$11,183	$10,849	796	$325,734	$4,481	[illegible]
Baltimore	91	16,468	63	12,683	351	59	11,834	332	329	26	7,989	179	147
Boston	110	26,905	20	8,651	275	(x)	5,925	233	232	56	20,905	211	192
Buffalo	18	5,449	11	4,098	115	11	4,098	115	102	11	3,913	69	66
Chicago	224	80,238	160	67,990	2,390	139	64,873	1,867	1,812	127	68,873	852	1,131
Cleveland	47	14,738	13	2,974	90	(x)	2,879	85	74	29	12,155	125	122
Detroit	79	20,400	48	14,910	394	44	14,192	368	331	52	17,676	179	217
Los Angeles	313	33,935	131	24,148	1,011	116	23,479	993	985	53	18,186	474	454
Milwaukee	36	8,756	26	7,256	363	26	7,256	363	338	22	7,205	89	126
New York City	432	112,408	323	97,974	4,300	284	94,255	4,168	4,065	226	91,522	1,262	1,283
Philadelphia	167	28,206	103	20,681	696	88	19,276	643	586	64	17,932	197	192
Pittsburgh	75	28,299	52	22,897	691	43	21,619	659	651	34	21,798	432	434
St. Louis	97	22,994	72	20,636	683	64	19,080	631	715	52	19,265	289	357
San Francisco	99	18,280	25	8,663	576	22	8,519	573	550	31	14,999	243	238
Washington, D. C.	23	5,890	18	5,367	228	15	4,188	153	149	14	4,836	73	61
FRESH FRUITS ONLY													
United States Total	905	146,965	468	122,701	4,767	416	117,972	4,503	4,335	281	57,424	1,095	1,097
New England	55	15,107	29	12,705	386	27	12,459	380	388	18	7,521	82	78
Middle Atlantic	360	54,140	206	47,601	2,230	185	46,125	2,056	1,927	131	28,101	470	469
East North Central	118	28,674	74	24,466	668	68	22,904	637	648	49	10,242	145	151
West North Central	36	10,513	20	8,618	342	20	8,618	342	304	12	2,452	96	93
South Atlantic	78	8,991	29	6,403	269	24	5,958	263	277	14	1,335	79	91
West South Central	41	7,732	21	6,611	342	17	6,256	319	313	13	1,355	41	50
Pacific	178	16,660	72	13,027	413	61	12,422	392	368	35	4,957	156	170
Other divisions	39	5,148	17	3,270	117	14	3,230	114	110	9	2,461	26	25
Total, 14 Cities	525	93,130	283	79,656	3,103	252	76,330	2,893	2,728	179	40,269	533	546
Baltimore	18	2,985	11	2,059	65	10	2,022	64	64	6	428	29	38
Boston	17	9,836	5	8,072	301	5	8,072	301	308	7	4,786	49	49
Chicago	50	11,276	37	10,025	281	32	8,507	251	237	24	4,678	61	57
Cleveland	9	3,542	7	3,105	78	7	3,105	78	68	5	1,184	11	11
Detroit	10	5,182	5	3,933	91	5	3,933	91	90	5	2,082	18	21
Los Angeles	113	7,577	39	5,781	154	32	5,375	141	138	17	2,631	48	46
Milwaukee	8	2,424	7	2,213	83	7	2,213	83	83	4	1,024	9	8
New York City	192	27,432	116	25,177	1,387	99	23,853	1,222	1,082	73	14,696	209	207
Philadelphia	44	7,348	20	5,809	183	20	5,809	183	192	16	3,217	36	29
Pittsburgh	26	7,467	16	6,562	254	16	6,562	254	276	11	3,658	34	31
St. Louis	12	2,802	6	2,185	84	6	2,185	84	68	5	1,072	23	38
Other cities	26	5,259	14	4,735	142	13	4,694	141	121	6	821	10	10
ALL OTHER													
United States Total	32	5,359	20	5,172	354	18	5,032	352	231	15	5,042	281	246
	FARM SUPPLIES												
FEED													
United States Total	782	130,199	571	104,407	10,812	506	98,874	10,346	9,478	620	106,904	7,985	[illegible],940
New England	26	8,774	23	8,633	1,851	23	8,633	1,851	1,827	21	7,858	455	372
Middle Atlantic	96	19,847	76	17,539	1,749	73	17,437	1,724	1,554	82	16,711	1,985	943
East North Central	159	25,368	111	17,652	1,427	99	16,467	1,312	1,202	124	16,675	1,655	1,539
West North Central	126	19,325	84	15,785	1,038	77	15,228	984	868	99	16,130	1,203	951
South Atlantic	135	16,100	97	13,707	1,620	85	12,553	1,488	1,350	107	14,074	1,006	[illegible]
West South Central	101	11,881	69	9,225	670	60	8,803	638	577	77	11,052	[illegible]	19
Pacific	67	18,243	55	15,459	1,964	43	14,252	1,890	1,888	51	14,481	[illegible]	1,124
Other divisions	72	10,661	56	6,407	493	46	5,501	459	412	59	9,923	[illegible]	491
Total, 14 Cities	71	23,798	52	20,833	2,477	49	20,779	2,473	2,478	52	19,012	[illegible]	1,151
FERTILIZER													
United States Total	[illegible]	37,827	49	17,112	1,186	43	16,918	1,153	1,330	59	34,589	7,865	7,598
Total, 14 Cities	23	9,004	14	8,033	498	14	8,033	498	595	16	8,143	462	1,014
SEEDS													
United States Total	415	101,419	301	88,558	7,837	277	86,685	7,252	7,251	354	98,545	[illegible]	[illegible]
Middle Atlantic	61	12,174	45	11,226	1,168	40	10,569	1,136	1,223	33	11,741	3,450	3,076
East North Central	89	24,593	59	19,433	1,298	51	19,023	1,195	1,090	74	27,765	6,134	8,256
West North Central	89	30,320	64	28,673	1,434	63	28,653	1,433	1,266	78	26,843	7,068	4,864
South Atlantic	37	7,456	30	6,789	970	27	6,573	943	859	34	7,240	1,318	1,228
East South Central	32	6,195	23	4,707	262	21	4,570	254	252	24	5,841	1,477	1,184
Mountain	25	5,164	20	4,385	266	18	4,186	259	264	21	4,896	744	677
Pacific	53	9,313	37	8,081	884	37	8,081	884	818	40	9,217	2,030	2,041
Other divisions	29	6,204	23	5,264	1,555	20	5,070	1,534	1,534	27	[illegible]	[illegible]	775
Total, 14 Cities	86	24,862	71	24,124	2,568	64	23,510	2,451	2,484	77	24,518	6,868	5,341
Buffalo	7	4,626	6	4,605	127	6	4,605	127	159	7	4,228	1,529	1,250
Chicago	11	4,084	10	4,047	467	9	3,894	381	343	11	4,084	1,070	1,005
Los Angeles	9	1,255	7	1,208	202	7	1,208	202	226	8	1,249	420	452
Milwaukee	6	3,016	6	3,016	132	6	3,016	132	128	6	3,016	619	621
New York City	19	2,716	15	2,524	536	14	2,450	535	582	16	2,521	458	400
Philadelphia	4	1,250	[illegible]	1,250	165	4	1,250	165	176	4	1,250	332	357
St. Louis	7	3,986	6	3,982	238	6	3,982	238	258	6	3,982	1,354	1,324
Other cities	23	3,929	17	3,492	701	12	3,105	671	632	19	3,686	1,026	942

* Including establishments not reporting receivables or stocks.
x Withheld to avoid disclosure.

SERVICE AND LIMITED-FUNCTION WHOLESALERS

TABLE 6B.—ACCOUNTS AND NOTES RECEIVABLE AND STOCKS ON HAND, BEGINNING AND END OF YEAR BY KINDS OF BUSINESS—Continued

KIND OF BUSINESS AND AREA	ALL ESTABLISHMENTS*		ESTABLISHMENTS REPORTING RECEIVABLES AS OF DECEMBER 31, 1939			ESTABLISHMENTS REPORTING BEGINNING AND END OF YEAR RECEIVABLES				ESTABLISHMENTS REPORTING BEGINNING AND END OF YEAR STOCKS			
								Customer accounts and notes receivable				Stocks on hand, at cost	
	Number	Sales (add 000)	Number	Sales (add 000)	Customer accounts and notes receivable Dec. 31, 1939 (add 000)	Number	Sales (add 000)	Dec. 31, 1939 (add 000)	Dec. 31, 1938 (add 000)	Number	Sales (add 000)	Dec. 31, 1939 (add 000)	Dec. 31, 1938 (add 000)
	FARM SUPPLIES—Con.												
ALL OTHER													
United States Total	181	$64,399	127	$45,856	$4,492	116	$45,244	$4,460	$3,591	138	$61,322	$4,808	$3,912
Middle Atlantic	31	5,658	23	5,344	238	19	5,055	230	197	23	5,228	442	335
East North Central	36	16,951	24	16,264	732	23	16,207	728	631	28	16,795	940	756
West North Central	21	2,286	13	1,840	166	13	1,840	166	151	16	2,185	233	213
South Atlantic	28	20,895	22	6,149	661	20	6,095	650	546	24	20,099	2,111	1,593
Pacific	39	15,578	25	13,570	2,393	22	13,378	2,385	1,779	25	14,297	758	712
Other divisions	26	3,031	20	2,689	302	19	2,669	301	287	22	2,718	324	303
Total, 14 Cities	18	14,120	15	13,997	2,229	15	13,927	2,229	1,560	13	13,273	778	541
	FURNITURE AND HOUSE FURNISHINGS												
CHINA, GLASSWARE, AND CROCKERY													
United States Total	339	36,777	252	32,636	5,176	214	30,080	4,773	4,397	267	32,748	6,649	6,339
Middle Atlantic	190	23,116	156	21,464	3,533	135	19,506	3,224	2,911	157	20,365	4,290	3,955
East North Central	64	5,214	40	4,184	464	34	4,091	452	462	47	4,598	636	665
Pacific	29	2,181	23	2,083	436	17	1,744	369	286	20	1,986	402	345
Other divisions	56	6,266	33	4,905	743	28	4,739	728	738	43	5,799	1,321	1,374
Total, 14 Cities	256	28,979	200	26,264	4,107	171	23,943	3,727	3,408	202	25,454	5,089	4,742
Boston	7	940	5	832	76	5	832	76	98	7	940	178	204
Chicago	27	2,162	16	1,698	224	15	1,688	222	244	20	1,943	209	264
Los Angeles	11	1,190	9	1,149	218	7	916	178	125	9	1,144	270	227
New York City	156	19,912	136	18,745	3,117	117	16,809	2,810	2,504	131	17,453	3,770	3,456
Philadelphia	15	1,938	9	1,672	303	8	1,661	302	289	10	1,714	333	333
San Francisco	11	287	8	244	53	4	138	26	24	4	138	16	13
Other cities	29	2,550	17	1,924	116	15	1,899	113	122	21	2,122	313	245
FLOOR COVERINGS													
United States Total	487	149,584	414	140,846	25,269	366	135,067	24,370	21,390	400	139,254	31,151	26,088
New England	34	8,420	24	6,438	2,054	23	6,259	2,022	1,555	28	7,720	1,591	1,294
Middle Atlantic	270	65,961	236	63,305	11,714	210	60,037	11,265	10,217	227	60,412	13,698	12,116
East North Central	70	28,005	54	25,305	3,344	51	25,155	3,318	2,640	58	28,600	5,650	4,500
West North Central	64	11,609	20	11,361	2,003	16	10,523	1,870	1,734	16	10,331	2,129	1,774
South Atlantic	48	8,014	24	6,612	1,419	19	6,198	1,298	1,165	22	6,487	1,272	1,207
West South Central	9	3,378	8	3,326	518	7	3,107	486	437	7	3,107	606	518
Pacific	43	21,803	36	20,705	3,795	30	20,195	3,717	2,956	33	21,248	5,621	4,240
Other divisions	12	3,794	12	3,794	422	10	3,593	394	356	9	3,349	594	419
Total, 14 Cities	356	108,933	300	103,148	18,453	269	99,338	17,927	15,729	277	101,704	23,732	20,213
Baltimore	7	2,086	5	2,084	416	5	2,084	416	338	6	2,086	540	545
Boston	20	5,799	16	4,738	1,676	16	4,738	1,676	1,563	19	5,797	1,174	987
Chicago	34	13,826	27	12,263	1,435	25	12,142	1,416	1,159	7	12,198	2,884	2,423
Cleveland	9	3,507	7	3,382	490	7	3,382	490	388	7	3,312	560	435
Detroit	9	3,073	6	2,965	344	6	2,965	344	272	7	3,020	659	453
Los Angeles	20	10,533	17	10,221	1,912	14	9,803	1,845	1,439	15	10,242	2,510	1,964
New York City	201	46,470	169	43,831	8,067	150	41,011	7,691	7,139	171	42,768	10,236	9,289
Philadelphia	25	8,024	24	8,019	1,493	23	8,012	1,492	1,240	20	6,920	1,497	1,375
Pittsburgh	8	3,495	8	3,495	491	6	3,360	467	337	7	3,405	656	526
San Francisco	11	6,451	9	6,171	1,207	7	6,092	1,202	1,059	8	6,222	1,934	1,321
Other cities	13	6,169	12	5,979	922	10	5,749	898	745	10	5,734	1,082	885
FURNITURE (General line)													
United States Total	49	10,476	35	10,065	2,513	29	9,632	2,450	2,022	38	9,833	1,462	1,437
Total, 14 Cities	27	3,681	17	3,461	621	14	3,417	615	498	19	3,227	449	402
FURNITURE (Household)													
United States Total	333	47,660	266	45,746	7,143	224	42,926	6,772	5,933	264	42,322	7,161	6,461
New England	21	2,109	19	2,094	314	15	1,995	307	262	16	2,040	482	387
Middle Atlantic	151	19,481	120	18,326	2,514	101	17,142	2,352	2,009	121	17,219	2,591	2,533
East North Central	69	9,850	48	9,302	1,324	41	8,685	1,293	1,151	56	7,885	1,055	881
West North Central	26	6,062	22	6,036	1,174	21	6,030	1,173	1,082	20	5,931	1,319	1,202
South Atlantic	16	3,298	14	3,251	806	10	2,647	690	560	14	2,954	627	501
West South Central	11	2,918	10	2,902	435	9	2,533	429	376	8	2,533	457	392
Pacific	34	2,911	28	2,804	330	23	2,625	294	290	25	2,533	502	437
Other divisions	5	1,331	5	1,331	246	4	1,229	234	223	4	1,229	128	128
Total, 14 Cities	250	32,130	196	30,519	4,170	166	28,591	3,947	3,482	176	27,519	4,274	4,023
Boston	14	1,638	13	1,629	273	11	1,613	270	223	11	1,595	350	328
Chicago	38	6,445	26	6,155	909	20	5,974	906	817	7	4,626	571	481
Los Angeles	18	1,985	17	1,980	223	14	1,831	194	178	14	1,666	310	253
New York City	121	17,474	96	16,141	2,187	81	15,166	2,049	1,762	96	15,018	2,179	2,137
Philadelphia	22	1,774	17	1,587	182	14	1,408	162	138	18	1,578	264	255
Other cities	39	3,214	31	3,027	396	26	2,599	366	364	30	3,036	601	569
FURNITURE (Office)													
United States Total	51	3,052	41	2,956	407	26	2,669	324	350	25	2,605	242	255
Total, 14 Cities	33	2,346	25	2,283	282	17	2,189	264	295	14	2,088	164	186

* Including establishments not reporting receivables or stocks.

SERVICE AND LIMITED-FUNCTION WHOLESALERS

TABLE 6B.—ACCOUNTS AND NOTES RECEIVABLE AND STOCKS ON HAND, BEGINNING AND END OF YEAR BY KINDS OF BUSINESS—Continued

KIND OF BUSINESS AND AREA	ALL ESTABLISHMENTS		ESTABLISHMENTS REPORTING RECEIVABLES AS OF DECEMBER 31, 1939			ESTABLISHMENTS REPORTING BEGINNING AND END OF YEAR RECEIVABLES				ESTABLISHMENTS REPORTING BEGINNING AND END OF YEAR STOCKS			
	Number	Sales (add 000)	Number	Sales (add 000)	Outstanding accounts and notes receivable Dec. 31, 1939 (add 000)	Number	Sales (add 000)	Outstanding accounts and notes receivable Dec. 31, 1939 (add 000)	Outstanding accounts and notes receivable Dec. 31, 1938 (add 000)	Number	Sales (add 000)	Stocks on hand Dec. 31, 1939 (add 000)	Stocks on hand Dec. 31, 1938 (add 000)
FURNITURE AND HOUSE FURNISHINGS—Con.													
HOUSE FURNISHINGS (Except as specified)													
United States Total	827	$106,017	645	$82,413	$16,495	560	$92,636	$15,579	$14,025	628	$90,928	$16,640	$15,000
New England	38	6,795	30	6,696	1,149	29	6,670	1,145	1,049	31	6,434	1,408	1,218
Middle Atlantic	498	72,017	397	68,904	11,837	344	64,658	11,176	9,978	392	61,242	11,192	10,302
East North Central	123	12,523	88	9,308	1,302	77	9,011	1,273	1,110	83	10,547	1,461	1,237
South Atlantic	25	2,223	21	2,116	368	18	1,961	347	312	16	1,968	336	250
Pacific	84	7,249	67	6,675	1,179	57	5,867	1,014	1,025	62	5,929	1,155	1,071
Other divisions	55	5,210	42	5,016	660	37	4,529	624	550	37	4,708	1,140	924
Total, 14 Cities	668	91,706	533	86,128	14,586	465	80,927	13,792	12,415	541	78,497	14,112	12,900
Baltimore	10	1,055	8	1,001	158	8	1,001	158	144	8	975	148	137
Boston	19	4,828	15	4,766	746	14	4,740	742	704	14	4,482	1,028	907
Chicago	69	7,728	55	7,085	963	48	6,921	944	793	(x)	6,477	790	681
Los Angeles	37	3,120	31	2,984	472	26	2,403	369	353	25	2,430	418	384
New York City	398	61,161	333	58,998	10,287	288	55,763	9,762	8,827	315	51,999	9,355	8,750
Philadelphia	46	3,300	29	2,881	401	27	2,688	385	338	38	2,865	679	643
Pittsburgh	18	4,457	14	4,363	850	(x)	4,029	799	614	(x)	3,845	714	563
San Francisco	27	1,986	19	1,904	379	15	1,392	335	348	26	1,540	346	352
Other cities	44	4,071	29	2,476	330	(x)	1,990	301	280	37	3,884	632	486
MUSICAL INSTRUMENTS AND SHEET MUSIC													
United States Total	128	19,898	105	18,817	3,692	96	17,261	3,387	3,123	94	14,704	3,114	2,864
Middle Atlantic	55	9,689	45	8,855	1,713	41	8,580	1,656	1,433	44	8,165	1,428	1,287
East North Central	29	5,326	21	5,185	1,046	17	4,225	851	825	18	3,024	750	692
Other divisions	44	4,883	39	4,777	933	32	4,456	880	865	32	3,515	936	885
Total, 14 Cities	96	15,228	80	[illegible]	2,875	[illegible]	14,085	[illegible]	2,488	74	11,746	2,574	2,342
GROCERIES (GENERAL LINE)													
NOT SPONSORING COOPERATIVE OR VOLUNTARY GROUPS													
United States Total	2,788	1,310,164	2,553	1,236,294	99,105	2,406	1,187,098	95,071	92,876	2,613	1,256,007	171,271	153,937
New England	79	44,200	73	43,412	4,804	70	41,135	4,636	4,862	73	41,548	7,317	6,918
Middle Atlantic	275	139,384	264	134,735	12,006	252	132,303	11,809	11,989	264	136,736	20,990	18,176
East North Central	311	175,354	267	164,466	12,859	254	157,894	12,287	12,382	298	168,827	22,217	21,378
West North Central	286	159,268	266	153,025	9,179	255	149,168	8,944	8,893	271	154,920	22,322	19,936
South Atlantic	629	234,038	588	218,699	17,868	553	209,565	17,195	16,091	595	223,286	27,862	25,255
East South Central	398	172,177	366	160,831	11,891	336	150,710	10,887	10,207	363	160,332	19,793	17,295
West South Central	576	257,530	533	238,066	20,250	505	229,565	19,597	18,817	544	248,815	32,644	28,912
Mountain	134	61,728	122	59,847	4,828	110	55,306	4,345	4,751	116	57,084	9,001	8,047
Pacific	98	66,475	74	63,212	5,420	71	61,462	5,371	5,204	89	64,461	8,721	8,090
Total, 14 Cities	247	196,983	226	194,403	18,081	216	189,077	17,573	17,978	216	192,045	29,215	26,718
Baltimore	10	4,993	10	4,993	252	9	4,952	198	198	9	4,952	728	650
Boston	14	19,088	13	19,006	2,253	13	19,006	2,253	2,538	14	19,088	3,886	3,951
Buffalo	7	2,566	7	2,566	274	7	2,566	274	254	7	2,566	474	432
Chicago	26	32,407	24	32,104	3,504	21	28,257	3,105	3,223	(x)	28,560	4,807	4,701
Cleveland	20	8,294	13	7,887	762	13	7,887	762	798	20	8,294	583	530
Detroit	20	17,051	17	16,788	918	16	16,639	917	972	19	17,015	1,310	1,097
Los Angeles	15	13,842	11	12,722	1,132	11	12,722	1,132	1,056	14	13,811	1,862	1,678
Milwaukee	9	8,845	9	8,845	562	(x)	8,192	560	542	9	8,845	1,224	1,174
New York City	46	49,751	47	49,591	5,140	47	49,591	5,140	4,872	48	49,751	7,903	8,283
Philadelphia	23	10,856	22	10,815	837	20	10,629	813	949	22	10,767	1,580	1,382
Pittsburgh	20	7,257	20	7,257	714	(x)	7,008	694	734	(x)	7,008	1,017	974
St. Louis	16	6,935	15	6,805	673	14	6,604	665	709	13	6,292	1,116	1,173
San Francisco	12	10,971	11	10,897	713	11	10,897	713	788	12	10,971	1,903	1,961
Washington, D. C.	7	4,127	7	4,127	347	7	4,127	347	348	7	4,127	940	812
VOLUNTARY GROUP WHOLESALERS													
United States Total	638	658,253	622	648,097	50,764	601	632,307	49,354	48,746	616	641,670	98,893	86,085
New England	80	49,690	80	49,690	4,701	76	48,848	4,312	4,287	76	48,848	7,242	6,305
Middle Atlantic	128	163,969	127	163,766	13,274	120	159,926	12,950	12,834	122	160,829	24,446	19,998
East North Central	149	160,590	144	155,877	11,265	139	150,515	11,126	11,374	144	157,630	25,280	21,992
West North Central	89	100,250	48	97,477	8,043	(x)	97,023	7,983	7,741	(x)	98,708	16,914	14,883
South Atlantic	39	30,873	(x)	29,3[illegible]	1,874	35	28,811	1,537	1,581	36	29,329	3,068	2,708
East South Central	14	17,470	(x)	16,897	1,356	(x)	16,897	1,356	1,286	14	17,470	2,473	2,127
West South Central	50	33,404	(x)	33,017	2,098	(x)	33,017	2,098	1,766	(x)	33,159	5,245	4,443
Mountain	27	22,330	27	22,330	1,643	27	22,330	1,643	1,587	27	22,330	3,394	3,100
Pacific	62	79,677	62	79,677	6,490	56	77,940	6,349	5,290	(x)	78,368	10,831	10,531
Total, 14 Cities	71	165,277	(x)	162,908	13,304	66	160,817	13,212	12,391	69	163,535	23,422	21,032
Baltimore	5	6,108	5	6,108	343	5	6,108	343	323	5	6,108	636	786
Boston	6	2,806	6	2,806	189	6	2,806	189	192	6	2,806	415	384
Buffalo	5	6,603	5	6,603	445	4	5,582	428	420	(x)	5,582	1,309	1,245
Chicago	12	31,407	(x)	29,576	2,000	(x)	29,576	2,000	2,299	12	31,407	4,073	3,929
Cleveland	5	9,335	5	9,335	1,589	5	9,335	1,589	1,613	5	9,335	2,412	1,828
Detroit	5	7,938	5	7,938	369	5	7,938	369	413	5	7,938	1,797	1,798
New York City	11	58,895	11	58,895	4,848	(x)	58,346	4,802	4,562	11	58,895	7,993	5,509
Philadelphia	5	10,109	5	10,109	464	(x)	9,388	428	484	(x)	9,388	1,814	1,281
St. Louis	5	10,647	5	10,647	1,116	5	10,647	1,116	992	5	10,647	1,974	1,248
Other cities	12	[illegible]	x	23,091	1,944	x	[illegible]	1,944	[illegible]	12	23,629	1,840	3,829

Including establishments not reporting receivables or stocks.
x Withheld to avoid disclosure.

SERVICE AND LIMITED-FUNCTION WHOLESALERS

TABLE 6B.—ACCOUNTS AND NOTES RECEIVABLE AND STOCKS ON HAND, BEGINNING AND END OF YEAR

BY KINDS OF BUSINESS—Continued

KIND OF BUSINESS AND AREA	ALL ESTABLISHMENTS*		ESTABLISHMENTS REPORTING RECEIVABLES AS OF DECEMBER 31, 1939			ESTABLISHMENTS REPORTING BEGINNING AND END OF YEAR RECEIVABLES				ESTABLISHMENTS REPORTING BEGINNING AND END OF YEAR STOCKS			
	Number	Sales (add 000)	Number	Sales (add 000)	Customer accounts and notes receivable Dec. 31, 1939 (add 000)	Number	Sales (add 000)	Customer accounts and notes receivable Dec. 31, 1939 (add 000)	Customer accounts and notes receivable Dec. 31, 1938 (add 000)	Number	Sales (add 000)	Stocks on hand, at cost Dec. 31, 1939 (add 000)	Stocks on hand, at cost Dec. 31, 1938 (add 000)
	GROCERIES (GENERAL LINE)—Con.												
RETAILER-COOPERATIVE WAREHOUSES													
United States Total	136	$154,651	120	$144,281	$5,167	117	$143,774	$5,157	$4,927	130	$153,764	$15,692	$14,285
New England	14	7,118	14	7,118	258	14	7,118	258	249	14	7,118	863	758
Middle Atlantic	46	44,844	45	44,694	1,753	45	44,694	1,753	1,592	45	44,694	4,578	4,101
East North Central	26	21,768	20	17,633	614	18	17,167	605	507	23	21,225	2,751	2,462
West North Central	13	16,453	12	16,280	665	11	16,259	664	714	11	16,259	2,136	2,027
South Atlantic	12	12,909	(x)	8,206	216	(x)	8,206	216	205	12	12,909	1,357	1,140
Mountain	4	3,089	4	3,089	92	4	3,089	92	89	4	3,089	408	279
Pacific	14	44,273	12	43,963	1,474	12	43,963	1,474	1,482	14	44,273	3,175	3,106
Other divisions	7	4,197	(x)	3,276	95	(x)	3,276	95	89	7	4,197	424	412
Total, 14 Cities	24	53,451	20	46,222	1,485	(x)	45,767	1,477	1,321	(x)	52,919	5,218	4,747
CASH-AND-CARRY DEPOTS													
United States Total	382	62,668	19	14,640	297	15	10,705	220	233	322	53,370	4,863	3,979
Total, 14 Cities	49	13,429	4	6,572	116	(x)	2,907	48	77	44	10,206	709	592
	GROCERIES AND FOODS (SPECIALTY LINES)												
BREAKFAST CEREALS													
United States Total	34	22,078	24	21,856	2,396	(1)	(1)	(1)	(1)	(1)	(1)	(1)	(1)
Total, 14 Cities	14	10,681	11	13,545	1,156	(1)	(1)	(1)	(1)	(1)	(1)	(1)	(1)
CANNED FOODS													
United States Total	430	111,537	330	102,154	8,264	292	99,324	7,945	8,361	335	103,057	14,504	14,591
Total, 14 Cities	215	68,335	171	60,832	4,987	150	59,600	4,814	4,851	160	60,904	8,235	7,693
COFFEE, TEA, AND SPICES													
United States Total	703	173,980	504	151,445	13,907	462	141,674	13,618	13,171	508	157,111	21,581	20,360
New England	35	12,558	26	6,842	801	25	6,735	776	723	27	12,320	2,179	2,599
Middle Atlantic	204	68,307	155	59,999	5,112	137	55,958	4,932	4,530	151	61,953	8,219	7,745
East North Central	133	21,327	100	19,922	2,175	93	19,814	2,166	2,088	89	18,057	2,100	1,966
West North Central	60	11,099	41	10,510	966	36	10,201	929	1,014	38	10,672	1,760	1,535
South Atlantic	58	3,582	29	2,966	191	29	2,966	191	200	39	2,927	403	326
East South Central	24	2,514	16	2,388	213	15	2,336	212	196	19	2,464	247	231
West South Central	88	20,276	59	15,279	1,280	57	15,165	1,277	1,065	63	19,791	3,014	2,883
Mountain	17	2,316	14	2,298	233	13	2,273	231	268	14	2,299	162	163
Pacific	84	32,001	64	31,241	2,936	57	26,226	2,904	3,087	68	26,628	3,497	3,112
Total, 14 Cities	369	130,123	289	114,743	10,575	263	105,537	10,321	9,929	231	117,444	16,464	15,680
Boston	25	11,870	19	6,295	749	18	6,188	724	661	20	11,651	2,047	2,461
Chicago	57	13,939	49	13,517	1,595	46	13,466	1,590	1,505	(x)	13,162	1,491	1,376
Detroit	17	2,513	12	2,037	157	11	2,022	156	167	12	2,417	168	171
Los Angeles	21	6,403	16	6,049	608	15	6,031	606	622	18	6,382	667	617
New York City	132	63,304	103	55,327	4,595	94	51,654	4,457	4,112	98	57,371	7,847	7,402
Philadelphia	28	2,727	18	2,576	272	14	2,395	246	197	19	2,506	169	152
St. Louis	23	6,080	17	5,820	531	15	5,581	497	569	17	5,962	1,427	1,244
San Francisco	23	19,797	22	19,788	1,763	19	14,886	1,742	1,798	19	14,697	2,224	1,889
Other cities	43	3,490	33	3,334	305	31	3,314	303	298	(x)	3,296	424	368
COFFEE ROASTING AND SPICE GRINDING													
United States Total	308	136,988	240	108,812	7,813	223	105,311	7,669	7,671	255	135,127	16,570	15,458
New England	9	4,163	8	4,139	370	8	4,139	370	346	7	4,095	939	912
Middle Atlantic	57	44,870	50	39,114	1,298	47	39,011	1,283	1,369	51	44,540	3,648	3,068
East North Central	34	18,831	26	10,727	1,340	(x)	10,402	1,294	1,323	29	18,423	2,348	1,968
West North Central	23	17,820	15	14,977	1,659	15	14,977	1,659	1,539	21	17,808	1,849	2,069
South Atlantic	38	7,531	31	4,135	331	28	3,630	306	302	31	7,413	751	700
East South Central	33	4,825	22	3,592	364	19	3,432	342	333	23	4,399	659	635
West South Central	47	16,710	33	12,765	940	31	12,736	938	588	38	16,641	2,023	1,390
Mountain	13	1,676	13	1,676	114	(x)	1,644	112	111	12	1,658	170	147
Pacific	52	20,562	42	15,687	1,397	39	15,340	1,365	1,760	43	20,150	4,183	4,569
Total, 14 Cities	83	41,512	72	31,813	3,659	68	30,666	3,559	3,869	77	40,549	6,955	6,993
Boston	5	3,837	5	3,837	327	5	3,837	327	305	5	3,837	892	871
Chicago	7	8,287	(x)	4,693	794	(x)	4,693	794	766	7	8,287	1,129	958
Cleveland	7	1,873	(x)	1,582	201	(x)	1,257	155	160	(x)	1,548	134	134
Los Angeles	10	6,001	(x)	2,439	180	(x)	2,439	180	165	10	6,001	857	692
New York City	22	4,875	19	4,633	702	18	4,580	693	641	19	4,570	309	286
Philadelphia	7	1,252	7	1,252	94	7	1,252	94	92	7	1,252	127	105
San Francisco	11	10,185	(x)	9,893	1,039	(x)	9,570	1,009	1,434	(x)	9,862	2,903	3,391
Other cities	14	5,202	(x)	3,484	322	(x)	3,038	307	306	13	5,192	604	556
CONFECTIONERY													
United States Total	2,089	132,682	1,155	107,451	10,205	1,014	100,459	9,688	9,254	1,430	115,407	8,634	8,116
New England	127	9,597	89	7,690	1,003	82	7,399	979	879	94	7,856	507	491
Middle Atlantic	565	44,600	409	38,937	4,179	366	36,582	3,880	3,793	450	39,752	2,995	2,905
East North Central	428	30,055	205	24,496	1,796	186	23,074	1,705	1,572	270	26,420	1,824	1,639

* Including establishments not reporting receivables or stocks.
x Withheld to avoid disclosure.
1 Insufficient sample.

SERVICE AND LIMITED-FUNCTION WHOLESALERS

TABLE 6B.—ACCOUNTS AND NOTES RECEIVABLE AND STOCKS ON HAND, BEGINNING AND END OF YEAR BY KINDS OF BUSINESS—Continued

KIND OF BUSINESS AND AREA	ALL ESTABLISHMENTS		ESTABLISHMENTS REPORTING RECEIVABLES AS OF DECEMBER 31, 1939			ESTABLISHMENTS REPORTING BEGINNING AND END OF YEAR RECEIVABLES				ESTABLISHMENTS REPORTING BEGINNING AND END OF YEAR STOCKS			
	Number	Sales (add 000)	Number	Sales (add 000)	Customer accounts and notes receivable Dec. 31, 1939 (add 000)	Number	Sales (add 000)	Customer accounts and notes receivable Dec. 31, 1939 (add 000)	Dec. 31, 1938 (add 000)	Number	Sales (add 000)	Stocks on hand, at cost Dec. 31, 1939 (add 000)	Dec. 31, 1938 (add 000)
	GROCERIES AND FOODS (SPECIALTY LINES)—Con.												
CONFECTIONERY—Con.													
West North Central	165	$8,177	80	$6,344	$418	66	$5,950	$393	$365	98	$6,659	$456	$444
South Atlantic	306	18,273	187	14,848	1,370	159	13,608	1,302	1,268	221	16,086	1,356	1,251
East South Central	124	5,762	54	4,049	286	46	3,697	254	233	89	5,024	370	340
West South Central	219	9,890	70	6,655	495	59	6,219	476	491	115	8,485	688	641
Other divisions	155	6,328	61	4,452	718	50	3,933	697	683	93	4,925	438	465
Total, 14 Cities	379	39,628	246	33,730	2,993	198	32,269	2,812	2,630	256	35,585	2,009	1,919
Baltimore	27	2,202	13	1,689	249	12	1,684	248	236	22	1,593	125	112
Chicago	47	9,174	28	8,707	440	23	8,578	422	386	(x)	8,926	330	324
Cleveland	17	2,485	9	2,262	151	8	2,212	147	82	8	2,052	57	48
Detroit	15	1,803	6	1,557	121	6	1,557	121	113	9	1,739	91	95
New York City	124	13,422	94	11,762	1,469	78	10,652	1,322	1,288	89	11,447	769	770
Philadelphia	44	2,787	24	1,414	80	20	1,295	74	70	33	2,172	162	145
Pittsburgh	16	3,086	13	2,903	242	12	2,875	240	219	14	3,042	185	172
St. Louis	19	1,391	11	1,108	87	10	1,098	85	82	13	1,311	73	67
Other cities	70	3,278	30	2,328	154	29	2,318	153	152	(x)	2,923	216	186
FISH AND SEA FOODS													
United States Total	1,182	131,248	741	115,765	8,723	644	109,062	8,119	7,908	469	94,563	6,292	6,516
New England	153	18,283	82	15,351	1,411	71	13,786	1,178	1,158	61	13,621	410	468
Middle Atlantic	284	45,108	224	42,427	3,156	185	39,636	2,925	2,750	103	29,498	1,918	2,294
East North Central	204	21,601	113	19,469	1,453	101	18,662	1,423	1,427	91	17,872	1,568	1,405
West North Central	61	6,390	43	5,924	425	42	5,918	424	442	47	6,144	745	687
South Atlantic	198	14,467	86	10,260	519	71	9,369	466	413	44	8,061	247	237
West South Central	84	4,546	56	4,067	283	51	3,929	275	273	30	2,898	183	133
Pacific	153	18,199	109	16,037	1,365	99	15,659	1,325	1,349	77	14,680	1,159	1,241
Other divisions	45	2,654	28	2,230	111	24	2,103	103	96	16	1,789	62	51
Total, 14 Cities	484	83,769	377	77,940	5,815	327	74,260	5,387	5,134	302	61,250	4,160	4,517
Baltimore	37	4,282	27	3,950	120	24	3,659	103	102	(1)	(1)	(1)	(1)
Boston	46	11,241	38	10,086	913	33	9,372	728	889	30	9,431	211	283
Chicago	64	13,328	44	12,518	1,032	40	12,202	1,020	945	(x)	11,745	1,179	1,029
Detroit	16	1,970	11	1,845	94	9	1,826	91	98	9	1,698	113	99
Los Angeles	36	5,190	30	4,476	334	29	4,372	322	314	23	4,204	370	391
New York City	173	34,550	146	32,819	2,522	120	31,276	2,379	2,213	60	22,638	1,622	1,990
Philadelphia	38	4,967	29	4,763	314	25	4,363	285	252	(1)	(1)	(1)	(1)
Pittsburgh	11	1,277	8	1,170	103	7	1,110	85	93	9	1,180	68	76
St. Louis	11	1,590	8	1,500	69	8	1,500	69	69	8	1,500	168	107
San Francisco	24	2,657	16	2,409	185	13	2,354	179	198	12	2,335	122	168
Other cities	28	2,727	20	2,404	129	19	2,226	126	161	16	2,142	92	126
FLOUR													
United States Total	323	45,830	271	43,332	5,843	242	41,166	5,638	5,235	252	39,526	2,516	2,252
New England	50	6,905	19	6,865	647	18	6,754	632	594	16	3,799	191	186
Middle Atlantic	86	16,485	81	16,079	2,541	75	15,618	2,473	2,131	73	15,257	893	744
East North Central	65	6,928	51	6,640	866	47	6,385	846	859	54	6,596	428	371
West North Central	41	4,254	31	3,769	414	29	3,469	392	453	31	3,885	310	285
South Atlantic	31	3,458	27	2,771	318	23	2,542	305	336	24	3,145	264	264
West South Central	44	2,683	34	2,435	252	26	2,089	219	209	28	2,175	162	166
Pacific	11	2,594	10	2,584	516	10	2,584	516	496	10	2,584	92	78
Other divisions	25	2,525	18	2,189	299	14	1,725	255	157	16	2,085	176	185
Total, 14 Cities	102	24,580	96	24,317	3,423	92	24,006	3,383	3,061	87	21,872	1,065	930
Boston	8	4,505	7	4,465	312	7	4,465	312	316	(x)	1,652	30	61
Chicago	13	3,096	13	3,096	329	12	2,963	316	344	12	2,963	190	150
New York City	42	10,384	39	10,157	1,501	38	10,151	1,497	1,207	33	9,590	509	432
Philadelphia	8	1,181	8	1,181	253	6	1,009	230	206	(x)	1,049	55	58
San Francisco	7	1,848	7	1,848	415	7	1,848	415	410	7	1,848	62	50
Other cities	24	3,586	22	3,570	613	22	3,570	613	578	22	3,570	203	181
FRUITS AND VEGETABLES (Frosted)													
United States Total	32	8,447	19	4,279	199	14	3,962	192	189	20	8,167	243	250
Total, 14 Cities	11	1,097	6	793	59	3	702	54	45	5	936	100	128
MEATS AND PROVISIONS													
United States Total	2,552	519,593	1,805	459,585	27,812	1,590	438,766	26,387	25,958	1,487	449,739	10,266	9,621
New England	246	72,816	184	57,009	3,919	165	54,471	3,713	3,737	157	65,950	1,655	1,539
Middle Atlantic	694	195,811	570	182,233	11,557	493	171,994	10,813	10,686	444	165,265	3,347	3,231
East North Central	629	116,273	410	103,734	5,291	372	101,023	5,148	4,937	342	102,315	2,313	1,991
West North Central	196	17,957	103	15,264	820	90	14,683	795	754	83	14,437	393	344
South Atlantic	199	32,498	139	29,024	1,797	116	27,380	1,675	1,629	116	28,682	812	817
East South Central	53	5,715	30	4,890	241	28	4,850	237	217	26	4,898	130	114
West South Central	142	16,813	86	13,884	704	70	12,859	659	644	87	13,559	345	317
Mountain	57	5,707	40	4,869	258	36	4,677	249	258	33	4,763	136	134
Pacific	336	56,023	243	48,678	3,225	220	46,849	3,098	3,096	199	49,870	1,135	1,134
Total, 14 Cities	1,049	315,184	808	284,055	17,401	712	272,213	16,502	16,293	627	276,261	5,973	5,602
Baltimore	35	5,491	28	5,345	347	27	5,320	346	373	20	4,997	207	245
Boston	69	33,880	41	21,900	1,665	40	21,672	1,625	1,651	53	32,009	984	927
Chicago	165	57,411	122	53,830	2,721	110	52,698	2,687	2,589	99	53,287	1,260	975
Cleveland	51	8,035	41	7,133	580	38	6,999	571	531	23	6,301	120	121

Including establishments not reporting receivables or stocks.
x Withheld to avoid disclosure.
1 Insufficient sample.

SERVICE AND LIMITED-FUNCTION WHOLESALERS

TABLE 6B.—ACCOUNTS AND NOTES RECEIVABLE AND STOCKS ON HAND, BEGINNING AND END OF YEAR BY KINDS OF BUSINESS—Continued

KIND OF BUSINESS AND AREA	ALL ESTABLISHMENTS		ESTABLISHMENTS REPORTING RECEIVABLES AS OF DECEMBER 31, 1939			ESTABLISHMENTS REPORTING BEGINNING AND END OF YEAR RECEIVABLES				ESTABLISHMENTS REPORTING BEGINNING AND END OF YEAR STOCKS			
	Number	Sales (add 000)	Number	Sales (add 000)	Customer accounts and notes receivable Dec. 31, 1939 (add 000)	Number	Sales (add 000)	Customer accounts and notes receivable Dec. 31, 1939 (add 000)	Customer accounts and notes receivable Dec. 31, 1938 (add 000)	Number	Sales (add 000)	Stocks on hand, at cost Dec. 31, 1939 (add 000)	Stocks on hand, at cost Dec. 31, 1938 (add 000)
	GROCERIES AND FOODS (SPECIALTY LINES)—Con.												
MEATS AND PROVISIONS—Con.													
Detroit	83	$16,084	63	$13,957	$525	58	$13,237	$479	$447	52	$13,736	$211	$201
Los Angeles	76	11,757	39	8,571	465	34	8,285	450	445	27	10,258	217	222
New York City	346	135,668	304	129,908	8,157	264	124,004	7,710	7,618	227	115,967	2,021	2,017
Philadelphia	60	14,880	48	12,847	849	37	11,347	722	718	37	11,992	275	326
Pittsburgh	21	2,583	17	2,486	291	14	2,342	276	267	13	2,271	81	71
St. Louis	51	3,744	27	3,277	169	25	3,210	163	146	15	2,517	71	63
San Francisco	38	13,759	34	13,484	919	31	12,556	848	888	30	12,865	288	266
Washington, D. C.	28	8,684	23	8,296	492	17	7,721	448	437	15	7,447	97	104
Other cities	32	3,268	21	3,021	221	17	2,822	177	183	16	2,614	141	64
OTHER FOOD AND GROCERY SPECIALTIES													
United States Total	4,394	609,650	2,402	525,263	42,544	2,082	504,677	40,984	38,719	2,706	541,347	60,813	52,700
New England	246	21,560	149	22,576	2,132	128	21,308	2,020	1,958	143	22,775	2,901	2,541
Middle Atlantic	1,189	243,664	721	222,200	19,592	631	216,749	19,135	17,033	775	219,030	27,470	21,166
East North Central	958	107,126	437	89,912	6,458	382	86,407	6,254	6,430	558	91,536	6,980	6,760
West North Central	396	47,754	199	42,746	3,069	174	40,377	2,910	2,901	223	42,733	5,254	5,279
South Atlantic	527	67,492	331	57,185	3,778	289	54,305	3,556	3,653	368	60,304	6,493	5,540
East South Central	182	20,442	99	16,455	1,291	83	15,237	1,205	1,151	117	17,614	1,579	1,542
West South Central	318	33,270	149	21,695	1,980	127	20,494	1,868	1,785	175	29,053	3,379	3,439
Mountain	103	10,402	55	9,211	577	44	7,764	491	468	55	8,316	714	605
Pacific	475	54,340	262	43,283	3,667	224	42,036	3,545	3,320	292	49,986	6,043	5,828
Total, 14 Cities	1,556	330,929	987	304,486	26,276	853	295,216	25,385	23,415	1,030	296,516	36,591	30,227
Baltimore	53	7,998	35	7,540	505	30	7,085	447	480	35	8,824	413	423
Boston	54	10,398	45	10,172	934	37	9,719	879	822	37	9,731	1,196	1,053
Buffalo	23	2,693	14	2,394	217	14	2,394	217	224	17	2,267	118	117
Chicago	232	37,743	113	32,845	2,590	100	32,421	2,526	2,848	134	31,952	2,487	2,585
Cleveland	41	9,358	31	9,109	638	28	8,953	633	513	26	8,391	411	347
Detroit	78	7,466	39	6,596	353	36	6,535	346	327	58	7,153	735	676
Los Angeles	133	14,042	75	11,273	1,032	62	10,999	995	931	76	12,995	1,674	1,535
Milwaukee	42	2,262	20	1,407	213	17	1,340	206	202	27	1,962	281	261
New York City	568	181,411	383	170,889	15,025	338	164,895	14,456	12,463	382	160,344	21,945	16,216
Philadelphia	90	15,036	56	13,828	1,035	50	13,445	1,005	1,002	65	14,129	1,328	1,243
Pittsburgh	37	5,679	32	4,488	680	29	4,403	676	683	33	5,648	714	643
St. Louis	74	15,963	49	15,544	1,423	46	15,055	1,399	1,440	55	15,109	2,455	2,410
San Francisco	96	17,420	67	14,836	1,558	59	14,533	1,518	1,404	76	16,566	2,531	2,491
Washington, D. C.	15	3,556	8	3,445	83	7	3,439	82	76	9	3,465	303	227
	HARDWARE												
GENERAL LINE (With industrial department)													
United States Total	409	396,746	404	394,850	59,342	393	392,592	59,031	54,614	396	393,173	97,980	87,145
New England	20	6,288	20	6,288	1,120	18	5,936	1,065	1,014	(x)	5,936	1,706	1,584
Middle Atlantic	89	40,793	86	39,324	5,300	82	38,059	5,118	4,693	85	39,144	9,817	9,002
East North Central	69	92,116	69	92,116	13,636	68	92,069	13,629	12,053	68	91,982	23,877	18,737
West North Central	32	65,597	32	65,597	10,674	32	65,597	10,674	10,095	32	65,597	15,159	13,677
South Atlantic	68	39,596	67	39,367	6,204	64	38,929	6,155	5,823	65	38,920	9,784	9,039
East South Central	36	52,866	36	52,866	8,135	35	52,710	8,117	7,194	36	52,866	11,191	10,471
West South Central	36	34,385	36	34,385	4,871	36	34,385	4,871	4,779	(x)	33,862	8,289	7,422
Mountain	25	18,782	24	18,584	2,655	24	18,584	2,655	2,584	24	18,584	4,523	4,321
Pacific	34	46,323	34	46,323	6,747	34	46,323	6,747	6,379	33	46,282	13,634	12,892
Total, 14 Cities	65	112,981	(x)	111,903	16,896	60	111,316	16,820	14,773	61	111,843	27,739	23,336
Buffalo	4	7,093	4	7,093	1,000	4	7,093	1,000	827	4	7,093	1,664	1,459
Chicago	8	15,721	8	15,721	2,691	8	15,721	2,691	2,266	(x)	15,587	3,849	2,870
Los Angeles	5	12,615	5	12,615	1,948	5	12,615	1,948	1,915	5	12,615	4,247	4,166
New York City	18	7,433	(x)	6,355	684	15	5,842	616	539	(x)	6,488	990	859
Pittsburgh	6	4,293	6	4,293	438	6	4,293	438	399	6	4,293	1,024	950
St. Louis	5	21,450	5	21,450	3,658	5	21,450	3,658	3,257	5	21,450	4,434	3,849
San Francisco	4	9,668	4	9,668	1,513	4	9,668	1,513	1,353	4	9,668	3,104	3,033
Other cities	15	34,708	15	34,708	4,964	13	34,634	4,958	4,217	14	34,649	8,427	6,150
GENERAL LINE (Without industrial department)													
United States Total	363	142,794	335	137,902	21,972	318	135,912	21,692	20,528	342	139,315	35,151	32,083
New England	24	10,847	24	10,847	1,597	(x)	10,642	1,565	1,580	(x)	10,642	2,556	2,510
Middle Atlantic	97	29,819	91	27,288	4,102	87	26,969	4,043	3,762	93	29,359	6,583	5,616
East North Central	54	14,906	50	14,282	1,616	49	14,186	1,595	1,574	48	14,158	3,226	3,025
West North Central	34	14,182	23	13,438	2,218	20	13,203	2,204	2,225	33	14,021	3,928	3,486
South Atlantic	61	20,801	59	20,675	3,657	56	20,037	3,575	3,320	57	19,382	5,560	5,341
East South Central	24	14,660	24	14,660	2,993	23	14,554	2,974	2,603	22	14,539	4,190	3,590
West South Central	38	22,461	(x)	21,950	3,108	(x)	21,950	3,108	2,920	38	22,461	5,202	4,853
Mountain	7	4,775	7	4,775	907	7	4,775	907	825	7	4,775	1,233	1,190
Pacific	24	10,343	(x)	9,987	1,774	18	9,596	1,721	1,719	(x)	9,978	2,573	2,452
Total, 14 Cities	105	38,573	96	37,440	5,482	90	36,792	5,406	5,226	95	37,203	7,575	6,618
Boston	6	4,290	6	4,290	816	5	4,215	801	852	5	4,215	906	831
Chicago	14	3,093	12	3,648	305	12	3,648	305	303	11	3,601	588	521
New York City	46	15,269	44	15,161	1,999	43	15,140	1,997	1,893	44	15,106	2,979	2,370
Washington, D. C.	4	1,952	4	1,952	266	4	1,952	266	269	4	1,952	527	489
Other cities	35	13,369	30	12,389	2,096	28	11,837	2,037	1,909	31	12,329	2,575	2,407

Including establishments not reporting receivables or stocks.
Withheld to avoid disclosure.

SERVICE AND LIMITED-FUNCTION WHOLESALERS

TABLE 6B.—ACCOUNTS AND NOTES RECEIVABLE AND STOCKS ON HAND, BEGINNING AND END OF YEAR BY KINDS OF BUSINESS—Continued

KIND OF BUSINESS AND AREA	ALL ESTABLISHMENTS*		ESTABLISHMENTS REPORTING RECEIVABLES AS OF DECEMBER 31, 1939			ESTABLISHMENTS REPORTING BEGINNING AND END OF YEAR RECEIVABLES				ESTABLISHMENTS REPORTING BEGINNING AND END OF YEAR STOCKS			
	Number	Sales (add 000)	Number	Sales (add 000)	Customer accounts and notes receivable Dec. 31, 1939 (add 000)	Number	Sales (add 000)	Customer accounts and notes receivable Dec. 31, 1939 (add 000)	Customer accounts and notes receivable Dec. 31, 1938 (add 000)	Number	Sales (add 000)	Stocks on hand, at cost Dec. 31, 1939 (add 000)	Stocks on hand, at cost Dec. 31, 1938 (add 000)
							HARDWARE—Con.						
SPECIALTY LINES													
United States Total	571	$52,460	459	$48,681	$6,915	393	$46,118	$6,463	$5,746	453	$48,997	$10,726	$10,011
New England	27	2,734	24	2,686	355	19	2,379	296	274	21	2,481	469	443
Middle Atlantic	246	21,923	198	19,631	3,076	168	18,813	2,946	2,654	194	20,210	4,437	4,250
East North Central	124	10,907	89	10,208	1,090	76	9,741	1,020	844	91	10,379	1,271	1,123
West North Central	35	2,412	27	2,160	271	(x)	1,954	253	236	26	2,258	599	564
South Atlantic	29	3,905	27	3,757	670	22	3,601	593	487	23	3,725	901	813
Pacific	88	7,915	73	7,590	1,109	65	7,501	1,096	1,004	77	7,680	2,327	2,123
Other divisions	22	2,664	21	2,649	344	(x)	2,149	259	247	19	2,264	722	695
Total, 14 Cities	386	36,304	310	33,489	4,559	270	32,321	4,383	3,875	308	33,996	6,570	6,145
Chicago	50	6,260	35	5,894	536	28	5,615	497	390	37	6,066	417	365
Detroit	22	1,310	14	1,194	128	13	1,168	127	92	16	1,227	260	236
Los Angeles	35	2,289	28	2,123	258	25	2,078	253	236	29	2,092	532	503
New York City	182	18,471	146	16,517	2,510	125	15,964	2,412	2,174	144	17,159	3,270	3,126
Philadelphia	23	1,127	20	1,070	166	18	1,031	162	141	18	941	206	272
San Francisco	21	2,967	20	2,861	443	19	2,870	442	393	21	2,967	999	910
Other cities	53	3,880	47	3,810	516	42	3,595	490	449	43	3,544	826	739
							JEWELRY						
JEWELRY (General line)													
United States Total	195	62,312	182	60,687	20,774	166	56,906	19,797	17,408	176	58,699	14,062	13,474
New England	12	5,443	11	5,418	1,650	11	5,418	1,650	1,553	12	5,443	1,294	1,153
Middle Atlantic	83	17,167	77	16,384	5,171	64	13,785	4,508	3,730	73	15,464	4,692	4,541
East North Central	45	17,667	42	17,264	5,086	39	16,082	4,772	4,233	40	16,222	3,508	3,208
West North Central	15	4,673	15	4,673	1,335	15	4,673	1,335	1,355	15	4,673	1,298	1,308
West South Central	8	2,339	(x)	2,072	663	(x)	2,072	663	634	8	2,339	696	696
Other divisions	32	15,023	(x)	14,876	6,869	(x)	14,876	6,869	5,903	28	14,558	2,574	2,568
Total, 14 Cities	141	46,996	130	45,788	14,931	116	42,997	14,220	12,220	125	44,151	10,481	9,983
Baltimore	5	1,658	4	1,520	329	4	1,520	329	278	5	1,658	252	253
Boston	8	3,951	7	3,926	762	7	3,926	762	692	8	3,951	927	847
Chicago	22	11,547	21	11,431	3,193	20	11,239	3,145	2,790	19	10,720	2,462	2,133
Detroit	8	1,512	7	1,162	329	7	1,162	329	295	8	1,512	316	314
New York City	63	11,204	58	10,571	2,677	(x)	8,482	2,385	1,933	56	10,161	3,102	2,962
St. Louis	4	2,111	4	2,111	492	4	2,111	492	530	4	2,111	640	661
Other cities	31	15,213	29	15,067	7,149	(x)	14,557	6,778	5,702	25	14,238	2,782	2,813
CLOCKS AND WATCHES													
United States Total	178	44,653	131	43,420	16,812	109	38,976	15,686	12,927	145	42,795	4,636	4,774
Total, 14 Cities	162	42,371	119	41,203	16,027	99	36,794	14,917	12,239	130	40,547	4,127	4,272
DIAMONDS AND OTHER PRECIOUS STONES													
United States Total	427	46,873	344	42,682	12,407	256	34,285	9,983	8,165	297	36,895	13,064	13,037
Total, 14 Cities	413	46,085	336	42,137	12,320	248	33,740	9,896	8,057	275	36,173	12,764	12,743
ALL OTHER													
United States Total	1,005	80,216	751	74,272	16,934	638	68,357	15,397	13,577	810	72,647	15,284	15,159
New England	52	4,196	44	4,045	702	42	3,844	690	653	46	4,081	793	779
Middle Atlantic	661	58,146	471	53,894	12,158	393	49,761	11,193	9,786	537	52,785	10,793	10,739
East North Central	127	8,970	99	8,325	1,837	92	7,711	1,534	1,320	99	8,255	1,630	1,606
West North Central	35	2,508	27	2,358	675	25	2,303	669	547	30	2,412	613	661
Pacific	92	5,033	83	4,602	1,312	64	3,805	1,099	1,087	66	3,856	1,142	1,098
Other divisions	38	1,363	27	1,048	250	22	933	212	184	32	1,258	313	276
Total, 14 Cities	871	71,942	640	66,450	15,197	534	60,847	13,692	12,040	704	64,848	13,502	13,331
Boston	24	1,409	21	1,395	365	21	1,395	365	324	21	1,346	371	333
Chicago	81	6,518	60	5,960	1,106	54	5,786	1,062	918	73	5,986	1,298	1,293
Los Angeles	41	2,270	36	1,950	425	22	1,312	303	252	27	1,597	313	296
New York City	564	52,264	389	48,296	10,947	313	44,306	9,995	8,754	446	47,235	9,169	9,162
Philadelphia	51	3,216	43	3,052	813	41	2,910	500	422	48	2,901	330	797
San Francisco	31	1,592	28	1,561	633	24	1,406	547	583	23	1,517	577	549
Other cities	79	4,653	53	4,255	1,208	59	[illegible]	[illegible]	[illegible]	66	4,406	944	901
							LUMBER AND CONSTRUCTION MATERIALS						
BUILDERS' SUPPLIES (General line)													
United States Total	189	67,773	168	64,599	10,539	158	63,635	10,456	8,957	172	62,665	8,163	7,461
New England	5	3,244	5	3,244	577	5	3,244	537	514	5	3,244	431	433
Middle Atlantic	44	10,246	41	9,851	1,826	39	9,749	1,833	1,642	(x)	9,916	1,483	1,318
East North Central	26	13,455	20	12,191	1,599	(x)	11,901	1,554	1,291	22	9,968	684	771
West North Central	6	4,311	5	3,993	353	5	3,993	353	270	(x)	4,073	389	335
South Atlantic	33	11,086	32	11,077	2,674	31	11,058	2,668	2,196	31	11,058	1,639	1,343
East South Central	9	3,497	9	3,497	525	9	3,497	525	435	9	3,497	435	391
West South Central	34	10,883	32	10,730	1,739	30	10,555	1,719	1,534	30	10,269	1,786	1,668
Mountain	11	5,823	11	5,823	829	8	5,483	796	666	5	5,254	808	745
Pacific	19	5,228	13	4,193	454	(x)	4,156	452	431	17	5,186	506	527

* Including establishments not reporting receivables or stocks.

x Withheld to avoid disclosure.

SERVICE AND LIMITED-FUNCTION WHOLESALERS

TABLE 6B.—ACCOUNTS AND NOTES RECEIVABLE AND STOCKS ON HAND, BEGINNING AND END OF YEAR BY KINDS OF BUSINESS—Continued

KIND OF BUSINESS AND AREA	ALL ESTABLISHMENTS*		ESTABLISHMENTS REPORTING RECEIVABLES AS OF DECEMBER 31, 1939			ESTABLISHMENTS REPORTING BEGINNING AND END OF YEAR RECEIVABLES				ESTABLISHMENTS REPORTING BEGINNING AND END OF YEAR STOCKS			
	Number	Sales (add 000)	Number	Sales (add 000)	Customer accounts and notes receivable Dec. 31, 1939 (add 000)	Number	Sales (add 000)	Customer accounts and notes receivable Dec. 31, 1939 (add 000)	Customer accounts and notes receivable Dec. 31, 1938 (add 000)	Number	Sales (add 000)	Stocks on hand, at cost Dec. 31, 1939 (add 000)	Stocks on hand, at cost Dec. 31, 1938 (add 000)
	LUMBER AND CONSTRUCTION MATERIALS—Con.												
BUILDERS' SUPPLIES (General line—Con.													
Total, 14 Cities	23	$16,859	18	$16,137	$2,062	17	$16,089	$2,059	$1,560	20	$13,936	$999	$803
LUMBER													
United States Total	1,238	378,222	992	341,472	47,801	868	319,627	44,572	41,650	663	185,941	27,813	27,957
New England	78	26,845	64	24,134	3,997	54	22,506	3,833	3,958	34	9,643	1,481	1,412
Middle Atlantic	260	92,260	222	86,568	13,852	202	81,044	12,635	11,349	159	49,344	8,444	8,797
East North Central	248	84,377	206	80,865	8,625	185	55,175	7,802	7,324	142	34,550	6,585	6,823
West North Central	103	45,996	97	43,900	5,084	91	42,454	4,850	4,491	62	19,741	2,511	2,478
South Atlantic	177	36,428	133	31,653	4,524	100	30,580	4,366	4,162	77	18,131	2,028	1,937
East South Central	109	19,086	(x)	18,183	1,759	57	13,575	1,568	1,520	60	8,243	1,329	1,303
West South Central	92	19,208	67	15,269	2,139	62	15,071	2,112	2,071	53	10,959	1,084	1,135
Mountain	20	5,658	(x)	5,258	643	16	5,210	635	495	8	2,081	166	141
Pacific	149	68,434	121	58,842	7,378	99	54,014	6,771	6,280	68	33,269	4,185	3,933
Total, 14 Cities	389	137,406	333	124,167	18,692	308	114,954	17,317	16,220	230	80,581	14,526	14,652
Baltimore	16	3,534	13	3,401	524	12	3,354	512	478	10	3,099	567	545
Boston	17	7,130	(x)	5,095	917	14	5,054	901	752	6	909	247	258
Buffalo	11	2,494	10	2,482	333	10	2,482	333	280	[illegible]	2,055	709	734
Chicago	64	22,233	57	21,492	2,933	53	17,446	2,321	2,419	36	10,330	3,249	3,453
Cleveland	12	3,210	11	3,203	377	11	3,203	377	350	6	1,519	203	183
Detroit	11	6,794	8	5,424	697	(x)	4,904	655	557	6	2,926	488	414
Los Angeles	37	14,547	28	13,970	1,281	24	12,960	1,200	1,383	22	12,681	1,883	1,755
New York City	104	30,377	87	26,967	3,981	82	25,975	3,745	3,543	68	17,613	2,735	2,754
Philadelphia	33	12,921	31	12,523	2,151	27	10,946	1,859	1,605	23	9,358	1,903	2,054
Pittsburgh	23	7,871	17	7,226	1,328	17	7,226	1,328	1,178	6	3,694	199	195
St. Louis	29	9,267	(x)	8,369	1,320	26	7,926	1,272	1,203	19	5,801	1,144	1,114
San Francisco	24	12,954	(x)	10,111	2,108	20	9,633	2,077	1,857	14	6,830	928	944
Other cities	8	4,074	7	3,904	742	(x)	3,845	737	615	6	3,766	271	249
LUMBER AND MILLWORK													
United States Total	154	50,376	137	43,981	7,937	122	42,024	7,437	6,518	113	33,843	5,821	5,484
Middle Atlantic	48	13,325	46	13,236	2,279	42	12,759	2,204	1,841	41	12,273	2,337	2,104
East North Central	34	11,879	31	11,467	3,157	27	10,974	3,112	2,841	22	6,317	1,085	1,032
West North Central	14	7,404	9	2,982	509	8	2,771	255	211	7	1,584	434	394
South Atlantic	16	5,651	15	5,639	694	12	5,356	569	451	12	5,433	668	654
West South Central	15	2,897	(x)	2,257	267	(x)	2,257	267	216	(x)	2,257	380	427
Pacific	17	5,170	14	4,861	709	11	4,368	508	473	10	2,467	503	449
Other divisions	10	4,050	(x)	3,539	522	(x)	3,539	522	485	(x)	3,512	414	424
Total, 14 Cities	53	15,243	49	14,552	2,181	43	13,846	1,944	1,896	43	12,932	2,223	2,102
Chicago	6	1,111	6	1,111	193	6	1,111	193	194	6	1,111	193	182
Los Angeles	6	2,270	(x)	2,185	231	(x)	2,185	231	213	(x)	1,858	220	169
New York City	17	2,061	17	2,061	274	(x)	1,848	238	260	13	1,418	341	327
Philadelphia	8	3,507	7	3,436	579	7	3,436	579	409	7	3,436	651	601
Other cities	16	6,294	(x)	5,759	904	11	5,266	703	620	(x)	5,309	818	823
MILLWORK													
United States Total	280	59,012	251	57,403	9,118	231	56,387	8,938	7,087	221	55,557	10,906	10,509
New England	18	5,337	18	5,337	830	17	5,282	819	693	15	5,225	1,075	985
Middle Atlantic	77	17,032	70	16,640	2,900	67	16,568	2,885	2,529	63	15,994	3,638	3,725
East North Central	76	14,792	66	14,607	2,476	60	14,411	2,444	1,518	53	13,767	2,664	2,391
West North Central	19	4,700	17	4,685	704	15	4,447	667	527	14	4,442	823	823
South Atlantic	25	5,581	24	5,447	621	22	5,419	618	533	20	4,887	759	691
West South Central	16	3,423	15	3,414	442	14	3,231	396	360	16	3,423	756	715
Pacific	35	6,090	29	5,300	697	26	5,148	670	520	29	5,919	832	828
Other divisions	14	2,057	12	1,973	448	10	1,881	439	407	11	1,900	359	351
Total, 14 Cities	111	23,774	97	23,071	3,480	89	22,804	3,436	2,977	82	22,343	4,408	4,222
Chicago	14	2,771	14	2,771	330	12	2,745	325	315	10	2,661	501	463
Cleveland	[illegible]	1,819	[illegible]	1,819	284	9	1,819	284	216	7	1,485	276	234
Los Angeles	11	1,662	8	1,461	164	7	1,356	150	127	10	1,652	217	256
New York City	35	7,270	30	6,891	1,170	28	6,883	1,168	1,005	25	6,538	1,531	1,523
Philadelphia	[illegible]	1,462	[illegible]	1,462	155	8	1,398	142	135	9	1,462	294	305
St. Louis	6	971	5	961	152	5	961	152	128	4	956	191	149
Other cities	27	7,819	22	7,706	1,225	20	7,642	1,215	1,051	17	7,589	1,398	1,292
BRICK, TILE, AND TERRA COTTA													
United States Total	145	18,700	116	17,338	2,723	105	16,250	2,604	2,297	95	13,525	1,104	1,012
Total, 14 Cities	77	9,871	67	9,421	1,667	61	8,793	1,611	1,381	55	7,658	672	661
CEMENT, LIME, AND PLASTER													
United States Total	102	22,532	86	20,749	2,943	81	20,286	2,899	2,561	74	16,406	724	642
Total, 14 Cities	41	12,902	35	12,183	1,857	35	12,183	1,857	1,510	31	9,327	263	218

* Including establishments not reporting receivables or stocks.
x Withheld to avoid disclosure.

SERVICE AND LIMITED-FUNCTION WHOLESALERS

TABLE 6B. ACCOUNTS AND NOTES RECEIVABLE AND STOCKS ON HAND, BEGINNING AND END OF YEAR BY KINDS OF BUSINESS -Continued

KIND OF BUSINESS AND AREA	ALL ESTABLISHMENTS*		ESTABLISHMENTS REPORTING RECEIVABLES AS OF DECEMBER 31, 1939			ESTABLISHMENTS REPORTING BEGINNING AND END OF YEAR RECEIVABLES				ESTABLISHMENTS REPORTING BEGINNING AND END OF YEAR STOCKS			
	Number	Sales (add 000)	Number	Sales (add 000)	Customers' accounts and notes receivable Dec. 31, 1939 (add 000)	Number	Sales (add 000)	Customers' accounts and notes receivable Dec. 31, 1939 (add 000)	Dec. 31, 1938 (add 000)	Number	Stocks (add 000)	Stocks, Dec. 31, 1939 (add 000)	Stocks, Dec. 31, 1938 (add 000)
LUMBER AND CONSTRUCTION MATERIALS—Con.													
GLASS													
United States Total	288	$32,143	244	$30,888	$5,352	220	$30,216	$5,272	$4,586	237	[illegible]	$5,642	$5,453
Middle Atlantic	80	10,555	69	10,381	2,020	64	10,203	2,005	1,802	72	10,337	1,992	1,774
East North Central	68	7,735	57	8,857	1,249	52	8,782	1,241	971	57	7,926	1,411	1,204
Pacific	42	4,043	39	3,978	696	36	3,940	590	552	34	7,709	750	705
Other divisions	92	7,810	79	7,672	1,487	68	7,290	1,436	1,261	70	7,339	1,847	1,780
Total, 14 Cities	113	17,483	93	16,424	3,073	84	16,156	3,642	2,683	93	15,449	2,979	[illegible]
Chicago	17	2,686	11	1,890	294	10	1,858	293	254	12	1,134	286	231
Detroit	8	2,350	7	2,304	336	7	2,304	336	339	8	2,350	362	246
Los Angeles	11	1,324	9	1,309	212	8	1,292	208	184	7	1,200	459	255
New York City	42	5,977	35	5,833	1,262	31	5,665	1,250	1,165	36	5,827	1,091	1,025
Philadelphia	6	1,208	6	1,208	219	6	1,208	219	194	6	1,208	222	176
Other cities	29	3,938	25	3,880	750	22	3,781	736	647	24	3,730	811	737
ALL OTHER													
United States Total	915	175,634	788	164,207	24,300	694	157,775	23,397	21,086	689	146,219	16,085	14,363
New England	41	7,480	38	7,373	962	36	7,287	942	997	36	7,271	851	797
Middle Atlantic	307	70,649	269	65,793	10,187	244	63,716	9,887	9,077	238	61,788	6,315	5,485
East North Central	212	39,511	172	36,482	5,359	145	35,072	5,177	4,410	148	25,647	2,397	2,032
West North Central	82	12,316	75	12,101	1,335	67	11,790	1,321	1,245	72	12,012	1,687	1,632
South Atlantic	74	13,748	62	12,566	2,399	53	11,618	2,219	1,837	49	10,984	1,065	1,035
East South Central	29	5,101	23	4,274	740	19	4,146	703	543	19	4,328	446	421
West South Central	63	10,100	58	9,517	1,283	52	8,741	1,238	1,132	46	8,420	1,512	1,272
Mountain	21	6,093	19	6,081	795	16	5,961	791	550	19	6,081	746	683
Pacific	86	10,636	72	10,020	1,240	62	9,964	1,149	1,095	62	9,708	1,066	1,006
Total, 14 Cities	318	86,509	264	80,239	11,942	239	78,573	11,727	10,446	245	67,948	5,926	5,187
Baltimore	8	1,973	5	1,699	335	5	1,699	335	272	6	1,739	127	133
Boston	11	1,969	10	1,938	243	9	1,883	231	215	10	1,914	142	131
Buffalo	15	2,587	13	2,499	314	11	2,428	303	245	13	2,523	339	281
Chicago	40	18,759	32	17,709	2,588	26	17,364	2,526	2,031	25	6,897	394	313
Cleveland	20	3,285	18	3,093	457	18	3,093	457	378	16	3,245	519	368
Detroit	14	2,232	10	1,897	221	8	1,875	216	197	9	2,093	112	109
Los Angeles	16	1,863	14	1,851	235	13	1,828	234	219	11	1,776	177	192
New York City	123	40,258	103	37,069	5,811	99	36,355	5,745	5,484	102	35,414	2,988	2,680
Philadelphia	14	2,862	11	2,126	301	9	2,091	287	263	9	2,489	365	320
Pittsburgh	13	3,615	12	3,415	425	9	3,080	385	303	8	3,032	138	100
St. Louis	18	2,372	16	2,361	250	14	2,331	248	212	16	2,340	281	269
San Francisco	8	1,691	7	1,672	240	6	1,661	239	251	6	1,661	181	179
Other cities	17	3,043	13	2,910	562	12	2,885	521	376	14	2,825	163	172
MACHINERY—EQUIPMENT—SUPPLIES													
COMMERCIAL EQUIPMENT AND SUPPLIES (Office machines and equipment)													
United States Total	216	22,291	154	19,218	3,728	139	18,570	3,492	3,221	177	16,365	3,032	2,788
Total, 14 Cities	131	17,537	97	15,846	3,167	89	15,343	2,952	2,704	106	12,237	2,230	2,031
COMMERCIAL EQUIPMENT AND SUPPLIES (Restaurant and hotel supply houses)													
United States Total	438	48,298	365	46,509	8,973	316	44,823	8,653	7,883	357	45,354	7,702	7,162
New England	23	2,913	21	2,742	468	16	2,572	445	342	17	2,608	514	486
Middle Atlantic	169	15,508	143	14,874	2,273	126	14,454	2,228	2,064	140	14,606	2,202	2,004
East North Central	93	12,165	72	11,761	2,326	59	11,277	2,231	1,949	73	11,925	1,788	1,675
West North Central	29	2,815	25	2,589	543	25	2,589	543	594	25	2,731	640	606
South Atlantic	30	4,120	28	3,979	1,001	24	3,762	925	874	27	3,936	703	614
West South Central	26	2,722	20	2,668	724	18	2,635	716	510	22	2,669	604	565
Pacific	51	7,098	40	6,951	1,489	36	6,838	1,460	1,460	39	6,254	1,104	1,132
Other divisions	17	957	16	945	149	12	696	105	90	14	725	147	146
Total, 14 Cities	208	30,580	176	29,806	5,142	158	29,372	5,064	4,591	173	28,918	4,325	4,029
Boston	8	2,190	8	2,190	368	7	2,184	368	279	8	2,129	407	391
Chicago	26	5,274	18	5,077	1,184	16	5,052	1,182	1,008	22	5,200	786	699
Detroit	15	2,201	10	2,129	281	9	2,115	279	259	12	2,168	330	321
Los Angeles	14	2,528	12	2,499	469	11	2,444	448	423	12	2,456	317	320
New York City	84	10,356	78	10,235	1,505	68	9,980	1,477	1,369	68	9,727	1,273	1,111
Other cities	61	8,031	50	7,676	1,335	47	7,617	1,312	1,253	53	7,258	1,212	1,187
COMMERCIAL EQUIPMENT AND SUPPLIES (Garage and filling station equipment)													
United States Total	169	9,877	120	7,648	1,079	89	6,661	982	908	115	8,448	1,099	1,014
Total, 14 Cities	62	5,012	47	3,785	531	36	3,571	502	469	45	4,663	526	477
COMMERCIAL EQUIPMENT AND SUPPLIES (Soda fountain equipment and supplies)													
United States Total	29	1,846	21	1,538	281	19	1,412	273	256	21	1,559	187	166
Total, 14 Cities	16	965	11	685	94	9	559	86	78	11	708	85	86

* Including establishments not reporting receivables or stocks.

SERVICE AND LIMITED-FUNCTION WHOLESALERS

TABLE 6B.—ACCOUNTS AND NOTES RECEIVABLE AND STOCKS ON HAND, BEGINNING AND END OF YEAR BY KINDS OF BUSINESS—Continued

KIND OF BUSINESS AND AREA	ALL ESTABLISHMENTS*		ESTABLISHMENTS REPORTING RECEIVABLES AS OF DECEMBER 31, 1939			ESTABLISHMENTS REPORTING BEGINNING AND END OF YEAR RECEIVABLES				ESTABLISHMENTS REPORTING BEGINNING AND END OF YEAR STOCKS			
	Number	Sales (add 000)	Number	Sales (add 000)	Customer accounts and notes receivable Dec. 31, 1939 (add 000)	Number	Sales (add 000)	Customer accounts and notes receivable Dec. 31, 1939 (add 000)	Dec. 31, 1938 (add 000)	Number	Sales (add 000)	Stocks on hand, at cost Dec. 31, 1939 (add 000)	Dec. 31, 1938 (add 000)
	MACHINERY—EQUIPMENT—SUPPLIES—Con.												
COMMERCIAL EQUIPMENT AND SUPPLIES (Store machines)													
United States Total	49	$2,961	23	$1,615	$287	18	$1,505	$278	$251	40	$2,642	$221	$215
Total, 14 Cities	31	1,648	14	1,080	212	11	995	207	187	27	1,443	126	128
COMMERCIAL EQUIPMENT AND SUPPLIES (Store fixtures and equipment)													
United States Total	401	20,790	216	13,799	4,256	170	11,418	3,994	3,770	252	14,087	1,982	1,824
Total, 14 Cities	141	10,511	87	6,881	2,259	72	5,594	2,186	2,031	100	6,348	778	710
COMMERCIAL EQUIPMENT AND SUPPLIES (All other)													
United States Total	341	30,759	259	28,167	3,961	202	24,110	3,294	2,879	232	24,980	2,635	2,762
Middle Atlantic	99	9,790	78	9,380	1,442	55	7,622	1,072	956	64	7,574	752	709
East North Central	82	6,783	56	5,903	845	46	5,189	764	645	51	4,975	465	417
West North Central	33	3,057	29	3,014	350	26	3,008	349	281	28	2,972	310	393
Pacific	52	5,976	41	5,581	875	32	4,905	768	680	36	5,334	442	455
Other divisions	75	5,153	55	4,289	451	41	3,386	341	317	53	4,125	666	788
Total, 14 Cities	169	17,948	131	16,519	2,307	106	14,236	1,887	1,663	116	14,820	1,380	1,327
Chicago	31	2,868	21	2,580	374	16	2,276	360	301	20	2,373	156	146
Los Angeles	11	1,786	8	1,639	223	8	1,639	223	208	6	1,639	160	178
New York City	47	5,400	40	5,270	702	32	4,623	637	631	33	4,587	449	455
Philadelphia	14	2,033	12	2,013	327	7	1,419	205	153	9	1,459	78	68
Other cities	66	5,861	52	5,017	681	45	4,279	462	370	48	4,782	539	480
FARM AND DAIRY (Dairy equipment)													
United States Total	109	19,705	102	19,306	2,794	85	18,683	2,681	2,488	90	18,862	1,972	1,819
Middle Atlantic	15	2,419	15	2,419	377	11	2,283	348	358	11	2,144	233	203
East North Central	35	6,029	32	5,946	840	27	5,730	799	774	30	5,882	485	473
West North Central	24	4,776	22	4,657	553	21	4,647	552	499	21	4,647	506	453
South Atlantic	10	2,064	10	2,064	379	8	2,014	373	325	9	2,022	283	244
Pacific	10	2,254	8	2,057	298	[illegible]	2,057	298	255	10	2,254	290	276
Other divisions	15	2,163	15	2,163	347	10	1,952	311	297	9	1,913	175	170
Total, 14 Cities	27	6,345	24	6,278	895	19	6,124	866	810	19	6,034	463	440
FARM AND DAIRY (Farm implements)													
United States Total	21	2,965	16	2,878	498	14	2,832	494	505	18	2,929	624	646
FARM AND DAIRY (Farm machinery and equipment)													
United States Total	189	36,725	149	34,008	8,000	134	27,112	7,744	7,543	150	27,977	4,324	4,322
Middle Atlantic	22	3,006	18	2,850	617	17	2,847	616	534	18	2,834	267	333
East North Central	48	13,735	33	12,990	4,270	27	7,596	4,189	4,214	35	8,209	803	780
West North Central	33	3,783	27	3,655	872	25	3,495	835	747	25	3,312	544	507
South Atlantic	10	2,947	10	2,947	482	7	1,744	362	330	(x)	1,903	328	293
West South Central	13	2,486	11	2,369	380	11	2,369	380	343	10	2,312	346	345
Pacific	41	6,504	36	6,180	1,084	33	6,044	1,067	1,093	37	6,296	1,327	1,371
Other divisions	22	4,264	14	3,017	295	14	3,017	295	282	(x)	3,111	709	593
Total, 14 Cities	40	7,974	36	7,892	2,030	(x)	7,046	1,931	1,993	34	7,035	813	879
INDUSTRIAL MACHINERY, EQUIPMENT, AND SUPPLIES (Industrial—general line)													
United States Total	116	70,267	110	69,468	10,030	104	66,620	9,412	8,116	111	69,436	13,583	12,378
Middle Atlantic	13	6,102	12	6,044	838	12	6,044	838	691	12	6,044	1,106	987
East North Central	20	11,307	20	11,307	1,507	(x)	10,609	1,393	1,114	20	11,307	2,507	2,398
West North Central	9	6,837	9	6,837	839	(x)	6,062	728	707	9	6,837	820	809
South Atlantic	22	10,549	21	10,498	1,444	(x)	10,014	1,314	1,091	(x)	10,065	1,770	1,504
East South Central	15	10,051	15	10,051	1,477	(x)	9,828	1,451	1,415	(x)	9,828	1,957	1,725
West South Central	20	12,125	19	12,062	2,025	18	11,594	1,788	1,649	18	12,059	2,810	2,546
Pacific	6	7,809	6	7,809	1,296	6	7,809	1,296	901	6	7,809	1,955	1,802
Other divisions	11	5,487	8	4,860	604	8	4,860	604	548	11	5,487	678	607
Total, 14 Cities	18	19,263	18	19,263	2,753	(x)	18,488	2,642	1,928	18	19,263	4,234	4,063
INDUSTRIAL MACHINERY, EQUIPMENT, AND SUPPLIES (Belting, hose, and packing)													
United States Total	211	18,837	187	18,109	1,850	169	17,462	1,765	1,461	167	17,424	2,172	2,005
Middle Atlantic	68	6,841	61	6,768	684	57	6,864	674	555	51	6,097	582	499
East North Central	56	5,079	47	4,508	460	43	4,238	417	303	46	4,716	497	443
West North Central	20	2,080	18	2,048	197	16	1,995	183	151	14	1,964	265	253
Pacific	26	2,606	23	2,588	286	20	2,466	274	265	22	2,577	491	484
Other divisions	42	[illegible]	38	2,197	233	33	2,097	217	187	34	[illegible]	337	326

* Including establishments not reporting receivables or stocks.
x Withheld to avoid disclosure.

SERVICE AND LIMITED-FUNCTION WHOLESALERS

TABLE 6B.—ACCOUNTS AND NOTES RECEIVABLE AND STOCKS ON HAND, BEGINNING AND END OF YEAR

BY KINDS OF BUSINESS—Continued

KIND OF BUSINESS AND AREA	ALL ESTABLISHMENTS*		ESTABLISHMENTS REPORTING RECEIVABLES AS OF DECEMBER 31, 1939			ESTABLISHMENTS REPORTING BEGINNING AND END OF YEAR RECEIVABLES				ESTABLISHMENTS REPORTING BEGINNING AND END OF YEAR STOCKS			
	Number	Sales	Number	Sales	Customer accounts and notes receivable Dec. 31, 1939	Number	Sales	Customer accounts and notes receivable Dec. 31, 1939	Dec. 31, 1938	Number	Sales	Stocks on hand Dec. 31, 1939	Dec. 31, 1938
						MACHINERY—EQUIPMENT—SUPPLIES—Con.							
INDUSTRIAL MACHINERY, EQUIPMENT, AND SUPPLIES (Belting, hose, and packing.—Con.													
Total, 14 Cities	125	$10,122	107	$9,479	$966	100	$9,237	$940	$759	96	$9,028	$1,334	$1,245
INDUSTRIAL MACHINERY, EQUIPMENT, AND SUPPLIES (Construction—except road building													
United States Total	153	23,943	112	20,429	3,802	84	17,725	3,161	2,954	93	18,823	3,971	3,759
Middle Atlantic	40	4,334	27	3,386	588	16	2,668	409	341	20	2,904	1,139	1,095
East North Central	33	4,488	21	3,194	491	(x)	2,706	391	296	22	3,451	771	822
West North Central	22	3,258	13	2,224	257	12	2,203	255	296	13	2,223	739	791
Pacific	24	7,853	21	6,766	1,252	14	5,983	1,045	1,170	16	6,042	994	969
Other divisions	34	5,010	30	4,859	1,214	(x)	4,165	1,061	857	24	4,205	717	682
Total, 14 Cities	66	9,541	42	7,668	1,178	31	6,753	991	788	38	7,298	1,924	1,407
Chicago	9	1,404	8	1,355	314	(x)	997	222	117	6	985	354	283
Los Angeles	8	2,516	7	2,500	427	4	2,421	406	304	4	2,421	369	370
New York City	16	5,063	10	1,618	169	7	1,391	131	140	8	1,448	380	299
Other cities	33	3,258	17	2,195	268	(x)	1,944	232	227	20	2,444	521	475
INDUSTRIAL MACHINERY, EQUIPMENT, AND SUPPLIES (Road building													
United States Total	251	72,613	207	68,389	14,953	161	60,958	13,321	12,395	174	63,489	9,628	8,771
New England	14	2,585	14	2,585	489	(x)	2,444	482	506	(x)	2,444	286	231
Middle Atlantic	36	10,834	26	10,231	1,669	23	10,097	1,651	1,849	26	10,446	1,047	879
East North Central	33	5,879	27	5,656	1,180	16	3,066	588	574	20	4,754	801	802
West North Central	44	13,490	39	12,113	2,724	29	10,217	2,361	2,452	29	10,788	1,711	1,599
South Atlantic	27	11,783	24	11,508	2,715	20	11,090	2,649	2,209	21	11,107	1,692	1,716
East South Central	21	9,556	14	9,017	1,824	(x)	8,240	1,535	1,700	15	8,656	1,092	1,104
West South Central	27	5,526	22	5,051	1,175	17	4,583	1,066	1,167	(x)	4,615	959	839
Mountain	25	6,850	22	6,614	1,884	17	6,098	1,703	1,118	18	6,137	861	790
Pacific	24	5,816	19	5,614	1,295	15	5,123	1,186	1,020	15	5,142	984	1,082
Total, 14 Cities	35	14,624	27	13,476	2,506	(x)	12,516	2,178	2,125	27	13,656	1,594	1,464
INDUSTRIAL MACHINERY, EQUIPMENT, AND SUPPLIES (Machine tools)													
United States Total	129	27,699	98	18,401	2,318	86	17,304	2,143	1,697	100	19,578	2,995	3,157
Middle Atlantic	37	5,938	31	4,412	514	27	4,208	485	334	28	3,908	681	578
East North Central	48	13,997	34	7,165	752	34	7,037	736	494	41	8,523	992	1,116
Pacific	18	4,097	13	3,515	549	(x)	2,914	437	474	17	4,081	851	860
Other divisions	22	3,667	16	3,309	503	(x)	3,145	485	395	14	3,066	562	472
Total, 14 Cities	80	21,304	63	13,997	1,684	55	13,180	1,546	1,261	62	14,439	2,159	2,157
Chicago	22	5,246	18	5,120	581	16	5,070	528	341	18	4,156	384	412
Detroit	10	4,291	6	1,041	122	6	1,041	122	69	7	1,173	90	84
Los Angeles	6	1,649	6	1,649	279	(x)	1,128	182	123	6	1,649	279	215
New York City	13	1,954	12	1,614	182	(x)	1,527	172	125	12	1,572	351	742
Other cities	27	8,454	21	4,573	572	18	4,426	542	503	19	5,889	1,039	1,185
INDUSTRIAL MACHINERY, EQUIPMENT, AND SUPPLIES (Mine and mill supplies)													
United States Total	415	98,851	371	96,698	14,269	323	90,187	12,550	11,023	339	93,705	17,750	15,815
New England	30	7,524	30	7,524	870	29	7,286	858	728	30	7,524	1,884	1,724
Middle Atlantic	86	23,756	78	23,101	3,035	70	21,019	2,889	2,219	73	21,703	4,[illegible]	3,739
East North Central	74	17,753	62	16,891	2,297	56	16,099	2,179	1,864	64	16,791	[illegible]	2,839
West North Central	28	5,533	25	5,474	824	21	5,299	809	702	21	5,824	1,049	980
South Atlantic	62	18,[illegible]	52	18,483	2,436	52	18,095	2,380	2,058	55	18,261	3,187	2,958
East South Central	27	6,024	[illegible]	5,922	916	24	5,053	822	728	(x)	5,155	598	908
West South Central	20	7,[illegible]	[illegible]	7,507	1,787	15	7,116	1,751	1,[illegible]	(x)	7,239	1,023	906
Mountain	32	5,315	x	5,024	872	19	3,854	630	584	20	3,880	977	[illegible]
Pacific	56	8,124	49	8,972	1,232	37	6,366	1,135	960	37	7,318	1,597	1,909
Total, 14 Cities	86	22,[illegible]	76	21,745	2,444	69	21,230	2,379	1,969	68	20,775	3,582	3,505
Baltimore	6	1,508	5	1,502	174	5	1,502	174	153	6	1,[illegible]	274	272
Chicago	14	3,517	11	3,405	369	9	3,[illegible]	369	237	12	3,[illegible]	408	350
Detroit	4	1,320	4	1,[illegible]	180	4	1,320	180	106	4	1,320	184	391
Los Angeles	12	1,490	10	1,459	148	8	1,293	148	154	8	1,293	198	190
New York City	14	2,814	11	2,790	194	11	2,790	194	198	10	2,677	[illegible]	264
Philadelphia	[illegible]	2,[illegible]	7	2,[illegible]	585	[illegible]	2,851	585	344	6	2,911	594	741
Pittsburgh	10	5,682	9	5,595	654	9	5,595	654	497	10	5,[illegible]	909	[illegible]
San Francisco	11	1,558	[illegible]	1,531	274	7	1,327	244	215	8	1,209	276	252
Other cities	9	1,[illegible]	9	1,292	175	9	1,[illegible]	176	164	7	[illegible]	[illegible]	[illegible]

* Including establishments not reporting receivables or stocks.

x Withheld to avoid disclosure.

SERVICE AND LIMITED-FUNCTION WHOLESALERS

TABLE 6B.- ACCOUNTS AND NOTES RECEIVABLE AND STOCKS ON HAND, BEGINNING AND END OF YEAR

BY KINDS OF BUSINESS- Continued

KIND OF BUSINESS AND AREA	ALL ESTABLISHMENTS*		ESTABLISHMENTS REPORTING RECEIVABLES AS OF DECEMBER 31, 1939			ESTABLISHMENTS REPORTING BEGINNING AND END OF YEAR RECEIVABLES				ESTABLISHMENTS REPORTING BEGINNING AND END OF YEAR STOCKS			
	Number	Sales (add 000)	Number	Sales (add 000)	Customer accounts and notes receivable Dec. 31, 1939 (add 000)	Number	Sales (add 000)	Customer accounts and notes receivable Dec. 31, 1939 (add 000)	Customer accounts and notes receivable Dec. 31, 1938 (add 000)	Number	Sales (add 000)	Stocks on hand, at cost Dec. 31, 1939 (add 000)	Stocks on hand, at cost Dec. 31, 1938 (add 000)
	MACHINERY—EQUIPMENT—SUPPLIES—Con.												
INDUSTRIAL MACHINERY, EQUIPMENT, AND SUPPLIES (Oil well supply houses)													
United States Total	896	$179,770	700	$154,288	$54,501	562	$138,318	$46,645	$46,408	666	$157,234	$27,681	$29,923
Middle Atlantic	41	7,062	39	7,035	2,258	34	6,593	2,192	2,188	31	4,963	1,040	1,044
East North Central	83	18,233	70	16,178	6,131	55	13,805	4,819	5,067	50	12,484	1,532	2,016
West North Central	68	6,635	40	4,170	1,706	32	3,633	1,494	1,632	48	5,578	1,996	2,337
South Atlantic	17	3,070	16	3,062	736	16	3,062	736	639	16	3,062	470	469
West South Central	526	113,441	418	96,026	36,263	336	85,755	30,903	30,708	414	103,955	18,469	19,665
Mountain	27	5,281	20	4,088	1,925	13	3,574	1,685	1,800	18	4,769	1,008	1,078
Pacific	119	24,867	83	22,556	5,064	65	20,693	4,409	3,957	78	21,400	3,000	3,079
Other divisions	16	1,181	14	1,173	417	11	1,023	409	417	11	1,023	166	235
Total, 14 Cities	31	11,453	24	11,074	2,139	22	10,787	2,122	1,989	19	9,139	1,028	1,142
INDUSTRIAL MACHINERY, EQUIPMENT, AND SUPPLIES (Power plant and power transmission)													
United States Total	89	11,632	77	11,143	2,063	69	10,791	2,025	1,152	66	10,719	1,310	1,048
Total, 14 Cities	44	8,339	39	8,220	1,767	38	8,169	1,757	930	35	8,052	939	711
INDUSTRIAL MACHINERY, EQUIPMENT, AND SUPPLIES (Printing and lithographing--except paper)													
United States Total	157	12,797	116	9,901	2,551	93	9,372	2,396	2,115	116	11,676	1,686	1,619
Total, 14 Cities	105	10,852	82	8,695	2,251	67	8,251	2,138	1,868	77	10,118	1,351	1,304
INDUSTRIAL MACHINERY, EQUIPMENT, AND SUPPLIES (Rope, cordage, and twine)													
United States Total	57	13,441	48	12,921	1,167	45	12,635	1,141	852	45	12,381	1,376	1,199
Total, 14 Cities	40	10,524	34	10,257	1,005	32	9,995	981	706	30	9,563	1,064	926
INDUSTRIAL MACHINERY, EQUIPMENT, AND SUPPLIES (Textile)													
United States Total	84	10,359	68	9,394	1,345	61	9,068	1,310	1,143	66	9,772	1,621	1,515
New England	25	3,051	19	2,926	407	19	2,926	407	294	19	2,834	433	377
Middle Atlantic	36	3,110	26	2,321	371	22	2,049	348	342	27	2,845	427	437
East North Central	10	1,395	10	1,395	272	9	1,341	260	281	9	1,341	308	329
South Atlantic	9	2,545	7	2,494	263	7	2,494	263	203	7	2,494	393	331
Other divisions	4	258	4	258	32	4	258	32	23	4	258	60	41
Total, 14 Cities	47	4,982	37	4,794	875	34	4,607	851	752	38	4,676	738	788
Boston	8	1,409	6	1,365	246	6	1,365	246	139	8	1,409	122	140
Chicago	6	1,243	6	1,243	231	6	1,243	231	257	6	1,243	288	307
New York City	23	1,995	18	1,890	331	16	1,757	319	313	16	1,782	273	283
Other cities	10	335	7	296	67	6	242	55	43	6	242	55	58
INDUSTRIAL MACHINERY, EQUIPMENT, AND SUPPLIES (Used machinery and equipment)													
United States Total	290	16,125	194	13,404	1,606	146	12,018	1,438	1,314	214	14,180	3,324	3,403
Total, 14 Cities	138	7,037	91	5,757	650	68	5,229	601	536	103	6,513	1,559	1,629
INDUSTRIAL MACHINERY, EQUIPMENT, AND SUPPLIES (All other)													
United States Total	1,575	180,158	1,230	158,001	23,667	1,020	148,257	22,138	19,430	1,124	154,063	24,093	22,875
New England	111	10,992	85	9,123	1,275	76	8,854	1,250	1,063	83	9,953	1,450	1,278
Middle Atlantic	471	58,660	358	51,983	9,517	308	48,884	8,883	7,710	352	46,718	8,120	7,758
East North Central	387	42,560	301	37,395	4,519	249	35,357	4,249	3,664	260	37,067	4,738	4,513
West North Central	136	12,645	111	12,161	1,541	90	11,473	1,462	1,290	98	10,666	1,582	1,433
South Atlantic	75	8,571	61	8,113	1,161	45	7,360	1,083	947	50	7,541	1,467	1,285
East South Central	34	3,979	23	3,461	670	20	3,434	664	664	24	3,630	601	523
West South Central	103	9,886	76	7,416	1,206	62	6,593	1,070	937	76	9,124	1,241	1,066
Mountain	34	2,734	29	2,488	411	18	1,874	289	277	18	1,882	202	198
Pacific	234	30,031	186	25,861	3,373	152	24,428	3,188	2,878	163	27,482	4,722	4,821
Total, 14 Cities	801	104,691	622	91,708	13,353	537	87,877	12,858	11,277	594	92,822	14,251	13,883
Boston	40	6,030	33	4,869	607	29	4,768	599	539	30	5,810	950	791
Buffalo	21	1,333	16	1,232	196	13	1,090	154	126	16	1,119	122	108
Chicago	106	15,602	86	13,715	1,663	74	12,938	1,555	1,387	70	13,122	1,472	1,417
Cleveland	34	3,541	28	3,032	420	24	2,988	395	342	26	3,115	467	449
Detroit	51	7,928	39	7,051	791	37	6,985	788	690	41	7,213	1,141	1,180
Los Angeles	58	12,452	44	10,498	763	39	10,090	729	636	43	11,672	1,373	1,625
Milwaukee	31	2,301	22	1,947	292	19	1,897	282	280	20	2,105	294	243
New York City	246	32,297	183	28,229	6,023	165	27,693	5,961	5,275	188	28,676	5,843	5,602

* Including establishments not reporting receivables or stocks.

SERVICE AND LIMITED-FUNCTION WHOLESALERS

TABLE 6B. ACCOUNTS AND NOTES RECEIVABLE AND STOCKS ON HAND, BEGINNING AND END OF YEAR BY KINDS OF BUSINESS—Continued

KIND OF BUSINESS AND AREA	ALL ESTABLISHMENTS*		ESTABLISHMENTS REPORTING RECEIVABLES AS OF DECEMBER 31, 1939			ESTABLISHMENTS REPORTING BEGINNING AND END OF YEAR RECEIVABLES				ESTABLISHMENTS REPORTING BEGINNING AND END OF YEAR STOCKS			
	Number	Sales	Number	Sales	Customer accounts and notes receivable Dec. 31, 1939	Number	Sales	Customer accounts and notes receivable Dec. 31, 1939	Customer accounts and notes receivable Dec. 31, 1938	Number	Sales	Stocks on hand, at cost Dec. 31, 1939	Stocks on hand, at cost Dec. 31, 1938
		Dollars		Dollars	Dollars		Dollars	Dollars	Dollars		Dollars	Dollars	Dollars
							MACHINERY—EQUIPMENT—SUPPLIES—Con.						
INDUSTRIAL MACHINERY, EQUIPMENT, AND SUPPLIES (All other)—Con													
Philadelphia	72	$6,766	55	$6,393	$842	46	$6,054	$796	$607	56	$6,317	$774	$776
Pittsburgh	27	5,564	22	4,272	579	17	3,971	516	459	18	4,629	466	415
St. Louis	47	4,965	39	4,848	444	31	4,554	407	344	37	3,921	410	357
San Francisco	39	2,860	34	2,678	358	32	2,638	355	351	34	2,700	606	584
Other cities	29	3,[illegible]	21	2,745	375	11	2,213	321	241	17	2,429	335	356
PROFESSIONAL EQUIPMENT AND SUPPLIES (Dental supply houses)													
United States Total	330	33,788	292	31,841	8,754	257	30,301	8,417	7,257	279	31,109	7,592	7,394
New England	24	2,557	22	2,543	689	19	2,496	679	544	20	2,500	612	613
Middle Atlantic	90	10,168	75	9,009	3,127	67	8,696	2,969	2,842	77	8,890	1,941	1,891
East North Central	54	4,827	45	4,573	1,001	42	4,425	977	977	44	4,494	1,006	974
West North Central	32	3,955	31	3,939	979	26	3,695	928	947	28	3,718	909	913
South Atlantic	32	2,851	26	2,303	650	23	2,232	639	575	27	2,644	650	628
Mountain	19	1,013	13	948	191	9	835	151	156	11	793	230	237
Pacific	50	4,810	47	4,759	1,273	40	4,581	1,243	1,264	42	4,647	1,236	1,232
Other divisions	33	3,607	33	3,607	844	31	3,534	831	852	30	3,419	943	906
Total, 14 Cities	144	16,928	122	15,398	4,566	108	14,808	4,408	4,375	122	15,364	3,498	3,442
Boston	10	1,293	9	1,292	326	8	1,282	325	325	9	1,283	311	319
Chicago	20	1,897	18	1,831	356	15	1,723	332	341	17	1,789	395	380
Los Angeles	15	1,550	14	1,544	449	10	1,403	429	500	11	1,429	383	378
New York City	45	4,899	38	4,152	1,507	35	4,025	1,480	1,387	39	4,120	946	900
Philadelphia	11	1,801	6	1,465	547	6	1,465	547	556	10	1,791	357	351
Other cities	43	5,488	37	5,114	1,381	34	4,910	1,295	1,268	36	4,952	1,106	1,114
PROFESSIONAL EQUIPMENT AND SUPPLIES (Religious supply houses)													
United States Total	94	8,325	79	7,777	1,937	74	7,549	1,900	1,810	83	8,051	2,266	2,238
Total, 14 Cities	63	5,672	54	5,284	1,303	51	5,170	1,283	1,241	58	5,634	1,590	1,592
PROFESSIONAL EQUIPMENT AND SUPPLIES (School equipment and supplies)													
United States Total	138	22,271	124	21,385	4,803	107	19,006	4,301	3,501	110	20,752	3,475	3,405
New England	6	2,008	6	2,008	461	(x)	1,152	263	220	5	2,004	415	387
Middle Atlantic	32	3,723	26	3,227	462	23	2,463	348	293	24	3,154	545	518
East North Central	34	5,281	32	5,214	1,476	28	4,894	1,356	1,096	28	5,007	794	789
West North Central	17	6,348	16	6,323	1,196	(x)	5,099	1,195	1,026	15	6,307	958	1,006
Other divisions	49	4,911	44	4,613	1,208	37	4,198	1,139	864	38	4,280	763	725
Total, 14 Cities	50	7,510	45	7,076	1,216	39	6,830	1,182	1,048	40	6,945	1,184	1,207
PROFESSIONAL EQUIPMENT AND SUPPLIES (Surgical, medical, and hospital)													
United States Total	383	51,512	321	46,820	9,040	273	43,830	8,432	7,946	297	46,067	8,381	7,827
Middle Atlantic	150	16,259	125	15,677	2,586	106	14,860	2,521	2,370	120	15,469	2,953	2,954
East North Central	70	13,024	54	11,173	1,876	44	10,305	1,702	1,685	51	11,386	1,722	1,571
West North Central	36	7,276	31	7,037	1,872	27	6,861	1,825	1,578	27	6,942	1,256	1,078
South Atlantic	28	3,983	26	3,864	676	24	3,652	637	573	24	3,667	605	547
Pacific	47	4,724	37	4,011	941	33	3,827	904	868	36	4,130	895	847
Other divisions	52	6,246	48	5,056	989	39	4,325	843	872	39	4,473	906	732
Total, 14 Cities	207	32,991	170	29,853	5,796	148	28,380	5,501	5,173	166	29,926	4,980	4,729
Boston	9	2,421	(x)	1,367	301	5	1,221	270	276	5	1,221	158	162
Chicago	24	4,801	17	3,681	565	13	3,387	513	498	17	4,169	368	324
Cleveland	6	2,384	6	2,384	430	6	2,384	430	425	6	2,384	352	297
Los Angeles	15	1,898	11	1,581	414	10	1,545	411	412	11	1,708	373	347
Milwaukee	7	1,624	6	1,619	253	6	1,619	253	248	6	1,606	275	261
New York City	92	9,443	74	8,167	1,541	54	8,879	1,496	1,406	74	9,055	1,617	1,668
Philadelphia	16	1,466	(x)	1,368	251	12	1,087	193	191	13	1,371	233	222
Pittsburgh	8	2,132	8	2,132	310	7	2,058	290	265	8	2,132	487	500
St. Louis	5	3,701	5	3,701	1,224	5	3,701	1,224	1,050	5	3,701	642	468
Other cities	25	3,121	22	2,853	507	20	2,499	421	402	21	2,579	475	480
PROFESSIONAL EQUIPMENT AND SUPPLIES (All other)													
United States Total	117	14,642	90	13,149	1,566	82	11,277	1,354	1,234	91	11,920	2,263	2,312
Total, 14 Cities	71	11,065	55	10,023	1,164	49	8,169	955	817	57	8,719	1,693	1,770
SERVICE EQUIPMENT AND SUPPLIES (Barber and beauty supply houses)													
United States Total	859	44,593	678	42,048	10,414	573	38,962	9,816	9,845	684	40,392	8,215	7,934
New England	56	2,664	45	2,581	602	33	2,045	519	481	41	2,138	389	356
Middle Atlantic	225	13,083	172	12,093	2,931	154	11,655	2,837	2,851	190	12,285	2,193	2,200
East North Central	193	8,754	140	8,195	1,902	120	7,437	1,792	1,728	146	7,783	1,544	1,482
West North Central	69	3,644	49	3,379	712	44	3,249	689	719	56	3,453	794	731

* Including establishments not reporting receivables or stocks.
x Withheld to avoid disclosure.

SERVICE AND LIMITED-FUNCTION WHOLESALERS

TABLE 6B.—ACCOUNTS AND NOTES RECEIVABLE AND STOCKS ON HAND, BEGINNING AND END OF YEAR BY KINDS OF BUSINESS—Continued

KIND OF BUSINESS AND AREA	ALL ESTABLISHMENTS*		ESTABLISHMENTS REPORTING RECEIVABLES AS OF DECEMBER 31, 1939			ESTABLISHMENTS REPORTING BEGINNING AND END OF YEAR RECEIVABLES				ESTABLISHMENTS REPORTING BEGINNING AND END OF YEAR STOCKS			
	Number	Sales (add 000)	Number	Sales (add 000)	Customer accounts and notes receivable Dec. 31, 1939 (add 000)	Number	Sales (add 000)	Customer accounts and notes receivable Dec. 31, 1939 (add 000)	Customer accounts and notes receivable Dec. 31, 1938 (add 000)	Number	Sales (add 000)	Stocks on hand, at cost Dec. 31, 1939 (add 000)	Stocks on hand, at cost Dec. 31, 1938 (add 000)
	MACHINERY—EQUIPMENT—SUPPLIES—Con.												
SERVICE EQUIPMENT AND SUPPLIES (Barber and Beauty Supply Houses)—Con.													
South Atlantic	93	$4,610	81	$4,472	$1,178	69	$4,229	$1,136	$1,115	75	$4,300	$866	$807
West South Central	78	3,652	63	2,921	800	54	2,762	758	677	62	2,860	768	708
Pacific	85	5,492	74	5,311	1,236	56	4,720	1,077	1,288	67	4,675	1,016	998
Other divisions	60	3,294	54	3,096	1,053	43	2,865	1,007	986	47	2,898	645	648
Total, 14 Cities	290	19,611	268	18,385	4,146	179	17,174	3,921	4,216	226	17,623	3,044	3,010
Boston	16	1,140	13	1,123	197	9	891	161	161	10	877	120	116
Chicago	41	2,180	22	1,882	428	17	1,613	418	474	24	1,795	316	302
Los Angeles	23	1,668	17	1,600	217	13	1,529	208	324	18	1,552	251	256
New York City	91	6,586	60	5,920	1,327	55	5,736	1,272	1,350	75	6,142	920	971
Philadelphia	24	1,218	19	1,159	223	18	1,155	222	229	23	1,214	260	251
San Francisco	13	1,507	11	1,487	377	8	1,313	314	420	(x)	1,077	250	246
Other cities	82	5,342	66	5,214	1,379	59	4,937	1,326	1,258	68	4,966	927	868
SERVICE EQUIPMENT AND SUPPLIES (Laundry and dry cleaning)													
United States Total	206	35,091	170	30,986	6,102	153	30,053	5,924	5,134	155	30,167	3,625	3,057
Middle Atlantic	42	9,475	39	8,670	1,981	33	8,648	1,975	1,497	32	8,529	719	642
East North Central	44	7,018	35	5,829	900	30	5,415	859	868	32	5,500	508	418
South Atlantic	25	4,616	23	4,319	768	21	4,019	762	658	21	4,019	471	406
West South Central	19	2,261	15	2,063	382	13	1,871	284	269	14	1,877	321	245
Pacific	31	5,935	24	5,467	1,059	21	5,364	1,048	941	24	5,486	899	717
Other divisions	45	5,786	36	4,818	1,012	33	4,736	996	901	32	4,756	707	629
Total, 14 Cities	95	19,721	78	17,146	3,515	74	17,088	3,504	2,982	73	17,047	1,812	1,541
Chicago	10	2,773	(x)	2,517	374	8	2,498	371	352	8	2,498	191	145
Los Angeles	11	1,518	8	1,317	280	7	1,300	278	279	8	1,317	200	162
New York City	26	6,675	25	6,447	1,515	23	6,425	1,509	1,111	21	6,311	496	452
Philadelphia	7	1,997	(x)	1,731	357	(x)	1,731	357	299	(x)	1,726	141	115
San Francisco	6	1,397	(x)	1,243	304	(x)	1,243	304	280	(x)	1,243	283	217
Other cities	35	5,361	26	3,891	685	26	3,891	685	661	27	3,952	501	450
SERVICE EQUIPMENT AND SUPPLIES (Tailors' supplies)													
United States Total	64	2,809	47	2,671	498	41	2,606	490	463	46	2,555	560	512
Total, 14 Cities	33	1,411	24	1,341	242	21	1,309	237	222	24	1,276	298	266
SERVICE EQUIPMENT AND SUPPLIES (Undertakers' supplies)													
United States Total	107	4,545	83	4,138	1,498	71	3,939	1,448	1,412	76	4,091	688	682
Total, 14 Cities	7[illegible]	1,727	53	1,506	603	21	1,461	598	583	24	1,635	201	194
SERVICE EQUIPMENT AND SUPPLIES (Upholsterers' supplies)													
United States Total	21[illegible]	29,717	183	28,348	4,085	166	27,318	3,914	3,395	164	26,784	6,264	5,779
Total, 14 Cities	173	24,408	151	23,202	3,519	138	22,447	3,377	2,932	136	21,949	5,148	4,724
SERVICE EQUIPMENT AND SUPPLIES (All other)													
United States Total	607	33,868	499	32,884	5,014	430	30,790	4,697	4,435	473	30,806	5,513	5,135
Middle Atlantic	223	15,912	183	14,716	2,245	151	13,708	2,075	2,026	171	13,780	2,568	2,425
East North Central	122	6,848	102	6,319	1,014	86	5,561	917	800	96	5,778	1,055	969
West North Central	87	2,941	52	2,732	316	48	2,679	304	286	52	2,807	451	412
Pacific	60	3,081	44	2,802	407	39	2,731	396	399	45	2,937	527	483
Other divisions	135	6,926	118	6,315	1,032	106	6,111	1,005	924	109	5,504	912	846
Total, 14 Cities	330	23,455	273	22,035	3,288	228	20,541	3,056	2,977	252	20,421	3,629	3,382
Boston	18	1,031	17	1,027	182	16	1,024	181	188	13	661	128	129
Chicago	33	2,418	29	2,201	336	22	1,846	282	263	22	1,730	307	301
New York City	149	12,161	121	11,359	1,750	99	10,715	1,629	1,604	111	10,729	1,940	1,840
Philadelphia	23	1,166	17	1,025	139	14	883	129	124	18	1,002	210	193
St. Louis	20	1,560	17	1,548	120	14	1,525	115	115	14	1,519	177	148
San Francisco	16	1,082	12	1,017	152	12	1,017	152	158	12	1,029	190	175
Other cities	71	4,037	60	3,858	609	51	3,531	568	525	62	3,751	677	596
TRANSPORTATION EQUIPMENT AND SUPPLIES (Aircraft and aeronautical)													
United States Total	13	18,039	8	17,525	1,283	8	17,525	1,283	1,217	12	18,008	1,439	624
TRANSPORTATION EQUIPMENT AND SUPPLIES (Railroad)													
United States Total	68	25,055	58	24,311	5,397	50	21,416	5,044	2,469	48	21,135	2,943	3,319
Middle Atlantic	21	8,821	18	8,513	1,419	15	6,364	1,304	1,021	18	6,672	1,405	1,327
East North Central	30	13,443	26	13,176	3,763	23	12,470	3,529	1,251	17	11,862	965	1,530
Other divisions	17	2,791	14	2,622	215	12	2,582	211	197	13	2,601	473	462

* Including establishments not reporting receivables or stocks.
x Withheld to avoid disclosure.

SERVICE AND LIMITED-FUNCTION WHOLESALERS

TABLE 6B. ACCOUNTS AND NOTES RECEIVABLE AND STOCKS ON HAND, BEGINNING AND END OF YEAR BY KINDS OF BUSINESS--Continued

KIND OF BUSINESS AND AREA	ALL ESTABLISHMENTS		ESTABLISHMENTS REPORTING RECEIVABLES AS OF DECEMBER 31, 1939			ESTABLISHMENTS REPORTING BEGINNING AND END OF YEAR RECEIVABLES				ESTABLISHMENTS REPORTING BEGINNING AND END OF YEAR STOCKS			
	Number	Sales	Number	Sales	Receivables Dec. 31, 1939 (add 000)	Number	Sales	Receivables Jan. 1, 1939 (add 000)	Receivables Dec. 31, 1939 (add 000)	Number	Sales	Stocks Jan. 1, 1939 (add 000)	Stocks Dec. 31, 1939 (add 000)
	MACHINERY—EQUIPMENT—SUPPLIES—Con.												
TRANSPORTATION EQUIPMENT AND SUPPLIES (Railroad)—Con.													
Total, 14 Cities	48	$19,987	42	$19,262	$4,896	37	$16,563	$4,558	$4,084	33	$19,726	$1,334	$1,921
TRANSPORTATION EQUIPMENT AND SUPPLIES (Marine)													
United States Total	149	21,[illegible]	147	19,685	2,892	108	17,650	[illegible]	2,385	118	18,985	3,832	7,[illegible]
Middle Atlantic	40	5,010	32	4,524	475	28	4,292	452	401	29	4,[illegible]	[illegible]	696
South Atlantic	24	[illegible]	20	[illegible]	297	17	2,018	274	242	21	[illegible]	[illegible]	591
West South Central	20	2,288	15	2,094	281	14	[illegible]	280	232	16	2,[illegible]	395	368
Pacific	38	8,105	38	8,105	1,527	37	7,361	1,419	1,307	31	7,155	1,864	1,[illegible]
Other divisions	27	[illegible]	22	2,804	312	18	2,173	[illegible]	203	21	2,289	273	[illegible]
Total, 14 Cities	87	10,093	59	9,601	1,291	50	8,632	1,198	1,028	57	[illegible]	[illegible]	1,722
Baltimore	5	1,155	5	1,155	142	5	1,155	140	121	5	1,155	204	179
Los Angeles	7	1,108	7	1,108	235	6	1,050	227	174	6	1,050	342	72[illegible]
New York City	32	4,191	25	3,755	430	20	3,417	410	346	22	3,514	613	579
San Francisco	9	2,220	9	2,220	352	(x)	1,962	320	288	9	1,962	539	476
Other cities	14	1,419	13	1,363	134	(x)	1,048	92	95	12	1,142	172	168
TRANSPORTATION EQUIPMENT AND SUPPLIES (Other)													
United States Total	14	968	9	[illegible]	141	*	603	[illegible]	[illegible]	[illegible]	931	16	185
	METALS AND METAL WORK (EXCEPT SCRAP)												
BUILDING METAL WORK													
United States Total	135	13,889	109	12,446	1,992	85	11,266	1,845	1,675	92	11,24[illegible]	1,563	1,74[illegible]
Middle Atlantic	51	5,549	45	5,253	912	33	4,545	845	779	38	5,078	882	903
East North Central	29	2,375	23	2,044	231	18	1,743	196	178	17	1,624	292	2[illegible]
South Atlantic	16	2,504	14	2,497	437	11	2,428	429	339	11	1,974	357	313
Other divisions	39	2,861	27	2,652	412	23	2,573	375	379	26	2,509	3[illegible]	288
Total, 14 Cities	67	5,794	56	5,726	941	41	5,188	874	804	44	5,307	[illegible]	[illegible]
IRON AND STEEL PRODUCTS (General line)													
United States Total	90	139,442	90	138,038	23,182	86	137,542	13,124	14,928	87	137,9[illegible]	[illegible]	12,444
New England	4	7,758	4	3,755	628	4	3,756	[illegible]	457	4	3,756	1,045	[illegible]
Middle Atlantic	22	80,580	22	80,294	14,056	20	[illegible]	4,044	8,347	21	80,343	3,895	[illegible]
East North Central	25	33,307	(x)	32,439	5,860	23	32,295	5,850	3,969	23	32,173	[illegible]	4,208
West North Central	5	7,828	5	7,828	702	5	7,828	702	515	5	[illegible]	593	472
West South Central	4	2,091	4	2,091	372	4	2,091	372	327	4	2,091	589	682
Pacific	18	8,525	(x)	8,317	1,127	x	8,317	1,127	919	17	8,491	3,018	2,[illegible]
Other divisions	19	3,355	14	3,313	437	(x)	3,055	401	364	14	3,360	[illegible]	677
Total, 14 Cities	42	116,843	39	109,872	19,532	36	109,413	9,479	12,027	37	110,099	9,661	7,024
Chicago	7	16,032	6	16,032	3,014	(x)	15,888	3,004	[illegible]	(x)	[illegible]	3,502	[illegible]
Cleveland	5	6,476	5	6,476	1,092	5	6,476	1,092	[illegible]	5	6,476	1,028	613
Detroit	6	5,685	(x)	4,817	982	(x)	4,817	882	[illegible]	[illegible]	[illegible]	942	620
New York City	10	65,615	(x)	65,472	11,805	7	65,415	1,798	6,694	(x)	65,415	794	491
Philadelphia	4	6,692	4	6,692	1,018	4	[illegible]	1,018	704	4	[illegible]	1,101	834
Other cities	11	10,383	11	10,383	1,721	10	10,125	1,685	1,251	11	[illegible]	2,394	1,951
IRON AND STEEL PRODUCTS (Semi-finished)													
United States Total	63	15,337	60	15,273	1,827	53	14,924	1,788	1,741	60	14,386	2,251	1,990
New England	5	[illegible]	5	[illegible]	291	5	[illegible]	281	171	5	[illegible]	487	407
Middle Atlantic	26	8,648	23	8,584	1,015	23	8,584	1,015	1,048	26	[illegible]	828	737
East North Central	16	3,449	15	3,449	394	12	3,257	[illegible]	395	12	[illegible]	[illegible]	567
Other divisions	17	[illegible]	17	1,038	137	13	[illegible]	[illegible]	129	13	[illegible]	276	[illegible]
Total, 14 Cities	42	[illegible]	39	11,398	1,402	35	11,128	1,371	1,288	34	[illegible]	1,889	1,457
IRON AND STEEL PRODUCTS (Flat)													
United States Total	204	73,392	191	70,991	12,541	175	68,175	12,259	[illegible]	172	68,697	14,261	11,936
New England	8	2,056	5	[illegible]	294	5	2,056	294	241	6	[illegible]	334	354
Middle Atlantic	54	23,425	76	23,190	3,817	72	[illegible]	3,688	3,187	[illegible]	21,630	4,733	4,292
East North Central	42	35,452	62	33,813	6,740	52	[illegible]	6,597	5,780	54	32,725	5,991	4,543
South Atlantic	12	[illegible]	12	4,030	509	12	4,020	[illegible]	440	11	3,981	643	639
Pacific	24	4,852	20	4,642	728	19	4,633	[illegible]	[illegible]	20	4,692	1,144	1,049
Other divisions	14	3,587	13	3,580	453	12	3,348	444	[illegible]	11	3,313	1,216	959
Total, 14 Cities	125	[illegible]	116	[illegible]	[illegible]	104	44,043	6,053	5,019	102	44,253	9,657	7,868
Baltimore	[illegible]	[illegible]	[illegible]	[illegible]	[illegible]	[illegible]	1,736	[illegible]	180	(x)	1,697	[illegible]	[illegible]
Chicago	18	12,462	18	12,462	1,426	15	[illegible]	1,397	1,015	14	12,471	[illegible]	2,198
Cleveland	12	4,628	x	3,330	406	7	3,237	395	[illegible]	8	4,265	[illegible]	[illegible]
Detroit	9	4,488	9	4,488	427	x	[illegible]	379	[illegible]	(x)	3,838	[illegible]	[illegible]
Los Angeles	[illegible]	[illegible]	x	1,593	[illegible]	8	[illegible]	[illegible]	270	8	1,584	442	[illegible]
New York City	32	12,744	47	13,501	2,242	45	13,449	[illegible]	[illegible]	44	13,531	2,746	2,627
Philadelphia	[illegible]	4,364	[illegible]	4,364	[illegible]	(x)	[illegible]	[illegible]	452	[illegible]	3,305	[illegible]	693
Other cities	22	2,658	9	4,561	[illegible]	[illegible]	[illegible]	[illegible]	[illegible]	[illegible]	4,[illegible]	[illegible]	[illegible]

* Including establishments not reporting receivables or stocks.
x Withheld to avoid disclosure.

SERVICE AND LIMITED-FUNCTION WHOLESALERS

TABLE 6B.—ACCOUNTS AND NOTES RECEIVABLE AND STOCKS ON HAND, BEGINNING AND END OF YEAR BY KINDS OF BUSINESS—Continued

KIND OF BUSINESS AND AREA	ALL ESTABLISHMENTS		ESTABLISHMENTS REPORTING RECEIVABLES AS OF DECEMBER 31, 1939			ESTABLISHMENTS REPORTING BEGINNING AND END OF YEAR RECEIVABLES				ESTABLISHMENTS REPORTING BEGINNING AND END OF YEAR STOCKS			
	Number	Sales (add 000)	Number	Sales (add 000)	Customer accounts and notes receivable Dec. 31, 1939 (add 000)	Number	Sales (add 000)	Customer accounts and notes receivable Dec. 31, 1939 (add 000)	Dec. 31, 1938 (add 000)	Number	Sales (add 000)	Stocks on hand, at cost Dec. 31, 1939 (add 000)	Dec. 31, 1938 (add 000)
METALS AND METAL WORK (EXCEPT SCRAP)—Con.													
WIRE AND WIRE PRODUCTS													
United States Total	65	$7,147	53	$6,407	$695	48	$6,232	$675	$604	51	$6,408	$1,191	$991
Total, 14 Cities	34	3,187	27	2,864	347	23	2,658	333	314	26	2,840	333	271
IRON AND STEEL FINISHED PRODUCTS (N.E.C.)													
United States Total	290	55,833	250	54,592	8,704	219	51,898	5,219	4,858	229	51,669	9,369	8,363
New England	25	5,258	23	5,218	764	19	4,418	611	476	21	4,904	1,419	1,394
Middle Atlantic	99	20,757	85	20,274	2,407	76	19,323	2,260	1,657	79	19,209	2,742	2,316
East North Central	66	14,591	57	14,295	1,533	53	14,103	1,510	1,054	57	14,334	2,468	2,172
West North Central	20	3,586	18	3,816	559	17	3,786	544	448	15	3,227	288	265
South Atlantic	9	2,501	8	2,482	293	6	2,364	268	200	7	2,454	587	504
Pacific	39	6,269	37	6,240	777	32	5,877	704	715	32	5,711	1,265	1,278
Other divisions	32	2,571	22	2,267	371	16	2,025	322	301	18	1,830	600	434
Total, 14 Cities	155	34,832	145	34,121	4,267	134	33,144	4,102	3,105	138	33,169	5,350	4,728
Chicago	16	5,042	14	4,980	567	13	4,968	564	406	14	5,013	626	563
Cleveland	19	2,110	13	2,077	247	13	2,077	247	140	13	2,071	395	317
Detroit	9	2,745	9	2,745	324	9	2,745	324	200	9	2,745	655	540
Los Angeles	16	2,808	14	2,779	283	13	2,775	281	343	13	2,750	420	494
New York City	58	13,399	50	13,121	1,698	43	12,200	1,555	1,163	44	12,145	1,819	1,519
Philadelphia	11	2,173	9	2,000	226	8	1,990	224	164	9	2,147	276	252
St. Louis	10	1,873	10	1,873	328	9	1,843	313	237	8	1,659	220	193
San Francisco	7	1,091	7	1,091	140	7	1,091	140	116	7	1,091	304	281
Other cities	22	3,567	19	3,455	454	19	3,455	454	336	21	3,548	635	569
COPPER													
United States Total	38	49,545	33	48,494	2,443	28	48,206	2,424	1,794	33	49,069	3,696	4,952
Total, 14 Cities	25	48,300	23	47,392	2,316	21	47,379	2,312	1,703	21	47,865	3,338	4,616
ALL OTHER													
United States Total	126	161,990	90	158,551	9,123	78	156,282	9,041	5,013	91	154,172	13,171	6,439
Total, 14 Cities	82	149,286	59	146,088	7,825	56	145,104	7,722	4,195	60	142,725	11,512	4,912
PAPER AND ITS PRODUCTS													
WRAPPING OR COARSE PAPER AND PRODUCTS													
United States Total	1,575	297,438	1,477	287,447	38,921	1,326	272,923	37,009	32,898	1,396	278,713	39,538	34,414
New England	175	24,209	160	23,709	3,436	146	22,270	3,232	2,984	147	22,633	3,347	2,824
Middle Atlantic	696	116,770	607	110,385	16,561	547	103,680	15,667	13,549	581	107,992	12,926	11,173
East North Central	311	61,111	264	59,104	8,996	244	58,354	8,934	8,038	264	59,649	8,724	7,305
West North Central	119	27	103	25,411	2,949	95	25,158	2,922	2,677	98	24,660	3,984	3,565
South Atlantic	137	30	124	21,966	2,691	105	19,425	2,537	2,089	112	19,401	3,056	2,808
East South Central	45	5	41	9,681	1,310	33	8,513	1,138	1,108	34	8,843	1,639	1,464
West South Central	57	47	55	9,828	1,323	49	9,175	1,250	1,151	49	9,473	1,810	1,633
Mountain	22	732	21	3,726	453	20	3,714	448	443	20	3,714	699	658
Pacific	117	23,907	102	23,637	3,204	87	22,636	3,081	2,849	91	22,548	3,353	2,984
Total, 14 Cities	781	155,739	671	148,239	20,894	598	141,730	20,008	17,187	626	145,537	16,328	13,870
Baltimore	25	3,061	21	2,921	351	21	3,021	361	305	22	2,917	398	333
Boston	34	5,041	28	4,848	596	23	4,227	520	467	27	4,704	503	409
Buffalo	10	1,517	9	1,506	228	9	1,506	228	226	(x)	1,307	301	288
Chicago	93	19,201	78	18,196	2,010	71	17,946	1,987	1,737	76	18,828	2,426	1,934
Cleveland	14	4,997	9	4,921	836	8	4,866	835	629	12	4,986	677	567
Detroit	28	10,181	22	10,061	1,252	22	10,061	1,252	1,092	21	10,026	1,194	1,007
Los Angeles	28	8,498	22	8,421	1,130	16	7,947	1,087	1,014	18	7,738	1,195	954
Milwaukee	21	2,015	21	2,015	201	19	1,937	195	173	14	1,687	242	209
New York City	401	77,917	352	73,321	11,557	311	70,040	11,034	9,310	321	72,543	6,711	5,745
Philadelphia	58	9,727	50	8,580	1,099	(x)	7,759	993	855	50	8,449	963	871
Pittsburgh	11	3,949	10	3,942	560	(x)	3,220	478	412	(x)	3,227	627	518
St. Louis	25	3,822	22	3,766	346	18	3,676	334	331	18	3,578	361	336
San Francisco	22	4,255	18	4,102	557	15	4,030	549	485	18	4,202	548	524
Washington, D. C.	11	1,558	9	1,539	161	9	1,494	155	150	10	1,545	182	175
PRINTING AND WRITING PAPERS													
United States Total	427	210,261	405	197,362	30,166	329	189,463	28,651	24,998	370	177,378	21,784	20,308
New England	30	9,490	30	9,490	1,278	27	8,924	1,252	1,141	28	9,372	1,319	1,246
Middle Atlantic	176	70,116	163	69,569	11,502	151	67,354	10,793	9,456	143	63,191	7,926	6,990
East North Central	85	86,123	81	73,927	10,774	73	71,835	10,309	8,882	69	60,776	5,814	5,508
West North Central	32	12,476	31	12,461	1,654	(x)	11,590	1,615	1,412	31	12,461	2,014	1,890
South Atlantic	36	14,642	36	14,642	2,095	29	13,128	1,916	1,700	35	14,508	1,771	1,716
East South Central	14	3,110	13	3,004	526	(x)	2,546	444	392	13	3,004	432	365
West South Central	15	4,886	15	4,886	863	15	4,886	863	810	15	4,886	1,164	1,130
Mountain	4	2,423	4	2,423	359	4	2,423	359	341	4	2,423	492	439
Pacific	35	6,895	32	6,757	1,115	28	6,777	1,100	864	32	6,757	1,082	1,024

* Including establishments not reporting receivables or stocks.

x Withheld to avoid disclosure.

SERVICE AND LIMITED-FUNCTION WHOLESALERS

TABLE 6B.—ACCOUNTS AND NOTES RECEIVABLE AND STOCKS ON HAND, BEGINNING AND END OF YEAR BY KINDS OF BUSINESS Continued

KIND OF BUSINESS AND AREA	ALL ESTABLISHMENTS*		ESTABLISHMENTS REPORTING RECEIVABLES AS OF DECEMBER 31, 1939			ESTABLISHMENTS REPORTING BEGINNING AND END OF YEAR RECEIVABLES				ESTABLISHMENTS REPORTING BEGINNING AND END OF YEAR STOCKS			
	Number	Sales (add 000)	Number	Sales (add 000)	Customer accounts and notes receivable Dec. 31, 1939 (add 000)	Number	Sales (add 000)	Customer accounts and notes receivable Dec. 31, 1939 (add 000)	Dec. 31, 1938 (add 000)	Number	Sales (add 000)	Stocks on hand Dec. 31, 1939 (add 000)	Dec. 31, 1938 (add 000)
PAPER AND ITS PRODUCTS—Con.													
PRINTING AND WRITING PAPERS—Con.													
Total, 14 Cities	265	$142,314	249	$140,281	$22,065	229	$135,790	$20,905	$18,049	221	$135,337	$11,896	$10,027
Baltimore	10	4,594	10	4,594	610	10	4,594	610	453	9	4,460	440	391
Boston	11	5,350	11	5,350	775	10	5,272	769	717	10	5,272	853	813
Buffalo	6	2,826	6	2,826	675	6	2,826	675	453	5	2,730	409	411
Chicago	37	45,493	(x)	44,134	[illegible]	33	43,168	6,371	5,401	33	36,804	2,721	2,468
Cleveland	8	4,633	8	4,633	565	(x)	3,776	714	686	(x)	3,776	[illegible]	507
Detroit	9	2,929	9	2,929	[illegible]	8	[illegible]	204	247	8	[illegible]	474	464
Los Angeles	10	1,858	9	1,842	298	8	1,835	297	265	9	1,851	325	292
Milwaukee	8	2,575	(x)	2,183	295	(x)	2,183	295	271	(x)	2,073	196	197
New York City	111	45,667	103	45,440	7,293	94	43,281	6,604	5,869	95	39,243	4,166	3,856
Philadelphia	21	9,052	20	9,045	1,472	20	9,045	1,472	1,304	21	9,052	1,456	1,206
Pittsburgh	8	5,940	7	5,930	1,060	6	5,846	1,055	925	7	5,930	811	638
St. Louis	10	4,366	9	4,351	716	9	4,351	716	591	9	4,351	582	534
San Francisco	11	2,857	10	2,850	488	8	2,689	474	333	10	2,703	461	486
Washington, D. C.	7	4,174	7	4,174	[illegible]	6	3,928	589	534	7	4,174	333	115
STATIONERY AND STATIONERY SUPPLIES													
United States Total	515	46,551	425	42,824	8,450	371	41,202	8,198	7,363	386	40,429	5,253	5,284
New England	30	3,599	31	3,168	307	29	3,161	705	753	28	3,234	274	269
Middle Atlantic	279	26,517	237	24,420	4,864	209	23,537	4,744	4,089	224	24,312	3,232	2,961
East North Central	85	7,320	67	6,273	947	60	6,712	839	805	56	5,103	677	604
Pacific	45	5,006	38	4,519	1,716	29	4,340	1,687	1,255	31	4,581	959	969
Other divisions	70	4,109	52	3,744	616	44	3,452	563	531	47	3,199	571	581
Total, 14 Cities	365	36,934	307	34,269	7,321	268	34,940	7,107	6,347	272	31,645	4,164	3,850
Boston	17	1,416	13	1,022	190	12	1,018	189	158	12	1,109	132	107
Chicago	44	4,527	35	4,266	540	31	4,064	524	462	30	2,557	273	245
New York City	206	23,010	179	21,333	4,369	159	20,575	4,285	3,644	162	21,050	2,827	2,421
San Francisco	9	3,329	9	3,329	1,548	8	3,288	1,528	1,508	8	3,288	634	616
Other cities	89	4,652	71	4,319	694	58	3,997	606	550	60	3,641	512	461
WALLPAPER													
United States Total	261	20,723	245	19,395	2,915	222	18,648	2,701	2,280	230	19,377	4,090	4,037
Middle Atlantic	105	7,304	89	6,983	927	81	6,395	794	766	81	6,592	1,449	1,493
East North Central	58	6,062	50	5,961	1,089	47	5,818	1,065	1,090	52	5,970	1,290	1,185
South Atlantic	33	2,159	29	2,058	278	25	1,898	262	229	36	2,230	352	336
Pacific	19	1,694	16	1,684	195	15	1,417	146	142	17	1,606	396	398
Other divisions	66	3,364	59	3,211	443	54	3,120	434	433	46	3,209	603	641
Total, 14 Cities	155	12,119	134	12,736	1,808	119	11,637	1,607	1,594	134	12,014	2,726	2,712
Chicago	11	1,979	9	1,949	264	8	1,937	262	421	9	1,937	507	486
Cleveland	12	1,592	12	1,592	372	11	1,612	351	406	11	1,612	372	288
New York City	16	1,757	15	1,752	273	13	1,466	196	186	14	1,465	488	421
St. Louis	18	796	15	738	83	14	716	82	75	17	776	157	181
Other cities	98	6,895	83	6,605	816	77	5,910	716	706	84	6,224	1,327	1,342
PETROLEUM AND ITS PRODUCTS													
PETROLEUM AND ITS PRODUCTS													
United States Total	1,275	196,734	745	166,529	16,324	631	158,369	15,051	16,437	588	138,498	9,741	9,922
New England	73	9,174	55	7,206	987	45	5,398	489	514	40	6,446	445	723
Middle Atlantic	285	76,265	200	66,565	7,451	193	65,521	7,316	8,608	192	57,[illegible]	3,738	3,981
East North Central	242	38,501	149	33,659	2,871	127	31,876	2,676	2,665	117	24,748	1,495	1,177
West North Central	183	31,429	89	29,271	1,855	78	28,050	1,608	1,892	75	[illegible]	1,752	1,542
South Atlantic	95	7,251	68	6,257	758	57	5,767	727	731	56	[illegible]	462	366
West South Central	221	16,882	86	11,621	1,109	89	10,725	1,026	1,100	88	[illegible]	489	457
Pacific	114	13,904	64	10,008	1,091	52	9,661	1,058	787	51	[illegible]	1,[illegible]	974
Other divisions	42	3,334	36	2,542	209	29	1,371	291	140	27	[illegible]	115	102
Total, 14 Cities	292	86,481	219	74,732	8,648	190	72,610	7,972	8,158	181	61,456	5,124	4,922
Boston	10	2,688	7	2,151	410	4	1,266	70	144	4	1,947	347	124
Chicago	44	16,502	35	13,792	997	31	13,712	950	749	24	13,606	599	473
Cleveland	24	[illegible]	20	8,012	913	16	8,470	835	1,046	9	[illegible]	86	55
Detroit	13	1,476	8	[illegible]	98	8	1,224	45	91	9	1,176	150	85
Los Angeles	14	4,469	8	3,121	500	8	3,685	496	340	7	[illegible]	887	433
Milwaukee	16	1,157	11	1,103	183	11	1,103	163	143	11	934	97	69
New York City	102	43,537	76	38,630	4,493	68	35,242	4,431	6,160	66	31,963	2,548	1,835
Philadelphia	13	4,982	13	4,982	670	13	4,986	670	431	11	4,907	294	462
St. Louis	22	1,246	16	1,190	245	11	697	95	74	12	646	112	112
Other cities	34	3,110	24	2,725	183	22	[illegible]	189	189	18	1,363	138	114
PLUMBING AND HEATING EQUIPMENT AND SUPPLIES													
PLUMBING AND HEATING (General line)													
United States Total	675	185,102	650	183,192	30,524	605	176,786	29,151	[illegible]	604	178,469	[illegible]	28,761
New England	108	22,943	105	22,483	4,447	96	21,374	4,252	3,775	99	[illegible]	4,115	[illegible]
Middle Atlantic	270	57,241	260	56,[illegible]	10,380	240	54,647	[illegible]	8,700	49	[illegible]	10,110	[illegible]
East North Central	98	[illegible]	[illegible]	[illegible]	[illegible]	[illegible]	[illegible]	[illegible]	3,056	[illegible]	[illegible]	4,151	[illegible]

* Including establishments not reporting receivables or stocks.
x Withheld to avoid disclosure.

SERVICE AND LIMITED-FUNCTION WHOLESALERS

TABLE 6B.—ACCOUNTS AND NOTES RECEIVABLE AND STOCKS ON HAND, BEGINNING AND END OF YEAR

BY KINDS OF BUSINESS Continued

KIND OF BUSINESS AND AREA	ALL ESTABLISHMENTS*		ESTABLISHMENTS REPORTING RECEIVABLES AS OF DECEMBER 31, 1939			ESTABLISHMENTS REPORTING BEGINNING AND END OF YEAR RECEIVABLES				ESTABLISHMENTS REPORTING BEGINNING AND END OF YEAR STOCKS			
	Number	Sales (add 000)	Number	Sales (add 000)	Customer accounts and notes receivable Dec. 31, 1939 (add 000)	Number	Sales (add 000)	Customer accounts and notes receivable Dec. 31, 1939 (add 000)	Customer accounts and notes receivable Dec. 31, 1938 (add 000)	Number	Sales (add 000)	Stocks on hand, at cost Dec. 31, 1939 (add 000)	Stocks on hand, at cost Dec. 31, 1938 (add 000)
	PLUMBING AND HEATING EQUIPMENT AND SUPPLIES—Con.												
PLUMBING AND HEATING (General line)—Con.													
West North Central	48	$20,979	46	$20,916	$2,769	46	$20,916	$2,769	$2,510	47	$20,929	$3,757	$3,551
South Atlantic	86	38,084	85	38,006	6,289	[illegible]	37,079	5,928	4,887	85	38,022	4,743	3,751
East South Central	15	3,242	13	2,682	540	11	2,625	467	347	(x)	2,821	424	327
West South Central	14	4,711	14	4,711	640	(x)	4,428	594	530	14	4,711	822	713
Mountain	11	2,361	10	2,338	357	5	1,917	285	275	7	2,052	652	627
Pacific	25	9,776	25	9,776	1,388	(x)	9,256	1,257	1,209	(x)	9,159	1,534	1,166
Total, 14 Cities	161	48,668	151	47,900	8,095	143	46,857	7,849	6,564	151	47,384	7,334	6,354
Baltimore	15	4,363	15	4,363	738	15	4,363	738	678	15	4,363	573	514
Boston	16	2,853	15	2,705	454	13	2,592	435	420	13	2,592	386	343
Chicago	21	4,696	19	4,588	540	19	4,588	640	546	21	4,696	740	683
Los Angeles	4	1,258	4	1,258	230	[illegible]	1,258	230	192	4	1,258	134	107
New York City	36	11,712	36	11,595	1,933	32	10,903	1,730	1,463	34	11,020	1,773	1,538
Philadelphia	36	7,354	32	6,972	1,369	31	6,826	1,356	1,104	34	7,115	1,388	1,340
St. Louis	7	1,742	6	1,729	247	6	1,729	247	219	7	1,742	285	303
Washington, D. C	7	8,366	7	8,366	1,444	7	8,366	1,444	1,048	7	8,366	1,085	793
Other cities	17	6,324	17	6,324	1,040	16	6,232	1,029	894	16	6,232	970	733
HEATING (Including stoves and ranges)													
United States Total	368	36,058	301	33,545	4,846	264	31,662	4,581	4,033	272	32,209	4,361	4,460
New England	33	3,515	26	3,362	533	26	3,362	533	547	27	3,378	606	654
Middle Atlantic	123	13,573	104	12,920	1,926	90	12,469	1,859	1,547	95	12,840	1,443	1,491
East North Central	86	6,955	67	5,978	722	59	5,678	703	657	56	5,257	757	704
West North Central	38	3,838	29	3,320	561	27	3,273	540	433	33	3,733	760	758
West South Central	13	2,832	13	2,832	335	(x)	2,481	300	285	13	2,832	279	369
Pacific	38	2,474	30	2,361	375	(x)	2,185	349	336	22	1,983	268	252
Other divisions	37	2,871	32	2,772	394	26	2,194	297	228	26	2,186	248	232
Total, 14 Cities	167	21,612	137	19,755	2,964	120	18,864	2,816	2,397	124	19,444	2,486	2,535
Boston	13	1,834	11	1,749	303	11	1,749	303	288	11	1,769	433	475
Chicago	15	1,665	10	1,434	175	9	1,426	170	164	10	1,424	259	252
New York City	45	7,698	37	7,503	1,287	31	7,245	1,247	944	32	7,278	563	632
Philadelphia	21	2,009	16	1,653	153	14	1,613	150	133	18	1,906	340	328
Pittsburgh	10	1,613	10	1,613	229	9	1,568	223	228	9	1,568	202	183
San Francisco	8	1,138	[illegible]	1,138	190	[illegible]	1,138	190	180	6	1,057	102	100
Other cities	55	5,655	45	4,665	627	38	4,125	533	460	38	4,442	587	565
PLUMBING FIXTURES, EQUIPMENT, AND SUPPLIES													
United States Total	927	134,095	829	128,483	19,690	718	118,181	18,370	16,721	806	123,084	22,492	19,732
New England	76	12,083	66	10,263	1,934	60	8,672	1,827	1,710	69	10,752	2,330	2,137
Middle Atlantic	363	49,571	323	47,923	7,756	278	44,743	7,276	6,550	311	43,978	7,712	6,543
East North Central	179	25,678	157	24,806	3,465	139	22,636	3,220	3,068	159	23,756	3,855	3,438
West North Central	47	5,675	44	5,596	778	39	5,282	731	668	43	5,438	1,240	1,148
South Atlantic	54	8,366	48	7,782	1,193	38	7,184	1,119	874	45	7,858	1,217	1,103
West South Central	68	10,357	61	10,000	1,362	52	9,497	1,267	1,249	58	9,955	1,899	1,702
Pacific	113	18,390	106	18,240	2,582	93	16,818	2,368	2,121	98	17,553	3,532	3,085
Other divisions	27	3,975	24	3,873	620	19	3,349	562	481	23	3,794	707	576
Total, 14 Cities	413	64,187	361	60,291	8,852	314	55,039	8,283	7,255	360	58,631	9,990	8,619
Baltimore	9	1,569	[illegible]	1,548	227	8	1,548	227	220	9	1,569	152	150
Boston	16	3,804	14	2,238	248	11	946	193	203	15	2,718	556	520
Chicago	39	5,394	32	5,220	480	28	4,374	428	349	36	4,563	463	423
Cleveland	19	2,096	16	1,943	290	14	1,625	234	194	18	1,948	287	260
Detroit	19	3,695	18	3,689	428	15	3,492	408	402	16	3,530	495	389
Los Angeles	26	4,252	24	4,244	611	21	3,974	558	470	21	3,982	703	560
Milwaukee	14	2,355	12	2,146	352	11	2,133	350	286	12	2,319	467	432
New York City	189	29,585	167	28,481	4,539	144	26,786	4,288	3,730	164	24,932	4,622	3,859
Philadelphia	29	3,207	23	2,950	325	20	2,799	311	240	24	3,032	411	394
Pittsburgh	11	1,254	10	1,114	331	9	1,097	314	304	[illegible]	1,173	268	230
St. Louis	[illegible]	1,155	7	1,136	178	7	1,136	178	148	8	1,155	211	191
San Francisco	21	4,306	20	4,301	674	18	4,208	659	581	18	4,227	1,103	1,009
Other cities	11	1,515	10	1,281	169	8	921	135	128	10	1,483	242	222
ALL OTHER													
United States Total	255	24,720	217	23,46[illegible]	3,325	175	21,226	3,028	2,790	188	21,480	2,675	2,583
Middle Atlantic	73	7,227	60	6,901	714	50	6,610	674	599	53	6,621	843	861
East North Central	55	6,012	48	5,674	710	40	4,841	601	568	35	4,589	412	384
South Atlantic	18	2,488	16	2,447	416	16	2,447	416	335	16	2,428	272	266
Pacific	34	3,259	28	3,178	420	24	2,807	366	321	25	2,816	406	355
Other divisions	75	5,734	65	5,268	1,065	45	4,521	971	967	59	5,026	742	717
Total, 14 Cities	117	13,807	98	13,149	1,531	[illegible]	11,710	[illegible],324	1,241	87	12,216	1,253	1,261
	TOBACCO AND PRODUCTS (EXCEPT LEAF)												
TOBACCO AND PRODUCTS (Except leaf)													
United States Total	2,717	1,106,215	1,946	1,007,206	58,618	1,772	959,871	52,524	49,372	2,353	1,050,488	46,338	44,211
New England	231	101,625	195	98,721	5,162	180	94,034	4,911	4,509	208	97,017	4,358	4,197
Middle Atlantic	742	337,236	528	309,703	20,212	488	300,214	16,219	15,030	668	326,084	14,156	13,276
East North Central	605	261,1[illegible]3	425	233,121	12,334	386	216,220	11,300	10,801	525	242,499	[illegible]	[illegible]

* Including establishments not reporting receivables or stocks.

x Withheld to avoid disclosure.

SERVICE AND LIMITED-FUNCTION WHOLESALERS

TABLE 6B.—ACCOUNTS AND NOTES RECEIVABLE AND STOCKS ON HAND, BEGINNING AND END OF YEAR BY KINDS OF BUSINESS—Continued

KIND OF BUSINESS AND AREA	ALL ESTAB. ESTABLISHMENTS		ESTABLISHMENTS REPORTING RECEIVABLES (SOLD DECEMBER 31, 1939)			ESTABLISHMENTS REPORTING ACCOUNTS AND NOTES RECEIVABLE							
	Number	Sales (add 000)	Number	Sales (add 000)	Outstanding accounts and notes receivable Dec. 31, 1939 (add 000)	Number	Sales (add 000)	Outstanding accounts and notes receivable Dec. 31, 1939 (add 000)					
TOBACCO AND PRODUCTS (EXCEPT LEAF)—Con.													
TOBACCO AND PRODUCTS (Except leaf—Con													
West North Central	320	$91,270	187	$79,776	$3,655	171	$77,195	$3,537	$3,410	286	$87,394	$4,056	$7,826
South Atlantic	248	104,863	194	97,551	6,409	175	94,196	6,241	5,850	284	101,345	5,001	4,[illegible]
East South Central	78	32,256	57	29,058	1,501	52	27,781	1,397	1,247	72	30,683	1,489	1,421
West South Central	191	64,998	129	55,030	2,578	115	51,958	2,488	2,365	145	60,516	2,189	2,190
Mountain	89	25,889	75	24,552	1,489	69	22,526	1,341	1,333	80	23,722	1,223	1,156
Pacific	213	86,995	156	79,697	5,278	136	75,747	5,090	4,827	171	81,227	3,924	3,797
Total, 14 Cities	643	387,817	421	356,145	21,366	387	345,186	20,821	19,518	583	376,083	14,774	14,292
Baltimore	51	16,676	23	15,974	1,169	23	15,974	1,169	1,061	30	16,641	622	507
Boston	32	21,905	30	21,823	1,231	27	21,342	1,217	1,132	28	21,619	771	783
Buffalo	26	11,294	17	10,101	719	16	10,096	718	661	26	11,294	497	449
Chicago	74	56,827	55	54,969	3,388	49	53,188	3,218	3,143	63	53,960	1,888	1,805
Cleveland	19	14,517	14	11,515	751	(x)	10,804	730	793	15	13,438	332	284
Detroit	64	29,426	21	19,762	609	(x)	18,934	583	524	63	29,404	873	951
Los Angeles	33	24,056	27	23,688	1,695	24	22,895	1,667	1,527	29	22,997	886	925
Milwaukee	18	10,781	11	9,911	703	11	9,911	703	625	15	10,582	375	360
New York City	169	115,427	127	110,222	6,314	116	107,818	6,122	5,582	150	112,828	4,158	4,117
Philadelphia	75	34,257	44	31,537	1,455	39	28,201	1,387	1,306	68	30,850	1,490	1,412
Pittsburgh	18	14,344	11	12,933	1,186	11	12,933	1,186	1,078	17	14,254	800	714
St. Louis	53	17,537	15	14,700	762	15	14,700	762	776	49	17,481	994	951
San Francisco	19	9,466	17	9,449	554	16	9,402	553	533	18	9,451	761	722
Washington, D. C.	12	11,284	9	9,561	830	(x)	8,988	808	777	12	11,284	427	432
WASTE MATERIALS													
IRON AND STEEL SCRAP													
United States Total	1,869	334,136	713	274,572	22,367	582	248,344	20,698	17,594	1,226	289,070	20,485	24,562
New England	103	9,729	45	7,930	477	38	6,713	438	329	69	7,844	844	977
Middle Atlantic	491	117,101	204	104,984	8,359	165	93,445	7,885	7,996	315	103,103	5,646	8,123
East North Central	511	123,320	224	107,132	9,220	185	98,679	8,453	6,150	361	105,863	5,898	7,443
West North Central	213	19,015	53	11,791	786	47	11,128	747	547	134	14,211	2,136	2,223
South Atlantic	163	18,207	55	14,706	1,178	42	13,610	1,107	978	102	15,902	1,965	1,557
East South Central	89	12,048	34	6,112	466	27	5,236	397	362	54	11,182	690	1,241
West South Central	160	10,729	44	7,230	521	32	5,856	393	360	93	9,054	1,524	1,329
Mountain	18	766	6	453	56	4	428	53	46	12	694	134	136
Pacific	121	23,221	48	14,234	1,304	42	13,249	1,225	826	86	21,217	1,628	1,533
Total, 14 Cities	420	154,138	193	135,141	10,862	165	120,855	9,874	8,953	293	136,757	7,485	9,992
Baltimore	14	4,657	10	4,445	253	9	4,405	251	383	12	4,598	877	640
Buffalo	17	3,511	8	3,272	325	(x)	2,201	251	103	13	2,432	182	213
Chicago	54	31,836	35	30,270	2,867	31	29,941	2,856	1,689	42	29,126	1,727	1,998
Cleveland	43	18,771	21	16,934	1,388	16	12,912	997	711	34	13,850	404	705
Detroit	32	8,363	14	7,258	365	(x)	6,779	350	244	23	7,726	298	432
Los Angeles	9	2,402	6	2,339	171	5	2,303	170	96	9	2,402	163	160
Milwaukee	23	2,640	12	2,273	209	[illegible]	1,883	119	83	13	1,870	239	209
New York City	114	29,932	38	27,724	1,065	31	20,726	889	756	73	28,634	1,051	1,302
Philadelphia	37	33,756	17	33,071	3,229	17	33,071	3,229	4,446	23	32,865	1,521	2,950
Pittsburgh	16	4,419	6	3,555	589	6	3,555	589	308	10	4,120	340	691
St. Louis	34	5,109	12	2,127	133	12	2,127	133	109	(1)	(1)	(1)	(1)
San Francisco	17	7,008	9	638	33	8	612	32	17	13	6,854	361	373
Other cities	10	1,740	5	1,235	35	(x)	340	8	8	(1)	(1)	(1)	(1)
JUNK AND SCRAP (General line)													
United States Total	1,892	93,031	482	64,723	5,391	375	52,806	4,491	3,177	969	78,614	9,059	8,914
New England	172	6,065	40	3,904	370	29	3,180	315	252	74	4,483	425	497
Middle Atlantic	500	16,327	119	10,900	777	91	9,613	674	546	234	13,701	1,787	1,840
East North Central	556	30,744	163	22,196	1,576	134	18,817	1,296	1,004	333	26,001	2,483	2,495
West North Central	197	12,515	48	9,964	1,224	38	7,627	1,104	641	105	11,699	1,615	1,472
South Atlantic	158	6,161	31	2,438	165	22	2,064	144	121	62	4,717	458	503
East South Central	63	5,895	18	3,200	213	12	1,865	79	61	33	4,263	445	465
West South Central	85	2,483	16	1,521	103	14	1,464	86	43	34	2,056	345	311
Mountain	30	1,104	14	545	39	9	413	27	23	24	994	180	152
Pacific	132	11,737	33	10,055	924	26	7,763	753	484	70	10,700	1,263	1,179
Total, 14 Cities	420	18,229	55	11,643	899	[illegible]	8,599	712	499	153	14,907	1,142	1,088
WASTE PAPER, RAGS, AND RUBBER													
United States Total	1,128	135,305	578	110,189	11,863	481	102,848	11,152	9,509	898	121,148	12,578	13,019
New England	138	19,409	85	17,023	2,141	79	16,739	2,120	1,928	108	18,878	2,548	2,671
Middle Atlantic	576	64,615	276	56,850	6,293	224	53,068	5,919	5,043	331	56,042	5,895	6,229
East North Central	190	27,825	104	19,957	1,663	87	18,081	1,502	1,248	116	25,199	1,997	1,982
West North Central	63	6,820	32	5,113	485	28	4,690	448	303	40	6,066	816	890
South Atlantic	61	5,453	32	3,659	290	24	3,099	233	163	36	4,619	264	333
West South Central	20	2,018	14	1,961	271	11	1,763	250	195	11	1,734	159	180
Pacific	61	8,056	26	4,957	647	21	4,761	624	581	47	7,787	808	682
Other divisions	19	1,109	9	689	73	7	647	70	48	9	823	91	82
Total, 14 Cities	686	90,645	350	76,146	7,829	292	71,277	7,350	6,158	414	80,312	7,843	8,162
Baltimore	19	1,744	9	1,419	126	7	1,010	69	46	11	1,236	76	67
Boston	19	8,313	13	6,847	564	13	6,847	564	536	17	8,270	733	818
Buffalo	17	1,565	5	989	82	4	914	70	62	11	1,531	116	105
Chicago	47	10,412	26	7,001	543	23	6,512	519	444	33	9,972	812	840
Cleveland	33	2,617	24	2,505	307	21	2,263	296	218	23	2,441	232	241
Detroit	27	2,883	12	[illegible],739	164	8	2,439	131	103	11	1,[illegible]	87	87

* Including establishments not reporting receivables or stocks.
x Withheld to avoid disclosure.
1 Insufficient sample.

SERVICE AND LIMITED-FUNCTION WHOLESALERS

TABLE 6B.—ACCOUNTS AND NOTES RECEIVABLE AND STOCKS ON HAND, BEGINNING AND END OF YEAR BY KINDS OF BUSINESS—Continued

KIND OF BUSINESS AND AREA	ALL ESTABLISHMENTS*		ESTABLISHMENTS REPORTING RECEIVABLES AS OF DECEMBER 31, 1939			ESTABLISHMENTS REPORTING BEGINNING AND END OF YEAR RECEIVABLES				ESTABLISHMENTS REPORTING BEGINNING AND END OF YEAR STOCKS			
	Number	Sales (add 000)	Number	Sales (add 000)	Customer accounts and notes receivable Dec. 31, 1939 (add 000)	Number	Sales (add 000)	Customer accounts and notes receivable Dec. 31, 1939 (add 000)	Customer accounts and notes receivable Dec. 31, 1938 (add 000)	Number	Sales (add 000)	Stocks on hand, at cost Dec. 31, 1939 (add 000)	Stocks on hand, at cost Dec. 31, 1938 (add 000)
							WASTE MATERIALS—Con.						
WASTE PAPER, RAGS, AND RUBBER—Con.													
Los Angeles	19	$3,909	10	$1,996	$223	[redacted]	$1,910	$206	$146	13	$3,737	$353	$297
Milwaukee	[redacted]	1,205	7	1,122	67	7	1,122	67	55	7	1,122	85	73
New York City	374	42,664	176	39,063	4,604	149	36,730	4,333	3,755	207	38,560	3,772	4,137
Philadelphia	71	8,014	42	7,092	531	30	6,290	480	357	43	6,948	667	613
St. Louis	27	4,323	14	2,817	284	12	2,766	281	150	20	4,139	630	666
San Francisco	13	1,941	7	1,679	232	6	1,660	231	242	11	1,910	219	166
Other cities	11	1,055	5	877	102	4	814	100	64	7	916	81	72
NON-FERROUS METALS													
United States Total	395	50,137	150	40,907	2,265	125	36,924	2,019	1,440	263	42,616	3,860	3,920
New England	28	3,768	14	3,288	155	11	2,432	122	100	18	3,392	353	306
Middle Atlantic	130	15,931	53	13,549	682	43	12,372	628	474	79	14,284	1,043	1,141
East North Central	123	17,801	49	15,106	661	42	14,245	629	445	89	13,578	1,046	1,050
West North Central	27	2,444	7	1,977	106	(x)	1,667	100	78	21	2,343	289	267
South Atlantic	28	3,037	8	2,353	143	8	2,353	143	125	16	2,756	226	252
West South Central	31	3,669	11	2,589	255	(x)	2,159	165	67	19	2,954	472	505
Other divisions	28	3,547	8	2,045	263	[redacted]	1,716	232	151	21	3,309	451	419
Total, 14 Cities	165	29,187	78	25,006	1,276	65	23,767	1,214	870	106	24,300	1,755	1,836
Chicago	26	2,834	11	1,705	69	9	1,624	65	51	17	2,643	341	291
Cleveland	7	3,524	4	3,452	177	4	3,452	177	132	(1)	(1)	(1)	(1)
Detroit	19	6,587	13	6,425	211	12	6,421	210	125	14	6,248	230	274
New York City	77	8,767	30	6,989	286	24	6,105	261	230	45	7,471	473	495
Philadelphia	10	2,827	6	2,723	193	4	2,512	166	83	6	2,601	146	216
Other cities	26	4,648	14	3,721	340	12	3,653	335	249	(1)	(1)	(1)	(1)
ALL OTHER													
United States Total	774	43,391	226	32,660	2,279	174	26,183	1,788	1,552	390	33,386	5,129	5,200
New England	89	9,569	44	8,399	531	33	7,525	422	410	55	8,687	2,146	2,049
Middle Atlantic	284	12,818	91	10,124	762	76	8,671	609	561	126	9,876	1,385	1,420
East North Central	131	6,078	31	4,073	423	21	2,022	308	222	62	3,405	453	457
West North Central	66	2,346	13	1,420	92	13	1,420	92	79	42	2,150	289	355
South Atlantic	69	7,094	18	5,568	259	13	4,847	210	146	21	5,066	184	180
West South Central	46	2,356	10	1,545	49	6	446	15	13	29	1,879	327	382
Pacific	56	1,411	12	556	67	8	429	46	39	25	1,096	197	197
Other divisions	33	1,719	7	975	96	4	823	86	83	20	1,427	148	160
Total, 14 Cities	327	20,326	112	16,643	1,297	100	15,612	1,183	1,000	167	17,609	3,379	3,348
Boston	25	5,907	18	5,771	311	(x)	5,179	252	274	17	5,559	1,805	1,883
Chicago	31	2,185	9	1,277	252	9	1,277	252	171	21	2,030	227	248
New York City	150	5,119	46	3,714	329	40	3,521	295	249	72	4,109	560	571
Philadelphia	38	4,022	21	3,854	227	(x)	3,705	224	186	23	3,752	594	602
Other cities	83	3,093	18	2,027	178	16	1,950	160	120	34	2,159	193	244
							ALL OTHER PRODUCTS						
BOOKS, PERIODICALS, AND NEWSPAPERS													
United States Total	866	168,572	592	146,995	12,972	534	140,258	11,990	12,018	467	121,896	9,093	8,834
New England	79	14,957	48	9,973	700	47	9,741	693	639	42	8,703	343	339
Middle Atlantic	223	83,237	162	76,051	6,179	141	75,257	6,074	6,034	113	63,733	5,326	5,259
East North Central	232	29,813	143	24,781	2,237	132	21,393	1,852	1,952	120	19,497	1,067	926
West North Central	69	6,330	49	5,822	533	49	5,822	533	560	36	4,797	298	276
South Atlantic	77	9,061	51	7,586	782	45	6,994	493	472	52	7,259	404	354
East South Central	27	2,659	19	2,358	241	16	1,761	184	202	18	1,638	90	88
West South Central	46	5,207	36	4,494	440	32	3,730	338	330	26	2,824	172	180
Mountain	21	1,586	16	1,378	134	12	1,302	127	129	9	1,085	82	83
Pacific	92	15,722	68	14,552	1,726	60	14,258	1,696	1,700	51	12,360	1,321	1,329
Total, 14 Cities	188	93,507	138	85,770	8,045	121	85,167	7,928	8,026	106	75,034	6,641	6,404
Chicago	17	7,792	10	7,444	856	9	7,452	854	1,015	10	7,151	459	333
Detroit	10	2,946	[redacted]	2,674	279	7	2,628	271	200	6	2,114	153	143
Los Angeles	17	3,858	10	3,661	397	8	3,512	385	417	7	2,318	265	255
New York City	96	58,549	74	55,494	5,039	62	55,107	4,949	4,904	54	48,023	4,675	4,628
Other cities	48	20,362	36	16,497	1,474	35	16,488	1,469	1,490	29	15,428	1,089	1,045
FLOWERS AND NURSERY STOCK													
United States Total	734	42,987	377	38,227	5,956	332	36,429	5,712	5,479	280	30,128	2,326	2,261
New England	44	2,530	29	2,391	336	26	2,296	315	304	24	2,168	159	152
Middle Atlantic	141	11,707	97	10,950	1,934	84	10,475	1,870	1,798	61	7,626	853	830
East North Central	118	10,710	75	9,411	1,394	69	9,046	1,352	1,343	76	7,943	431	409
West North Central	46	3,528	34	3,146	410	31	3,080	392	384	27	2,790	354	346
South Atlantic	41	3,355	30	2,998	432	25	2,634	414	375	22	2,374	85	[redacted]
East South Central	13	877	9	699	89	[redacted]	699	89	72	8	827	41	38
West South Central	28	1,674	23	1,474	211	17	1,381	193	197	16	1,238	126	115
Mountain	9	1,177	8	1,158	241	8	1,158	241	240	4	1,037	50	54
Pacific	294	7,429	72	6,000	909	63	5,660	846	766	42	4,125	227	237
Total, 14 Cities	408	25,361	163	22,811	3,718	146	22,132	3,625	3,455	99	16,412	1,072	1,056
Baltimore	9	846	6	774	84	6	774	84	81	7	706	19	17
Boston	14	1,388	11	1,352	154	11	1,352	154	150	7	1,226	68	62
Chicago	[redacted]	4,229	9	3,587	[redacted]	9	3,587	705	726	10	2,490	141	140

* Including establishments not reporting receivables or stocks.
x Withheld to avoid disclosure.
1 Insufficient sample.

SERVICE AND LIMITED-FUNCTION WHOLESALERS

TABLE 6B.—ACCOUNTS AND NOTES RECEIVABLE AND STOCKS ON HAND, BEGINNING AND END OF YEAR

BY KINDS OF BUSINESS—Continued

KIND OF BUSINESS AND AREA	ALL ESTABLISHMENTS*		ESTABLISHMENTS REPORTING RECEIVABLES AS OF DECEMBER 31, 1939			ESTABLISHMENTS REPORTING BEGINNING AND END OF YEAR RECEIVABLES				ESTABLISHMENTS REPORTING BEGINNING AND END OF YEAR STOCKS			
	Number	Sale (add 000)	Number	Sale (add 000)	Customer accounts and notes receivable Dec. 31, 1939 (add 000)	Number	Sale (add 000)	Customer accounts and notes receivable Dec. 31, 1939 (add 000)	Dec. 31, 1938 (add 000)	Number	Sale (add 000)	Stocks on hand Dec. 31, 1939 (add 000)	Dec. 31, 1938 (add 000)
	ALL OTHER PRODUCTS—Con.												
FLOWERS AND NURSERY STOCK—Con.													
Detroit	10	$1,269	9	$1,079	$146	9	$1,079	$146	$139	10	$1,269	$60	$52
Los Angeles	149	2,383	19	1,515	172	18	1,506	170	159	2	256	29	31
Milwaukee	6	798	5	792	106	4	783	105	107	6	798	28	30
New York City	63	5,817	49	5,562	1,149	43	5,360	1,116	1,062	22	2,897	415	434
Philadelphia	13	1,923	10	1,882	267	7	1,763	254	235	4	1,570	58	40
St. Louis	10	1,632	10	1,632	154	10	1,632	154	146	6	1,190	84	84
San Francisco	102	2,739	23	2,307	402	19	2,222	385	334	16	2,020	98	108
Other cities	14	2,338	12	2,329	379	10	2,074	352	316	9	1,990	72	58
FOREST PRODUCTS (Except lumber)													
United States Total	594	49,794	341	40,293	5,744	297	38,247	5,464	4,854	330	35,944	4,973	4,439
New England	46	2,566	27	1,552	158	22	1,255	132	125	22	1,921	162	144
Middle Atlantic	166	12,596	98	11,007	2,021	87	11,385	2,002	1,765	105	11,115	1,477	1,242
East North Central	123	7,557	62	4,556	444	55	4,236	433	401	62	3,357	440	350
West North Central	60	10,258	34	9,242	1,583	31	9,097	1,556	1,350	26	7,578	1,624	1,616
South Atlantic	47	4,773	30	3,712	461	27	3,428	416	357	29	3,478	315	292
East South Central	21	3,157	9	2,600	392	7	2,515	381	322	11	2,503	122	119
West South Central	33	1,889	12	1,143	77	9	967	72	56	20	1,166	251	213
Mountain	11	478	8	278	30	7	232	28	25	6	290	75	77
Pacific	86	6,520	61	5,603	578	52	5,132	444	453	49	4,526	507	387
Total, 14 Cities	251	21,388	156	19,638	3,004	137	18,867	2,861	2,524	151	16,957	2,550	2,258
Baltimore	8	507	7	483	46	6	476	45	45	6	476	55	56
Chicago	36	2,296	24	1,961	168	21	1,786	164	178	22	1,480	103	102
Detroit	11	414	5	309	23	4	288	22	15	6	356	29	30
Los Angeles	16	668	9	255	13	8	196	12	12	10	562	41	44
New York City	91	8,420	52	8,007	1,557	47	7,893	1,551	1,324	58	7,488	838	573
Philadelphia	21	988	14	874	48	12	862	46	54	16	894	72	68
St. Louis	15	5,583	11	5,553	880	10	5,492	872	720	5	4,306	1,297	1,272
San Francisco	18	1,573	15	1,550	212	12	1,256	94	119	11	824	62	62
Other cities	35	939	19	646	57	17	618	55	57	17	551	53	51
GENERAL MERCHANDISE													
United States Total	156	515,937	116	400,906	31,824	110	370,882	31,306	27,101	133	400,538	33,625	28,190
New England	5	840	4	817	136	4	817	136	134	4	785	175	161
Middle Atlantic	54	364,013	37	254,591	14,944	(x)	229,594	14,943	12,014	42	256,785	14,763	11,318
East North Central	28	31,284	17	30,791	4,120	17	30,791	4,120	3,844	24	31,269	4,582	4,191
West North Central	11	23,141	x	22,897	2,632	x	22,807	2,631	2,420	11	23,141	3,866	3,376
South Atlantic	14	14,792	10	13,689	2,066	(x)	13,284	2,058	1,867	14	14,792	2,425	2,269
East South Central	8	5,991	6	5,871	966	6	5,871	966	776	6	5,871	1,273	1,139
West South Central	10	11,286	9	11,237	1,465	8	11,078	1,457	1,343	8	11,027	1,871	1,668
Mountain	6	5,798	6	5,798	999	5	5,589	921	788	6	5,798	1,270	1,094
Pacific	22	58,792	18	55,215	4,498	(x)	51,051	4,074	3,915	18	51,070	3,400	2,974
Total, 14 Cities	83	446,557	56	336,807	24,128	(x)	307,646	23,703	20,199	67	335,066	23,226	19,147
Chicago	15	26,372	10	26,184	3,604	10	26,184	3,604	3,225	14	26,367	3,899	3,667
Los Angeles	6	7,666	5	7,629	945	(x)	3,465	521	465	(x)	3,502	625	595
New York City	43	351,959	26	242,537	13,257	(x)	217,540	13,256	10,439	31	244,731	13,011	9,862
San Francisco	9	36,747	7	36,671	2,782	7	36,671	2,782	2,832	(x)	36,653	1,817	1,723
Other cities	10	23,813	8	23,786	3,540	x	23,786	3,540	3,218	10	23,813	3,874	3,500
LEATHER AND SHOE FINDINGS													
United States Total	955	116,362	818	110,042	17,013	750	105,350	16,228	14,450	829	106,191	19,388	18,994
New England	174	41,014	136	39,978	5,521	122	39,053	5,361	4,080	137	38,585	3,499	3,448
Middle Atlantic	379	38,348	319	35,222	5,700	285	32,540	5,227	5,074	326	33,125	6,765	6,537
East North Central	154	17,448	138	16,932	2,332	130	16,599	2,255	2,056	159	15,820	3,192	3,197
West North Central	65	5,345	57	4,795	918	55	4,756	913	877	60	5,188	1,289	1,235
South Atlantic	64	3,781	58	3,715	750	53	3,483	716	660	58	3,306	1,007	922
East South Central	23	1,562	23	1,562	289	20	1,521	280	267	20	1,521	408	373
West South Central	32	2,186	28	2,120	407	28	2,120	407	397	30	2,090	514	476
Mountain	12	1,021	10	1,011	241	9	1,001	239	240	10	1,009	403	389
Pacific	52	5,657	49	4,707	855	48	4,677	850	799	49	5,547	2,511	2,417
Total, 14 Cities	489	83,179	418	78,117	10,802	372	74,131	10,162	8,805	419	74,625	11,074	11,113
Baltimore	6	390	(x)	385	73	(x)	325	65	64	4	325	109	92
Boston	80	34,770	66	34,038	4,397	57	33,391	4,290	3,081	65	32,836	2,560	2,572
Chicago	60	10,136	55	10,052	1,032	52	9,933	1,020	952	55	8,954	1,604	1,609
Cleveland	11	665	11	665	149	11	665	149	135	11	665	157	144
Detroit	10	761	x	748	122	7	442	73	76	9	725	172	180
Los Angeles	14	1,671	12	1,656	300	12	1,656	300	286	13	1,664	340	304
Milwaukee	x	930	7	824	150	7	824	150	142	8	918	190	222
New York City	222	25,703	184	22,884	3,326	158	20,386	2,908	2,915	186	20,935	3,386	3,408
Philadelphia	28	2,870	24	2,829	505	22	2,576	472	442	26	2,806	594	550
Pittsburgh	15	832	15	832	215	13	743	203	192	12	684	225	199
St. Louis	17	2,387	15	2,104	345	14	2,090	344	314	15	2,289	395	381
San Francisco	9	1,444	(x)	509	105	(x)	509	105	101	8	1,371	1,201	1,517
Other cities	8	620	7	591	83	7	591	83	105	7	453	151	135
LEATHER GOODS													
United States Total	145	13,678	116	12,816	2,151	101	12,197	2,053	1,995	112	12,123	2,229	2,231
New England	7	609	6	560	57	4	527	52	81	5	576	154	221
Middle Atlantic	73	7,219	57	6,980	1,096	49	6,838	1,071	1,044	54	6,886	866	827
East North Central	[illegible]	[illegible]	24	[illegible]	305	[illegible]	[illegible]	[illegible]	242	23	[illegible]	[illegible]	[illegible]

* Including establishments not reporting receivables or stocks

x Withheld to avoid disclosure.

SERVICE AND LIMITED-FUNCTION WHOLESALERS

TABLE 6B.—ACCOUNTS AND NOTES RECEIVABLE AND STOCKS ON HAND, BEGINNING AND END OF YEAR BY KINDS OF BUSINESS—Continued

KIND OF BUSINESS AND AREA	ALL ESTABLISHMENTS*		ESTABLISHMENTS REPORTING RECEIVABLES AS OF DECEMBER 31, 1939			ESTABLISHMENTS REPORTING BEGINNING AND END OF YEAR RECEIVABLES				ESTABLISHMENTS REPORTING BEGINNING AND END OF YEAR STOCKS			
	Number	Sales (add 000)	Number	Sales (add 000)	Customer accounts and notes receivable Dec. 31, 1939 (add 000)	Number	Sales (add 000)	Customer accounts and notes receivable Dec. 31, 1939 (add 000)	Dec. 31, 1938 (add 000)	Number	Sales (add 000)	Stocks on hand, at cost Dec. 31, 1939 (add 000)	Dec. 31, 1938 (add 000)
	ALL OTHER PRODUCTS—Con.												
LEATHER GOODS—Con.													
West North Central	10	$1,347	7	$1,270	$294	7	$1,270	$294	$264	8	$1,325	$266	$286
West South Central	6	582	6	582	105	4	282	66	85	5	377	143	155
Pacific	16	1,779	11	1,306	267	11	1,306	267	253	13	1,610	330	311
Other divisions	6	159	5	155	27	5	155	27	26	6	159	40	[illegible]
Total, 14 Cities	100	9,743	77	9,013	1,353	68	8,851	1,329	1,302	74	8,496	1,203	1,174
Boston	6	560	6	560	57	4	527	52	81	4	527	148	215
Chicago	10	749	7	729	50	7	729	50	50	7	201	52	49
Los Angeles	5	611	4	606	83	4	606	83	81	5	611	76	60
New York City	58	6,263	42	6,024	917	35	5,895	898	871	40	5,943	680	632
Other cities	21	1,560	18	1,094	246	18	1,094	246	219	18	1,214	247	218
OILS AND GREASES (Animal and vegetable)													
United States Total	87	71,051	71	67,934	5,678	62	67,238	5,590	4,660	65	67,673	9,466	9,243
Middle Atlantic	55	51,834	46	51,511	3,422	38	50,820	3,336	2,296	36	49,894	7,369	7,247
East North Central	17	6,717	11	4,050	230	10	4,045	228	150	(x)	6,712	728	529
Pacific	6	11,254	6	11,254	1,935	6	11,254	1,935	2,132	(x)	9,906	1,169	1,260
Other divisions	11	1,246	8	1,119	91	[illegible]	1,119	91	82	8	1,161	200	207
Total, 14 Cities	69	68,159	60	66,177	5,527	52	65,486	5,441	4,556	49	64,821	8,960	8,847
Chicago	6	4,961	(x)	3,240	128	(x)	3,240	128	87	6	4,961	498	361
New York City	44	41,142	40	40,904	3,056	32	40,213	2,970	2,056	29	39,214	6,848	6,725
Philadelphia	5	10,536	(x)	10,525	359	(x)	10,525	359	231	(x)	10,525	485	498
San Francisco	5	10,841	5	10,841	1,931	5	10,841	1,931	2,128	(x)	9,493	1,085	1,221
Other cities	9	679	7	667	53	7	667	53	54	6	628	44	42
OPTICAL GOODS													
United States Total	572	42,317	459	36,269	5,158	425	34,640	4,918	4,690	492	38,716	6,177	5,953
New England	36	2,303	22	1,297	181	19	1,089	170	169	29	2,046	295	268
Middle Atlantic	143	12,287	108	9,923	1,481	99	9,369	1,386	1,340	121	10,888	1,823	1,811
East North Central	141	11,885	111	10,723	1,710	105	10,389	1,665	1,535	121	11,110	1,941	1,775
West North Central	72	5,232	62	4,781	530	60	4,742	527	499	68	5,166	703	644
South Atlantic	41	2,531	34	2,424	375	30	2,332	345	328	34	2,468	402	478
East South Central	20	1,060	18	1,012	98	15	889	83	79	18	971	105	99
West South Central	33	1,639	28	1,560	143	27	1,498	134	133	30	1,562	195	182
Mountain	18	1,160	18	1,160	134	18	1,160	134	125	18	1,160	122	117
Pacific	68	4,220	58	3,389	506	52	3,172	476	482	53	3,345	591	559
Total, 14 Cities	192	20,666	153	17,154	2,731	142	16,556	2,667	2,554	157	18,268	3,061	3,071
Boston	12	1,182	(x)	819	97	9	669	91	89	8	1,007	171	151
Chicago	29	3,885	21	3,485	711	21	3,485	711	630	24	3,776	642	623
Cleveland	7	857	6	812	132	6	812	132	121	6	812	87	76
Detroit	15	1,369	12	1,251	196	11	1,229	191	186	12	1,308	216	204
Milwaukee	6	417	4	259	25	4	259	25	20	5	265	24	24
New York City	61	5,727	48	4,371	757	45	4,186	749	740	51	4,823	914	968
Philadelphia	15	2,096	(x)	2,025	165	12	1,985	160	155	13	1,896	256	247
Pittsburgh	4	1,058	4	1,058	163	4	1,058	163	148	4	1,058	172	145
St. Louis	6	618	6	618	79	6	618	79	77	6	618	69	61
San Francisco	13	918	13	918	124	11	826	115	140	11	836	168	164
Other cities	24	2,539	15	1,538	282	13	1,429	251	248	17	1,868	342	408
TEXTILES AND MATERIALS (Other than dry goods)													
United States Total	301	51,782	200	48,543	4,585	168	46,904	4,453	4,085	225	48,148	7,984	8,251
New England	27	3,378	16	3,210	279	14	3,025	264	231	22	3,148	2,510	3,235
Middle Atlantic	115	28,965	82	27,258	2,606	71	26,913	2,580	2,515	89	28,361	2,865	2,603
East North Central	46	4,833	31	4,587	397	24	4,028	349	255	31	4,257	590	631
South Atlantic	23	4,267	12	3,800	555	9	3,730	548	323	16	4,011	566	417
Pacific	42	5,590	27	5,229	439	23	4,977	417	406	37	5,250	1,024	982
Other divisions	48	4,749	32	4,459	309	27	4,231	295	355	30	3,121	429	383
Total, 14 Cities	160	38,503	111	36,256	3,289	91	35,023	3,182	3,053	119	36,812	6,223	6,749
Boston	7	2,406	6	2,402	196	5	2,252	184	158	5	2,252	2,201	3,006
Chicago	23	3,281	12	3,086	278	[illegible]	2,984	262	192	15	3,226	448	497
Los Angeles	15	987	9	784	83	5	532	61	57	13	791	160	152
New York City	67	25,470	51	24,008	2,329	42	23,706	2,305	2,290	51	24,963	2,356	2,175
Philadelphia	14	1,134	11	1,115	92	11	1,115	92	94	12	1,116	227	191
San Francisco	5	2,943	5	2,943	180	5	2,943	180	185	5	2,943	615	540
Other cities	29	2,282	17	1,918	129	14	1,491	98	77	18	1,521	216	188
YARNS													
United States Total	181	73,797	157	72,253	9,414	134	64,788	8,340	7,098	145	69,840	9,267	8,217
Total, 14 Cities	161	69,904	140	68,433	9,037	121	61,153	7,992	6,752	128	66,122	8,888	7,616
MISCELLANEOUS KINDS OF BUSINESS													
United States Total	840	241,330	529	196,791	21,833	461	192,099	21,228	18,236	449	197,964	21,777	31,845
New England	49	2,458	34	2,289	291	28	1,930	224	200	26	1,507	211	169
Middle Atlantic	414	211,516	271	171,432	18,408	240	168,313	17,970	15,469	232	175,532	19,439	29,588
East North Central	131	12,651	76	11,101	1,160	67	10,427	1,097	865	71	9,864	652	689

* Including establishments not reporting receivables or stocks.
x Withheld to avoid disclosure.

SERVICE AND LIMITED-FUNCTION WHOLESALERS

TABLE 6B.—ACCOUNTS AND NOTES RECEIVABLE AND STOCKS ON HAND, BEGINNING AND END OF YEAR BY KINDS OF BUSINESS—Continued

KIND OF BUSINESS AND AREA	ALL ESTABLISHMENTS		ESTABLISHMENTS REPORTING RECEIVABLES AS OF DECEMBER 31, 1939			ESTABLISHMENTS REPORTING BEGINNING AND END OF YEAR RECEIVABLES				ESTABLISHMENTS REPORTING BEGINNING AND END OF YEAR STOCKS			
	Number	Sales (add 000)	Number	Sales (add 000)	Outstanding accounts and notes receivable Dec. 31, 1939 (add 000)	Number	Sales (add 000)	Outstanding accounts and notes receivable Dec. 31, 1939 (add 000)	Outstanding accounts and notes receivable Dec. 31, 1938 (add 000)	Number	Stocks (add 000)	Stocks Dec. 31, 1939 (add 000)	Stocks Dec. 31, 1938 (add 000)
	ALL OTHER PRODUCTS—Con.												
MISCELLANEOUS KINDS OF BUSINESS—Con.													
West North Central	64	$3,114	44	$2,793	$411	39	$2,744	$405	$375	35	$2,542	[illegible]	$370
South Atlantic	46	4,757	32	4,355	983	28	4,264	971	798	20	3,977	771	350
Pacific	77	4,329	53	3,989	483	44	3,809	468	458	40	3,39[illegible]	617	59[illegible]
Other divisions	59	2,545	16	852	97	15	812	93	73	19	1,206	86	83
Total, 14 Cities	517	214,662	370	174,087	19,052	320	169,978	18,525	16,056	320	177,236	20,018	16,508
Boston	23	1,178	17	1,102	172	13	768	108	99	12	897	[illegible]	82
Chicago	56	4,510	41	4,066	411	34	3,642	368	333	39	3,412	427	446
Cleveland	[illegible]	630	7	542	62	6	524	66	51	4	485	29	28
Detroit	13	760	8	556	35	[illegible]	556	35	35	8	428	67	68
Los Angeles	22	1,282	17	1,256	163	13	961	155	156	13	952	107	93
New York City	297	201,372	211	162,278	17,582	188	159,462	17,240	14,844	185	167,378	18,[illegible]	29,205
Philadelphia	27	1,422	22	1,283	192	19	1,129	136	143	17	1,034	163	180
Pittsburgh	7	451	6	443	101	5	421	99	94	5	407	31	29
St. Louis	25	1,660	20	1,612	181	17	1,588	178	163	17	1,591	298	272
San Francisco	18	637	11	536	77	8	510	72	58	9	499	94	90
Other cities	20	760	10	433	76	9	417	74	78	11	755	56	55

* Including establishments not reporting receivables or stocks.

451724 O - 42 - 43

MANUFACTURERS' SALES BRANCHES (WITH STOCKS)

TABLE 6B.—ACCOUNTS AND NOTES RECEIVABLE AND STOCKS ON HAND, BEGINNING AND END OF YEAR BY KINDS OF BUSINESS

KIND OF BUSINESS AND AREA	ALL ESTABLISHMENTS*		ESTABLISHMENTS REPORTING RECEIVABLES AS OF DECEMBER 31, 1939			ESTABLISHMENTS REPORTING BEGINNING AND END OF YEAR RECEIVABLES				ESTABLISHMENTS REPORTING BEGINNING AND END OF YEAR STOCKS			
	Number	Sales (add 000)	Number	Sales (add 000)	Customer accounts and notes receivable Dec. 31, 1939 (add 000)	Number	Sales (add 000)	Customer accounts and notes receivable Dec. 31, 1939 (add 000)	Customer accounts and notes receivable Dec. 31, 1938 (add 000)	Number	Sales (add 000)	Stocks on hand, at cost Dec. 31, 1939 (add 000)	Stocks on hand, at cost Dec. 31, 1938 (add 000)
AMUSEMENT AND SPORTING GOODS													
CAMERAS AND PHOTOGRAPHIC SUPPLIES													
United States Total	54	$69,090	[illegible]	$66,740	$6,307	48	$66,740	$6,307	$5,817	54	$69,090	$4,978	$4,826
Middle Atlantic	[illegible]	24,477	(x)	23,499	2,217	(x)	23,499	2,217	2,048	8	24,477	1,213	1,144
East North Central	10	24,024	(x)	23,253	2,036	(x)	23,253	2,036	1,870	10	24,024	1,459	1,451
West North Central	11	3,070	11	3,070	345	11	3,070	345	315	11	3,070	394	387
Pacific	12	12,224	(x)	11,879	1,144	(x)	11,879	1,144	1,058	12	12,224	1,316	1,234
Other divisions	13	5,295	12	5,039	565	12	5,039	565	526	13	5,295	596	610
Total, 14 Cities	27	60,920	23	58,692	5,378	23	58,692	5,378	4,964	27	60,920	3,982	3,850
MOTION PICTURE FILM EXCHANGES													
United States Total	279	176,510	238	172,224	6,417	(x)	169,296	6,394	6,205	164	116,362	5,192	4,595
New England	20	14,573	18	14,529	413	18	14,529	413	359	11	9,635	362	325
Middle Atlantic	43	56,135	39	55,499	3,778	39	55,499	3,778	3,870	24	35,528	1,816	1,569
East North Central	54	34,732	46	34,366	624	45	34,251	623	592	30	21,353	953	852
West North Central	45	16,718	39	16,426	380	(x)	16,002	378	304	29	12,322	489	439
South Atlantic	30	17,291	22	15,634	292	(x)	13,930	280	185	16	11,979	490	438
West South Central	26	11,582	23	11,350	320	23	11,350	320	309	15	8,060	328	[illegible]
Pacific	36	18,644	31	18,431	469	31	18,431	469	481	23	12,520	540	484
Other divisions	25	6,835	20	5,989	141	19	5,304	133	105	16	4,965	214	192
Total, 14 Cities	122	109,304	106	107,992	2,783	106	107,992	2,783	2,613	71	69,554	3,058	2,722
Boston	11	11,289	10	11,255	315	10	11,255	315	272	[illegible]	9,030	277	248
Buffalo	8	4,140	8	4,140	120	8	4,140	120	107	5	2,260	111	97
Chicago	10	10,361	8	10,233	238	8	10,233	238	244	6	8,042	249	223
Cleveland	[illegible]	5,579	8	5,563	113	8	5,563	113	84	(1)	(1)	(1)	(1)
Detroit	10	6,689	8	6,523	85	8	6,523	85	105	7	5,418	174	157
Los Angeles	11	7,831	[illegible]	7,662	234	9	7,662	234	228	7	6,087	218	195
Milwaukee	[illegible]	3,289	7	3,279	59	7	3,279	[illegible]	61	(1)	(1)	(1)	(1)
New York City	10	24,492	(x)	23,924	783	(x)	23,924	783	863	5	14,391	762	676
Philadelphia	9	11,506	8	11,475	314	8	11,475	314	213	5	7,767	321	284
Pittsburgh	[illegible]	6,339	7	6,302	116	7	6,302	116	84	(1)	(1)	(1)	(1)
St. Louis	10	4,087	9	4,071	108	9	4,071	108	[illegible]	6	2,724	108	98
San Francisco	[illegible]	6,568	8	6,540	157	8	6,540	157	183	6	3,746	199	178
Washington, D. C.	[illegible]	7,134	(x)	7,025	141	(x)	7,025	141	80	5	4,793	210	186
SPORTING GOODS													
United States Total	33	11,468	31	11,383	2,003	31	11,383	2,003	1,941	33	11,468	2,729	1,976
Total, 14 Cities	17	7,313	17	7,313	1,045	17	7,313	1,045	945	17	7,313	1,959	1,340
ALL OTHER													
United States Total	32	13,757	24	12,402	7,440	(x)	11,843	7,048	5,344	31	13,734	922	881
Total, 14 Cities	13	8,426	(x)	7,829	5,371	10	7,270	4,977	3,988	13	8,426	493	428
AUTOMOTIVE													
AUTOMOBILES, TRUCKS, AND TRACTORS													
United States Total	396	437,511	334	421,005	43,664	234	356,132	29,921	25,755	363	428,539	29,848	25,312
New England	40	22,131	(x)	21,501	4,060	27	15,277	2,798	2,342	37	21,372	2,678	2,140
Middle Atlantic	118	88,075	106	84,164	15,183	71	58,685	10,746	8,137	109	84,677	7,643	6,319
East North Central	82	107,646	63	102,218	9,006	41	87,858	5,435	5,414	75	105,861	6,837	5,687
West North Central	36	44,773	30	42,832	3,337	19	38,975	2,447	2,255	34	44,662	2,700	2,461
South Atlantic	35	61,064	28	59,941	4,878	22	55,285	3,690	3,270	32	60,772	2,389	2,274
East South Central	13	4,669	10	4,452	960	(x)	2,796	327	364	13	4,669	555	480
West South Central	30	55,394	20	54,089	1,743	14	51,068	1,018	1,088	25	55,122	2,229	2,017
Mountain	6	19,908	(x)	19,582	251	(x)	19,582	251	209	6	19,908	725	607
Pacific	36	33,651	(x)	32,226	4,246	28	26,596	3,209	2,676	32	31,496	3,812	3,347
Total, 14 Cities	130	159,056	114	152,084	19,254	87	117,704	13,852	11,354	115	151,705	14,414	11,695
Buffalo	7	4,677	(x)	4,260	2,035	4	2,718	1,676	1,438	(x)	4,206	626	432
Milwaukee	[illegible]	15,222	7	15,020	539	(x)	14,144	360	356	[illegible]	15,222	516	446
New York City	22	24,605	19	23,291	3,638	14	14,229	2,923	1,430	(x)	24,081	2,040	1,839
Philadelphia	12	13,239	(x)	12,547	1,679	7	7,788	1,317	1,444	[illegible]	11,400	1,185	781
San Francisco	7	3,611	7	3,611	820	(x)	1,791	518	450	(x)	3,315	815	733
Other cities	74	97,702	56	93,353	10,543	57	77,034	7,058	6,236	65	93,481	9,232	7,464
AUTOMOTIVE ACCESSORIES, EQUIPMENT, AND PARTS													
United States Total	249	52,717	152	51,265	3,203	139	30,287	3,095	3,002	234	52,189	13,800	13,385
Middle Atlantic	44	8,989	25	6,795	907	24	6,775	902	815	[illegible]	8,953	1,420	1,565
East North Central	56	24,547	39	11,272	904	34	10,639	844	873	52	24,426	8,733	8,679
West North Central	41	7,218	29	6,101	605	27	6,017	595	609	38	7,114	1,539	1,306
Pacific	44	5,515	27	3,569	328	24	3,381	303	296	41	5,324	1,258	1,290
Other divisions	64	6,450	32	3,528	459	30	3,475	451	409	61	6,372	[illegible]	743

* Including establishments not reporting receivables or stocks.
x Withheld to avoid disclosure.
1 Insufficient sample.

MANUFACTURERS' SALES BRANCHES (WITH STOCKS)

TABLE 6B.—ACCOUNTS AND NOTES RECEIVABLE AND STOCKS ON HAND, BEGINNING AND END OF YEAR BY KINDS OF BUSINESS—Continued

KIND OF BUSINESS AND AREA	ALL ESTABLISHMENTS*		ESTABLISHMENTS REPORTING RECEIVABLES AS OF DECEMBER 31, 1939			ESTABLISHMENTS REPORTING BEGINNING AND END OF YEAR RECEIVABLES				ESTABLISHMENTS REPORTING BEGINNING AND END OF YEAR STOCKS			
	Number	Sales (add 000)	Number	Sales (add 000)	Customer accounts and notes receivable Dec. 31, 1939 (add 000)	Number	Sales (add 000)	Customer accounts and notes receivable Dec. 31, 1939 (add 000)	Dec. 31, 1938 (add 000)	Number	Sales (add 000)	Stocks on hand, at cost Dec. 31, 1939 (add 000)	Dec. 31, 1938 (add 000)
AUTOMOTIVE—Con.													
AUTOMOTIVE ACCESSORIES, EQUIPMENT, AND PARTS—Con.													
Total, 14 Cities	118	$26,450	80	$20,394	$1,977	71	$19,800	$1,890	$1,844	110	$26,085	$4,277	$3,957
Boston	10	1,325	7	1,158	213	7	1,158	213	191	10	1,325	131	131
Chicago	19	4,328	13	3,187	237	10	2,695	189	192	17	4,268	472	434
Detroit	8	4,518	(x)	3,135	172	6	3,101	171	214	8	4,484	451	420
Los Angeles	14	1,951	10	1,446	126	7	1,256	101	92	11	1,760	360	359
New York City	19	5,821	11	4,477	610	11	4,477	610	552	19	5,821	1,003	942
Pittsburgh	6	1,167	(x)	1,025	163	(x)	1,025	163	152	6	1,167	116	138
St. Louis	9	3,040	7	2,839	222	(x)	2,779	214	213	8	2,980	944	743
Other cities	32	4,300	20	3,127	234	19	3,107	229	238	31	4,280	800	791
TIRES AND TUBES													
United States Total	292	235,681	286	234,972	37,720	281	233,417	37,493	35,221	282	231,238	30,694	33,897
New England	17	15,512	17	15,512	2,352	(x)	15,327	2,318	2,337	17	15,512	1,608	1,792
Middle Atlantic	60	48,228	57	48,044	8,393	57	48,044	8,393	7,254	57	46,122	5,245	5,583
East North Central	48	44,472	48	44,472	7,639	48	44,472	7,639	7,381	(x)	43,872	6,030	7,653
West North Central	40	32,923	40	32,923	5,501	40	32,923	5,501	5,198	(x)	32,341	4,774	5,298
South Atlantic	39	28,584	39	28,584	3,864	(x)	28,252	3,804	3,597	(x)	28,001	3,215	3,620
East South Central	11	7,981	11	7,981	969	11	7,981	969	885	11	7,981	834	1,006
West South Central	30	21,614	(x)	21,311	3,550	28	21,134	3,505	3,367	(x)	21,042	3,204	3,480
Mountain	13	6,428	(x)	6,369	892	10	5,508	804	817	13	6,426	1,183	1,084
Pacific	34	29,941	33	29,776	4,560	33	29,776	4,560	4,385	34	29,941	4,601	4,381
Total, 14 Cities	109	111,097	105	110,748	18,641	104	110,563	18,607	17,379	109	111,097	13,427	14,899
Baltimore	4	4,097	4	4,097	404	4	4,097	404	342	4	4,097	331	393
Boston	11	12,472	11	12,472	1,941	10	12,287	1,907	1,963	11	12,472	1,399	1,468
Buffalo	5	4,333	5	4,333	513	5	4,333	513	447	5	4,333	536	669
Chicago	10	12,295	10	12,295	2,023	10	12,295	2,023	1,769	10	12,295	1,595	2,627
Detroit	8	9,111	8	9,111	1,890	8	9,111	1,890	1,989	8	9,111	787	812
Los Angeles	10	11,664	9	11,499	1,924	9	11,499	1,924	1,836	10	11,664	1,559	1,413
Milwaukee	5	2,981	5	2,981	449	5	2,981	449	442	5	2,981	425	479
New York City	13	16,299	12	16,243	3,046	12	16,243	3,046	2,545	13	16,299	1,955	2,064
Philadelphia	12	11,381	11	11,288	2,073	11	11,288	2,073	1,908	12	11,381	1,027	1,159
Pittsburgh	8	5,931	7	5,896	1,018	7	5,896	1,018	938	8	5,931	648	791
St. Louis	6	7,900	6	7,900	1,283	6	7,900	1,283	1,152	6	7,900	1,099	1,118
San Francisco	9	8,544	9	8,544	1,405	9	8,544	1,405	1,293	9	8,544	1,432	1,291
Other cities	8	4,089	8	4,089	672	8	4,089	672	755	8	4,089	634	615
BEER, WINES, AND LIQUORS													
BEER AND ALE													
United States Total	320	81,587	250	72,607	4,752	222	71,241	4,574	4,875	236	77,254	2,006	1,742
New England	19	5,651	19	5,651	599	18	5,455	572	531	17	5,396	67	53
Middle Atlantic	66	21,840	57	19,675	1,490	52	19,180	1,400	1,578	53	20,762	346	309
East North Central	55	17,292	39	14,914	564	36	14,687	554	591	45	16,798	174	175
West North Central	62	7,074	56	6,946	409	47	6,873	398	381	42	6,724	118	97
South Atlantic	26	5,568	13	4,892	232	10	4,760	222	182	15	4,664	101	88
West South Central	24	6,100	16	5,810	185	13	5,656	182	177	10	5,271	45	37
Pacific	56	16,847	42	13,599	1,226	40	13,565	1,202	1,170	47	16,575	1,132	958
Other divisions	12	1,215	8	1,120	47	6	1,065	44	65	7	1,064	23	25
Total, 14 Cities	47	36,755	40	33,242	2,071	37	33,122	2,037	2,101	43	36,570	1,218	1,052
Boston	4	1,033	4	1,033	211	4	1,033	211	156	4	1,033	31	20
Chicago	7	10,156	7	10,156	439	7	10,156	439	418	7	10,156	91	94
Los Angeles	8	6,831	(x)	4,408	288	5	4,384	267	287	7	6,807	941	807
New York City	8	6,652	8	6,652	404	8	6,652	404	510	8	6,652	48	35
San Francisco	7	6,112	(x)	6,052	605	(x)	6,052	605	590	7	6,112	45	33
Other cities	13	5,971	9	4,941	123	(x)	4,845	111	140	10	5,810	64	63
WINES AND LIQUORS													
United States Total	89	192,678	54	158,786	44,674	51	158,655	44,865	42,894	83	192,024	8,728	7,394
Middle Atlantic	18	112,411	12	108,767	34,888	12	108,767	34,888	34,122	18	112,411	4,745	3,803
East North Central	25	42,548	17	29,561	6,697	14	29,430	6,688	5,858	21	42,308	1,209	1,724
Pacific	27	22,380	17	15,842	2,454	17	15,842	2,454	2,645	(x)	21,985	2,571	1,593
Other divisions	19	15,339	8	4,616	635	8	4,616	635	469	(x)	15,320	203	274
Total, 14 Cities	61	184,305	43	154,544	44,008	42	154,417	44,003	42,318	48	183,717	7,754	6,802
Chicago	11	31,855	(x)	21,108	5,593	(x)	21,108	5,593	3,835	(x)	31,498	712	780
Los Angeles	9	9,352	6	6,431	896	6	6,431	896	1,095	(x)	8,957	904	660
New York City	14	111,436	(x)	108,767	34,888	(x)	108,676	34,888	34,122	14	111,436	4,724	3,785
San Francisco	11	10,813	8	7,624	1,278	8	7,624	1,278	1,266	11	10,813	927	628
Other cities	16	21,049	8	10,614	1,553	7	10,578	1,548	2,000	15	21,013	487	943
CHEMICALS AND PAINTS													
DYESTUFFS													
United States Total	29	40,296	(x)	38,390	3,462	(x)	38,390	3,462	3,003	(x)	38,303	2,547	2,170
New England	7	7,968	7	7,968	775	7	7,968	775	722	8	7,881	639	477
Middle Atlantic	8	23,124	(x)	21,218	1,730	(x)	21,218	1,730	1,397	(x)	21,218	1,202	1,088

* Including establishments not reporting receivables or stocks.
x Withheld to avoid disclosure.

MANUFACTURERS' SALES BRANCHES (WITH STOCKS)

TABLE 6B.—ACCOUNTS AND NOTES RECEIVABLE AND STOCKS ON HAND, BEGINNING AND END OF YEAR BY KINDS OF BUSINESS—Continued

KIND OF BUSINESS AND AREA	ALL ESTABLISHMENTS*		ESTABLISHMENTS REPORTING RECEIVABLES AS OF DECEMBER 31, 1939			ESTABLISHMENTS REPORTING BEGINNING AND END OF YEAR RECEIVABLES				ESTABLISHMENTS REPORTING BEGINNING AND END OF YEAR STOCKS			
	Number	Sales (add 000)	Number	Sales (add 000)	Customer accounts and notes receivable Dec. 31, 1939 (add 000)	Number	Sales (add 000)	Customer accounts and notes receivable Dec. 31, 1939 (add 000)	Customer accounts and notes receivable Dec. 31, 1938 (add 000)	Number	Sales (add 000)	Stocks on hand, at cost Dec. 31, 1939 (add 000)	Stocks on hand, at cost Dec. 31, 1938 (add 000)
	CHEMICALS AND PAINTS—Con.												
DYESTUFFS---Con.													
East North Central	6	$3,639	6	$3,639	$394	6	$3,639	$394	$383	6	$3,639	$267	$255
Other divisions	8	5,565	[illegible]	5,565	563	[illegible]	5,565	563	521	8	5,565	459	370
Total, 14 Cities	21	30,065	21	30,065	2,828	21	30,085	2,628	2,211	(x)	29,978	1,994	1,744
EXPLOSIVES													
United States Total	42	35,638	[illegible]	10,861	2,007	9	10,861	2,007	1,926	42	35,638	2,074	1,825
Total, 14 Cities	9	13,858	4	5,909	1,213	[illegible]	5,909	1,213	1,056	9	13,858	791	695
INDUSTRIAL CHEMICALS													
United States Total	160	228,619	107	152,988	14,816	(x)	150,971	14,588	11,772	157	227,739	12,833	11,735
New England	18	16,606	13	10,221	931	13	10,221	931	836	18	18,606	1,116	1,003
Middle Atlantic	49	117,460	36	88,262	8,710	36	88,262	8,710	6,940	49	117,460	7,279	5,818
East North Central	40	61,846	21	29,624	2,846	21	29,624	2,846	2,245	40	61,846	1,808	2,181
West North Central	16	7,662	(x)	5,187	437	10	5,153	434	346	15	7,648	755	707
South Atlantic	10	9,108	6	7,756	623	6	7,756	625	[illegible]	(x)	9,082	622	622
West South Central	7	2,195	(x)	1,918	171	(x)	1,918	171	134	7	2,195	194	215
Pacific	13	6,824	7	5,100	527	7	5,100	527	488	(x)	5,984	664	772
Other divisions	7	4,920	7	4,920	571	(x)	2,957	348	300	7	4,920	395	417
Total, 14 Cities	106	190,463	69	128,164	12,641	69	128,164	12,641	10,033	106	190,463	10,929	9,992
Boston	11	13,217	8	6,048	576	[illegible]	6,048	576	509	11	13,217	806	753
Chicago	21	32,601	13	18,482	1,583	13	18,482	1,583	1,249	21	32,601	1,500	1,827
New York City	22	78,177	18	58,572	5,964	[illegible]	58,572	5,964	4,847	22	78,177	4,816	3,466
Philadelphia	12	21,186	9	18,965	1,994	9	18,965	1,994	1,491	12	21,186	2,099	1,976
St. Louis	8	5,635	[illegible]	3,501	334	4	3,501	334	238	8	5,635	458	443
Other cities	32	39,647	17	22,596	2,190	17	22,596	2,190	1,699	32	39,647	1,250	1,527
PAINTS AND VARNISHES													
United States Total	277	153,531	195	88,029	12,805	187	87,005	12,697	11,702	265	152,492	15,144	14,586
New England	17	7,759	11	4,172	883	11	4,172	883	806	16	7,748	[illegible]	[illegible]
Middle Atlantic	54	80,204	38	27,757	3,940	38	27,757	3,940	3,622	53	80,201	5,804	5,583
East North Central	63	45,249	42	26,578	3,688	39	26,262	3,673	3,443	59	45,192	3,820	3,655
West North Central	32	8,110	23	7,023	1,091	(x)	7,012	1,089	1,027	31	8,080	951	936
South Atlantic	23	9,904	18	6,322	1,031	18	6,322	1,031	[illegible]	23	9,904	[illegible]	799
East South Central	8	1,484	4	1,179	180	4	1,179	180	177	(x)	1,476	451	305
West South Central	14	5,016	[illegible]	4,033	523	(x)	3,168	437	503	(x)	4,151	464	432
Mountain	9	860	6	648	[illegible]	7	655	94	72	9	860	103	125
Pacific	57	14,945	42	10,517	1,375	40	10,498	1,370	1,153	54	14,880	2,111	2,092
Total, 14 Cities	131	106,687	91	51,374	7,344	91	51,374	7,344	6,731	129	106,630	9,174	8,997
Boston	14	6,233	(x)	3,635	736	(x)	3,635	736	686	13	6,222	377	395
Buffalo	6	1,141	6	1,141	259	6	1,141	259	218	6	1,141	187	187
Chicago	23	21,326	18	12,704	2,115	18	12,704	2,115	1,940	23	21,326	2,530	2,325
Cleveland	6	5,986	(x)	5,441	563	(x)	5,441	563	488	6	5,986	[illegible]	582
Detroit	7	10,193	4	1,071	122	[illegible]	1,071	122	122	7	10,193	140	122
Los Angeles	12	3,259	8	2,601	294	8	2,601	294	281	12	3,239	496	474
New York City	21	12,966	17	11,417	1,799	17	11,417	1,799	1,726	21	12,966	2,007	2,044
Philadelphia	8	35,390	5	7,940	661	5	7,940	661	601	8	35,390	1,656	1,706
St. Louis	7	1,717	(x)	1,312	211	(x)	1,312	211	206	7	1,717	195	211
San Francisco	13	5,597	8	2,324	395	8	2,324	395	266	12	5,551	750	698
Other cities	14	2,899	6	1,788	189	6	1,788	189	197	14	2,899	248	253
PAINTS WITH GLASS AND/OR WALLPAPER													
United States Total	52	20,837	(x)	18,307	2,733	48	18,268	2,720	2,293	(x)	20,798	5,113	4,793
East North Central	7	2,717	7	2,717	475	7	2,717	475	419	7	2,717	741	627
West South Central	5	1,847	5	1,847	265	[illegible]	1,824	258	210	4	1,824	265	254
Mountain	7	1,650	7	1,650	228	7	1,650	228	176	7	1,650	441	440
Pacific	27	13,010	(x)	10,480	1,548	24	10,464	1,542	1,319	26	12,994	3,327	3,137
Other divisions	6	1,613	6	1,613	217	6	1,613	217	169	(x)	1,613	339	335
ALL OTHER													
United States Total	103	77,214	91	55,184	9,945	[illegible]	54,374	9,866	8,780	[illegible]	76,131	6,289	5,990
Middle Atlantic	30	42,916	28	32,815	5,074	[illegible]	32,815	5,074	4,237	30	42,916	4,471	4,258
East North Central	23	17,361	18	9,981	1,549	(x)	9,385	1,497	1,643	20	16,694	575	535
West North Central	7	3,899	7	3,899	1,077	6	3,706	1,051	925	5	3,686	161	162
Pacific	21	4,004	19	3,597	849	(x)	3,576	[illegible]	734	18	3,938	358	304
Other divisions	22	9,034	19	4,892	1,396	19	4,892	1,396	1,241	16	8,897	724	731
Total, 14 Cities	58	45,161	53	37,730	6,622	52	37,537	6,596	5,857	54	44,861	2,853	2,492
Chicago	11	9,307	8	2,732	541	8	2,732	541	710	11	9,307	249	241
New York City	21	25,722	(x)	25,263	3,591	(x)	25,263	3,591	2,876	21	25,722	2,096	1,776
St. Louis	5	2,100	5	2,100	471	[illegible]	1,907	445	392	3	1,887	[illegible]	78
Other cities	21	8,032	(x)	7,635	2,019	(x)	7,635	2,019	1,879	19	7,945	428	397

* Including establishments not reporting receivables or stocks.
x Withheld to avoid disclosure.

MANUFACTURERS' SALES BRANCHES (WITH STOCKS)

TABLE 6B.—ACCOUNTS AND NOTES RECEIVABLE AND STOCKS ON HAND, BEGINNING AND END OF YEAR BY KINDS OF BUSINESS—Continued

KIND OF BUSINESS AND AREA	ALL ESTABLISHMENTS*		ESTABLISHMENTS REPORTING RECEIVABLES AS OF DECEMBER 31, 1939			ESTABLISHMENTS REPORTING BEGINNING AND END OF YEAR RECEIVABLES				ESTABLISHMENTS REPORTING			
	Number	Sales (add 000)	Number	Sales (add 000)	Customer accounts and notes receivable Dec. 31, 1939 (add 000)	Number	Sales (add 000)	Customer accounts and notes receivable Dec. 31, 1939 (add 000)	Customer accounts and notes receivable Dec. 31, 1938 (add 000)	[illegible]	[illegible]	Customer accounts and notes receivable Dec. 31, 1939 (add 000)	Customer accounts and notes receivable Dec. 31, 1938 (add 000)
CLOTHING AND FURNISHINGS													
MEN'S AND BOYS'													
United States Total	130	$124,214	104	$120,809	$16,709	98	$119,882	$16,562	$15,401	124	$123,344	$16,317	$12,951
Middle Atlantic	69	84,363	65	83,771	10,600	64	83,539	10,565	10,006	66	83,984	9,914	7,644
East North Central	18	13,738	12	13,005	2,677	11	12,936	2,664	2,502	18	13,738	1,992	1,416
West North Central	8	5,595	7	5,565	924	7	5,565	924	912	8	5,595	407	388
Pacific	29	8,453	15	6,414	1,005	11	5,788	906	904	27	8,027	1,177	1,498
Other divisions	6	12,065	5	12,054	1,503	5	12,054	1,503	1,177	5	12,054	2,727	2,026
Total, 14 Cities	115	103,352	91	100,101	13,533	86	99,592	13,446	12,641	110	102,930	11,109	9,788
Chicago	15	7,613	9	6,880	1,281	8	6,811	1,268	1,132	15	7,613	990	596
New York City	68	84,224	64	83,632	10,565	63	83,406	10,530	9,963	66	83,984	9,914	7,644
St. Louis	4	4,342	3	4,342	810	4	4,342	810	707	4	4,342	255	222
San Francisco	10	4,681	5	4,114	701	5	4,114	701	700	10	4,681	521	975
Other cities	18	2,472	9	1,133	176	6	925	137	139	15	2,310	387	357
WOMEN'S AND CHILDREN'S													
United States Total	[illegible]	39,145	75	33,777	3,443	65	33,011	3,348	3,377	98	37,754	3,562	2,501
Total, 14 Cities	87	38,354	70	33,256	3,356	61	32,605	3,295	3,305	82	36,994	3,501	2,446
SHOES AND OTHER FOOTWEAR													
United States Total	62	132,803	60	132,740	25,111	58	132,575	25,055	23,430	59	132,620	13,396	12,572
New England	9	6,158	9	6,158	1,101	[illegible]	6,037	1,059	1,043	8	6,037	965	1,903
Middle Atlantic	10	7,678	10	7,678	1,904	10	7,678	1,904	1,789	10	7,678	1,139	1,101
East North Central	[illegible]	6,140	8	6,095	1,446	8	6,095	1,446	1,202	9	6,140	947	984
West North Central	17	105,531	17	105,531	19,250	17	105,531	19,250	17,955	17	105,531	9,645	8,756
Pacific	8	2,289	7	2,271	421	6	2,227	407	408	6	2,227	120	341
Other divisions	9	5,007	[illegible]	5,007	[illegible]	9	5,007	989	1,033	[illegible]	5,007	374	387
Total, 14 Cities	38	120,076	36	120,013	22,599	34	119,848	22,543	21,075	35	119,895	11,640	10,840
DRUGS AND DRUG SUNDRIES													
DRUGS AND DRUG SUNDRIES													
United States Total	237	202,097	162	176,228	26,579	157	176,014	26,474	24,356	219	200,346	18,702	18,241
Middle Atlantic	64	93,275	51	85,319	12,407	50	85,247	12,404	10,952	61	92,747	8,986	8,559
East North Central	42	27,799	27	24,830	3,576	26	24,753	3,561	3,270	39	27,559	1,648	1,443
West North Central	27	21,745	16	21,055	3,393	16	21,055	3,393	3,065	23	27,390	2,703	2,915
South Atlantic	18	13,845	10	11,648	1,810	10	11,648	1,810	1,730	18	13,845	992	789
West South Central	14	7,860	10	5,611	764	9	5,595	760	729	13	7,847	528	574
Pacific	52	20,109	38	18,275	2,802	37	18,248	2,722	2,847	47	19,524	2,561	2,568
Other divisions	20	11,464	10	9,490	1,827	9	9,468	1,824	1,783	18	11,454	1,444	1,435
Total, 14 Cities	152	160,356	112	142,945	20,880	110	142,841	20,861	19,146	143	159,496	15,565	15,120
Chicago	27	21,485	20	19,670	2,751	19	19,593	2,716	2,470	26	21,394	1,220	1,033
Los Angeles	18	4,626	12	4,432	734	11	4,405	730	651	15	4,576	742	705
New York City	48	82,095	41	75,584	10,823	41	75,584	10,823	9,554	46	81,639	8,077	7,653
St. Louis	12	19,897	8	15,126	2,231	8	15,126	2,231	1,963	11	19,893	2,150	2,351
San Francisco	22	11,968	19	11,288	1,453	19	11,288	1,453	1,728	21	11,823	1,498	1,585
Other cities	25	20,285	12	16,845	2,908	12	16,845	2,908	2,780	24	20,171	[illegible]	1,793
DRY GOODS (SPECIALTY LINES)													
HOSIERY AND LINGERIE													
United States Total	33	28,895	26	26,351	2,909	26	26,351	2,909	3,013	32	28,890	3,685	3,522
Total, 14 Cities	31	27,999	24	25,455	2,806	24	25,455	2,806	2,918	30	27,996	3,613	3,482
NOTIONS													
United States Total	87	36,997	63	34,013	4,340	(x)	33,555	4,248	3,474	81	36,173	4,675	4,498
New England	4	2,255	4	2,255	358	4	2,255	358	333	4	2,255	109	118
Middle Atlantic	42	22,694	35	21,305	2,414	(x)	20,847	2,322	1,834	38	22,009	3,420	3,137
East North Central	18	4,815	10	4,079	499	10	4,079	499	404	16	4,676	316	348
Pacific	12	2,795	[illegible]	2,389	482	8	2,389	482	347	14	2,795	508	568
Other divisions	11	4,438	6	3,985	587	6	3,985	587	556	11	4,438	323	327
Total, 14 Cities	77	35,709	59	33,231	4,259	(x)	32,773	4,168	3,405	71	34,885	4,578	4,325
Boston	4	2,255	4	2,255	358	4	2,255	358	333	4	2,255	109	118
Chicago	10	5,981	6	3,530	433	6	3,530	434	346	8	3,842	261	298
New York City	36	20,842	[illegible]	19,453	2,195	(x)	18,995	2,103	1,666	33	20,189	3,321	3,019
Philadelphia	6	1,852	6	1,852	219	6	1,852	219	188	8	1,852	99	118
San Francisco	[illegible]	2,278	5	1,902	424	5	1,902	424	301	5	2,278	430	488
Other cities	13	4,501	9	4,239	630	9	4,239	630	591	13	4,501	358	391
PIECE GOODS (Cotton)													
United States Total	12	52,780	9	31,859	4,379	9	31,859	4,379	3,738	(x)	48,591	4,130	3,497
Total, 14 Cities	12	52,780	9	31,859	4,379	[illegible]	31,859	4,379	3,738	(x)	48,591	4,130	3,497

* Including establishments not reporting receivables or stocks.
x Withheld to avoid disclosure.

MANUFACTURERS' SALES BRANCHES (WITH STOCKS)

TABLE 6B.—ACCOUNTS AND NOTES RECEIVABLE AND STOCKS ON HAND, BEGINNING AND END OF YEAR BY KINDS OF BUSINESS—Continued

KIND OF BUSINESS AND AREA	ALL ESTABLISHMENTS*		ESTABLISHMENTS REPORTING RECEIVABLES AS OF DECEMBER 31, 1939			ESTABLISHMENTS REPORTING BEGINNING AND END OF YEAR RECEIVABLES				ESTABLISHMENTS REPORTING BEGINNING AND END OF YEAR STOCKS			
	Number	Sales (add 000)	Number	Sales (add 000)	Customer accounts and notes receivable Dec. 31, 1939 (add 000)	Number	Sales (add 000)	Customer accounts and notes receivable Dec. 31, 1939 (add 000)	Customer accounts and notes receivable Dec. 31, 1938 (add 000)	Number	Sales (add 000)	Stocks on hand, at cost Dec. 31, 1939 (add 000)	Stocks on hand, at cost Dec. 31, 1938 (add 000)
DRY GOODS (SPECIALTY LINES)—Con.													
PIECE GOODS (Silk, linen, rayon, and velvet)													
United States Total	44	$57,883	33	$55,477	$6,864	(x)	$54,227	$6,849	$5,766	44	$57,883	$12,004	$10,584
Total, 14 Cities	44	57,883	33	55,477	6,864	(x)	54,227	6,849	5,766	44	57,883	12,004	10,584
PIECE GOODS (Woolen and worsted)													
United States Total	11	15,978	[illegible]	13,093	1,709	[illegible]	13,074	1,703	1,278	(x)	15,904	890	753
Total, 14 Cities	10	14,134	5	13,093	1,709	[illegible]	13,074	1,703	1,278	[illegible]	14,060	866	705
PIECE GOODS (Other)													
United States Total	7	4,052	(x)	3,593	515	(x)	3,593	515	410	7	4,052	1,459	1,441
Total, 14 Cities	7	4,052	(x)	3,593	515	(x)	3,593	515	410	7	4,052	1,459	1,441
OTHER DRY GOODS SPECIALTIES													
United States Total	19	13,497	(x)	12,503	1,550	(x)	12,503	1,550	1,442	19	13,497	2,396	1,947
Total, 14 Cities	18	13,418	16	12,424	1,501	16	12,422	1,501	1,370	18	13,418	2,377	1,925
ELECTRICAL GOODS													
APPARATUS AND EQUIPMENT													
United States Total	222	344,448	68	190,813	25,830	53	185,745	25,276	19,757	178	331,957	17,174	17,804
Middle Atlantic	46	156,563	19	53,994	6,228	12	51,971	5,984	5,859	36	153,955	3,885	3,864
East North Central	62	130,931	22	43,352	5,854	15	40,540	5,490	3,958	46	127,712	3,984	3,865
West North Central	23	43,141	7	18,179	1,485	7	18,179	1,485	1,924	20	42,777	1,686	1,702
Pacific	27	56,188	7	17,984	3,842	7	17,984	3,842	2,088	23	55,176	2,825	3,224
Other divisions	62	157,625	13	57,304	8,521	12	57,071	8,475	5,928	53	152,337	4,796	4,949
Total, 14 Cities	123	344,221	45	108,807	14,277	31	104,069	13,689	10,757	97	334,035	9,429	12,139
WIRING SUPPLIES AND CONSTRUCTION MATERIALS													
United States Total	91	75,273	56	60,953	3,162	53	60,708	3,122	2,823	87	74,025	9,097	8,317
New England	8	6,494	(x)	3,059	123	(x)	3,059	123	90	7	6,478	661	685
Middle Atlantic	22	24,600	15	22,050	1,341	14	22,014	1,336	1,560	(x)	23,533	4,025	3,448
East North Central	33	26,708	18	21,348	1,133	16	21,139	1,098	805	32	26,543	1,928	1,859
West North Central	7	4,914	(x)	4,520	73	(x)	4,520	73	69	7	4,914	755	669
Pacific	13	7,021	10	6,642	358	10	6,642	358	234	13	7,021	1,069	1,084
Other divisions	8	5,536	4	3,334	134	4	3,334	134	55	(x)	5,536	659	592
Total, 14 Cities	70	59,489	44	51,069	2,104	41	50,824	2,064	1,486	67	58,257	5,823	5,578
Boston	6	3,333	(x)	3,059	123	(x)	3,059	123	90	6	3,333	311	302
Chicago	19	17,074	10	13,592	829	9	13,436	803	565	19	17,074	1,337	1,289
Detroit	6	5,653	(x)	4,812	236	(x)	4,812	236	197	6	5,653	235	230
Los Angeles	6	2,898	4	2,737	172	4	2,737	172	98	6	2,898	388	368
New York City	13	12,749	8	11,392	342	7	11,356	337	268	(x)	11,682	1,412	1,356
San Francisco	6	3,012	5	2,794	183	5	2,794	183	131	6	3,012	484	529
Other cities	14	14,770	9	12,683	219	8	12,630	210	137	(x)	14,605	1,656	1,504
RADIOS AND EQUIPMENT													
United States Total	11	5,529	8	2,919	434	7	2,869	427	462	9	5,308	766	381
Total, 14 Cities	7	5,216	4	2,606	408	4	2,606	408	448	7	5,216	759	376
REFRIGERATORS AND EQUIPMENT (Household)													
United States Total	19	8,508	15	5,828	1,251	9	5,496	1,169	1,038	12	7,531	875	1,118
Total, 14 Cities	11	7,350	9	5,516	1,202	7	5,248	1,160	1,033	9	7,082	819	1,022
ALL OTHER													
United States Total	50	9,309	33	6,238	858	30	6,106	834	683	44	9,052	870	949
Total, 14 Cities	36	5,774	22	2,996	301	19	2,864	277	232	31	5,573	508	529
FARM PRODUCTS—CONSUMER GOODS													
DAIRY PRODUCTS													
United States Total	610	199,200	556	186,048	8,321	[illegible]	179,012	7,889	7,142	506	184,854	10,508	9,844
New England	[illegible]	20,372	63	20,085	1,367	60	20,007	1,338	1,245	61	20,181	538	505
Middle Atlantic	132	53,871	123	52,420	1,837	116	51,870	1,822	1,630	120	52,978	2,343	2,082

* Including establishments not reporting receivables or stocks.
x Withheld to avoid disclosure.

MANUFACTURERS' SALES BRANCHES (WITH STOCKS)

TABLE 6B.—ACCOUNTS AND NOTES RECEIVABLE AND STOCKS ON HAND, BEGINNING AND END OF YEAR BY KINDS OF BUSINESS—Continued

KIND OF BUSINESS AND AREA	ALL ESTABLISHMENTS*		ESTABLISHMENTS REPORTING RECEIVABLES AS OF DECEMBER 31, 1939			ESTABLISHMENTS REPORTING BEGINNING AND END OF YEAR RECEIVABLES				ESTABLISHMENTS REPORTING BEGINNING AND END OF YEAR STOCKS			
								Customer accounts and notes receivable				Stocks on hand, at cost	
	Number	Sales (add 000)	Number	Sales (add 000)	Customer accounts and notes receivable Dec. 31, 1939 (add 000)	Number	Sales (add 000)	Dec. 31, 1939 (add 000)	Dec. 31, 1938 (add 000)	Number	Sales (add 000)	Dec. 31, 1939 (add 000)	Dec. 31, 1938 (add 000)
	FARM PRODUCTS—CONSUMER GOODS—Con.												
DAIRY PRODUCTS—Con.													
East North Central	130	$61,379	101	$50,752	$1,869	82	$45,942	$1,649	$1,439	93	$54,388	$4,173	$3,888
West North Central	62	12,856	57	12,706	482	52	12,540	496	467	41	12,232	626	416
South Atlantic	93	15,811	91	15,747	1,095	80	14,931	996	843	83	15,050	519	497
East South Central	17	3,978	17	3,978	176	15	3,967	172	188	15	3,967	187	145
West South Central	29	6,635	27	6,526	195	25	6,416	191	233	22	5,667	204	149
Mountain	17	3,011	17	3,011	102	13	2,802	93	107	12	2,751	110	101
Pacific	62	21,287	60	20,823	1,198	57	20,537	1,162	990	59	17,640	1,808	2,081
Total, 14 Cities	65	82,029	62	79,982	3,724	55	77,963	3,658	3,064	55	75,131	4,571	4,598
Boston	5	6,330	5	6,330	487	5	6,330	487	474	5	6,330	189	209
Chicago	13	14,253	(x)	12,560	640	7	11,004	580	474	6	11,032	609	627
Los Angeles	5	7,079	5	7,079	500	5	7,079	500	324	(x)	3,491	296	313
New York City	12	16,015	12	16,015	562	11	15,992	560	482	11	15,992	1,187	1,083
Philadelphia	7	10,245	(x)	9,871	352	(x)	9,871	352	276	7	10,245	394	364
Pittsburgh	[illegible]	4,348	4	4,348	151	4	4,348	151	174	4	4,348	177	112
San Francisco	[illegible]	4,127	6	4,127	200	(x)	3,900	197	227	6	4,127	1,196	1,429
Other cities	13	19,632	13	19,632	832	12	19,439	831	633	(x)	19,566	523	479
	FARM SUPPLIES												
FEED													
United States Total	48	7,412	46	7,277	634	42	7,108	615	550	44	7,243	545	473
FERTILIZER													
United States Total	68	44,337	51	42,392	6,818	50	42,213	6,804	5,576	64	44,119	2,318	2,500
Middle Atlantic	11	9,859	(x)	9,831	1,106	(x)	9,831	1,106	938	10	9,831	604	701
East North Central	11	3,976	7	3,918	484	6	3,739	470	462	9	3,777	188	188
South Atlantic	37	22,364	27	21,697	4,072	27	21,697	4,072	3,033	36	22,353	691	755
Other divisions	9	8,158	(x)	6,946	1,156	(x)	6,946	1,156	1,143	9	8,158	835	876
Total, 14 Cities	11	11,665	10	11,657	1,171	10	11,657	1,171	1,002	10	11,657	659	763
	FURNITURE AND HOUSE FURNISHINGS												
FLOOR COVERINGS													
United States Total	73	67,236	(x)	25,248	6,712	22	25,237	6,710	6,298	66	66,790	5,853	5,327
Total, 14 Cities	37	48,046	13	19,671	5,033	12	19,663	5,032	4,657	36	48,038	4,398	4,020
FURNITURE (General line)													
United States Total	9	2,962	[illegible]	2,962	965	[illegible]	2,962	965	766	9	2,962	414	377
FURNITURE (Household)													
United States Total	[illegible]	15,358	66	13,682	2,921	65	13,542	2,896	2,327	[illegible]	15,358	1,076	1,061
Total, 14 Cities	29	7,451	17	5,847	1,098	16	5,707	1,077	886	29	7,451	451	458
FURNITURE (Office)													
United States Total	32	7,901	32	7,901	1,143	(x)	7,636	1,123	698	(x)	7,636	462	472
Total, 14 Cities	26	7,288	26	7,288	1,056	24	7,023	1,036	628	24	7,023	429	431
HOUSE FURNISHINGS (Except as specified)													
United States Total	83	32,567	61	28,693	4,495	61	28,693	4,495	5,136	(x)	31,567	2,633	2,625
Total, 14 Cities	57	27,278	40	23,868	3,817	40	23,908	3,817	4,515	(x)	26,278	2,158	2,124
	GROCERIES AND FOODS (SPECIALTY LINES)												
CANNED FOODS													
United States Total	188	146,176	104	99,347	7,863	100	98,946	7,840	6,815	175	144,333	9,571	9,079
New England	10	9,632	7	5,404	602	[illegible]	5,340	598	457	10	9,632	483	360
Middle Atlantic	30	39,540	18	22,421	2,385	17	22,309	2,358	2,294	30	39,540	2,684	2,838
East North Central	30	22,035	19	15,027	1,177	19	15,027	1,177	1,041	28	21,767	1,054	792
West North Central	21	11,971	14	9,698	674	13	9,605	671	530	19	11,728	470	479
South Atlantic	33	14,315	12	10,438	889	12	10,438	889	583	30	14,156	1,129	1,033
East South Central	13	4,618	6	3,336	244	6	3,336	244	202	11	4,540	174	171
West South Central	20	10,302	9	7,578	532	9	7,578	532	367	19	10,279	456	436
Mountain	9	3,628	6	2,887	174	6	2,887	174	144	9	3,628	148	128
Pacific	22	30,135	13	22,558	1,208	12	22,428	1,197	1,097	19	29,065	2,973	2,842
Total, 14 Cities	58	85,477	37	54,401	4,330	34	54,093	4,310	3,966	[illegible]	85,477	[illegible]	[illegible]

* Including establishments not reporting receivables or stocks.
x Withheld to avoid disclosure.

MANUFACTURERS' SALES BRANCHES (WITH STOCKS)

TABLE 6B.—ACCOUNTS AND NOTES RECEIVABLE AND STOCKS ON HAND, BEGINNING AND END OF YEAR BY KINDS OF BUSINESS Continued

KIND OF BUSINESS AND AREA	ALL ESTABLISHMENTS*		ESTABLISHMENTS REPORTING RECEIVABLES AS OF DECEMBER 31, 1939			ESTABLISHMENTS REPORTING BEGINNING AND END OF YEAR RECEIVABLES				ESTABLISHMENTS REPORTING BEGINNING AND END OF YEAR STOCKS			
	Number	Sales (add 000)	Number	Sales (add 000)	Customer accounts and notes receivable Dec. 31, 1939 (add 000)	Number	Sales (add 000)	Customer accounts and notes receivable Dec. 31, 1939 (add 000)	Customer accounts and notes receivable Dec. 31, 1938 (add 000)	Number	Sales (add 000)	Stocks on hand, at cost Dec. 31, 1939 (add 000)	Stocks on hand, at cost Dec. 31, 1938 (add 000)
	GROCERIES AND FOODS (SPECIALTY LINES)—Con.												
CONFECTIONERY													
United States Total	56	$61,001	43	$45,658	$3,012	43	$45,658	$3,012	$2,838	52	$58,634	$2,274	$2,461
New England	5	4,614	(x)	2,766	227	(x)	2,766	227	217	(x)	2,766	175	178
Middle Atlantic	15	23,832	11	15,283	1,491	11	15,283	1,491	1,343	(x)	23,472	621	660
East North Central	14	15,981	11	12,345	642	11	12,345	642	582	14	15,981	665	686
West North Central	4	3,283	4	3,283	180	4	3,283	180	163	4	3,283	200	233
Pacific	14	10,251	(x)	8,941	350	(x)	8,941	350	377	13	10,111	523	564
Other divisions	4	3,040	4	3,040	122	4	3,040	122	156	3	3,021	92	140
Total, 14 Cities	38	48,358	26	34,863	2,404	26	34,863	2,404	2,232	(x)	47,858	1,687	1,776
FISH AND SEA FOODS													
United States Total	26	8,574	26	8,574	541	(x)	7,646	470	493	(x)	7,646	579	576
Total, 14 Cities	7	3,990	7	3,990	268	(x)	3,062	197	189	(x)	3,062	151	194
FLOUR													
United States Total	159	144,866	154	142,924	6,100	149	142,625	6,072	6,349	150	144,034	2,314	2,203
New England	5	7,811	5	7,811	143	5	7,811	143	137	(x)	7,330	17	14
Middle Atlantic	17	47,017	17	47,017	1,440	17	47,017	1,440	1,591	17	47,017	465	453
East North Central	22	28,535	21	28,531	1,003	19	28,430	991	1,279	20	28,454	211	180
West North Central	22	18,486	20	18,408	731	20	18,408	731	772	21	18,439	177	150
South Atlantic	32	9,992	32	9,992	647	30	9,825	637	601	30	9,825	363	295
East South Central	14	3,618	(x)	3,604	281	(x)	3,604	281	232	13	3,604	144	106
West South Central	19	3,299	19	3,299	251	18	3,268	245	191	(x)	3,257	166	238
Mountain	7	3,978	7	3,978	282	7	3,978	282	337	7	3,978	346	305
Pacific	21	22,130	(x)	20,284	1,322	(x)	20,284	1,322	1,209	21	22,130	425	462
Total, 14 Cities	33	80,785	33	80,785	2,726	33	80,785	2,726	3,206	33	80,785	787	738
FRUITS AND VEGETABLES (Frosted													
United States Total	7	9,983	7	9,983	1,597	7	9,983	1,597	1,358	7	9,983	9,828	8,035
MEATS AND PROVISIONS													
United States Total	924	1,076,480	906	1,068,498	50,628	893	1,061,596	50,303	49,983	898	1,057,804	29,797	30,428
New England	136	155,467	133	153,869	6,601	130	151,527	6,484	6,444	132	150,847	3,000	3,102
Middle Atlantic	239	358,117	233	355,596	13,428	232	355,368	13,420	13,472	233	351,204	7,255	7,251
East North Central	137	166,081	132	164,911	6,590	127	161,524	6,448	6,057	129	162,423	2,945	3,111
West North Central	51	58,539	51	58,539	1,937	51	58,539	1,937	1,944	51	58,539	1,075	1,134
South Atlantic	158	149,137	(x)	148,409	7,879	155	148,403	7,871	7,908	155	148,314	4,892	5,010
East South Central	55	52,693	(x)	51,420	7,786	(x)	51,192	7,770	7,658	54	51,865	6,351	6,415
West South Central	77	74,493	77	74,493	3,381	(x)	74,117	3,360	3,373	(x)	73,557	2,132	2,245
Mountain	25	11,372	(x)	11,080	590	(x)	10,745	577	595	(x)	11,037	436	436
Pacific	46	50,181	46	50,181	2,436	46	50,181	2,436	2,532	45	50,038	1,713	1,724
Total, 14 Cities	151	364,162	148	361,469	13,969	148	361,469	13,969	13,733	144	353,520	6,689	6,776
Baltimore	5	8,937	(x)	8,428	503	(x)	8,428	503	535	(x)	8,428	142	174
Boston	9	40,111	9	40,111	1,617	9	40,111	1,617	1,575	(x)	37,833	470	502
Chicago	32	72,355	32	72,355	3,314	32	72,355	3,314	3,038	32	72,355	1,163	1,152
Detroit	6	16,512	6	16,512	488	6	16,512	488	490	6	16,512	362	436
Los Angeles	5	6,526	5	6,526	332	5	6,526	332	308	5	6,526	298	310
Milwaukee	7	8,408	7	8,408	284	7	8,408	284	288	7	8,408	116	132
New York City	51	116,857	(x)	116,301	4,121	(x)	116,301	4,121	4,303	48	110,958	2,015	2,096
Philadelphia	14	43,970	14	43,970	1,316	14	43,970	1,316	1,303	14	43,970	1,059	912
Pittsburgh	6	16,158	(x)	14,530	633	(x)	14,530	633	554	(x)	14,530	328	350
San Francisco	5	10,118	5	10,118	411	5	10,118	411	456	5	10,118	290	256
Washington, D. C.	6	13,379	6	13,379	537	6	13,379	537	523	(x)	13,071	222	249
Other cities	5	10,831	5	10,831	413	5	10,831	413	362	5	10,831	226	207
OTHER FOOD AND GROCERY SPECIALTIES													
United States Total	1,212	859,114	1,050	717,648	33,442	1,024	706,696	32,929	33,954	1,071	840,018	36,869	31,776
Total, 14 Cities	250	500,278	209	420,650	21,000	203	415,[illegible]	20,711	21,950	207	492,847	26,832	22,521
	HARDWARE												
SPECIALTY LINES													
United States Total	98	24,412	69	19,712	2,737	64	18,828	2,617	2,010	98	24,038	3,385	3,270
Middle Atlantic	35	9,385	26	7,158	1,160	(x)	6,649	1,089	921	(x)	9,022	813	812
East North Central	29	9,597	20	7,804	1,045	18	7,488	1,002	706	29	9,397	1,885	1,774
Other divisions	34	5,630	23	4,750	532	(x)	4,691	526	383	(x)	5,619	687	684
Total, 14 Cities	70	21,967	43	14,666	2,018	39	13,832	1,900	1,529	67	18,896	1,758	1,713

* Including establishments not reporting receivables or stocks.
x Withheld to avoid disclosure.

MANUFACTURERS' SALES BRANCHES (WITH STOCKS)

TABLE 6B.—ACCOUNTS AND NOTES RECEIVABLE AND STOCKS ON HAND, BEGINNING AND END OF YEAR BY KINDS OF BUSINESS—Continued

KIND OF BUSINESS AND AREA	ALL ESTABLISHMENTS*		ESTABLISHMENTS REPORTING RECEIVABLES AS OF DECEMBER 31, 1939			ESTABLISHMENTS REPORTING BEGINNING AND END OF YEAR RECEIVABLES				ESTABLISHMENTS REPORTING BEGINNING AND END OF YEAR STOCKS			
	Number	Sales (thousands)	Number	Sales (thousands)	Customer accounts and notes receivable Dec. 31, 1939 (thousands)	Number	Sales (thousands)	Customer accounts and notes receivable Dec. 31, 1939 (thousands)	Dec. 31, 1939 (thousands)	Number	Sales (thousands)	Stocks on hand Dec. 31, 1939 (thousands)	Dec. 31, 1939 (thousands)
	LUMBER AND CONSTRUCTION MATERIALS												
LUMBER													
United States Total	37	$22,201	32	$20,625	$2,801	30	$20,524	$2,774	$2,357	32	$20,725	$5,488	$5,208
Total, 14 Cities	20	12,498	16	11,017	1,397	16	11,017	1,397	1,128	20	12,498	3,628	3,598
MILLWORK													
United States Total	37	11,402	32	10,962	1,352	28	10,779	1,320	1,091	33	11,219	2,400	2,120
East North Central	8	2,707	6	2,419	223	6	2,419	223	171	6	2,709	654	607
West North Central	6	2,622	5	2,579	316	4	2,527	310	278	5	2,570	593	585
South Atlantic	8	2,376	8	2,376	332	6	2,256	307	232	6	2,256	398	337
Other divisions	15	3,697	13	3,588	481	12	3,577	480	410	14	3,686	767	655
Total, 14 Cities	15	5,865	15	5,865	646	13	5,700	616	530	13	5,700	1,068	978
BRICK, TILE, AND TERRA COTTA													
United States Total	48	6,637	41	5,939	683	40	5,931	682	697	46	6,571	1,180	1,148
Total, 14 Cities	21	3,379	16	2,748	312	15	2,740	311	329	19	3,313	505	513
CEMENT, LIME, AND PLASTER													
United States Total	54	38,070	49	34,321	2,569	49	34,321	2,569	2,505	51	34,425	3,113	3,187
Middle Atlantic	8	4,870	(x)	3,872	261	(x)	3,872	281	264	8	4,870	858	627
East North Central	16	10,314	13	9,935	723	13	9,935	723	630	13	6,669	988	1,023
West North Central	5	4,181	5	4,181	274	5	4,181	274	379	5	4,181	483	496
South Atlantic	7	3,527	7	3,527	100	7	3,527	100	131	7	3,527	172	145
Pacific	14	11,525	(x)	9,153	1,002	(x)	9,153	1,002	920	14	11,525	597	633
Other divisions	4	3,653	4	3,653	209	3	3,653	209	181	4	3,653	221	183
Total, 14 Cities	25	23,459	21	19,768	1,677	21	19,768	1,677	1,619	(x)	19,872	1,748	1,657
GLASS													
United States Total	78	55,332	(x)	54,146	5,565	75	53,954	5,510	4,808	75	53,954	7,330	7,074
Middle Atlantic	15	9,624	15	9,624	1,412	15	9,624	1,412	1,148	15	9,624	1,734	1,644
East North Central	22	28,409	(x)	27,822	1,938	(x)	27,157	1,920	1,752	(x)	27,157	2,091	2,024
West North Central	9	4,186	9	4,168	486	(x)	4,041	449	380	(x)	4,041	892	944
South Atlantic	11	4,388	11	4,388	516	11	4,388	516	570	11	4,388	746	704
East South Central	5	2,322	5	2,322	312	5	2,322	312	212	5	2,322	424	392
West South Central	3	3,795	9	3,795	513	9	3,795	513	439	9	3,795	834	789
Other divisions	7	2,627	7	2,627	388	7	2,627	388	307	7	2,627	859	677
Total, 14 Cities	16	31,890	(x)	30,703	2,583	(x)	30,703	2,583	2,244	(x)	30,703	4,511	2,432
ALL OTHER													
United States Total	99	104,832	(x)	81,054	10,586	66	80,599	10,494	8,359	88	102,465	3,579	3,421
Total, 14 Cities	48	88,708	35	65,355	8,466	33	65,355	[illegible]	6,677	42	80,931	2,322	1,977
	MACHINERY—EQUIPMENT—SUPPLIES												
COMMERCIAL EQUIPMENT AND SUPPLIES (Office machines and equipment													
United States Total	697	84,461	268	23,176	3,512	204	20,401	3,067	2,784	354	29,354	4,327	4,299
Middle Atlantic	130	25,676	51	9,022	1,247	43	7,906	1,066	912	68	10,433	1,499	1,362
East North Central	139	16,988	49	4,760	787	41	4,808	691	549	68	5,966	853	884
South Atlantic	100	11,125	35	3,419	429	28	2,759	385	341	48	3,920	411	426
Other divisions	328	30,612	108	5,975	1,049	92	5,931	955	954	170	9,048	1,564	1,627
Total, 14 Cities	175	42,939	95	15,580	2,455	79	13,463	2,160	1,964	121	17,933	2,558	2,438
Boston	13	2,938	8	1,087	171	7	985	160	115	9	1,147	128	130
Chicago	22	6,417	15	2,974	479	12	2,704	428	389	17	3,308	428	481
New York City	29	13,825	15	4,958	818	12	4,210	707	605	22	5,785	1,049	927
Washington, D. C.	12	4,356	6	1,933	243	8	1,505	208	199	6	1,908	140	150
Other cities	100	15,803	51	4,628	744	44	4,089	657	576	67	5,791	813	790
COMMERCIAL EQUIPMENT AND SUPPLIES (Garage and filling station equipment													
United States Total	62	9,291	22	3,756	676	21	3,710	674	683	51	8,161	677	705
Total, 14 Cities	35	5,919	11	2,441	445	11	2,441	445	446	27	5,032	371	390
COMMERCIAL EQUIPMENT AND SUPPLIES (Store fixtures and equipment)													
United States Total	122	7,300	114	6,387	[illegible]	[illegible]	6,125	[illegible]	1,576	116	[illegible]	[illegible]	[illegible]

* Including establishments not reporting receivables or stocks.
x Withheld to avoid disclosure.

MANUFACTURERS' SALES BRANCHES (WITH STOCKS)

TABLE 6B.—ACCOUNTS AND NOTES RECEIVABLE AND STOCKS ON HAND, BEGINNING AND END OF YEAR BY KINDS OF BUSINESS—Continued

KIND OF BUSINESS AND AREA	ALL ESTABLISHMENTS*		ESTABLISHMENTS REPORTING RECEIVABLES AS OF DECEMBER 31, 1939			ESTABLISHMENTS REPORTING BEGINNING AND END OF YEAR RECEIVABLES				ESTABLISHMENTS REPORTING BEGINNING AND END OF YEAR STOCKS			
	Number	Sales (add 000)	Number	Sales (add 000)	Customer accounts and notes receivable Dec. 31, 1939 (add 000)	Number	Sales (add 000)	Customer accounts and notes receivable Dec. 31, 1939 (add 000)	Customer accounts and notes receivable Dec. 31, 1938 (add 000)	Number	Sales (add 000)	Stocks on hand, at cost Dec. 31, 1939 (add 000)	Stocks on hand, at cost Dec. 31, 1938 (add 000)
	MACHINERY—EQUIPMENT—SUPPLIES—Con.												
COMMERCIAL EQUIPMENT AND SUPPLIES (All other)													
United States Total	120	$42,680	84	$38,195	$1,342	75	$37,441	$1,315	$1,063	107	$41,214	$1,290	$1,234
New England	11	3,724	7	3,177	31	(x)	3,084	30	24	10	3,607	127	118
Middle Atlantic	26	13,439	18	11,896	651	17	11,761	649	528	24	13,148	453	436
East North Central	28	10,999	21	9,820	493	17	9,655	473	370	24	10,357	279	275
West North Central	9	2,890	5	2,440	12	5	2,440	12	11	8	2,653	71	69
South Atlantic	15	5,232	10	4,605	63	8	4,589	61	58	12	4,904	102	92
West South Central	10	2,288	7	2,039	35	(x)	1,783	34	27	9	2,219	75	66
Pacific	12	2,982	8	2,924	43	8	2,924	43	30	11	2,980	121	114
Other divisions	9	1,346	8	1,294	14	7	1,205	13	15	9	1,346	62	64
Total, 14 Cities	43	26,562	28	23,929	1,178	25	23,772	1,160	942	33	25,290	761	726
FARM AND DAIRY (Dairy equipment)													
United States Total	59	22,533	58	22,342	5,053	57	22,244	5,045	4,672	59	22,533	2,052	1,988
Middle Atlantic	9	6,004	8	5,813	1,330	8	5,813	1,330	1,095	9	6,004	357	336
East North Central	7	5,997	7	5,997	1,855	7	5,997	1,855	1,843	7	5,997	611	571
West North Central	15	4,255	15	4,255	651	15	4,255	651	624	15	4,255	401	398
Other divisions	28	6,277	28	6,277	1,217	27	6,179	1,209	1,110	28	6,277	683	683
Total, 14 Cities	22	14,147	21	13,956	3,593	21	13,956	3,593	3,409	22	14,147	1,191	1,142
FARM AND DAIRY (Farm implements)													
United States Total	91	136,412	90	136,385	76,751	(1)	(1)	(1)	(1)	90	136,402	23,079	25,879
Middle Atlantic	7	10,503	7	10,503	4,958	(1)	(1)	(1)	(1)	7	10,503	1,518	1,868
East North Central	19	31,583	19	31,583	15,977	(1)	(1)	(1)	(1)	19	31,583	4,591	4,648
West North Central	28	37,733	27	37,706	22,242	(1)	(1)	(1)	(1)	28	37,733	7,344	8,196
South Atlantic	8	12,800	8	12,800	6,534	(1)	(1)	(1)	(1)	7	12,790	1,594	1,908
East South Central	5	9,535	5	9,535	4,934	(1)	(1)	(1)	(1)	5	9,535	1,208	1,413
West South Central	14	19,001	14	19,001	13,014	(1)	(1)	(1)	(1)	14	19,001	3,475	3,733
Mountain	5	8,136	5	8,136	4,790	(1)	(1)	(1)	(1)	5	8,136	1,554	1,584
Other divisions	5	7,121	5	7,121	4,302	(1)	(1)	(1)	(1)	5	7,121	1,795	2,329
Total, 14 Cities	10	13,532	10	13,532	7,234	(1)	(1)	(1)	(1)	10	13,532	2,426	3,012
FARM AND DAIRY (Farm machinery and equipment)													
United States Total	178	132,027	142	125,089	77,676	139	124,887	77,665	82,186	169	131,076	25,692	27,129
Middle Atlantic	12	9,312	7	8,772	5,519	7	8,772	5,519	3,831	10	8,910	1,779	1,708
East North Central	41	31,001	[illegible]	29,767	14,193	29	29,767	14,195	14,687	38	30,569	3,945	3,859
West North Central	61	57,019	54	56,675	41,793	51	56,473	41,782	45,730	57	56,802	10,550	10,950
South Atlantic	6	3,692	6	3,692	1,903	6	3,692	1,903	1,681	6	3,692	523	444
West South Central	24	14,200	20	11,999	7,614	20	11,999	7,614	8,892	24	14,200	4,103	4,837
Pacific	15	8,087	14	8,032	4,061	14	8,032	4,061	4,621	15	8,087	2,999	3,587
Other divisions	19	8,716	12	6,152	2,593	12	6,152	2,593	2,744	19	8,716	1,793	1,764
Total, 14 Cities	15	13,920	11	13,596	11,409	11	13,596	11,409	12,827	14	13,770	3,502	3,448
INDUSTRIAL MACHINERY, EQUIPMENT, AND SUPPLIES (Belting, hose, and packing)													
United States Total	133	44,555	94	35,519	4,290	92	35,462	4,288	3,591	123	43,615	3,211	3,086
Middle Atlantic	36	15,126	31	14,404	1,833	29	14,347	1,831	1,296	33	15,089	765	790
East North Central	32	20,938	20	13,626	1,735	20	13,626	1,735	1,518	32	20,938	1,544	1,573
Pacific	20	2,721	15	2,553	283	15	2,553	283	185	17	2,647	347	309
Other divisions	45	5,770	28	4,936	639	28	4,936	639	592	39	4,941	555	614
Total, 14 Cities	88	39,469	66	31,267	3,894	64	31,210	3,897	3,036	85	39,389	2,697	2,514
Chicago	20	13,212	11	10,731	1,439	11	10,731	1,439	1,303	20	13,212	1,325	1,199
New York City	15	10,601	13	10,193	1,196	12	10,144	1,195	1,014	15	10,601	512	537
Philadelphia	11	2,732	9	2,478	249	9	2,478	249	168	10	2,695	180	187
Pittsburgh	8	1,754	7	1,694	183	7	1,694	183	112	8	1,754	69	59
San Francisco	6	1,343	6	1,343	150	6	1,343	150	102	6	1,343	175	150
Other cities	28	9,827	20	4,828	477	19	4,820	481	337	26	9,784	436	382
INDUSTRIAL MACHINERY, EQUIPMENT, AND SUPPLIES (Machine tools)													
United States Total	55	18,699	16	10,265	1,239	16	10,265	1,239	784	54	18,633	1,592	1,818
Total, 14 Cities	47	15,605	14	8,680	964	14	8,680	964	637	[illegible]	15,539	851	939
INDUSTRIAL MACHINERY, EQUIPMENT, AND SUPPLIES (Mine and mill supplies)													
United States Total	63	29,812	46	25,466	3,326	46	25,466	3,326	2,711	58	27,525	1,748	2,011
Middle Atlantic	14	10,523	11	8,956	1,252	11	8,956	1,252	1,032	13	10,492	315	335
East North Central	6	3,286	(x)	2,822	249	(x)	2,822	249	190	6	3,286	266	297
South Atlantic	5	2,213	(x)	2,066	515	(x)	2,066	515	351	(x)	1,204	140	157

* Including establishments not reporting receivables or stocks.
x Withheld to avoid disclosure.
1 Insufficient sample.

MANUFACTURERS' SALES BRANCHES WITH STOCKS

TABLE 6B. ACCOUNTS AND NOTES RECEIVABLE AND STOCKS ON HAND, BEGINNING AND END OF YEAR BY KINDS OF BUSINESS—Continued

KIND OF BUSINESS AND AREA	ALL ESTABLISHMENTS		ESTABLISHMENTS REPORTING RECEIVABLES AS OF DECEMBER 31, 1939			ESTABLISHMENTS REPORTING BEGINNING AND END OF YEAR RECEIVABLES				ESTABLISHMENTS REPORTING BEGINNING AND END OF YEAR STOCKS			
	Number	Sales	Number	Sales	Receivables as of December 31, 1939	Number	Sales	Receivables Beginning of Year	Receivables End of Year	Number	Stocks Beginning of Year	Stocks End of Year	Purchases
	MACHINERY—EQUIPMENT—SUPPLIES—Con.												
INDUSTRIAL MACHINERY, EQUIPMENT, AND SUPPLIES (Mine and mill supplies)—Con.													
Pacific	12	$4,374	10	$4,063	$585	10	$4,063	$565	$521	(x)	$4,625	$434	$546
Other divisions	26	9,416	16	7,559	745	16	7,559	745	677	(x)	8,518	593	676
Total, 14 Cities	24	18,863	18	16,299	1,792	18	16,299	1,792	1,379	(x)	17,823	878	1,007
INDUSTRIAL MACHINERY, EQUIPMENT, AND SUPPLIES (Oil well supply houses)													
United States Total	324	58,603	127	26,533	4,950	104	23,888	4,685	4,751	228	50,065	11,630	12,297
West South Central	167	28,213	71	15,145	3,009	57	13,388	2,825	3,213	117	24,387	6,454	6,921
Pacific	49	15,688	28	7,887	1,132	26	7,454	1,120	688	42	15,063	2,068	2,142
Other divisions	108	14,397	28	3,521	809	21	3,046	739	850	69	10,615	3,108	3,244
Total, 14 Cities	9	5,258	6	3,619	807	6	3,619	807	499	8	5,052	500	613
INDUSTRIAL MACHINERY, EQUIPMENT, AND SUPPLIES (Power plant and power transmission)													
United States Total	85	35,313	68	28,111	7,074	65	28,052	7,060	5,385	82	35,254	2,806	2,826
Middle Atlantic	13	8,915	9	6,827	2,034	9	6,827	2,034	1,233	13	8,915	527	528
East North Central	24	9,282	18	5,697	1,441	18	5,697	1,441	1,183	24	9,282	599	564
West North Central	11	5,969	9	5,697	1,238	9	5,697	1,238	1,284	11	5,969	443	404
West South Central	7	3,379	(x)	2,935	719	(x)	2,935	719	593	7	3,379	262	291
Pacific	14	5,013	(x)	4,577	1,048	(x)	4,577	1,048	753	14	5,013	741	833
Other divisions	16	2,755	14	2,378	594	11	2,319	580	339	13	2,696	230	208
Total, 14 Cities	45	23,077	34	17,626	4,652	34	17,626	4,652	3,170	45	23,077	1,758	1,753
INDUSTRIAL MACHINERY, EQUIPMENT, AND SUPPLIES (Printing and lithographing--except paper)													
United States Total	198	38,722	114	28,010	7,081	110	27,889	7,053	6,379	188	37,452	7,200	6,748
Middle Atlantic	50	15,835	31	12,005	3,279	31	12,005	3,279	2,941	50	15,835	2,054	1,949
East North Central	48	11,936	26	8,960	1,857	26	8,960	1,857	1,599	(x)	11,547	2,587	2,329
Pacific	24	3,395	13	2,115	504	13	2,115	504	554	(x)	2,908	1,217	1,208
Other divisions	76	7,556	44	4,930	1,441	40	4,809	1,413	1,285	70	7,162	1,345	1,262
Total, 14 Cities	128	32,910	78	24,186	6,015	77	24,181	6,014	5,386	124	32,034	5,901	5,576
Boston	10	1,851	5	1,059	335	5	1,059	335	256	10	1,851	117	100
Chicago	22	9,060	13	7,248	1,433	13	7,248	1,433	1,261	(x)	8,749	2,249	2,084
New York City	24	11,519	17	9,549	2,610	17	9,549	2,610	2,345	24	11,519	1,759	1,662
Philadelphia	14	3,181	10	1,891	457	10	1,891	457	421	14	3,181	186	185
San Francisco	11	1,906	6	1,210	229	6	1,210	229	251	(x)	1,564	1,010	1,011
Other cities	47	5,393	27	3,229	951	26	3,224	950	852	45	5,170	580	534
INDUSTRIAL MACHINERY, EQUIPMENT, AND SUPPLIES (Rope, cordage, and twine)													
United States Total	20	8,477	17	7,766	791	16	7,629	782	748	19	8,340	739	986
Total, 14 Cities	12	6,170	9	5,459	498	8	5,322	489	438	11	6,033	322	281
INDUSTRIAL MACHINERY, EQUIPMENT, AND SUPPLIES (Textile)													
United States Total	8	862	8	862	150	8	862	150	158	7	925	120	122
INDUSTRIAL MACHINERY, EQUIPMENT, AND SUPPLIES (All other)													
United States Total	462	164,645	329	110,654	16,188	290	102,452	15,116	13,398	448	162,533	18,257	17,108
New England	37	11,974	29	9,635	1,351	26	9,290	1,307	1,176	(x)	11,814	952	849
Middle Atlantic	108	51,940	76	34,449	5,173	68	32,582	4,903	4,389	107	51,828	5,218	4,823
East North Central	127	55,990	83	35,457	5,039	72	31,927	4,573	3,871	121	54,615	5,963	5,434
West North Central	36	13,059	29	10,537	1,260	23	8,995	1,092	1,049	33	12,865	1,255	1,211
South Atlantic	29	10,593	24	6,456	955	22	6,231	927	806	28	10,548	983	989
West South Central	38	8,166	24	5,369	841	20	4,891	780	701	30	8,138	1,387	1,357
Pacific	71	11,076	54	7,694	1,419	51	7,548	1,400	1,323	71	11,076	2,250	2,288
Other divisions	16	1,847	10	1,057	150	8	988	134	83	(x)	1,529	269	269
Total, 14 Cities	280	121,484	195	74,621	11,023	175	68,895	10,288	9,199	273	115,087	12,249	11,384
Boston	21	6,013	13	3,654	589	13	3,654	589	475	(x)	5,681	633	582
Chicago	59	24,562	40	15,708	2,127	35	13,590	1,858	1,519	(x)	23,356	2,463	2,347
Cleveland	12	9,125	7	2,585	431	(x)	1,487	318	246	(x)	4,400	169	172
Detroit	22	11,866	13	6,713	895	11	6,497	866	852	21	11,814	1,256	1,045
Los Angeles	20	3,398	(x)	2,214	380	13	2,163	375	400	20	3,398	826	859
New York City	57	26,895	37	18,189	3,065	34	17,285	2,946	2,489	56	26,783	2,953	2,790
Philadelphia	23	12,124	19	9,147	1,192	17	8,997	1,174	1,059	23	12,124	1,302	1,185

* Including establishments not reporting receivables or stocks.
x Withheld to avoid disclosure.

MANUFACTURERS' SALES BRANCHES (WITH STOCKS)

TABLE 6B.—ACCOUNTS AND NOTES RECEIVABLE AND STOCKS ON HAND, BEGINNING AND END OF YEAR BY KINDS OF BUSINESS—Continued

KIND OF BUSINESS AND AREA	ALL ESTABLISHMENTS*		ESTABLISHMENTS REPORTING RECEIVABLES AS OF DECEMBER 31, 1939			ESTABLISHMENTS REPORTING BEGINNING AND END OF YEAR RECEIVABLES				ESTABLISHMENTS REPORTING BEGINNING AND END OF YEAR STOCKS			
	Number	Sales (add 000)	Number	Sales (add 000)	Customer accounts and notes receivable Dec. 31, 1939 (add 000)	Number	Sales (add 000)	Customer accounts and notes receivable Dec. 31, 1939 (add 000)	Customer accounts and notes receivable Dec. 31, 1938 (add 000)	Number	Sales (add 000)	Stocks on hand, at cost Dec. 31, 1939 (add 000)	Stocks on hand, at cost Dec. 31, 1938 (add 000)
	MACHINERY—EQUIPMENT—SUPPLIES—Con.												
INDUSTRIAL MACHINERY, EQUIPMENT, AND SUPPLIES (All other)—Con.													
Pittsburgh	11	$6,158	7	$1,570	$354	(x)	$1,293	$310	$214	11	$6,158	$299	$236
St. Louis	18	10,059	(x)	9,214	1,126	15	8,007	1,002	950	18	10,059	1,054	982
San Francisco	27	4,772	20	3,426	622	19	3,331	608	546	27	4,772	904	900
Other cities	10	6,510	7	2,251	242	7	2,251	242	220	10	6,510	411	368
PROFESSIONAL EQUIPMENT AND SUPPLIES (Dental supply houses)													
United States Total	34	11,914	32	11,824	4,072	32	11,824	4,072	3,882	34	11,914	2,332	2,687
Total, 14 Cities	15	9,520	14	9,450	3,194	14	9,450	3,194	3,005	15	9,520	1,810	2,157
PROFESSIONAL EQUIPMENT AND SUPPLIES (Surgical, medical, and hospital)													
United States Total	190	26,276	105	19,216	3,240	102	19,091	3,202	3,281	161	25,219	2,290	2,092
Middle Atlantic	35	5,859	18	3,656	666	18	3,656	668	678	29	5,622	529	511
East North Central	37	6,034	23	4,441	731	22	4,428	730	708	34	5,991	545	494
West North Central	42	4,423	27	3,748	533	26	3,740	532	533	36	4,245	373	269
Pacific	25	4,141	11	3,257	507	10	3,153	471	509	21	3,964	401	388
Other divisions	51	5,819	26	4,114	803	26	4,114	803	853	41	5,397	442	430
Total, 14 Cities	86	15,907	42	10,868	1,852	42	10,868	1,852	1,832	73	15,448	1,427	1,369
PROFESSIONAL EQUIPMENT AND SUPPLIES (All other)													
United States Total	79	10,142	51	8,319	1,136	49	8,278	1,114	1,081	77	10,101	1,790	1,757
Total, 14 Cities	33	6,884	27	6,520	817	26	6,493	797	786	32	6,857	1,033	991
SERVICE EQUIPMENT AND SUPPLIES (Barber and beauty supply houses)													
United States Total	18	3,484	18	3,484	855	(1)	(1)	(1)	(1)	18	3,484	497	495
Total, 14 Cities	10	2,658	10	2,658	690	(1)	(1)	(1)	(1)	10	2,658	379	370
SERVICE EQUIPMENT AND SUPPLIES (Laundry and dry cleaning)													
United States Total	47	16,668	44	16,472	11,012	43	16,459	11,009	11,393	46	16,524	2,284	2,274
Middle Atlantic	10	5,548	10	5,548	3,112	10	5,548	3,112	2,919	10	5,548	816	834
East North Central	12	6,268	11	6,124	4,099	11	6,124	4,099	4,517	11	6,124	692	616
Other divisions	25	4,852	23	4,800	3,801	22	4,787	3,798	3,957	25	4,852	776	824
Total, 14 Cities	31	12,893	[illegible]	12,697	7,807	27	12,684	7,804	8,067	30	12,749	1,865	1,897
SERVICE EQUIPMENT AND SUPPLIES (Undertakers' supplies)													
United States Total	51	11,495	39	10,083	2,984	39	10,083	2,984	3,072	51	11,495	2,000	1,968
Total, 14 Cities	30	7,734	24	6,873	2,113	24	6,873	2,113	2,185	30	7,734	1,281	1,286
SERVICE EQUIPMENT AND SUPPLIES (Upholsterers' supplies)													
United States Total	[illegible]	16,136	52	15,306	2,584	51	15,190	2,565	1,860	67	16,020	3,322	2,962
Total, 14 Cities	44	12,716	31	12,053	2,025	31	12,053	2,025	1,485	44	12,716	3,044	2,717
SERVICE EQUIPMENT AND SUPPLIES (All other)													
United States Total	107	19,139	85	18,189	4,014	84	18,160	4,012	3,940	102	18,713	2,222	2,172
Total, 14 Cities	71	12,899	60	12,282	2,836	59	12,253	2,834	2,785	69	12,517	1,610	1,489
	METALS AND METAL WORK (EXCEPT SCRAP)												
BUILDING METAL WORK													
United States Total	73	17,086	39	7,940	1,233	38	7,843	1,217	1,028	(x)	15,934	3,009	2,194
Total, 14 Cities	28	10,099	13	4,603	691	12	4,506	675	611	25	9,560	2,112	1,368
IRON AND STEEL PRODUCTS (General line)													
United States Total	87	136,899	62	97,457	10,781	(x)	96,584	10,704	12,313	68	116,316	18,862	18,191
Middle Atlantic	16	15,273	12	11,751	1,506	12	11,751	1,506	802	13	10,772	2,996	2,514
East North Central	19	33,458	11	14,322	1,488	11	14,322	1,488	914	13	24,436	4,489	4,385
West North Central	14	10,453	11	8,575	856	11	8,575	856	735	(x)	9,394	1,751	1,114

* Including establishments not reporting receivables or stocks.
x Withheld to avoid disclosure.
1 Insufficient sample.

MANUFACTURERS' SALES BRANCHES (WITH STOCKS)

TABLE 6B.—ACCOUNTS AND NOTES RECEIVABLE AND STOCKS ON HAND, BEGINNING AND END OF YEAR BY KINDS OF BUSINESS—Continued

KIND OF BUSINESS AND AREA	ALL ESTABLISHMENTS*		ESTABLISHMENTS REPORTING RECEIVABLES AS OF DECEMBER 31, 1939			ESTABLISHMENTS REPORTING BEGINNING AND END OF YEAR RECEIVABLES				ESTABLISHMENTS REPORTING BEGINNING AND END OF YEAR STOCKS			
	Number	Sales (add 000)	Number	Sales (add 000)	Customer accounts and notes receivable Dec. 31, 1939 (add 000)	Number	Sales (add 000)	Customer accounts and notes receivable Dec. 31, 1939 (add 000)	Dec. 31, 1938 (add 000)	Number	Sales (add 000)	Stocks on hand Dec. 31, 1939 (add 000)	Dec. 31, 1938 (add 000)
	METALS AND METAL WORK (EXCEPT SCRAP)—Con.												
IRON AND STEEL PRODUCTS (General line)—Con.													
South Atlantic	5	$6,598	(x)	$6,231	$644	(x)	$6,231	$644	$597	(x)	$5,913	$493	$489
West South Central	11	10,564	8	3,433	401	(x)	3,433	401	347	11	10,564	1,902	1,563
Pacific	8	47,181	(x)	46,519	5,027	(x)	46,519	5,027	8,402	6	45,952	4,582	5,577
Other divisions	13	13,372	9	6,626	859	8	5,753	782	516	8	9,285	2,669	2,549
Total, 14 Cities	42	84,304	28	66,319	7,214	28	66,319	7,214	8,772	31	69,796	10,752	10,411
IRON AND STEEL PRODUCTS (Flat)													
United States Total	42	34,121	30	32,523	3,858	(x)	32,175	3,838	2,560	39	33,636	5,368	5,049
Middle Atlantic	10	14,166	7	13,509	1,578	7	13,509	1,578	738	10	14,166	934	753
East North Central	9	9,067	(x)	8,905	1,039	(x)	8,557	1,019	766	(x)	8,719	1,708	1,544
West South Central	6	3,597	5	3,522	420	5	3,522	420	361	(x)	3,460	596	956
Pacific	11	3,067	6	2,974	390	6	2,974	390	350	11	3,067	1,572	1,341
Other divisions	6	4,224	(x)	3,613	431	(x)	3,613	431	345	6	4,224	558	455
Total, 14 Cities	23	15,392	13	13,873	1,537	13	13,873	1,537	1,214	23	15,392	3,360	2,856
WIRE AND WIRE PRODUCTS													
United States Total	104	152,399	75	116,906	14,181	75	116,906	14,181	9,792	(x)	149,035	8,725	8,626
New England	5	12,511	(x)	9,155	1,098	(x)	9,155	1,098	761	5	12,511	162	181
Middle Atlantic	21	47,483	(x)	42,527	5,366	(x)	42,527	5,366	3,565	21	47,483	1,179	1,184
East North Central	24	61,011	12	43,520	5,008	12	43,520	5,008	3,429	(x)	57,647	1,333	1,332
West North Central	5	4,854	8	4,854	549	5	4,854	549	371	5	4,854	351	321
West South Central	10	7,944	6	4,041	493	6	4,041	493	362	10	7,944	2,501	2,297
Pacific	28	14,309	21	9,104	1,175	21	9,104	1,175	964	28	14,309	2,397	2,226
Other divisions	11	4,287	8	3,705	492	8	3,705	492	340	11	4,287	802	1,105
Total, 14 Cities	65	151,428	46	100,838	12,119	46	100,838	12,119	8,302	(x)	128,064	4,088	3,949
Chicago	11	33,471	6	23,862	2,717	6	23,862	2,717	1,878	11	33,471	849	833
Los Angeles	8	5,272	5	1,784	231	5	1,784	231	189	8	5,272	881	716
New York City	9	36,096	(x)	31,205	3,878	(x)	31,205	3,878	2,545	9	36,096	523	558
Philadelphia	5	3,559	8	3,559	512	5	3,559	512	328	5	3,559	105	97
San Francisco	9	5,370	(x)	3,738	484	(x)	3,738	484	429	9	5,370	653	880
Other cities	23	47,660	15	36,690	4,297	15	36,690	4,297	2,933	(x)	44,296	1,077	1,085
IRON AND STEEL FINISHED PRODUCTS (N.E.C.)													
United States Total	76	22,986	50	12,436	2,528	46	12,386	2,518	1,849	72	22,896	3,178	3,125
Middle Atlantic	9	3,410	(x)	3,150	1,065	(x)	3,150	1,065	707	9	3,410	374	319
East North Central	16	6,125	9	3,926	516	9	3,926	516	385	16	6,125	1,087	988
West South Central	23	7,927	18	3,317	577	14	3,267	567	527	20	7,884	877	1,024
Pacific	10	2,659	(1)	(1)	(1)	(1)	(1)	(1)	(1)	9	2,612	499	458
Other divisions	18	2,865	12	1,975	350	12	1,975	350	217	18	2,865	341	338
Total, 14 Cities	28	9,959	15	5,077	1,015	15	5,077	1,015	665	27	9,912	1,643	1,512
COPPER													
United States Total	28	42,023	27	41,871	4,989	27	41,871	4,989	3,828	27	41,871	3,020	2,472
Total, 14 Cities	19	34,459	19	34,459	4,236	19	34,459	4,236	3,324	19	34,459	2,446	2,021
ALL OTHER													
United States Total	62	61,050	36	37,476	2,797	34	37,455	2,790	2,118	59	60,939	8,687	6,514
Middle Atlantic	16	27,254	10	24,430	1,334	9	24,421	1,331	1,010	14	27,155	4,561	3,308
East North Central	23	23,978	(x)	7,417	896	(x)	7,405	892	629	22	23,966	2,359	1,903
Pacific	9	4,155	(x)	2,875	300	(x)	2,875	300	210	9	4,155	854	686
Other divisions	14	5,663	7	2,754	267	7	2,754	267	269	14	5,663	913	617
Total, 14 Cities	39	50,962	23	34,074	2,567	22	34,065	2,564	1,879	37	50,863	7,162	5,296
	PAPER AND ITS PRODUCTS												
WRAPPING OR COARSE PAPER AND PRODUCTS													
United States Total	148	140,724	109	128,514	18,877	95	118,817	18,057	17,382	137	136,244	10,209	8,832
Middle Atlantic	33	48,411	23	46,669	8,512	(x)	45,615	8,426	8,743	33	48,411	2,621	2,130
East North Central	26	17,730	16	10,826	1,288	14	10,573	1,255	917	25	17,618	771	880
West North Central	12	6,578	10	6,451	497	7	2,196	148	137	9	6,236	1,101	896
East South Central	6	3,584	5	3,535	314	5	3,535	314	249	6	3,584	424	324
West South Central	11	4,301	10	4,168	353	10	4,168	353	302	11	4,301	674	510
Mountain	8	3,570	8	3,570	397	(x)	3,208	367	342	(x)	3,208	585	513
Pacific	45	54,977	32	52,059	7,580	27	48,528	7,087	6,587	40	51,520	3,924	3,498
Other divisions	7	1,573	5	1,236	156	3	994	127	110	(x)	1,566	109	91
Total, 14 Cities	42	107,448	56	103,427	16,426	47	95,701	15,768	15,225	76	104,936	6,295	5,690
Chicago	16	10,914	13	10,485	1,257	11	10,252	1,224	892	15	10,502	608	721
Los Angeles	12	12,992	9	12,061	1,073	(x)	11,300	1,011	874	(x)	12,131	1,387	1,185
New York City	22	47,099	17	45,991	8,448	(x)	44,937	8,362	8,696	22	47,099	2,473	2,014
San Francisco	12	30,192	8	29,993	5,208	(x)	28,532	5,084	4,696	(x)	28,965	890	1,029
Other cities	20	[illegible]	6	[illegible]	440	6	709	87	87	19	6,099	937	771

* Including establishments not reporting receivables or stocks.
x Withheld to avoid disclosure.
- Insufficient sample.

MANUFACTURERS' SALES BRANCHES (WITH STOCKS)

TABLE 6B.—ACCOUNTS AND NOTES RECEIVABLE AND STOCKS ON HAND, BEGINNING AND END OF YEAR BY KINDS OF BUSINESS—Continued

KIND OF BUSINESS AND AREA	ALL ESTABLISHMENTS		ESTABLISHMENTS REPORTING RECEIVABLES AS OF DECEMBER 31, 1939			ESTABLISHMENTS REPORTING BEGINNING AND END OF YEAR RECEIVABLES				ESTABLISHMENTS REPORTING BEGINNING AND END OF YEAR STOCKS			
	Number	Sales (add 000)	Number	Sales (add 000)	Customer accounts and notes receivable Dec. 31, 1939 (add 000)	Number	Sales (add 000)	Customer accounts and notes receivable Dec. 31, 1939 (add 000)	Customer accounts and notes receivable Dec. 31, 1938 (add 000)	Number	Sales (add 000)	Stocks on hand, at cost Dec. 31, 1939 (add 000)	Stocks on hand, at cost Dec. 31, 1938 (add 000)
PAPER AND ITS PRODUCTS—Con.													
PRINTING AND WRITING PAPERS													
United States Total	42	$21,932	33	$14,761	$2,182	32	$14,720	$2,180	$1,662	39	$20,247	$2,058	$1,814
Total, 14 Cities	25	15,066	20	11,689	1,762	19	11,648	1,760	1,302	(x)	13,384	689	662
PETROLEUM AND ITS PRODUCTS													
PETROLEUM AND ITS PRODUCTS													
United States Total	56	21,262	38	17,567	1,764	38	17,567	1,764	1,492	54	21,180	2,466	2,439
Total, 14 Cities	28	12,438	17	11,140	1,246	17	11,140	1,246	1,003	27	12,386	1,241	1,173
PLUMBING AND HEATING EQUIPMENT AND SUPPLIES													
PLUMBING AND HEATING (General line)													
United States Total	221	154,200	(x)	153,528	14,781	216	151,886	14,534	12,386	219	153,711	15,886	17,363
New England	11	8,500	11	8,500	506	11	8,500	506	544	11	8,500	725	953
Middle Atlantic	34	35,797	34	35,797	2,564	(x)	35,387	2,536	2,304	(x)	35,387	2,741	3,717
East North Central	53	32,594	(x)	32,530	3,547	50	31,298	3,308	2,722	(x)	32,515	3,346	3,305
West North Central	27	17,992	27	17,992	1,722	27	17,992	1,722	1,530	27	17,992	2,281	2,434
South Atlantic	22	15,752	22	15,752	1,383	22	15,752	1,383	1,159	22	15,752	1,367	1,750
East South Central	14	6,919	(x)	6,311	960	(x)	6,311	980	786	14	6,919	815	760
West South Central	22	11,529	22	11,529	1,642	22	11,529	1,642	1,301	22	11,529	1,322	1,207
Mountain	17	7,069	17	7,069	1,010	17	7,069	1,010	728	17	7,069	934	837
Pacific	21	18,048	21	18,048	1,447	21	18,048	1,447	1,312	21	18,048	2,355	2,400
Total, 14 Cities	48	70,882	47	70,818	5,164	(x)	69,586	4,945	4,367	47	70,803	6,109	7,443
HEATING (Including stoves and ranges)													
United States Total	159	51,723	127	47,583	8,301	116	46,591	8,137	7,680	153	51,146	5,083	5,144
New England	19	5,673	15	4,971	718	15	4,971	718	687	19	5,673	949	841
Middle Atlantic	48	19,210	36	17,275	2,720	32	16,908	2,664	2,503	46	19,100	1,603	1,769
East North Central	31	10,673	23	9,946	2,010	23	9,946	2,010	1,835	31	10,673	846	827
West North Central	20	5,102	18	5,057	1,018	13	4,625	936	972	20	5,102	794	853
South Atlantic	11	5,078	8	4,660	1,058	7	4,565	1,043	958	8	4,660	295	240
Pacific	17	3,978	16	3,850	478	15	3,752	467	459	16	3,929	418	435
Other divisions	13	2,009	11	1,824	299	11	1,824	299	266	13	2,009	178	179
Total, 14 Cities	87	31,242	67	28,668	4,658	61	28,080	4,547	4,256	82	30,700	2,291	2,464
Boston	6	1,415	(x)	1,128	181	(x)	1,128	181	159	8	1,415	111	117
Chicago	12	5,280	6	4,610	733	6	4,610	733	721	12	5,280	404	415
Cleveland	4	1,664	4	1,664	586	4	1,664	586	526	4	1,664	124	135
Los Angeles	5	2,136	5	2,136	255	5	2,136	255	238	4	2,087	163	168
New York City	15	8,249	11	7,806	1,164	9	7,593	1,133	1,105	14	8,174	508	583
Philadelphia	11	4,649	9	4,301	602	8	4,220	589	525	11	4,649	398	447
Pittsburgh	7	1,727	(x)	1,644	294	(x)	1,571	282	248	7	1,727	127	123
Other cities	27	6,122	21	5,379	823	19	5,158	788	734	24	5,704	456	476
PLUMBING FIXTURES, EQUIPMENT, AND SUPPLIES													
United States Total	92	34,543	70	25,689	3,217	70	25,689	3,217	2,641	89	34,409	8,181	7,522
New England	6	2,162	6	2,162	274	6	2,162	274	233	6	2,162	320	305
Middle Atlantic	33	9,486	30	8,246	1,073	30	8,246	1,073	929	32	9,482	1,984	2,043
East North Central	17	11,234	8	7,483	697	9	7,483	697	538	17	11,234	3,718	3,301
Other divisions	36	11,661	25	7,798	1,173	25	7,798	1,173	941	34	11,531	2,159	1,873
Total, 14 Cities	42	17,626	34	12,654	1,568	34	12,654	1,568	1,249	42	17,626	2,863	2,677
ALL OTHER													
United States Total	47	11,167	(x)	10,768	1,543	41	10,748	1,541	1,349	46	11,069	1,162	1,214
Total, 14 Cities	35	9,625	31	9,320	1,375	30	9,300	1,373	1,208	34	9,527	901	952
TOBACCO AND PRODUCTS (EXCEPT LEAF)													
TOBACCO AND PRODUCTS (Except leaf)													
United States Total	44	446,489	44	446,489	23,359	43	446,368	23,331	23,806	(x)	366,528	11,756	12,328
Middle Atlantic	23	323,047	23	323,047	17,692	22	322,926	17,664	17,920	(x)	243,086	7,857	7,150
East North Central	10	3,511	10	3,511	682	10	3,511	682	688	10	3,511	193	179
Pacific	5	65,855	5	65,855	2,929	5	65,855	2,929	3,152	5	65,855	1,646	2,785
Other divisions	6	54,076	6	54,076	2,056	6	54,076	2,056	2,046	6	54,076	2,060	2,212
Total, 14 Cities	32	442,930	32	442,930	22,959	31	442,809	22,934	23,421	(x)	362,969	11,679	12,239

x Including establishments not reporting receivables or stocks.
x Withheld to avoid disclosure.

MANUFACTURERS' SALES BRANCHES (WITH STOCKS)

TABLE 6B. ACCOUNTS AND NOTES RECEIVABLE AND STOCKS ON HAND, BEGINNING AND END OF YEAR BY KINDS OF BUSINESS—Continued

KIND OF BUSINESS AND AREA	ALL ESTABLISHMENTS		ESTABLISHMENTS REPORTING RECEIVABLES AS OF DECEMBER 31, 1939			ESTABLISHMENTS REPORTING BEGINNING AND END OF YEAR RECEIVABLES				ESTABLISHMENTS REPORTING BEGINNING AND END OF YEAR STOCK			
	Number	Sales (add 000)	Number	Sales (add 000)	Customer accounts and notes receivable Dec. 31, 1939 (add 000)	Number	Sales (add 000)	Customer accounts and notes receivable Dec. 31, 1939 (add 000)	Customer accounts and notes receivable Dec. 31, 1938 (add 000)	Number	Sales (add 000)	Stocks on hand, at cost Dec. 31, 1939 (add 000)	Stocks on hand, at cost Dec. 31, 1938 (add 000)
	ALL OTHER PRODUCTS												
BOOKS, PERIODICALS, AND NEWSPAPERS													
United States Total	62	$30,871	52	$28,544	$6,756	51	$28,459	$6,740	$7,619	56	$28,090	$6,400	$5,984
New England	5	2,082	5	2,082	326	5	2,082	326	377	(x)	789	795	293
Middle Atlantic	17	10,833	14	10,764	2,178	14	10,764	2,178	2,138	14	10,784	2,453	2,351
East North Central	16	11,158	(x)	10,340	2,908	(x)	10,340	2,908	3,572	(x)	10,908	2,893	2,507
Pacific	10	2,376	7	2,195	579	6	2,110	563	612	10	2,378	336	395
Other divisions	14	3,242	(x)	3,183	765	(x)	3,183	765	920	13	3,225	419	438
Total, 14 Cities	45	25,930	39	23,752	5,143	38	23,667	5,127	5,553	40	23,136	4,462	4,277
FOREST PRODUCTS (Except lumber)													
United States Total	54	8,299	36	5,722	873	36	5,722	873	774	53	8,263	1,107	1,026
Total, 14 Cities	16	3,448	13	3,136	466	13	3,136	466	404	16	3,448	349	312
LEATHER AND SHOE FINDINGS													
United States Total	33	44,516	25	39,614	3,731	25	39,614	3,731	3,439	33	44,516	7,092	7,953
New England	11	21,068	8	18,817	1,765	8	18,817	1,765	1,652	11	21,068	2,624	2,953
Middle Atlantic	9	11,075	6	9,367	1,102	6	9,367	1,102	882	9	11,075	3,378	3,942
East North Central	6	10,426	(x)	10,049	682	(x)	10,049	682	786	6	10,426	910	887
Other divisions	7	1,947	(x)	1,381	182	(x)	1,381	182	118	7	1,947	178	171
Total, 14 Cities	26	42,929	20	38,589	3,635	20	38,589	3,635	3,309	26	42,929	7,050	7,909
LEATHER GOODS													
United States Total	23	7,495	16	6,787	667	16	6,787	667	745	22	7,478	1,039	1,056
Total, 14 Cities	20	6,673	13	5,965	551	13	5,965	551	609	19	6,656	1,008	1,028
OILS AND GREASES (Animal and vegetable)													
United States Total	21	8,277	11	5,250	596	11	5,250	596	457	(x)	7,829	1,259	1,071
Total, 14 Cities	20	7,962	11	5,250	596	11	5,250	596	457	(x)	7,514	1,256	1,066
OPTICAL GOODS													
United States Total	257	23,265	(1)	(1)	(1)	(1)	(1)	(1)	(1)	247	23,001	2,673	2,485
Total, 14 Cities	45	10,162	(1)	(1)	(1)	(1)	(1)	(1)	(1)	42	9,956	1,644	1,492
TEXTILES AND MATERIALS (Other than dry goods)													
United States Total	27	21,619	20	17,555	2,395	18	17,344	2,361	2,053	(x)	19,658	2,122	2,148
Total, 14 Cities	20	14,740	15	12,486	1,914	13	12,275	1,880	1,629	(x)	12,779	1,779	1,818
YARNS													
United States Total	38	120,676	(1)	(1)	(1)	(1)	(1)	(1)	(1)	36	120,258	4,[illegible]	3,948
Total, 14 Cities	25	83,141	(1)	(1)	(1)	(1)	(1)	(1)	(1)	24	82,281	3,161	3,024
MISCELLANEOUS KINDS OF BUSINESS													
United States Total	68	16,787	50	15,786	2,176	48	15,684	2,173	1,703	49	16,125	1,243	1,160
Total, 14 Cities	41	15,281	35	15,027	2,109	34	14,942	2,108	1,626	34	15,045	1,124	1,018

(x) Including establishments not reporting receivables or stocks.
x Withheld to avoid disclosure.
1 Insufficient sample.

INDEX TO CITIES IN TABLE 7

Cities:	Page
Baltimore	676
Boston	677
Buffalo	679
Chicago	681
Cleveland	684
Detroit	686
Los Angeles	688
Milwaukee	691
New York	692
Philadelphia	695
Pittsburgh	698
St. Louis	700
San Francisco	702
Washington, D. C.	704

Table 7.—DISTRIBUTION OF SALES BY CLASSES OF CUSTOMERS

In this section table 7 is given for each of the 14 cities with more than 500,000 population. This table shows to what extent sales were made to retailers, to household consumers, to industrial users, to other wholesalers, to export intermediaries, and direct to buyers in foreign countries. Data are given for major types of operation by kinds of business.

451724 O - 42 - 44

TABLE 7. -DISTRIBUTION OF SALES BY CLASSES OF CUSTOMERS
FOR CITIES OF OVER 500,000 POPULATION

TYPES OF OPERATION BY KINDS OF BUSINESS

CITY TYPE OF OPERATION KIND OF BUSINESS	ALL ESTABLISHMENTS *		Total of sales analyzed	SALES ANALYZED BY CLASSES OF CUSTOMERS											
				Sales to retailers for resale		Sales to household consumers		Sales to industrial users		Sales to wholesalers		Sales to export intermediaries		Export sales to buyers in foreign countries	
	Number	Total net sales (add 000)	(add 000)	Amount (add 000)	Percent of sales analyzed	Amount (add 000)	Percent of sales analyzed	Amount (add 000)	Percent of sales analyzed	Amount (add 000)	Percent of sales analyzed	Amount (add 000)	Percent of sales analyzed	Amount (add 000)	Percent of sales analyzed
BALTIMORE, MD.															
SERVICE AND LIMITED-FUNCTION WHOLESALERS	1,163	$280,097	$276,145	$197,843	71.6	$5,521	2.0	$46,274	16.8	$21,983	8.0	$1,184	.4	$3,340	1.2
MANUFACTURERS' SALES BRANCHES (With stocks)	135	117,492	107,554	34,279	31.9	991	.9	33,733	31.4	38,172	35.5	231	.2	148	.1
MANUFACTURERS' SALES OFFICES (Without stocks)	49	62,934	54,598	2,291	4.2	1	(1)	47,710	87.4	4,580	8.4	---	---	16	(1)
AGENTS AND BROKERS	273	73,523	72,225	22,967	31.8	186	.3	20,423	28.3	26,883	37.2	663	.9	1,103	1.5
ASSEMBLERS (Mainly farm products)	20	11,312	11,312	6,498	57.4	389	3.4	1,620	14.3	2,700	23.9	--	---	105	1.0
SERVICE AND LIMITED-FUNCTION WHOLESALERS	1,163	280,097	276,145	197,843	71.6	5,521	2.0	46,274	16.8	21,983	8.0	1,184	.4	3,340	1.2
Amusement and sporting goods	18	1,368	1,368	950	69.5	54	3.9	358	26.2	6	.4	---	---	---	—
Automotive	50	52,588	51,380	46,724	90.9	1,325	2.6	866	1.7	2,465	4.8	---	---	---	---
Beer, wines, and liquors	29	18,977	18,887	17,232	91.2	---	---	166	.9	1,489	7.9	---	---	—	---
Chemicals and paints	23	4,872	4,225	681	16.1	87	2.1	753	17.8	823	19.5	---	---	1,881	44.5
Clothing and furnishings	70	12,922	12,922	12,809	99.1	27	.2	40	.3	---	---	---	---	46	.4
Men's and boys'	29	2,497	2,497	2,440	97.7	27	1.1	30	1.2	---	---	---	---	---	---
Women's and children's	16	2,025	2,025	2,025	100.0	---	---	---	---	---	---	---	---	---	---
Shoes and other footwear	13	6,786	6,786	6,740	99.3	---	---	---	---	---	---	---	---	46	.7
All other	12	1,614	1,614	1,604	99.4	---	---	10	.6	---	---	---	---	---	---
Coal and coke	20	5,855	5,504	1,549	28.1	1,968	35.8	1,356	24.6	421	7.6	---	---	210	3.9
Drugs (general line)	5	4,356	4,356	4,042	92.8	5	.1	156	3.6	153	3.5	---	---	---	---
Drugs and drug sundries (specialty lines)	16	1,750	1,750	1,474	84.2	6	.3	3	.2	168	9.6	99	5.7	---	---
Dry goods (general line)	2	8,329	8,153	5,816	71.3	52	.6	1,160	14.2	1,085	13.4	25	.3	15	.2
Dry goods (specialty lines)	42														
Electrical goods	34	10,575	10,494	6,211	59.2	61	.6	4,165	39.7	57	.5	---	—	---	—
Farm products--raw materials	14	3,882	3,172	400	12.6	---	---	2,334	73.6	118	3.7	---	---	320	10.1
Farm products--consumer goods	153	28,225	25,789	20,312	78.8	257	1.0	1,715	6.7	3,180	12.3	287	1.1	38	.1
Dairy products	6	846	846	649	76.7	25	3.0	90	10.6	82	9.7	---	---	---	---
Dairy and poultry products	13	4,754	4,754	3,192	67.1	21	.4	1,099	23.1	159	3.3	287	6.1	---	---
Poultry and poultry products	25	3,172	3,172	2,709	85.4	191	6.0	203	6.4	69	2.2	---	---	---	---
Fruits and vegetables (fresh)	91	16,468	14,032	12,674	91.7	---	---	305	2.2	850	6.1	---	---	---	---
Fresh fruits only	18	2,985	2,985	888	29.7	20	.7	18	.6	2,021	67.7	---	---	38	1.3
Farm supplies	18	6,542	6,542	2,978	45.5	175	2.7	1,419	21.7	1,970	30.1	---	---	—	---
Furniture and house furnishings	22	3,624	3,624	3,601	99.4	23	.6	---	---	---	---	---	---	—	---
Groceries (general line)	16	14,690	14,634	14,097	96.3	---	---	537	3.7	---	—	---	---	---	---
Groceries and foods (specialty lines)	175	22,747	22,324	15,934	71.4	223	1.0	2,921	13.1	3,246	14.5	---	---	---	---
Confectionery	27	2,202	2,202	2,082	94.6	7	.3	91	4.1	22	1.0	---	---	---	---
Fish and sea foods	37	4,282	3,879	2,916	75.2	63	1.6	197	5.1	703	18.1	---	---	---	---
Meats and provisions	35	5,491	5,491	4,186	76.2	86	1.6	939	17.1	280	5.1	---	---	---	---
All other	76	10,772	10,752	6,750	62.8	67	.6	1,694	15.8	2,241	20.8	---	---	---	---
Hardware	11	2,392	2,392	1,311	54.8	60	2.5	1,018	42.6	3	.1	---	---	---	---
Jewelry	19	2,060	2,051	2,013	98.1	38	1.9	---	—	---	---	---	---	---	---
Lumber and construction materials	35	8,800	7,541	2,506	33.2	623	8.3	3,909	51.8	444	5.9	---	---	59	.8
Machinery--equipment--supplies	112	14,271	10,689	2,591	24.2	274	2.6	6,141	57.5	1,683	15.7	---	---	---	---
Commercial equipment and supplies	17	1,756	1,341	635	47.4	137	10.2	568	42.3	1	.1	---	---	---	--
Industrial machinery, equipt, and spls	44	6,021	4,327	732	16.9	---	---	2,169	50.1	1,426	33.0	---	---	---	---
Service equipment and supplies	34	2,934	2,929	444	15.2	13	.4	2,221	75.8	251	8.6	---	---	---	---
All other	17	3,560	2,092	780	37.3	124	5.9	1,183	56.6	5	.2	---	---	---	—
Metals and metal work (except scrap)	23	4,135	4,116	245	6.0	6	.1	2,534	61.6	1,329	32.3	---	---	2	(1)
Paper and its products	55	9,257	8,306	1,866	22.5	4	(1)	5,521	66.5	915	11.0	---	---	---	---
Petroleum and its products	13	956	651	332	51.0	7	1.1	167	25.7	145	22.2	---	---	---	---
Plumbing and heating equipment and spls	35	7,101	6,332	2,892	45.7	45	.7	2,982	47.1	413	6.5	---	---	---	---
Tobacco and products (except leaf)	31	16,676	16,676	15,522	93.1	109	.7	300	1.8	745	4.4	---	---	--	--
Waste materials	77	8,455	7,709	415	5.4	24	.3	4,959	64.3	784	10.2	773	10.0	754	9.8
Iron and steel scrap	14	4,657	4,260	4	.1	24	.6	2,575	60.4	264	6.2	639	15.0	754	17.7
Junk and scrap (general line)	25	479	307	---	---	---	---	175	57.0	132	43.0	---	---	---	---
Waste paper, rags, and rubber	19	1,744	1,664	386	23.2	---	---	1,035	62.2	243	14.6	---	---	---	---
All other	19	1,575	1,478	25	1.7	---	---	1,174	79.4	145	9.8	134	9.1	---	---
All other products	45	14,692	14,558	13,340	91.6	68	.5	794	5.5	341	2.3	---	---	15	.1

For footnotes, see end of table.

TABLE 7.—DISTRIBUTION OF SALES BY CLASSES OF CUSTOMERS
FOR CITIES OF OVER 500,000 POPULATION—Continued

TYPES OF OPERATION BY KINDS OF BUSINESS

CITY TYPE OF OPERATION KIND OF BUSINESS	ALL ESTABLISHMENTS *		Total of sales analyzed	SALES ANALYZED BY CLASSES OF CUSTOMERS											
				Sales to retailers for resale		Sales to household consumers		Sales to industrial users		Sales to wholesalers		Sales to export intermediaries		Export sales to buyers in foreign countries	
	Number	Total net sales (add 000)	(add 000)	Amount (add 000)	Percent of sales analyzed	Amount (add 000)	Percent of sales analyzed	Amount (add 000)	Percent of sales analyzed	Amount (add 000)	Percent of sales analyzed	Amount (add 000)	Percent of sales analyzed	Amount (add 000)	Percent of sales analyzed
BALTIMORE, MD.—Con.															
MANUFACTURERS' SALES BRANCHES (With stocks)	135	$117,492	$107,554	$34,279	31.9	$991	.9	$33,733	31.4	$38,172	35.5	$231	.2	$148	.1
Automotive	10	7,846	7,591	5,039	66.4	3	(1)	2,105	27.7	444	5.9	-	---	---	—
Chemicals and paints	5	4,293	2,455	510	20.8	---	---	1,767	72.0	168	6.8	2	.1	8	.3
Farm supplies	5	3,578	3,029	1,605	53.0	50	1.7	1,372	45.2	---	---	--	---	2	.1
Groceries and foods (specialty lines)	23	51,640	50,476	18,705	37.1	828	1.6	10,040	19.9	20,593	40.8	220	.4	90	.2
Lumber and construction materials	8	3,505	2,454	1,418	57.8	---	---	750	30.6	279	11.4	7	.2	-	-
Machinery--equipment--supplies	36	8,237	7,492	3,320	44.3	---	---	4,143	55.3	29	.4	--	-	---	--
Metals and metal work (except scrap)	6	3,282	3,282	740	22.5	39	1.2	1,795	54.7	706	21.5	2	.1	--	--
Paper and its products	5	302	138	44	31.9	---	---	93	67.4	1	.7	---	--	-	--
Plumbing and heating equipt and sels	8	3,408	1,975	48	2.4	---	---	689	34.9	1,238	62.7	---	--	---	---
All other kinds of business	29	31,401	(2)	(2)	(2)	(2)	(2)	(2)	(2)	(2)	(2)	(2)	(2)	(2)	(2)
MANUFACTURERS' SALES OFFICES (Without stocks)	49	62,934	54,598	2,291	4.2	1	(1)	47,710	87.4	4,580	8.4	---	---	16	(1)
Machinery--equipment--supplies	12	13,705	12,847	---	---	---	---	12,839	99.9	8	.1	--	---	--	---
Metals and metal work (except scrap)	8	35,212	32,980	---	---	---	---	32,827	99.5	153	.5	---	---	---	---
All other kinds of business	29	14,017	(2)	(2)	(2)	(2)	(2)	(2)	(2)	(2)	(2)	(2)	(2)	(2)	(2)
AGENTS AND BROKERS	273	73,523	72,225	22,967	31.8	186	.3	20,423	28.3	26,883	37.2	563	.9	1,103	1.5
Clothing and furnishings	14	1,057	1,057	565	53.5	---	---	---	---	492	46.5	--	---	---	---
Coal and coke	7	1,984	1,751	217	12.4	16	.9	1,518	86.7	---	---	---	---	---	-
Dry goods (specialty lines)	36	11,279	11,078	2,289	20.7	---	---	5,007	45.2	3,769	34.0	9	.1	4	(1)
Farm products--raw materials	17	7,473	7,232	175	2.4	93	1.3	2,651	36.7	2,718	37.6	594	8.2	1,001	13.8
Farm products--consumer goods	42	17,250	16,970	13,165	77.6	16	.1	240	1.4	3,549	20.9	---	---	--	—
Farm supplies	5	1,186	1,186	336	28.3	---	---	850	71.7		---	--	-	—	---
Furniture and house furnishings	9	772	772	651	84.3	18	2.3	49	6.3	54	7.1	---	---	--	—
Groceries and foods (specialty lines)	39	14,744	14,744	1,134	7.7	---	---	3,543	24.0	10,067	68.3	---	---	—	—
Hardware	6	1,703	1,593	223	14.0	---	---	10	.6	1,360	85.4	---	---	---	---
Lumber and construction materials	9	1,796	1,796	1,015	56.5	3	.2	361	20.1	341	19.0	--	--	76	4.2
Machinery--equipment--supplies	40	3,903	3,897	111	2.8	8	.2	2,595	66.6	1,177	30.2	3	.1	3	.1
Metals and metal work (except scrap)	7	459	459	1	.2	10	2.2	442	96.3	6	1.3	---	---	---	---
Paper and its products	6	1,868	1,868	5	.3	15	.8	1,058	56.6	790	42.3	-	--	-	---
All other kinds of business	36	8,049	(2)	(2)	(2)	(2)	(2)	(2)	(2)	(2)	(2)	(2)	(2)	(2)	(2)
ASSEMBLERS (Mainly farm products)	20	11,312	11,312	6,498	57.4	389	3.4	1,620	14.3	2,700	23.9	--	---	105	1.0
BOSTON, MASS.															
SERVICE AND LIMITED-FUNCTION WHOLESALERS	1,913	767,263	698,540	316,467	45.3	11,499	1.6	272,143	39.0	93,535	13.4	552	.1	4,344	.6
MANUFACTURERS' SALES BRANCHES (With stocks)	366	314,426	284,815	94,261	33.1	3,763	1.3	126,687	44.5	58,271	20.5	221	.1	1,592	.5
MANUFACTURERS' SALES OFFICES (Without stocks)	188	117,282	95,989	9,145	9.5	4	(1)	59,292	61.8	27,321	28.5	3	(1)	224	.2
AGENTS AND BROKERS	858	385,239	359,652	64,100	17.8	795	.2	174,243	48.5	116,622	32.4	230	.1	3,662	1.0
ASSEMBLERS (Mainly farm products)	22	30,783	30,634	3,672	12.0	501	1.6	18,855	61.5	7,606	24.9	---	---	---	---
SERVICE AND LIMITED-FUNCTION WHOLESALERS	1,913	767,263	698,540	316,467	45.3	11,499	1.6	272,143	39.0	93,535	13.4	552	.1	4,344	.6
Amusement and sporting goods	39	4,892	3,393	2,133	62.9	126	3.7	886	26.1	248	7.3	---	---	--	--
Automotive	57	64,385	61,586	57,187	92.5	2,026	3.3	541	.9	1,832	3.0	---	---	-	---
Beer, wines, and liquors	37	30,499	30,419	27,652	90.9	262	.9	7	(1)	2,498	8.2	---	---	---	---
Beer and ale	11	9,123	9,123	8,797	96.4	55	.6	---	---	271	3.0	---	---	—	---
Wines and liquors	26	21,376	21,296	18,855	88.5	207	1.0	7	(1)	2,227	10.5	-	---	—	---
Chemicals and paints	36	9,675	8,978	1,191	13.3	19	.1	5,904	65.8	1,623	18.1	50	.6	200	2.1

For footnotes, see end of table.

TABLE 7.—DISTRIBUTION OF SALES BY CLASSES OF CUSTOMERS FOR CITIES OF OVER 500,000 POPULATION—Continued

TYPES OF OPERATION BY KINDS OF BUSINESS

CITY TYPE OF OPERATION KIND OF BUSINESS	ALL ESTABLISHMENTS * Number	ALL ESTABLISHMENTS * Total net sales (add 000)	Total of sales analyzed (add 000)	SALES ANALYZED BY CLASSES OF CUSTOMERS: Sales to retailers for resale Amount (add 000)	Sales to retailers for resale Percent of sales analyzed	Sales to household consumers Amount (add 000)	Sales to household consumers Percent of sales analyzed	Sales to industrial users Amount (add 000)	Sales to industrial users Percent of sales analyzed	Sales to wholesalers Amount (add 000)	Sales to wholesalers Percent of sales analyzed	Sales to export intermediaries Amount (add 000)	Sales to export intermediaries Percent of sales analyzed	Export sales to buyers in foreign countries Amount (add 000)	Export sales to buyers in foreign countries Percent of sales analyzed
BOSTON, MASS.—Con.															
SERVICE AND LIMITED-FUNCTION WHOLESALERS—Con.															
Clothing and furnishings	238	$51,592	$50,642	$48,870	96.6	$170	.3	$745	1.5	$734	1.4	---	---	$123	.2
Clothing and furnishings (general line)	12	4,071	4,071	3,887	95.5	75	1.8	98	2.4	8	.2	---	---	3	.1
Men's and boys'	64	10,077	9,127	8,974	98.3	90	1.0	62	.7	--	---	---	---	1	(1)
Women's and children's	61	13,839	13,839	13,778	99.6	1	(1)	--	---	60	.4	---	---	---	---
Furs, dressed, and fur clothing	12	782	782	730	93.4	4	.5	47	6.0	1	.1	---	---	---	---
Millinery and millinery supplies	13	1,238	1,238	1,168	94.3	---	---	58	4.7	12	1.0	---	---	---	---
Shoes and other footwear	76	21,585	21,565	20,333	94.2	---	---	480	2.2	653	3.0	---	---	119	.6
Coal and coke	26	56,899	56,899	8,534	15.0	331	.6	26,787	47.1	20,747	36.5	---	---	500	.8
Drugs and drug sundries (specialty lines)	13	809	809	616	76.1	---	---	---	---	193	23.9	---	---	---	---
Dry goods (general line)	2	23,112	22,924	9,689	43.1	48	.2	12,068	52.7	911	4.0	---	---	8	(1)
Dry goods (specialty lines)	100														
Electrical goods	54	19,547	19,218	11,625	60.6	273	1.4	6,773	35.2	543	2.8	---	---	4	(1)
Electrical merchandise (general line)	6	8,026	8,026	3,789	47.1	22	.3	4,194	52.3	21	.3	---	---	---	---
Wiring sple and construction materials	17	1,281	1,266	373	29.5	14	1.1	741	58.5	138	10.9	---	---	---	---
Radios and equipment	12	2,350	2,350	2,111	89.9	83	3.5	111	4.7	41	1.7	---	---	4	.2
All other	19	7,890	7,576	5,352	70.7	154	2.0	1,727	22.8	343	4.5	---	---	---	---
Farm products—raw materials	102	153,883	122,680	1	(1)	1	(1)	106,494	86.8	15,332	12.5	$29	(1)	823	.7
Farm products—consumer goods	170	57,479	56,078	34,879	62.2	2,751	4.9	5,419	9.7	12,808	22.8	103	.2	118	.2
Dairy products	9	8,727	8,033	4,588	57.1	2,414	30.1	400	5.0	631	7.8	---	---	---	---
Dairy and poultry products	12	4,978	4,732	3,268	69.1	52	1.1	1,412	29.8	---	---	---	---	---	---
Poultry and poultry products	22	7,855	7,789	5,468	70.2	278	3.6	1,457	18.7	586	7.5	---	---	---	---
Fruits and vegetables (fresh)	110	26,003	25,688	17,030	66.3	7	(1)	2,150	8.4	6,398	24.9	103	.4	---	---
Fresh fruits only	17	9,836	9,836	4,525	46.0	--	---	---	---	5,193	52.8	---	---	118	1.2
Furniture and house furnishings	85	13,411	13,402	10,743	80.2	107	.8	707	5.3	1,845	13.7	---	---	---	---
Floor coverings	20	5,799	5,797	5,655	97.6	24	.4	93	1.6	25	.4	---	---	---	---
Furniture (household)	14	1,638	1,638	1,533	93.6	82	5.0	20	1.2	3	.2	---	---	---	---
House furnishings (except as specified)	19	4,828	4,828	2,543	52.7	1	(1)	467	9.7	1,817	37.6	---	---	---	---
All other	12	1,146	1,139	1,012	88.8	---	---	127	11.2	---	---	---	---	---	---
Groceries (general line)	23	25,847	24,225	11,879	49.0	3,437	14.2	5,587	23.1	3,322	13.7	---	---	---	---
Groceries and foods (specialty lines)	226	78,648	74,630	35,074	47.0	525	.7	16,730	22.4	22,293	29.9	---	---	8	(1)
Coffee, tea, and spices	25	11,870	11,303	3,320	29.4	2	(1)	56	.5	7,925	70.1	---	---	---	---
Fish and sea foods	46	11,241	10,881	6,613	60.8	146	1.3	1,050	9.6	3,065	28.2	---	---	7	.1
Flour	8	4,505	4,505	825	18.3	---	---	810	18.0	2,870	63.7	---	---	---	---
Meats and provisions	69	33,880	30,844	15,371	49.8	309	1.0	11,472	37.2	3,691	12.0	---	---	1	(1)
All other	78	17,152	17,097	8,945	52.3	68	.4	3,342	19.5	4,742	27.8	---	---	---	---
Hardware	15	5,200	3,389	2,770	81.7	50	1.5	446	13.2	123	3.6	---	---	---	---
Jewelry	41	5,905	5,905	5,663	95.9	189	3.2	---	---	53	.9	---	---	---	---
Lumber and construction materials	41	13,185	13,139	6,512	49.6	30	.2	3,985	30.3	1,913	14.6	12	.1	687	5.2
Machinery—equipment—supplies	193	24,114	18,254	3,141	17.2	190	1.0	13,705	75.1	1,218	6.7	---	---	---	---
Metals and metal work (except scrap)	18	6,590	6,590	321	4.9	---	---	6,015	91.3	205	3.1	48	.7	1	(1)
Paper and its products	71	12,255	11,363	2,621	23.1	42	.4	8,255	72.6	436	3.8	---	---	9	.1
Plumbing and heating equipt and spls	51	8,712	7,004	3,948	56.4	101	1.4	2,578	36.8	377	5.4	---	---	---	---
Tobacco and products (except leaf)	32	21,905	14,257	12,236	85.8	185	1.3	---	---	1,836	12.9	---	---	---	---
Waste materials	78	16,085	15,128	8	.1	---	---	12,444	82.3	1,279	8.5	216	1.4	1,181	7.7
All other kinds of business	186	62,834	(2)	(2)	(2)	(2)	(2)	(2)	(2)	(2)	(2)	(2)	(2)	(2)	(2)
MANUFACTURERS' SALES BRANCHES (With stocks)	366	314,426	284,815	94,281	33.1	3,763	1.3	126,687	44.5	58,271	20.5	221	.1	1,592	.5
Amusement and sporting goods	17	13,852	12,896	810	6.3	45	.3	11,677	90.5	364	2.9	---	---	---	---
Automotive	30	26,179	25,391	18,325	72.2	1,004	4.0	5,290	20.8	772	3.0	---	---	---	---
Beer, wines, and liquors	7	3,154	3,154	675	21.4	--	---	113	3.6	2,366	75.0	---	---	---	---
Chemicals and paints	33	24,726	24,238	5,039	20.8	63	.3	16,307	67.3	2,822	11.6	---	--	7	(1)
Clothing and furnishings	8	2,816	2,816	2,553	90.7	--	---	166	5.9	97	3.4	---	---	---	---
Drugs and drug sundries	8	8,644	7,924	7,280	91.8	52	.7	293	3.7	219	2.8	---	---	80	1.0
Dry goods (specialty lines)	7	6,697	6,697	910	13.6	---	---	4,030	60.2	1,546	23.1	126	1.9	85	1.2
Farm products—consumer goods	5	6,330	6,330	3,926	62.0	89	1.4	639	10.1	1,676	26.5	---	---	---	---
Furniture and house furnishings	10	5,724	2,828	2,034	72.0	3	.1	739	26.1	52	1.8	---	---	---	---
Groceries and foods (specialty lines)	31	92,476	86,254	39,492	45.8	1,635	1.9	11,045	12.8	34,000	39.4	64	.1	18	(1)

For footnotes, see end of table.

TABLE 7.—DISTRIBUTION OF SALES BY CLASSES OF CUSTOMERS
FOR CITIES OF OVER 500,000 POPULATION—Continued

TYPES OF OPERATION BY KINDS OF BUSINESS

CITY TYPE OF OPERATION KIND OF BUSINESS	ALL ESTABLISHMENTS *		Total of sales analyzed	SALES ANALYZED BY CLASSES OF CUSTOMERS											
				Sales to retailers for resale		Sales to farm household consumers		Sales to industrial users		Sales to wholesalers		Sales to export intermediaries		Export sales to foreign countries	
	Number	Total net sales (add 000)	(add 000)	Amount (add 000)	Percent of sales analyzed	Amount (add 000)	Percent of sales analyzed	Amount (add 000)	Percent of sales analyzed	Amount (add 000)	Percent of sales analyzed	Amount (add 000)	Percent of sales analyzed	Amount (add 000)	Percent of sales analyzed
BOSTON, MASS.—Con.															
MANUFACTURERS' SALES BRANCHES (With stocks—Con.															
Lumber and construction materials	6	$4,958	$3,984	$1,152	28.9	$25	.6	$1,448	36.3	$1,359	34.1	—	—	—	—
Machinery--equipment--supplies	100	25,674	22,942	3,636	15.8	40	.2	17,307	75.4	1,763	7.8	—		$176	.8
Metals and metal work (except scrap)	13	15,336	10,136	697	6.9	—	-	7,920	78.1	1,519	15.0	- -	--	—	
Paper and its products	11	1,159	820	112	13.7	--	--	287	35.0	421	51.3	--	-		--
Plumbing and heating equipt and spls	17	9,427	6,399	896	14.0	21	.3	2,641	41.3	2,839	44.4		- -		--
All other kinds of business	62	67,242	(2)	(2)	(2)	(2)	(2)	(2)	(2)	(2)	(2)	(2)	(2)	(2)	(2)
MANUFACTURERS' SALES OFFICES (Without stocks)	188	117,282	95,989	9,145	9.5	4	(1)	59,292	61.8	27,321	28.5	$3	(1)	224	.2
Dry goods (specialty lines)	6	1,796	1,796	613	34.1	--	---	541	30.1	642	35.8	-	-	-	--
Electrical goods	12	5,402	4,944	216	4.4	--	-	2,292	46.4	2,428	49.1	- -	- -	8	.1
Furniture and house furnishings	5	2,134	2,026	241	11.9	1	(1)	14	.7	1,770	87.4	-	---	—	---
Groceries and foods (specialty lines)	7	6,268	5,993	2,689	44.9	---	---	482	8.0	2,652	44.3	---	- -	170	2.8
Lumber and construction materials	16	8,726	6,672	2,350	35.2	--	--	2,574	42.4	1,143	18.8	--	---	5	.1
Machinery--equipment--supplies	49	12,955	11,629	172	1.5	-	---	10,841	93.2	575	4.9	---	---	41	.4
Metals and metal work (except scrap)	27	37,097	28,892	---	---	--	---	27,640	95.7	1,249	4.3	3	(1)	-	---
Paper and its products	15	4,917	4,749	1,329	28.0	--	-	1,296	27.3	2,124	44.7	---		---	---
Plumbing and heating equipt and spls	11	1,316	1,270	55	4.3	3	.2	718	56.5	494	39.0	—	---	—	—
All other kinds of business	38	36,671	(2)	(2)	(2)	(2)	(2)	(2)	(2)	(2)	(2)	(2)	(2)	(2)	(2)
AGENTS AND BROKERS	858	365,239	359,652	64,100	17.8	795	.2	174,243	48.5	116,622	32.4	230	.1	3,662	1.0
Clothing and furnishings	102	13,401	13,382	10,409	77.8	---	---	192	1.4	1,911	14.3	--	-	870	6.5
Coal and coke	5	13,231	13,210	4,616	34.9	64	.5	5,877	44.5	2,315	17.5	191	1.4	147	1.2
Dry goods (specialty lines)	139	34,840	34,674	5,475	15.8	35	.1	21,235	61.2	7,863	22.8	14	(1)	52	.1
Electrical goods	36	3,975	3,840	185	4.8	---	---	1,500	39.1	2,105	54.8	25	.7	25	.6
Farm products--raw materials	118	129,078	112,014	4,585	4.1	662	.6	82,160	73.3	22,567	20.1	---	---	2,040	1.9
Farm products--consumer goods	38	34,567	34,325	14,764	43.0	---	---	570	1.7	18,960	55.2	---	--	31	.1
Furniture and house furnishings	38	4,672	4,427	1,530	34.6	30	.7	475	10.7	2,392	54.0	---	- -	---	--
Groceries and foods (specialty lines)	91	72,639	68,172	17,355	25.5	---	---	4,043	5.9	46,497	68.2	—	--	277	.4
Hardware	12	2,833	2,823	1,076	38.0	- -	---	302	16.6	445	24.4	---	---	-	---
Lumber and construction materials	10	1,367	1,367	672	49.1	1	.1	694	50.8	---	-	--	---	—	--
Machinery--equipment--supplies	71	14,227	13,382	469	3.5	2	(1)	12,584	94.1	327	2.4	--	--	-	---
Metals and metal work (except scrap)	22	5,775	5,775	34	.6	---	--	3,857	66.8	1,884	32.6	-	---	--	---
Paper and its products	13	801	799	386	48.3	---	---	353	44.2	60	7.5	--	--		-
Plumbing and heating equipt and spls	33	2,763	2,711	166	6.1	---	--	379	14.0	2,166	79.9	---	—	---	---
All other kinds of business	132	51,980	(2)	(2)	(2)	(2)	(2)	(2)	(2)	(2)	(2)	(2)	(2)	(2)	(2)
ASSEMBLERS (Mainly farm products)	22	30,783	30,634	3,672	12.0	501	1.6	18,855	61.5	7,606	24.9	---	---	---	---
BUFFALO, N. Y.															
SERVICE AND LIMITED-FUNCTION WHOLESALERS	649	193,370	180,433	116,460	64.5	6,002	3.3	41,708	23.1	14,571	8.1	328	.2	1,364	.8
MANUFACTURERS' SALES BRANCHES (With stocks)	131	79,204	70,133	24,614	35.1	50	.1	37,759	53.8	7,686	11.0	22	(1)	2	(1)
MANUFACTURERS' SALES OFFICES (Without stocks)	66	82,500	43,146	4,908	11.4	24	.1	30,321	70.2	7,000	16.2	- -	--	893	2.1
AGENTS AND BROKERS	151	74,329	68,487	14,903	21.8	4	(1)	20,632	30.1	30,262	44.2	-	--	2,684	3.9
ASSEMBLERS (Mainly farm products)	10	6,387	6,963	1,500	21.5	68	1.0	5,031	72.3	364	5.2	--	--	--	—

For footnotes, see end of table.

TABLE 7.—DISTRIBUTION OF SALES BY CLASSES OF CUSTOMERS FOR CITIES OF OVER 500,000 POPULATION—Continued

TYPES OF OPERATION BY KINDS OF BUSINESS

CITY TYPE OF OPERATION KIND OF BUSINESS	ALL ESTABLISHMENTS *		Total of sales analyzed	SALES ANALYZED BY CLASSES OF CUSTOMERS											
				Sales to retailers for resale		Sales to household consumers		Sales to industrial users		Sales to wholesalers		Sales to export intermediaries		Export sales to buyers in foreign countries	
	Number	Total net sales (add 000)	(add 000)	Amount (add 000)	Percent of sales analyzed	Amount (add 000)	Percent of sales analyzed	Amount (add 000)	Percent of sales analyzed	Amount (add 000)	Percent of sales analyzed	Amount (add 000)	Percent of sales analyzed	Amount (add 000)	Percent of sales analyzed
BUFFALO, N. Y.—Con.															
SERVICE AND LIMITED-FUNCTION WHOLESALERS	649	$193,370	$180,433	$116,460	64.5	$6,002	3.3	$41,708	23.1	$14,571	8.1	$328	.2	$1,364	.8
Amusement and sporting goods	16	1,473	1,269	711	56.1	78	6.1	453	35.7	27	2.1	---	---	---	---
Automotive	38	43,944	43,564	38,052	87.4	3,411	7.8	759	1.7	1,342	3.1	---	---	---	---
Automobiles (new and used)	11	39,584	39,234	35,892	91.5	3,342	8.5	---	---	---	---	---	---	---	---
Automotive parts	14	2,512	2,512	929	37.0	16	.6	413	16.4	1,154	46.0	---	---	---	---
All other	13	1,848	1,818	1,231	67.8	53	2.9	346	19.0	188	10.3	---	---	---	---
Beer, wines, and liquors	15	9,066	8,686	8,391	96.7	2	(1)	254	2.9	39	.4	---	---	---	---
Chemicals and paints	20	1,618	1,540	508	33.0	70	4.5	934	60.7	28	1.8	---	---	---	---
Clothing and furnishings	12	1,374	1,374	1,205	87.7	70	5.1	87	6.3	12	.9	---	---	---	---
Coal and coke	17	8,625	8,625	5,074	58.8	1,500	17.4	481	5.6	487	5.6	52	.6	1,031	12.0
Electrical goods	29	8,259	8,137	3,759	46.2	261	3.2	3,791	46.6	326	4.0	---	---	---	---
Farm products--raw materials	8	14,189	10,335	92	.9	---	---	4,811	46.6	5,305	51.3	127	1.2	---	---
Farm products--consumer goods	47	15,532	14,550	11,188	76.9	149	1.0	660	4.5	2,469	17.0	---	---	84	.6
Farm supplies	10	7,150	5,954	3,606	60.6	26	.4	1,341	22.5	953	16.0	---	---	28	.5
Furniture and house furnishings	15	1,566	1,566	1,479	94.5	10	.6	77	4.9	---	---	---	---	---	---
Groceries (general line)	14	10,254	10,254	9,963	97.1	16	.2	269	2.6	6	.1	---	---	---	---
Groceries and foods (specialty lines)	57	5,725	5,528	4,677	84.7	102	1.8	725	13.1	24	.4	---	---	--	---
Hardware	6	7,198	7,198	1,279	17.8	20	.3	5,896	81.9	1	(1)	---	---	2	(1)
Jewelry	14	1,373	1,373	1,353	98.5	5	.4	---	---	15	1.1	---	---	---	---
Lumber and construction materials	35	7,079	6,661	2,675	40.1	74	1.1	3,741	56.2	160	2.4	---	---	11	.2
Machinery--equipment--supplies	69	8,732	6,882	1,018	14.8	35	.5	5,371	78.1	456	6.6	1	(1)	1	(1)
Metals and metal work (except scrap)	10	4,242	4,242	---	---	9	.2	4,129	97.4	78	1.8	---	---	26	.6
Paper and its products	28	5,193	3,145	1,240	39.4	3	.1	1,398	44.5	441	14.0	63	2.0	---	---
Plumbing and heating equipt and spls	18	1,875	1,719	516	30.0	11	.6	1,146	66.7	46	2.7	---	---	--	--
Tobacco and products (except leaf)	26	11,294	11,294	10,172	90.1	38	.3	32	.3	1,052	9.3	---	---	---	---
Waste materials	58	6,308	5,395	178	3.3	6	.1	4,402	81.6	776	14.4	---	---	33	.6
Iron and steel scrap	17	3,511	3,469	177	5.1	6	.2	3,059	88.2	227	6.5	---	---	---	---
Junk and scrap (general line)	16	405	303	1	.3	---	---	26	8.6	276	91.1	---	---	--	---
Waste paper, rags, and rubber	17	1,565	1,334	---	---	---	---	1,089	81.6	212	15.9	---	---	33	2.5
All other	8	827	289	---	---	---	---	228	78.9	61	21.1	---	---	---	---
All other kinds of business	67	11,301	(2)	(2)	(2)	(2)	(2)	(2)	(2)	(2)	(2)	(2)	(2)	(2)	(2)
MANUFACTURERS' SALES BRANCHES (With stocks)	131	79,204	70,133	24,614	35.1	50	.1	37,759	53.8	7,686	11.0	22	(1)	2	(1)
Amusement and sporting goods	9	4,650	4,650	55	1.2	---	---	4,595	98.8	---	---	---	---	---	---
Automotive	16	9,181	8,938	6,382	71.4	9	.1	2,410	27.0	137	1.5	---	---	--	---
Chemicals and paints	8	5,186	5,186	953	18.4	13	.3	4,087	78.7	133	2.6	--	--	--	---
Electrical goods	6	10,713	10,713	1,765	16.5	6	.1	7,250	67.6	1,670	15.6	22	.2	---	---
Furniture and house furnishings	7	2,405	1,395	1,379	98.8	1	.1	---	---	15	1.1	---	---	---	---
Groceries and foods (specialty lines)	18	24,358	21,108	9,048	42.9	11	.1	9,298	44.0	2,751	13.0	--	---	---	---
Machinery--equipment--supplies	32	6,301	5,761	1,551	26.9	9	.2	3,527	61.2	672	11.7	---	---	2	(1)
Metals and metal work (except scrap)	8	5,837	5,376	1,204	22.4	---	---	3,946	73.4	226	4.2	---	--	-	---
All other kinds of business	25	10,573	(2)	(2)	(2)	(2)	(2)	(2)	(2)	(2)	(2)	(2)	(2)	(2)	(2)
MANUFACTURERS' SALES OFFICES (Without stocks)	60	61,500	43,146	4,908	11.4	24	.1	30,321	70.2	7,000	16.2	---	---	893	2.1
Groceries and foods (specialty lines)	6	3,848	3,848	613	15.9	---	---	1,186	30.8	2,049	53.3	---	---	---	---
Lumber and construction materials	8	6,692	5,488	2,201	40.0	---	---	1,793	32.7	1,074	19.6	---	---	420	7.7
Machinery--equipment -supplies	13	2,453	2,399	---	---	---	---	2,369	98.7	30	1.3	---	---	---	---
Metals and metal work (except scrap)	13	35,107	20,803		---	12	.1	20,791	99.9	---	---	---	---	---	---
All other kinds of business	28	13,400	(2)	(2)	(2)	(2)	(2)	(2)	(2)	(2)	(2)	(2)	(2)	(2)	(2)

For footnotes, see end of table.

TABLE 7.—DISTRIBUTION OF SALES BY CLASSES OF CUSTOMERS
FOR CITIES OF OVER 500,000 POPULATION—Continued

TYPES OF OPERATION BY KINDS OF BUSINESS

CITY TYPE OF OPERATION KIND OF BUSINESS	ALL ESTABLISHMENTS *		Total of sales analyzed	SALES ANALYZED BY CLASSES OF CUSTOMERS											
				Sales to retailers for resale		Sales to ultimate individual consumer		Sales to industrial users		Sales to wholesalers		Sales to export intermediaries		Export sales to buyers in foreign countries	
	Number	Total net sales (add 000)	(add 000)	Amount (add 000)	Percent of sales analyzed	Amount (add 000)	Percent of sales analyzed	Amount (add 000)	Percent of sales analyzed	Amount (add 000)	Percent of sales analyzed	Amount (add 000)	Percent of sales analyzed	Amount (add 000)	Percent of sales analyzed
BUFFALO, N. Y.—Con.															
AGENTS AND BROKERS	151	$74,329	$68,487	$14,905	21.8	$4	(1)	$20,634	30.1	$30,262	44.2	---	--	$2,664	3.9
Coal and coke	6	8,237	8,237	2,351	28.5	3	(1)	1,358	16.5	1,861	22.6	--	---	2,664	32.4
Farm products--raw materials	25	25,832	25,081	30	.1	---	---	10,770	48.8	11,261	51.1	---	---	---	---
Farm products--consumer goods	39	10,047	10,047	7,080	70.4	---	---	137	1.4	2,811	28.0	--	---	19	.-
Farm supplies	5	5,468	4,337	381	8.8	---	---	1,942	44.8	2,014	46.4	---	---	---	-
Groceries and foods (specialty lines)	26	15,072	14,654	2,199	15.0	---	---	635	4.3	11,820	80.7	-	-	---	---
Lumber and construction materials	7	2,545	2,545	1,864	73.3	---	---	606	23.8	75	2.9	--	---	--	---
Machinery--equipment--supplies	16	1,635	1,621	6	.4	1	.1	1,309	80.7	305	18.8	---	---	--	---
All other kinds of business	27	5,493	(2)	(2)	(2)	(2)	(2)	(2)	(2)	(2)	(2)	(2)	(2)	(2)	(2)
ASSEMBLERS (Mainly farm products)	10	8,987	6,963	1,500	21.5	[illegible]	1.0	5,031	72.3	364	5.2	--	--	--	-
CHICAGO, ILL.															
SERVICE AND LIMITED-FUNCTION WHOLESALERS	4,763	1,561,406	1,442,019	795,943	55.2	21,341	1.5	389,036	27.0	225,050	15.6	$2,003	.1	8,646	.6
MANUFACTURERS' SALES BRANCHES (With stocks)	820	808,640	732,897	211,410	28.8	2,367	.3	322,592	44.0	194,084	26.5	1,049	.1	1,395	.3
MANUFACTURERS' SALES OFFICES (Without stocks)	478	584,334	493,969	45,666	9.2	333	.1	360,663	73.0	84,710	17.1	271	(1)	2,366	.6
AGENTS AND BROKERS	1,640	1,007,130	748,382	134,377	18.0	175	(1)	266,100	35.6	339,879	45.4	1,293	.2	6,558	.8
ASSEMBLERS (Mainly farm products)	24	44,514	44,140	2,220	5.0	317	.7	2,146	4.9	39,457	89.4	---	---	---	---
SERVICE AND LIMITED-FUNCTION WHOLESALERS	4,763	1,561,406	1,442,019	795,943	55.2	21,341	1.5	389,036	27.0	225,050	15.6	2,003	.1	8,646	.6
Amusement and sporting goods	81	12,600	11,800	8,342	70.7	729	6.2	1,486	12.6	1,183	10.0	1	(1)	59	.5
Automotive	265	109,915	104,084	91,178	87.6	1,285	1.2	4,426	4.3	6,328	6.1	57	.1	810	.7
Automobiles (new and used)	19	75,240	74,106	73,335	99.0	442	.6	317	.4	12	(1)	---	---	---	---
Trucks and tractors	9	1,601	1,151	76	6.6	7	.6	1,006	87.4	1	.1	--	---	61	5.3
Automotive accessories and equipment	100	14,079	13,364	8,181	61.2	376	2.8	2,337	17.5	1,894	14.2	---	---	576	4.3
Automotive parts	98	15,073	12,463	7,439	59.7	234	1.9	318	2.6	4,242	34.0	57	.5	173	1.3
Tires and tubes	39	3,922	3,000	2,147	71.6	226	7.5	448	14.9	179	6.0	---	---	-	---
Beer, wines, and liquors	235	94,839	92,440	66,588	72.0	1,091	1.2	145	.2	24,432	26.4	184	.2	---	---
Beer and ale	96	17,409	17,240	13,823	80.2	191	1.1	12	.1	3,214	18.6	---	---	--	---
Wines and liquors	139	77,430	75,200	52,765	70.2	900	1.2	133	.2	21,218	28.2	184	.2	---	---
Chemicals and paints	94	13,353	12,824	2,643	20.6	549	4.3	8,456	65.9	1,151	9.0	22	.2	3	(1)
Industrial chemicals	11	4,312	4,122	53	1.3	---	---	3,873	94.0	196	4.7	---	---	---	---
Paints and varnishes	29	2,553	2,553	1,030	40.3	108	4.2	1,087	42.6	328	12.9	--	---	---	--
Paints with glass and/or wallpaper	37	2,751	2,602	626	24.1	439	16.9	1,414	54.3	101	3.9	22	.8	---	---
All other	17	3,737	3,547	934	26.3	2	.1	2,082	58.7	526	14.8	---	---	3	.1
Clothing and furnishings	268	44,271	43,873	41,080	93.6	639	1.5	1,307	3.0	799	1.8	37	.1	11	(1)
Clothing and furnishings (general line)	26	2,899	2,899	2,774	95.7	41	1.4	---	---	84	2.9	---	---	--	---
Men's and boys'	95	11,307	11,073	10,555	95.3	369	3.3	16	.1	132	1.3	---	---	1	(1)
Women's and children's	59	14,268	14,268	14,206	99.6	60	.4	---	---	2	(1)	---	---	---	--
Furs, dressed, and fur clothing	47	6,704	6,704	6,429	95.9	101	1.5	10	.1	164	2.5	--	---	---	---
Millinery and millinery supplies	32	4,203	4,203	2,533	60.3	---	---	1,277	30.4	388	9.2	---	---	5	.1
Shoes and other footwear	29	4,890	4,726	4,583	97.0	68	1.4	4	.1	29	.6	37	.8	5	.1
Coal and coke	73	47,242	44,891	23,663	52.7	5,466	12.2	12,046	26.8	3,707	8.3	---	---	9	(1)
Drugs (general line)	9	21,838	21,838	19,742	90.4	56	.3	361	1.7	1,679	7.7	---	---	---	---
Drugs and drug sundries (specialty lines)	90	34,691	12,062	8,626	71.5	72	.6	183	1.5	2,926	24.3	147	1.2	108	.9
Proprietary medicines	32	3,142	2,902	2,590	89.2	45	1.6	1	(1)	266	9.2	---	---	---	---
Toiletries	33	6,830	5,995	3,679	61.4	27	.5	89	1.5	1,945	32.4	147	2.5	106	1.7
Drug specialties and sundries	25	24,919	3,165	2,357	74.5	---	---	93	2.9	715	22.6	---	---	---	---
Dry goods (general line)	5	20,764	20,764	20,092	96.8	671	3.2	---	---	1	(1)	---	--	---	---
Dry goods (specialty lines)	187	27,435	27,360	14,748	53.9	235	.9	9,831	35.9	2,516	9.2	36	.1	---	---
Hosiery and lingerie	28	5,422	5,422	5,161	95.2	154	2.8	79	1.5	28	.5	---	---	---	---
Notions	44	3,530	3,506	1,827	52.1	9	.3	1,094	31.2	576	16.4	---	---	---	---
Piece goods:															
General line	4	1,208	1,208	259	21.4	---	---	308	25.5	641	53.1	---	---	---	---
Cotton	19	3,941	3,941	578	14.7	15	.4	3,023	76.7	289	7.3	36	.9	---	---
Silk, linen, rayon, and velvet	20	2,243	2,192	1,357	61.9	15	.7	683	31.2	137	6.2	---	--	---	---
Woolen and worsted	29	7,011	7,011	2,998	42.8	---	---	3,243	46.5	770	10.9	---	---	---	---
Other	32	3,393	3,393	2,144	63.2	39	1.1	1,181	34.8	29	.9	---	---	---	---
Other dry goods specialties	11	687	687	424	61.7	3	.4	220	32.0	40	5.9	---	---	---	---

For footnotes, see end of table.

TABLE 7.—DISTRIBUTION OF SALES BY CLASSES OF CUSTOMERS
FOR CITIES OF OVER 500,000 POPULATION—Continued

TYPES OF OPERATION BY KINDS OF BUSINESS

CITY TYPE OF OPERATION KIND OF BUSINESS	ALL ESTABLISHMENTS * Number	ALL ESTABLISHMENTS * Total net sales (add 000)	Total of sales analyzed (add 000)	SALES ANALYZED BY CLASSES OF CUSTOMERS: Sales to retailers for resale Amount (add 000)	Sales to retailers for resale Percent of sales analyzed	Sales to household consumers Amount (add 000)	Sales to household consumers Percent of sales analyzed	Sales to industrial users Amount (add 000)	Sales to industrial users Percent of sales analyzed	Sales to wholesalers Amount (add 000)	Sales to wholesalers Percent of sales analyzed	Sales to export intermediaries Amount (add 000)	Sales to export intermediaries Percent of sales analyzed	Export sales to buyers in foreign countries Amount (add 000)	Export sales to buyers in foreign countries Percent of sales analyzed
CHICAGO, ILL.—Con.															
SERVICE AND LIMITED FUNCTION WHOLESALERS—Con.															
Electrical goods	147	$63,195	$62,043	$29,515	47.6	$2,103	3.4	$23,655	38.1	$5,393	8.7	$20	(1)	$1,357	2.2
Electrical merchandise (general line)	13	21,036	21,036	8,045	38.2	349	1.7	11,135	52.9	344	1.6	16	.1	1,147	5.5
Apparatus and equipment	15	8,144	7,468	444	5.9	22	.3	6,853	91.8	138	1.9	3	(1)	8	.1
Wiring spls and construction materials	44	8,784	8,784	1,433	16.3	182	2.1	3,444	39.2	3,668	41.8	---	---	57	.6
Radios and equipment	34	11,582	11,576	9,469	81.8	1,294	11.2	508	4.4	159	1.4	1	(1)	145	1.2
Refrigerators and equipment (household)	7	7,510	7,086	5,616	79.3	103	1.5	1,367	19.2	---	---	---	---	---	---
All other	34	6,139	6,093	4,508	74.0	153	2.5	348	5.7	1,084	17.8	---	---	---	---
Farm products—raw materials	41	83,189	58,605	426	.7	3	(1)	45,321	77.3	10,111	17.3	710	1.2	2,034	3.5
Farm products—consumer goods	506	202,365	189,574	108,888	57.4	2,028	1.1	11,042	5.8	67,631	35.7	---	---	25	(1)
Dairy products	81	36,227	35,057	19,378	55.2	1,634	4.7	4,335	12.4	9,710	27.7	---	---	---	---
Dairy and poultry products	57	49,136	48,867	30,204	61.8	234	.5	4,434	9.1	13,995	28.6	---	---	---	---
Poultry and poultry products	94	25,488	24,148	12,616	52.3	103	.4	682	2.8	10,747	44.5	---	---	---	---
Fruits and vegetables (fresh)	224	80,238	70,226	40,543	57.7	47	.1	1,478	2.1	28,133	40.1	---	---	25	(1)
Fresh fruits only	50	11,276	11,276	6,147	54.6	---	--	83	.7	5,046	44.7	---	---	---	---
Farm supplies	19	5,413	5,413	4,091	75.6	174	3.2	221	4.1	879	16.2	---	---	46	.9
Furniture and house furnishings	190	34,412	32,401	27,884	86.0	607	1.9	2,106	6.5	1,720	5.3	58	.2	26	.1
China, glassware, and crockery	27	2,162	2,162	1,109	51.3	16	.7	525	24.3	451	20.9	58	2.7	3	.1
Floor coverings	34	13,326	12,411	11,819	95.3	42	.3	216	1.7	334	2.7	---	---	---	---
Furniture (general line)	12	1,422	915	393	42.9	276	30.2	240	26.2	6	.7	---	---	---	---
Furniture (household)	36	6,445	6,207	6,040	97.4	21	.3	125	2.0	21	.3	---	---	---	---
Musical instruments and sheet music	10	3,300	3,279	2,971	90.6	29	.9	210	6.4	46	1.4	---	---	23	.7
All other	71	7,757	7,427	5,552	74.8	223	3.0	790	10.6	882	11.8	---	---	---	---
Groceries (general line)	42	68,559	63,716	51,584	80.9	170	.3	11,610	18.2	352	.6	---	--	--	--
Groceries and foods (specialty lines)	615	151,597	146,262	78,577	53.8	1,376	.9	22,880	15.6	42,978	29.4	344	.2	107	.1
Canned foods	28	7,009	7,009	3,078	43.9	51	.7	1,325	18.9	2,555	36.5	---	---	---	---
Coffee, tea, and spices	57	13,939	13,879	8,511	61.3	169	1.2	652	4.7	4,504	32.5	---	---	43	.3
Coffee roasting and spice grinding	7	8,287	8,287	1,187	14.3	---	---	1,820	22.0	5,280	63.7	---	---	---	---
Confectionery	47	9,174	9,162	7,630	83.2	11	.1	33	.4	1,425	15.6	61	.7	2	(1)
Fish and sea foods	64	13,328	10,062	6,041	60.1	165	1.6	685	6.8	2,891	28.7	280	2.8	--	---
Flour	13	3,096	2,933	1,255	42.8	9	.3	1,493	50.9	156	5.1	---	---	26	.9
Meats and provisions	165	57,411	56,484	31,676	56.0	653	1.2	7,594	13.4	16,525	29.3	---	---	36	.1
All other	234	39,353	38,446	19,199	50.0	318	.8	9,278	24.1	9,648	25.1	3	(1)	---	---
Hardware	72	25,674	25,560	20,659	80.8	202	.8	4,404	17.2	246	1.0	---	---	49	.2
Jewelry	144	24,263	24,252	19,954	82.3	420	1.7	2,392	9.9	1,455	6.0	---	---	31	.1
Jewelry (general line)	22	11,547	11,536	10,789	93.6	293	2.5	361	3.1	93	.8	---	---	---	---
Clocks and watches	18	4,419	4,419	4,108	92.9	3	.1	---	---	308	7.0	---	---	---	---
Diamonds and other precious stones	23	1,779	1,779	663	37.3	3	.2	131	7.4	982	55.1	---	---	---	---
All other	81	6,518	6,518	4,394	67.4	121	1.9	1,900	29.2	72	1.1	---	---	31	.4
Lumber and construction materials	155	56,668	55,433	18,934	34.2	858	1.5	29,452	53.1	5,728	10.3	138	.2	323	.7
Lumber	64	22,233	21,779	7,436	34.1	159	.7	10,864	49.9	3,017	13.9	135	.6	168	.8
Lumber and millwork	6	1,111	904	390	43.1	48	5.3	348	38.5	118	13.1	---	---	---	---
Millwork	14	2,771	2,771	1,821	65.7	3	.1	669	24.1	236	8.5	-		42	1.6
Glass	17	2,686	2,686	246	9.2	42	1.6	1,336	49.7	1,062	39.5	---	-		--
All other	54	27,867	27,293	9,041	33.1	606	2.2	16,235	59.5	1,295	4.7	3	(1)	113	.5
Machinery—equipment—supplies	558	90,086	77,423	13,007	16.8	741	1.0	51,869	67.0	8,956	11.6	23	(1)	2,827	3.6
Commercial equipment and supplies	108	13,569	10,201	3,042	29.8	375	3.7	5,306	52.0	1,367	13.4	---	---	113	1.1
Farm and dairy	18	5,029	5,029	652	13.0	14	.3	1,412	28.1	675	13.4	---	--	2,276	45.2
Industrial machinery, equipt, and spls	216	33,626	29,591	3,709	12.5	68	.2	22,029	74.4	3,727	12.6	13	(1)	45	.3
Professional equipment and supplies	75	13,006	8,436	960	11.4	186	2.2	6,317	74.8	967	11.5	---	---	6	.1
Service equipment and supplies	117	11,252	10,839	4,478	42.1	90	.8	4,673	43.9	1,371	12.9	10	.1	17	.2
Transportation equipment and supplies	27	13,602	13,527	166	1.2	10	.1	12,132	89.7	849	6.3	--	---	370	2.7
Metals and metal work (except scrap)	67	49,318	48,895	7,822	16.0	212	.4	38,207	78.1	2,597	5.3	---	---	57	.2
Paper and its products	185	71,200	58,618	15,091	25.7	220	.4	39,097	66.7	4,403	7.5	2	(1)	5	(1)
Wrapping or coarse paper and products	93	19,201	15,105	5,974	39.5	28	.2	7,489	49.6	1,614	10.7	---	---	---	---
Printing and writing papers	37	45,495	37,226	5,512	14.8	78	.2	29,911	80.4	1,718	4.6	2	(1)	5	(1)
Stationery and stationery supplies	44	4,527	4,368	2,446	56.8	76	1.8	1,655	38.4	131	3.0	---	---	---	---
Wallpaper	11	1,979	1,979	1,159	58.6	36	1.9	42	2.1	740	37.4	-	---	-	--
Petroleum and its products	44	16,502	13,325	10,875	81.7	138	1.0	1,630	12.2	676	5.1	---	-	6	(1)
Plumbing and heating equipt and spls	85	13,755	13,351	4,295	32.2	503	3.8	5,445	40.8	3,107	23.2	---	---	1	(1)
Tobacco and products (except leaf)	74	56,827	55,653	48,104	86.5	83	.1	55	.1	7,411	13.3	---	---	---	---
Waste materials	214	51,831	50,556	1,234	2.4	61	.1	44,161	87.4	4,455	8.8	10	(1)	635	1.3
Iron and steel scrap	54	31,836	31,505	686	2.2	35	.1	30,495	96.8	284	.9	5	(1)	---	-
Junk and scrap (general line)	56	4,564	3,774	114	3.0	11	.3	2,787	73.9	857	22.7	5	.1	---	---
Waste paper, rags, and rubber	47	10,412	10,400	258	2.5	---	---	7,319	70.4	2,190	21.1	---	---	635	6.0
Non-ferrous metals	26	2,834	2,834	101	3.6	8	.3	1,781	62.8	944	33.3	- -	---	---	---
All other	31	2,185	2,043	77	3.8	7	.3	1,779	87.1	180	8.8	---	---	---	---

For footnotes, see end of table.

TABLE 7.—DISTRIBUTION OF SALES BY CLASSES OF CUSTOMERS FOR CITIES OF OVER 500,000 POPULATION—Continued

[TYPES OF OPERATIONS BY KINDS OF BUSINESS]

CITY TYPE OF OPERATION KIND OF BUSINESS	ALL ESTABLISHMENTS* Number	ALL ESTABLISHMENTS* Total net sales (add 000)	Total net sales analyzed (add 000)	SALES ANALYZED BY CLASSES OF CUSTOMERS: Sales to retailers for resale Amount (add 000)	Sales to retailers for resale Percent of all sales analyzed	Sales to industrial users Amount	Sales to industrial users Percent of sales analyzed	Sales to other wholesalers (add 000)	Sales to other wholesalers Percent of all sales analyzed	Sales to wholesalers for resale Amount (add 000)	Sales to wholesalers for resale Percent of all sales analyzed	Sales to farmers for farm use Amount (add 000)	Sales to farmers for farm use Percent of all sales analyzed	Export sales to buyers in foreign countries Amount (add 000)	Export sales to buyers in foreign countries Percent of all sales analyzed
CHICAGO, ILL.—Con.															
SERVICE AND LIMITED-FUNCTION WHOLESALERS—Con.															
All other products	[illegible]	[illegible]	[illegible]	$36,301	51.5	$659	1.0	$17,276	25.0	$12,426	18.0	$204	.3	$115	.2
Books, periodicals, and newspapers	17	7,792	7,701	3,149	40.9	265	3.4	1,469	19.1	2,812	36.5	—	—	5	.1
Flowers and nursery stock	18	4,228	4,228	3,365	79.6	43	1.0	3	.1	811	19.2	6	.1	—	—
Forest products (except lumber	20	2,286	2,110	191	9.0	—	—	1,561	73.8	229	10.8	75	3.5	56	2.4
General merchandise	25	26,372	[illegible]	23,069	87.5	185	.7	2,837	10.8	254	1.0	—	—	12	(1)
Leather and shoe findings	5	2,136	1,926	1,176	61.0	49	.5	5,257	55.7	1,881	18.6	—	—	23	.2
Optical goods	22	3,685	2,575	1,612	45.1	29	.8	749	21.0	1,161	32.5	12	.3	12	.3
Textiles and materials (other than dry goods)	23	2,281	2,281	1,565	47.7	33	1.0	821	25.0	859	26.2	—	—	3	.1
Miscellaneous kinds of business	86	11,614	11,594	3,154	27.2	66	.5	3,841	33.1	4,418	38.2	121	1.0	—	—
MANUFACTURERS' SALES BRANCHES (With stocks)	820	868,840	750,857	211,410	28.2	2,367	.3	322,592	44.0	194,084	26.5	1,049	.1	1,395	.3
Amusement and sporting goods	18	36,116	17,675	2,764	15.8	193	1.1	12,808	72.5	1,708	9.7	2	(1)	186	.9
Automotive	43	32,882	25,343	14,502	57.3	4	(1)	8,017	31.6	2,816	11.1	1	(1)	3	(1)
Beer, wines, and liquors	16	41,811	40,296	6,534	16.2	2	(1)	415	1.0	33,345	82.8	—	—	—	—
Chemicals and paints	63	73,749	72,388	7,778	10.7	69	.1	55,624	76.9	8,897	12.3	—	—	—	—
Clothing and furnishings	36	14,844	14,844	13,711	92.4	15	.1	309	2.1	803	5.4	—	—	6	(1)
Dry goods (specialty lines)	24	[illegible]	8,796	4,213	47.9	—	—	2,735	31.1	1,847	21.0	—	—	1	(1)
Electrical goods	55	75,893	75,253	8,608	11.4	25	(1)	49,777	66.1	16,620	22.1	142	.2	111	.2
Farm products- consumer goods	13	14,253	13,306	6,236	46.9	—	—	209	1.6	6,860	51.5	—	—	1	(1)
Furniture and house furnishings	22	16,423	11,204	8,715	77.7	32	.3	938	8.4	1,519	13.6	—	—	-	-
Groceries and foods (specialty lines)	79	177,814	174,985	82,243	47.0	1,426	.8	25,524	14.6	65,784	37.6	2	(1)	6	(1)
Hardware	15	5,384	5,384	1,055	19.6	—	—	1,041	19.3	3,288	61.1	—	—	—	—
Jewelry	9	6,934	6,934	4,015	57.9	57	.8	1,962	28.3	869	12.5	—	—	31	.5
Lumber and construction materials	26	26,490	23,262	5,436	23.4	124	.5	10,767	46.3	6,293	27.1	301	1.3	341	1.4
Machinery--equipment--supplies	216	102,358	96,086	15,057	15.7	65	.1	68,657	71.5	11,168	11.6	566	.6	573	.5
Metals and metal work (except scrap)	41	75,811	59,629	8,275	13.9	134	.2	44,997	75.5	6,074	10.2	35	.1	114	.1
Paper and its products	33	21,899	20,677	3,289	15.9	145	.7	9,521	46.1	7,722	37.3	—	—	—	—
Plumbing and heating equipt and spls	33	18,734	14,460	2,327	16.1	31	.2	7,074	48.9	5,028	34.8	—	—	-	—
All other products	81	58,290	52,345	16,632	31.8	25	(1)	22,217	42.4	13,443	25.7	—	—	28	.1
MANUFACTURERS' SALES OFFICES (Without stocks)	478	584,334	493,969	45,666	9.2	333	.1	360,663	73.0	84,710	17.1	231	(1)	2,386	.6
Amusement and sporting goods	7	3,371	3,371	942	27.9	—	—	2,003	59.5	426	12.6	—	—	—	—
Automotive	9	11,815	11,529	1,749	15.2	—	—	9,517	82.6	209	1.8	27	.2	27	.2
Chemicals and paints	26	20,751	19,666	336	1.7	4	(1)	17,845	90.8	1,477	7.5	—	—	2	(1)
Clothing and furnishings	25	5,688	5,688	5,559	97.8	12	.2	99	1.7	18	.3	—	—	—	-
Drugs and drug sundries (specialty lines)	8	2,726	2,726	1,672	61.4	—	—	200	7.3	853	31.3	—	—	1	(1)
Dry goods (specialty lines)	17	20,864	20,864	4,342	20.8	—	—	10,286	49.3	5,981	28.7	123	.6	130	.6
Electrical goods	19	20,418	20,418	566	2.8	83	.4	12,126	59.4	7,643	37.4	—	—	—	—
Furniture and house furnishings	27	14,059	13,335	4,784	35.9	100	.7	371	2.8	8,080	60.6	—	—	-	
Groceries and foods (specialty lines)	24	27,983	[illegible]	5,443	37.7	18	.1	5,151	23.0	8,800	39.2	—	—	—	—
Hardware	10	2,937	2,766	442	16.0	1	(1)	1,390	50.2	933	33.8	—	—	—	—
Jewelry	7	[illegible]	2,282	747	32.7	35	1.5	9	.4	1,491	65.4	—	—	—	—
Lumber and construction materials	33	40,675	32,716	5,954	18.2	44	.1	8,291	25.3	18,222	55.7	—	—	205	.7
Machinery--equipment--supplies	123	65,355	56,828	1,611	2.8	—	—	52,297	92.0	2,783	4.9	51	.1	86	.2
Metals and metal work (except scrap)	49	225,302	215,641	1,132	.5	—	—	207,586	96.3	5,041	2.3	6	(1)	1,876	.9
Paper and its products	40	36,980	32,624	3,596	11.0	—	—	21,508	66.0	7,508	23.0	—	—	-	—
Plumbing and heating equipt and spls	28	7,693	7,667	2,428	31.7	29	.4	1,655	21.6	3,536	46.1	—	—	19	.2
All other kinds of business	46	35,425	(2)	(2)	(2)	(2)	(2)	(2)	(2)	(2)	(2)	(2)	(2)	(2)	(2)

For footnotes, see end of table.

TABLE 7.—DISTRIBUTION OF SALES BY CLASSES OF CUSTOMERS
FOR CITIES OF OVER 500,000 POPULATION—Continued

TYPES OF OPERATION BY KINDS OF BUSINESS

CITY TYPE OF OPERATION KIND OF BUSINESS	ALL ESTABLISHMENTS *		Total of sales analyzed	SALES ANALYZED BY CLASSES OF CUSTOMERS											
				Sales to retailers for resale		Sales to household consumers		Sales to industrial users		Sales to wholesalers		Sales to export intermediaries		Export sales to buyers in foreign countries	
	Number	Total net sales (add 000)	(add 000)	Amount (add 000)	Percent of sales analyzed	Amount (add 000)	Percent of sales analyzed	Amount (add 000)	Percent of sales analyzed	Amount (add 000)	Percent of sales analyzed	Amount (add 000)	Percent of sales analyzed	Amount (add 000)	Percent of sales analyzed
CHICAGO, ILL.—Con.															
AGENTS AND BROKERS	1,640	$1,007,130	$748,382	$134,377	18.0	$175	(1)	$266,100	35.6	$339,879	45.4	$1,295	.2	$6,558	.8
Automotive	24	7,693	5,530	1,714	31.0	---	---	145	2.6	921	16.7	---	---	2,750	49.7
Chemicals and paints	23	6,408	6,127	47	.8	---	--	5,935	96.9	64	1.0	---	---	81	1.3
Clothing and furnishings	143	23,960	23,100	19,506	84.5	11	(1)	1,270	5.5	2,313	10.0	---	---	---	---
Coal and coke	21	19,648	19,626	8,363	42.6	---	---	8,426	42.9	2,837	14.5	---	---	---	---
Drugs and drug sundries specialty lines	17	6,115	4,690	2,753	58.7	---	---	815	17.4	1,104	23.5	--	---	18	.4
Dry goods (specialty lines	165	64,233	61,122	11,613	19.0	18	(1)	30,652	50.1	18,488	30.2	217	.4	134	.3
Electrical goods	85	20,374	18,505	3,211	17.5	---	---	7,155	39.1	7,678	41.9	---	---	261	1.5
Farm products- raw materials	129	313,795	162,346	3,257	2.0	30	(1)	53,038	32.7	106,021	65.3	---	---	---	---
Farm products--consumer goods	112	115,574	98,269	26,786	27.3	1	(1)	1,073	1.1	70,396	71.6	--	---	13	(1)
Farm supplies	9	11,045	10,324	286	2.8	---	--	5,070	49.1	4,968	48.1	---	---	---	---
Furniture and house furnishings	92	16,695	15,922	13,900	87.3	31	.2	1,321	8.3	670	4.2	--	---	---	---
Groceries and foods (specialty lines	161	193,494	125,035	9,142	7.3	7	(1)	14,532	11.6	98,018	78.4	999	.8	2,337	1.9
Hardware	37	9,217	9,040	1,854	20.5	---	---	1,373	15.2	5,702	63.1	--	---	111	1.2
Jewelry	49	4,619	4,619	2,301	49.8	13	.3	19	.4	2,286	49.5	---	---	---	---
Lumber and construction materials	70	16,312	14,932	4,404	29.5	3	(1)	5,648	37.8	4,877	32.7	--	---	---	---
Machinery--equipment- supplies	193	31,328	28,303	876	3.1	13	(1)	23,742	83.9	3,573	12.6	5	(1)	94	.4
Metals and metal work (except scrap	48	35,058	34,958	2,546	7.3	---	---	31,479	90.0	749	2.1	16	(1)	168	.6
Paper and its products	60	10,531	10,395	704	6.8	---	---	5,664	54.5	4,027	38.7	---	---	--	--
Plumbing and heating equipt and spls	24	2,965	2,965	301	10.2	-	--	2,034	68.6	630	21.2	--	---	---	---
Waste materials	13	11,794	[illegible]	-	--	-	---	10,842	99.0	113	1.0	---	---		-
All other kinds of business	165	86,272	(2)	(2)	(2)	(2)	(2)	(2)	(2)	(2)	(2)	(2)	(2)	(2)	(2)
ASSEMBLERS (Mainly farm products	24	44,214	44,140	2,220	5.0	317	.7	2,148	4.9	39,457	89.4	---	---	-	---
CLEVELAND, OHIO															
SERVICE AND LIMITED-FUNCTION WHOLESALERS	[illegible]	[illegible],021	351,895	200,734	56.9	6,227	1.8	108,938	31.0	28,393	8.1	334	.1	7,269	2.1
MANUFACTURERS' SALES BRANCHES (With stocks	227	861	172,770	46,517	26.1	519	.3	96,748	56.0	26,642	15.4	107	.1	237	.1
MANUFACTURERS' SALES OFFICES (Without stocks	169	[illegible],449	115,803	11,749	10.1	71	.1	93,178	80.5	10,615	9.2	121	.1	69	(1)
AGENTS AND BROKERS	439	184,214	179,418	46,484	26.0	263	.1	76,266	42.5	48,568	27.1	45	(1)	7,792	4.3
ASSEMBLERS	17	10,518	10,348	4,228	40.9	338	3.3	110	1.1	5,672	54.7	--	---	---	---
SERVICE AND LIMITED-FUNCTION WHOLESALERS	1,334	364,021	351,895	200,734	56.9	6,227	1.8	108,938	31.0	28,393	8.1	334	.1	7,269	2.1
Amusement and sporting goods	19	1,779	1,692	1,255	74.2	10	.6	321	19.0	106	6.2	--	--	--	---
Automotive	117	50,753	49,551	37,157	75.0	3,762	7.6	2,748	5.5	2,153	4.3	--	---	3,731	7.6
Beer, wines, and liquors	29	5,870	5,621	4,891	87.0	15	.3	641	11.4	74	1.3	---	-	---	---
Beer and ale	17	4,800	4,551	4,545	99.9	6	.1	--	---	--	-	---		---	---
Wines and liquors	12	1,070	1,070	346	32.3	9	.8	641	59.9	74	7.0	---	---	---	---
Chemicals and paints	41	7,068	7,042	790	11.2	9	.1	5,390	76.5	852	12.2	-	---	1	(1)
Clothing and furnishings	73	10,401	10,321	10,194	98.8	55	.5	---	---	72	.7	- -	---	--	--
Clothing and furnishings (general line)	10	1,772	1,672	1,661	99.1	11	.9	---	---	- -	--	--	---	---	---
Men's and boys'	26	1,634	1,634	1,555	95.2	23	1.4	—	-	56	3.4	---	---	-	---
Women's and children's	17	5,188	5,188	5,162	99.9	6	.1	--	---	---	--	-	--	--	--
Shoes and other footwear	9	1,833	1,833	1,831	99.8	1	.1	-	---	1	.1	--	---	---	---
All other	11	474	394	365	92.6	14	3.6	---	---	15	3.8	- -	--	- -	--
Coal and coke	41	41,020	41,020	11,650	28.4	43	.1	23,208	56.6	2,645	6.4	280	.6	3,214	7.9
Drugs (general line	2	4,663	4,663	4,000	85.8	86	1.8	319	6.8	258	5.6	-	---	---	--
Drugs and drug sundries (specialty lines)	18														
Dry goods (general line	2	4,712	4,712	3,767	79.9	99	2.1	688	14.6	148	3.1	---	---	10	.3
Dry goods (specialty lines	27														

For footnotes, see end of table.

TABLE 7.—DISTRIBUTION OF SALES BY CLASSES OF CUSTOMERS
FOR CITIES OF OVER 500,000 POPULATION—Continued

TYPES OF OPERATION BY KINDS OF BUSINESS

CITY TYPE OF OPERATION KIND OF BUSINESS	ALL ESTABLISHMENTS * Number	ALL ESTABLISHMENTS * Total net sales (add 000)	Total of sales analyzed (add 000)	SALES ANALYZED BY CLASSES OF CUSTOMERS: Sales to retailers for resale Amount (add 000)	Sales to retailers for resale Percent of sales analyzed	Sales to household consumers Amount (add 000)	Sales to household consumers Percent of sales analyzed	Sales to industrial users Amount (add 000)	Sales to industrial users Percent of sales analyzed	Sales to wholesalers Amount (add 000)	Sales to wholesalers Percent of sales analyzed	Sales to export intermediaries Amount (add 000)	Sales to export intermediaries Percent of sales analyzed	Export sales to buyers in foreign countries Amount (add 000)	Export sales to buyers in foreign countries Percent of sales analyzed
CLEVELAND, OHIO—Con.															
SERVICE AND LIMITED-FUNCTION WHOLESALERS—Con.															
Electrical goods	57	$15,935	$15,565	$9,783	62.9	$185	1.2	$5,105	32.8	$472	3.0	$15	.1	$5	(1)
Farm products--consumer goods	123	29,488	29,325	23,378	79.7	725	2.5	1,326	4.5	3,896	13.3	-	-	-	-
Dairy products	36	6,402	6,402	4,846	75.7	689	10.8	784	12.2	83	1.3	-	-	-	-
Poultry and poultry products	24	3,092	3,092	2,866	92.5	14	.5	156	4.9	66	2.1	---	---	---	--
Fruits and vegetables (fresh)	47	14,736	14,645	13,269	90.6	22	.2	107	.7	1,247	8.5	-	-	---	--
All other	16	5,256	5,186	2,403	46.3	---	- -	285	5.5	2,498	48.2	---	---	---	--
Furniture and house furnishings	35	6,209	6,209	6,021	97.0	137	2.2	43	.7	8	.1	---	- -	--	--
Groceries (general line)	27	17,634	16,654	15,347	92.2	91	.5	847	5.1	369	2.2	--	--	---	--
Groceries and foods (specialty lines)	136	24,537	24,422	18,511	75.8	80	.3	2,107	8.6	3,524	14.4	---	--	200	.9
Hardware	16	18,636	18,791	13,334	71.0	5	(1)	5,443	29.0	7	(1)	2	(1)	-	-
Jewelry	16	1,966	1,829	1,726	94.4	52	2.8	42	2.3	9	.5	---	---	--	---
Lumber and construction materials	56	10,441	7,817	3,541	45.3	101	1.3	3,533	45.2	642	8.2	---	---	---	---
Machinery--equipment--supplies	169	20,638	17,994	3,074	17.1	187	1.0	13,676	76.0	956	5.3	11	.1	96	.5
Commercial equipment and supplies	42	2,846	2,034	437	21.5	42	2.1	1,279	62.9	276	13.5	---	---	---	- -
Industrial machinery, equipt, and spls	69	10,350	9,746	441	4.5	46	.5	9,032	92.7	173	1.8	11	.1	45	.4
Professional equipment and supplies	20	3,783	2,687	1,083	40.3	16	.4	1,186	44.1	357	13.3	- -	---	51	1.9
Service equipment and supplies	32	3,163	3,029	1,109	36.6	86	2.8	1,686	55.7	148	4.9	---	---	---	- -
All other	6	496	496	4	.8	3	.6	487	98.2	2	.4	- -	- -	---	---
Metals and metal work (except scrap)	44	16,944	16,841	510	3.0	16	.1	14,155	84.1	2,156	12.7	---	---	10	.1
Paper and its products	38	11,412	10,555	2,407	22.8	92	.9	3,356	31.8	4,700	44.5	---	---	---	--
Petroleum and its products	24	8,865	7,927	7,359	92.8	21	.3	546	6.9	1	(1)	---	--	- -	--
Plumbing and heating equipt and spls	33	4,901	4,851	2,590	53.4	193	4.0	1,421	29.3	647	13.3	- -	---	-	
Tobacco and products (except leaf)	19	14,517	14,517	13,635	93.9	7	(1)	70	.5	805	5.6	---	- -	-	---
Waste materials	109	25,588	24,585	615	2.5	6	(1)	20,970	85.3	2,946	12.0	46	.2	2	(1)
Iron and steel scrap	43	18,771	17,847	287	1.6	5	(1)	15,647	87.7	1,877	10.5	30	.2	1	(1)
Waste paper, rags, and rubber	33	2,617	2,383	205	7.9	-	---	1,774	68.7	593	23.0	10	.4	1	(1)
Non-ferrous metals	7	3,524	3,524	12	.3	---	---	3,491	99.1	15	.4	6	.2	---	---
All other	26	676	631	111	17.6	1	.2	58	9.2	461	73.0	--	---	---	-
All other kinds of business	63	5,644	(2)	(2)	(2)	(2)	(2)	(2)	(2)	(2)	(2)	(2)	(2)	(2)	(2)
MANUFACTURERS' SALES BRANCHES (With stocks)	247	189,661	172,770	48,517	28.1	519	.3	96,748	56.0	26,642	15.4	107	.1	237	.1
Amusement and sporting goods	12	6,853	6,181	56	.9	10	.2	6,115	98.9	---	---	- -	--	--	---
Automotive	16	24,595	24,595	21,053	85.6	3	(1)	2,895	11.8	644	2.6	---	---	-	--
Beer, wines, and liquors	5	3,664	3,664	65	1.8	---	---	474	12.9	3,125	85.3	-	---	---	---
Chemicals and paints	14	19,116	18,930	1,875	9.9	---	---	15,625	82.5	1,428	7.6	-	- -	- -	---
Electrical goods	15	28,064	24,989	526	2.1	8	(1)	21,336	85.4	3,004	12.0	99	.4	16	.1
Furniture and house furnishings	10	3,644	2,188	1,927	88.1	---	---	247	11.3	14	.6	---	--	- -	- -
Groceries and foods (specialty lines)	18	19,959	18,704	8,037	43.0	427	2.3	3,498	18.7	6,742	36.0	--	--	---	---
Lumber and construction materials	8	8,676	7,599	2,223	29.3	52	.7	2,464	32.4	2,858	37.6	---	---	2	(1)
Machinery--equipment--supplies	72	23,147	21,165	3,300	15.6	1	(1)	15,040	71.1	2,703	12.8	3	(1)	118	.5
Metals and metal work (except scrap)	22	30,867	25,392	2,433	9.6	---	---	21,323	84.0	1,621	6.4	8	(1)	--	---
Paper and its products	6	2,071	1,899	740	39.0	---	- -	953	50.2	206	10.8	-	---	---	---
Plumbing and heating equipt and spls	8	4,107	2,954	617	20.9	11	.4	1,609	54.5	717	24.2	--	---	---	--
All other	23	14,958	14,510	5,661	39.0	7	(1)	5,157	35.5	3,582	24.7	---	---	103	.8
MANUFACTURERS' SALES OFFICES (Without stocks)	169	164,449	115,853	11,749	10.1	71	.1	93,178	80.5	10,645	9.2	121	.1	69	(1)
Chemicals and paints	5	5,266	3,543	185	5.2	---	- -	3,217	90.8	141	4.0	-	--	- -	---
Electrical goods	14	5,643	5,345	589	13.0	---	---	4,133	77.9	483	9.1	---	---	---	--
Groceries and foods (specialty lines)	9	5,390	4,459	2,705	60.7	-	--	495	11.1	1,259	28.2	---	---		---
Lumber and construction materials	11	9,496	9,496	1,804	19.0	4	(1)	3,803	40.0	3,884	41.0	--	---	1	(1)
Machinery--equipment--supplies	51	14,144	13,673	252	1.8	---	---	13,172	96.3	231	1.7	55	.4	3	(1)
Metals and metal work (except scrap)	32	91,588	52,321	49	.1	33	.1	51,821	98.8	514	.9	---	---	34	.1

For footnotes, see end of table.

TABLE 7.—DISTRIBUTION OF SALES BY CLASSES OF CUSTOMERS FOR CITIES OF OVER 500,000 POPULATION—Continued

TYPES OF OPERATION BY KINDS OF BUSINESS

CITY TYPE OF OPERATION KIND OF BUSINESS	ALL ESTABLISHMENTS *		Total of sales analyzed	SALES ANALYZED BY CLASSES OF CUSTOMERS											
				Sales to retailers for resale		Sales to consumers and institutions		Sales to industrial users		Sales to wholesalers		Sales to export intermediaries		Export sales to buyers in foreign countries	
	Number	Total net sales (add 000)	(add 000)	Amount (add 000)	Percent of sales analyzed	Amount (add 000)	Percent of sales analyzed	Amount (add 000)	Percent of sales analyzed	Amount (add 000)	Percent of sales analyzed	Amount (add 000)	Percent of sales analyzed	Amount (add 000)	Percent of sales analyzed
CLEVELAND, OHIO—Con.															
MANUFACTURERS' SALES OFFICES (Without stocks)—Con.															
Paper and its products	10	$5,063	$4,250	$345	8.1	--	---	$3,386	79.7	$519	12.2	---	---	---	---
All other kinds of business	39	27,899	(2)	(2)	(2)	(2)	(2)	(2)	(2)	(2)	(2)	(2)	(2)	(2)	(2)
AGENTS AND BROKERS	439	184,214	179,418	46,484	26.0	$263	.1	76,266	42.5	48,568	27.1	$45	(1)	$7,792	4.3
Beer, wines, and liquors	5	2,555	2,430	1,614	66.4	--	---	653	26.9	163	6.7	---	---	---	---
Chemicals and paints	17	7,264	7,166	115	1.6	---	---	5,427	75.7	141	2.0	---	---	1,483	20.7
Clothing and furnishings	17	2,890	2,890	1,852	64.1	1	(1)	361	12.5	676	23.4	---	---	---	---
Coal and coke	18	50,795	49,268	18,553	37.7	253	.5	17,592	35.7	7,497	15.2	33	.1	5,360	10.8
Dry goods (specialty lines)	15	6,504	6,504	3,245	49.9	---	---	1,452	22.3	1,807	27.8	---	---	---	---
Electrical goods	36	4,808	4,771	454	9.5	1	(1)	3,091	64.8	1,224	25.7	1	(1)	---	---
Farm products--raw materials	7	12,936	10,924	---	---	---	---	2,621	24.0	8,303	76.0	---	---	---	---
Farm products--consumer goods	30	18,088	18,038	7,496	41.6	-	--	-	---	10,542	58.4	---	---	---	---
Furniture and house furnishings	11	965	965	632	65.5	--	--	130	13.5	158	16.4	---	---	45	4.6
Groceries and foods (specialty lines)	36	28,653	26,653	10,732	38.3	2	(1)	3,783	13.5	13,536	48.2	---	---	---	---
Hardware	11	630	733	206	28.1	---	--	252	34.4	275	37.5	---	---	---	---
Lumber and construction materials	23	3,120	2,928	470	16.1	8	.3	1,933	66.0	517	17.6	---	---	---	---
Machinery--equipment--supplies	114	11,502	11,442	323	2.8	14	.1	10,390	90.8	694	6.1	6	.1	15	.1
Metals and metal work (except scrap)	30	15,719	15,719	211	1.3	4	(1)	15,422	98.2	60	.4	3	(1)	19	.1
Paper and its products	6	1,761	1,761	2	.1	--	---	1,315	74.7	444	25.2	---	---	---	---
Plumbing and heating equipt and spls	18	1,955	1,705	8	.5	---	--	876	51.4	819	48.0	2	.1	---	---
All other kinds of business	46	14,469	(2)	(2)	(2)	(2)	(2)	(2)	(2)	(2)	(2)	(2)	(2)	(2)	(2)
ASSEMBLERS (Mainly farm products)	17	10,518	10,348	4,228	40.9	338	3.3	110	1.1	5,672	54.7	---	---	--	---
DETROIT, MICH.															
SERVICE AND LIMITED-FUNCTION WHOLESALERS	1,647	457,447	435,065	297,415	68.4	11,135	2.6	88,984	20.5	35,164	8.1	764	.2	1,603	.2
MANUFACTURERS' SALES BRANCHES (With stocks)	276	238,042	197,934	58,209	29.4	689	.3	98,167	49.6	40,441	20.4	103	.1	325	.2
MANUFACTURERS' SALES OFFICES (Without stocks)	206	298,520	220,608	6,157	2.8	28	(1)	195,318	88.5	18,231	8.3	---	---	874	.4
AGENTS AND BROKERS	588	259,495	242,481	32,027	13.2	687	.3	167,235	69.0	40,788	16.8	102	(1)	1,642	.7
ASSEMBLERS (Mainly farm products)	10	8,797	4,380	1,322	30.2	2	(1)	30	.7	3,026	69.1	-	---	---	---
SERVICE AND LIMITED-FUNCTION WHOLESALERS	1,647	457,447	435,065	297,415	68.4	11,135	2.6	88,984	20.5	35,164	8.1	764	.2	1,603	.2
Amusement and sporting goods	22	1,453	1,164	620	53.3	30	2.6	514	44.1	---	---	---	---	---	---
Automotive	137	104,801	103,225	90,408	87.6	5,534	5.4	3,050	3.0	3,122	3.0	29	(1)	1,082	1.0
Automobiles, trucks, and tractors	19	90,014	89,322	83,558	93.5	4,672	5.2	55	.1	2	(1)	---	---	1,055	1.2
Automotive accessories and equipment	61	8,718	8,444	5,174	61.3	647	7.7	1,725	20.4	895	10.6	2	(1)	1	(1)
Automotive parts	41	4,643	4,106	1,385	33.7	65	1.6	408	9.9	2,195	53.5	27	.7	26	.6
Tires and tubes	16	1,426	1,353	311	23.0	150	11.1	862	63.7	30	2.2	---	---	---	---
Beer, wines, and liquors	27	20,935	20,351	20,359	99.1	32	.1	---	---	160	.8	---	---	---	---
Beer and ale	17	4,443	4,104	4,051	98.7	23	.6	---	---	30	.7	---	---	--	---
Wines and liquors	10	16,492	16,447	16,308	99.2	9	.1	---	---	130	.7	---	---	---	---
Chemicals and paints	34	3,430	3,244	1,204	37.1	176	5.4	1,687	52.0	160	4.9	---	---	17	.6
Clothing and furnishings	60	5,762	5,468	5,269	96.4	122	2.2	33	.6	44	.8	---	---	---	--
Coal and coke	27	12,627	12,627	6,821	54.0	--	---	5,457	43.2	146	1.2	---	---	203	1.6
Drugs (general line)	5	8,898	8,774	7,467	85.1	41	.5	1,182	13.5	84	.9	---	---	---	---
Drugs and drug sundries (specialty lines)	33														
Dry goods (general line)	2	8,435	8,375	5,694	67.9	60	.7	2,299	27.5	296	3.5	13	.2	13	.2
Dry goods (specialty lines)	28														
Electrical goods	58	20,091	18,860	9,844	52.2	362	1.9	7,068	37.5	1,533	8.1	---	---	53	.3

For footnotes, see end of table.

TABLE 7.—DISTRIBUTION OF SALES BY CLASSES OF CUSTOMERS
FOR CITIES OF OVER 500,000 POPULATION—Continued

TYPE OF OPERATION BY KINDS OF BUSINESS

CITY TYPE OF OPERATION KIND OF BUSINESS	ALL ESTABLISHMENTS*		Estimated sales analyzed	SALES ANALYZED BY CLASSES OF CUSTOMERS											
				Sales to retailers for resale		Sales to farmers for consumer		Sales to industrial users		Sales to wholesalers		Sales to export intermediaries		Export sales to foreign consumers	
	Number	Total net sales (add 000)	(add 000)	Amount (add 000)	Percent of sales analyzed	Amount (add 000)	Percent of sales analyzed	Amount (add 000)	Percent of sales analyzed	Amount (add 000)	Percent of sales analyzed	Amount (add 000)	Percent of sales analyzed	Amount (add 000)	Percent of sales analyzed
DETROIT, MICH.—Con.															
SERVICE AND LIMITED-FUNCTION WHOLESALERS—Con.															
Farm products--raw materials	7	$3,113	$3,113	$73	2.3	-	--	$1,616	51.9	$1,367	43.9	---	---	$57	1.9
Farm products--consumer goods	192	53,112	50,260	36,094	71.8	$2,792	5.5	1,238	2.5	10,115	20.1	$30	.1	11	(1)
Dairy products	36	14,280	14,280	11,148	78.1	2,500	17.5	215	1.5	417	2.9	--	---	--	--
Poultry and poultry products	39	8,234	8,234	6,567	79.8	134	1.6	---	---	1,533	18.6	-		-	
Fruits and vegetables (fresh)	79	20,400	17,667	13,532	76.6	65	.4	663	3.4	3,434	19.4	30	.2	9	(1)
Fresh fruits only	10	5,162	5,162	947	18.3	--	---	415	8.0	3,814	73.6	--		6	.1
All other	28	8,916	4,917	3,900	79.3	93	1.9	5	.1	919	18.7	---	-	-	--
Furniture and house furnishings	43	6,422	6,362	5,699	89.6	206	3.2	411	6.5	46	.7	---		--	--
Groceries (general line)	31	26,489	22,152	20,677	93.4	151	.7	1,315	5.9	7	(1)	---	---	2	(1)
Groceries and foods (specialty lines)	220	32,684	31,999	25,408	79.6	602	1.9	3,007	9.4	2,921	9.1	--	---	1	(1)
Coffee, tea, and spices	17	2,513	2,461	1,545	62.8	5	.2	119	4.8	792	32.2	---	---	-	--
Confectionery	15	1,803	1,798	1,761	98.0	21	1.2	15	.8	---	-		---	1	(1)
Fish and sea foods	16	1,970	1,976	1,757	89.3	52	2.6	50	2.5	111	5.6	---	---	---	---
Meats and provisions	63	16,024	15,410	13,192	85.6	281	1.8	874	5.7	1,063	6.9	---	---	--	--
All other	89	10,374	10,360	7,213	69.7	243	2.3	1,949	18.8	955	9.2	---	--	--	---
Hardware	29	10,384	10,212	7,083	69.3	79	.8	2,814	25.6	436	4.3	---	---	---	--
General line	7	9,074	9,074	6,751	74.4	63	.7	1,952	21.5	308	3.4	---	---	---	--
Specialty lines	22	1,310	1,138	332	29.2	16	1.4	862	58.2	128	11.2	---	--	---	--
Jewelry	32	2,412	2,197	1,952	88.8	54	2.5	102	4.6	83	3.8	6	.3	---	---
Lumber and construction materials	49	14,596	13,344	9,676	72.6	138	1.0	2,194	16.4	1,336	10.0	- -		---	---
Machinery--equipment--supplies	208	27,853	23,655	2,906	12.3	375	1.6	18,807	79.5	1,344	5.7	172	.7	51	.2
Metals and metal work (except scrap)	34	14,823	14,680	2,670	18.2	7	(1)	11,452	78.0	284	1.9	181	1.2	86	.7
Paper and its products	46	13,703	13,703	3,728	27.2	48	.4	9,239	67.4	609	4.4	72	.5	7	.1
Plumbing and heating equipt and spls	39	6,679	6,388	3,522	55.1	127	2.0	2,446	38.3	293	4.6	---	---	---	---
Tobacco and products (except leaf)	52	29,426	29,331	22,616	77.1	99	.3	- -	---	6,616	22.6	---	---	---	--
Waste materials	115	18,663	15,737	303	1.9	2	(1)	11,642	74.0	3,509	22.3	261	1.7	20	.1
Iron and steel scrap	32	8,363	5,857	114	1.9	2	(1)	5,181	88.5	560	9.6	---	---	---	---
Waste paper, rags, and rubber	27	2,883	2,693	50	1.8	---	---	2,402	89.2	231	8.6	5	.2	5	.2
Non-ferrous metals	19	6,587	6,542	37	.6	---	---	3,886	59.4	2,348	35.9	256	3.9	15	.2
All other	37	830	645	102	15.8	---	---	173	26.8	370	57.4	---	---	---	---
All other kinds of business	105	10,656	(2)	(2)	(2)	(2)	(2)	(2)	(2)	(2)	(2)	(2)	(2)	(2)	(2)
MANUFACTURERS' SALES BRANCHES (With stocks)	276	238,042	197,934	58,209	29.4	689	.3	98,167	49.6	40,441	20.4	103	.1	325	.2
Amusement and sporting goods	13	8,303	7,564	195	2.6	29	.4	7,340	97.0	---	---	---	--	---	---
Automotive	26	21,366	18,114	10,773	59.5	17	.1	5,907	32.6	1,055	5.8	80	.4	282	1.6
Chemicals and paints	16	21,581	20,630	898	4.4	2	(1)	17,416	84.4	2,302	11.1	12	.1	---	---
Electrical goods	19	29,305	27,289	2,141	7.9	13	(1)	21,743	79.7	3,370	12.3	7	(1)	15	.1
Furniture and house furnishings	9	2,694	2,631	2,594	98.6	5	.2	---	---	32	1.2	-	---	---	---
Groceries and foods (specialty lines)	28	47,847	46,674	23,424	50.2	620	1.3	3,553	7.6	19,054	40.8	- -	---	23	.1
Hardware	6	1,084	1,084	212	19.6	---	---	849	78.3	23	2.1	---	---	--	---
Machinery--equipment--supplies	89	32,428	30,517	6,462	21.2	2	(1)	22,127	72.5	1,917	6.3	4	(1)	5	(1)
Paper and its products	6	1,123	853	23	2.7	---	---	636	74.6	194	22.7	---	---	---	---
Plumbing and heating equipt and spls	13	8,363	4,459	1,526	34.2	---	---	2,258	50.7	675	15.1	---	---	---	---
All other kinds of business	51	63,948	(2)	(2)	(2)	(2)	(2)	(2)	(2)	(2)	(2)	(2)	(2)	(2)	(2)
MANUFACTURERS' SALES OFFICES (Without stocks)	206	298,520	220,608	6,157	2.8	28	(1)	195,318	88.5	18,231	8.3	---	---	874	.4
Automotive	12	14,769	13,864	---	---	---	---	13,845	99.9	19	.1	---	---	---	---
Electrical goods	13	11,830	11,515	74	.7	---	---	10,551	91.6	890	7.7	---	-	---	--
Groceries and foods (specialty lines)	12	5,901	4,128	1,104	26.7	---	---	1,290	31.3	1,734	42.0	---	---	---	---
Hardware	7	4,909	3,409	27	.8	---	---	3,210	94.2	172	5.0	---	---	---	---
Machinery--equipment--supplies	52	25,096	22,816	253	1.1	---	---	20,991	92.0	1,540	6.7	---	---	32	.2
Paper and its products	15	3,096	3,054	1,135	37.2	---	---	337	11.0	1,582	51.8	---	---	---	---
Plumbing and heating equipt and spls	6	2,083	2,083	9	.4	2	.1	1,064	51.1	1,008	48.4	---	---	---	---
All other products	78	230,836	159,739	3,555	2.2	26	(1)	144,030	90.2	11,286	7.1	---	---	842	.5

For footnotes, see end of table.

TABLE 7.—DISTRIBUTION OF SALES BY CLASSES OF CUSTOMERS
FOR CITIES OF OVER 500,000 POPULATION—Continued

TYPES OF OPERATION BY KINDS OF BUSINESS

CITY TYPE OF OPERATION KIND OF BUSINESS	ALL ESTABLISHMENTS *		Total of sales analyzed	SALES ANALYZED BY CLASSES OF CUSTOMERS											
				Sales to retailers for resale		Sales to household consumers		Sales to industrial users		Sales to wholesalers		Sales to export intermediaries		Export sales to buyers in foreign countries	
	Number	Total net sales (add 000)	(add 000)	Amount (add 000)	Percent of sales analyzed	Amount (add 000)	Percent of sales analyzed	Amount (add 000)	Percent of sales analyzed	Amount (add 000)	Percent of sales analyzed	Amount (add 000)	Percent of sales analyzed	Amount (add 000)	Percent of sales analyzed
DETROIT, MICH.—Con.															
AGENTS AND BROKERS	588	$259,495	$242,461	$32,027	13.2	$687	.3	$167,235	69.0	$40,788	16.8	$102	(1)	$1,642	.7
Automotive	66	66,687	64,998	183	.3	19	(1)	65,779	98.1	179	.3	1	(1)	837	1.3
Chemicals and paints	14	2,892	2,161	96	4.4	---	--	1,946	90.1	114	5.3	---	---	5	.2
Clothing and furnishings	19	1,781	1,781	1,771	99.4	---	---	---	---	10	.6	---	---	---	---
Coal and coke	9	10,470	10,470	1,875	17.9	---	--	8,185	78.2	128	1.2	---	---	282	2.7
Dry goods (specialty lines)	17	8,513	8,513	2,071	24.3	452	5.3	5,926	69.6	64	.8	---	---	---	---
Electrical goods	47	9,051	8,781	132	1.5	---	---	5,500	62.8	3,021	34.5	---	---	98	1.2
Farm products--consumer goods	16	15,688	10,473	6,594	63.0	---	---	---	---	3,789	36.2	90	.8	---	---
Furniture and house furnishings	15	1,465	1,465	914	62.4	18	1.2	458	31.3	75	5.1	---	---	--	---
Groceries and foods (specialty lines)	45	39,323	38,087	13,530	35.5	1	(1)	7,055	18.5	17,501	46.0	---	---	---	---
Hardware	15	6,414	6,414	---	---	---	--	4,069	63.4	2,345	36.6	---	---	---	---
Lumber and construction materials	22	3,571	3,571	1,070	30.0	---	---	2,167	60.7	334	9.3	---	---	---	---
Machinery--equipment--supplies	146	27,977	27,428	250	.9	36	.1	26,157	95.4	575	2.1	11	(1)	399	1.5
Metals and metal work (except scrap)	71	34,474	34,453	26	.1	2	(1)	34,056	98.8	348	1.0	---	---	21	.1
Paper and its products	13	1,719	1,719	186	10.8	---	---	1,312	76.3	221	12.9	---	---	---	---
Plumbing and heating equipt and spls	19	2,253	1,983	418	21.1	125	6.3	744	37.5	696	35.1	--	---	---	---
All other kinds of business	56	27,187	(2)	(2)	(2)	(2)	(2)	(2)	(2)	(2)	(2)	(2)	(2)	(2)	(2)
ASSEMBLERS (Mainly farm products)	10	8,797	4,380	1,322	30.2	2	(1)	30	.7	3,026	69.1	---	---	---	---
LOS ANGELES, CALIF.															
SERVICE AND LIMITED-FUNCTION WHOLESALERS	3,015	575,293	530,458	321,772	60.7	13,361	2.5	107,768	20.3	77,493	14.6	2,815	.5	7,249	1.4
MANUFACTURERS' SALES BRANCHES (With stocks)	445	246,511	225,562	77,108	34.1	2,721	1.2	80,670	35.8	64,244	28.5	113	.1	706	.3
MANUFACTURERS' SALES OFFICES (Without stocks)	126	94,481	67,701	13,038	19.3	81	.1	38,827	57.4	15,265	22.5	151	.2	339	.5
AGENTS AND BROKERS	1,113	223,708	214,390	52,946	24.7	1,142	.5	49,992	23.3	96,397	45.0	1,630	.8	12,283	5.7
ASSEMBLERS (Mainly farm products)	55	107,705	101,582	16,267	16.0	105	.1	151	.1	76,147	75.0	191	.2	8,721	8.6
SERVICE AND LIMITED-FUNCTION WHOLESALERS	3,015	575,293	530,458	321,772	60.7	13,361	2.5	107,768	20.3	77,493	14.6	2,815	.5	7,249	1.4
Amusement and sporting goods	79	16,502	14,171	4,209	29.7	352	2.5	7,219	51.0	2,357	16.6	17	.1	17	.1
Cameras and photographic supplies	14	1,820	1,673	1,445	86.4	39	2.3	126	7.5	53	3.2	---	---	10	.6
Motion picture film exchanges	17	10,144	8,170	1	(1)	---	---	6,062	74.2	2,101	25.7	--	---	6	.1
Sporting goods	10	1,392	1,320	910	69.0	285	21.6	102	7.7	16	1.2	7	.5	---	---
Toys, novelties, and fireworks	27	1,476	1,476	1,177	79.7	22	1.5	81	5.5	185	12.5	10	.7	1	.1
All other	11	1,670	1,532	676	44.1	6	.4	848	55.4	2	.1	---	--	---	--
Automotive	272	65,840	57,271	46,030	80.4	4,746	8.3	2,657	4.6	3,752	6.6	4	(1)	82	.1
Beer, wines, and liquors	68	31,853	30,323	24,474	80.8	1,007	3.3	224	.7	4,617	15.2	---	---	1	(1)
Beer and ale	18	4,088	4,045	3,766	93.1	15	.4	5	.1	259	6.4	---	---	--	---
Wines and liquors	50	27,765	26,278	20,708	78.8	992	3.8	219	.8	4,358	16.6	---	---	1	(1)
Chemicals and paints	58	7,098	6,869	651	9.5	50	.7	5,843	85.1	254	3.7	40	.6	31	.4
Clothing and furnishings	160	16,525	16,472	15,306	92.9	334	2.0	614	3.7	172	1.0	2	(1)	44	.4
Drugs (general line)	8	15,816	15,816	13,871	87.7	215	1.4	1,089	6.9	617	3.9	1	(1)	23	.1
Drugs and drug sundries (specialty lines)	68	3,834	3,763	2,006	53.3	119	3.2	232	6.2	1,035	27.5	11	.3	360	9.5
Proprietary medicines	19	1,587	1,587	433	27.3	67	4.2	157	9.9	559	35.2	11	.7	360	22.7
Toiletries	32	1,369	1,369	1,088	79.4	27	2.0	5	.4	249	18.2	---	---	---	--
Drug specialties and sundries	17	878	807	485	60.1	25	3.1	70	8.7	227	28.1	---	--	--	--
Dry goods (specialty lines)	151	18,180	18,180	8,731	48.0	115	.6	7,613	41.9	1,681	9.2	2	(1)	43	.3
Hosiery and lingerie	14	1,955	1,953	1,941	99.2	13	.7	---	---	1	.1	---	---	---	---
Notions	42	2,793	2,793	1,076	38.5	4	.1	1,482	53.1	184	6.6	2	.1	43	1.5
Piece goods:															
Cotton	15	2,605	2,605	351	13.5	-	-	1,501	57.6	153	5.9	--	-	-	---
Silk, linen, rayon, and velvet	25	2,953	2,953	1,102	39.3	23	.8	914	31.0	654	28.9	---	---	-	---
Woolen and worsted	15	2,884	2,884	1,427	49.5	8	.3	1,209	41.9	240	8.3	--	- -	-	---
Other	27	3,945	3,945	1,653	41.9	60	1.5	2,185	55.4	47	1.2	---	---	---	--
Other dry goods specialties	13	1,045	1,045	519	49.7	21	.2	322	30.8	202	19.3	---	---		---

For footnotes, see end of table.

TABLE 7.—DISTRIBUTION OF SALES BY CLASSES OF CUSTOMERS FOR CITIES OF OVER 500,000 POPULATION—Continued

TYPES OF OPERATION BY KINDS OF BUSINESS

CITY TYPE OF OPERATION KIND OF BUSINESS	ALL ESTABLISHMENTS * Number	ALL ESTABLISHMENTS * Total net sales (add 000)	Total of sales analyzed (add 000)	SALES ANALYZED BY CLASSES OF CUSTOMERS: Sales to retailers for resale Amount (add 000)	Sales to retailers for resale Per cent of sales analyzed	Sales to household consumers Amount (add 000)	Sales to household consumers Per cent of sales analyzed	Sales to industrial users Amount (add 000)	Sales to industrial users Per cent of sales analyzed	Sales to wholesalers Amount (add 000)	Sales to wholesalers Per cent of sales analyzed	Sales to export intermediaries Amount (add 000)	Sales to export intermediaries Per cent of sales analyzed	Export sales to buyers in foreign countries Amount (add 000)	Export sales to buyers in foreign countries Per cent of sales analyzed
LOS ANGELES, CALIF.—Con.															
SERVICE AND LIMITED-FUNCTION WHOLESALERS—Con.															
Electrical goods	104	$27,108	$26,533	$16,520	62.3	$377	1.4	$8,250	31.1	$1,381	5.2	$5	(1)	-	
Electrical merchandise (general line)	11	11,570	11,026	6,129	55.6	112	1.0	4,671	42.4	112	1.0	2	(1)	---	---
Wiring spls and construction materials	38	5,634	5,634	2,967	52.7	57	1.0	2,262	40.1	348	6.2	-	---	---	---
Radios and equipment	21	5,413	5,413	4,394	81.1	154	2.8	361	6.7	501	9.3	3	.1	---	- -
All other	34	4,489	4,460	3,030	68.0	54	1.2	956	21.4	420	9.4	-	--	---	---
Farm products--raw materials	23	13,702	11,671	986	8.2	128	1.1	4,379	37.5	1,241	10.6	545	4.7	$4,422	37.9
Farm products--consumer goods	487	55,975	54,705	35,322	64.5	886	1.6	2,181	4.0	15,846	29.0	475	.9	1	(1)
Dairy products	16	4,890	4,628	3,376	73.0	707	15.3	437	9.4	106	2.3	---	---	---	---
Dairy and poultry products	4	2,845	2,441	1,857	76.1	106	4.3	258	10.6	220	9.0	---	---	--	---
Poultry and poultry products	41	6,728	6,728	5,058	75.1	60	.9	616	9.2	994	14.8	---	---	---	---
Fruits and vegetables (fresh)	313	33,935	33,396	21,051	63.1	7	(1)	670	2.6	10,992	32.9	475	1.4	1	(1)
Fresh fruits only	113	7,577	7,512	3,980	53.0	--	---	---	---	3,532	47.0	---	--	---	---
Farm supplies	26	14,155	12,997	1,196	9.3	1,344	10.3	1,950	15.0	8,506	65.4	---	---	1	(1)
Furniture and house furnishings	100	18,124	18,100	15,894	87.8	606	3.3	1,226	6.8	374	2.1	---	---	---	---
China, glassware, and crockery	11	1,190	1,190	1,113	93.5	5	.4	2	.2	70	5.9	---	---	---	---
Floor coverings	20	10,533	10,533	10,233	97.2	56	.5	---	--	244	2.3	---	---	---	---
Furniture (household)	18	1,985	1,985	1,078	54.2	309	15.6	591	29.8	7	.4	- -	--	---	---
Musical instruments and sheet music	10	1,111	1,111	885	79.7	97	8.7	128	11.5	1	.1	---	---	---	---
All other	41	3,305	3,281	2,585	78.8	139	4.2	505	15.4	52	1.6	- -	- -	---	---
Groceries (general line)	51	31,119	27,454	26,038	94.8	113	.4	1,152	4.2	151	.6	---	--	---	---
Not sponsoring cooperative or voluntary groups	15	13,842	13,842	12,451	90.0	113	.8	1,152	8.3	126	.9	---	---	---	---
Cash-and-carry depots	32	7,416	3,751	3,736	99.6	---	---	---	---	15	.4	---	---	--	-
All other	4	9,861	9,861	9,851	99.9	---	---	---	---	10	.1	---	---	---	---
Groceries and foods (specialty lines)	304	48,790	48,740	31,295	64.2	868	1.8	7,496	15.4	8,959	18.4	6	(1)	116	.2
Canned foods	16	3,431	3,431	2,464	71.8	22	.6	870	25.4	75	2.2	---	---	---	---
Coffee, tea, and spices	21	6,403	6,403	5,906	92.2	8	.1	364	5.7	107	1.7	---	---	18	.3
Coffee roasting and spice grinding	10	6,001	6,001	2,174	36.3	6	.1	255	4.2	3,566	59.4	- -	---	---	--
Confectionery	13	396	396	325	82.1	35	8.8	---	---	36	9.1	---	---	---	---
Fish and sea foods	36	5,190	5,190	3,507	67.6	---	---	768	14.8	915	17.6	--	---	--	--
Meats and provisions	70	11,757	11,757	8,784	74.7	429	3.6	939	8.0	1,605	13.7	---	---	---	- -
Other food and grocery specialties	138	15,612	15,562	8,135	52.3	368	2.4	4,300	27.6	2,655	17.1	6	(1)	98	.6
Hardware	43	17,516	13,230	7,847	59.4	69	.5	3,155	23.8	2,159	16.3	---	---	---	---
Jewelry	80	8,189	8,036	6,690	83.3	147	1.8	261	3.2	938	11.7	---	---	---	—
Lumber and construction materials	86	22,898	22,303	15,283	68.5	915	4.1	3,581	16.1	2,493	11.2	1	(1)	30	.1
Lumber	37	14,547	14,547	10,389	71.2	754	5.2	1,726	11.9	1,678	11.5	---	---	30	.2
Millwork	11	1,662	1,291	1,022	79.1	28	2.2	205	15.9	36	2.8	---	---	---	---
Glass	11	1,324	1,324	953	72.0	24	1.8	256	19.3	90	6.8	1	.1	---	--
All other	27	5,365	5,141	2,949	57.4	109	2.1	1,394	27.1	689	13.4	---	---	---	---
Machinery--equipment--supplies	320	53,519	43,333	5,816	13.4	362	.8	29,893	69.0	7,106	16.4	24	.1	132	.3
Commercial equipment and supplies	61	6,541	3,047	1,187	38.9	7	.2	1,455	47.8	386	12.7	8	.3	2	.1
Farm and dairy	10	1,694	1,679	696	41.4	50	3.0	828	49.3	105	6.3	---	--	--	---
Industrial machinery, equipt, and spls	136	34,532	29,458	1,987	6.7	121	.4	21,097	71.6	6,115	20.8	16	.1	122	.4
Professional equipment and supplies	40	4,274	3,024	197	6.5	50	1.7	2,710	89.6	67	2.2	---	---	--	---
Service equipment and supplies	66	5,370	5,075	1,518	29.9	105	2.1	3,049	60.1	397	7.8	---	---	6	.1
Transportation equipment and supplies	7	1,108	1,050	231	22.0	29	2.8	754	71.8	34	3.2	---	---	2	.2
Metals and metal work (except scrap)	46	8,082	7,487	1,689	22.6	11	.1	3,815	51.0	1,778	23.7	111	1.5	82	1.1
Paper and its products	64	11,488	10,698	3,976	37.3	197	1.8	5,878	54.9	634	5.9	---	---	13	.1
Petroleum and its products	14	4,469	1,867	1,531	82.0	16	.9	232	12.4	64	3.4	—	---	24	1.3
Plumbing and heating equipt and spls	55	6,920	6,269	3,215	51.3	48	.8	2,622	41.8	384	6.1	---	---	---	---
Tobacco and products (except leaf)	33	24,056	24,032	18,256	76.0	95	.4	142	.6	5,539	23.0	---	--	---	---
Waste materials	48	11,709	9,700	1,318	13.6	80	.8	2,757	28.4	2,903	29.9	1,571	16.2	1,071	11.1
All other products	271	21,828	2,438	13,652	66.8	172	.8	3,307	16.2	2,552	12.5	---	---	755	3.7
Books, periodicals, and newspapers	17	3,658	3,832	3,135	81.8	39	1.0	656	17.1	2	.1	---	---	-	---
Flowers and nursery stock	149	2,383	2,383	1,797	75.4	---	---	---	---	586	24.6	---	---	---	-
Leather and shoe findings	14	1,671	1,671	1,191	71.3	4	.2	18	1.1	458	27.4	---	-	---	--
Optical goods	14	1,537	1,034	728	70.4	8	.8	265	25.6	33	3.2	---	---	---	-
Textiles and materials (other than dry goods)	15	987	987	395	40.1	101	10.2	265	26.8	226	22.9	---	---	---	--
Miscellaneous kinds of business	62	11,392	10,531	6,406	60.8	20	.2	2,153	20.0	1,247	11.8	---	---	755	7.2
MANUFACTURERS' SALES BRANCHES (With stocks)	445	246,511	225,562	77,108	34.1	2,721	1.2	80,670	35.8	64,244	28.5	113	.1	706	.3
Amusement and sporting goods	19	12,188	12,008	614	6.1	20	.2	8,464	84.6	910	9.1	---	- -	---	---
Automotive	33	23,764	22,785	16,158	70.9	1	(1)	5,147	22.6	1,477	6.5	---	---	2	(1)
Beer, wines, and liquors	17	16,183	16,183	4,903	30.3	4	(1)	85	.5	11,191	69.2	---	---	—	---

For footnotes, see end of table.

TABLE 7.—DISTRIBUTION OF SALES BY CLASSES OF CUSTOMERS
FOR CITIES OF OVER 500,000 POPULATION—Continued

TYPES OF OPERATION BY KINDS OF BUSINESS

CITY TYPE OF OPERATION KIND OF BUSINESS	ALL ESTABLISHMENTS *		Total of sales analyzed	SALES ANALYZED BY CLASSES OF CUSTOMERS											
				Sales to retailers for resale		Sales to household consumers		Sales to industrial users		Sales to wholesalers		Sales to export intermediaries		Export sales to buyers in foreign countries	
	Number	Total net sales (add 000)	(add 000)	Amount (add 000)	Percent of sales analyzed	Amount (add 000)	Percent of sales analyzed	Amount (add 000)	Percent of sales analyzed	Amount (add 000)	Percent of sales analyzed	Amount (add 000)	Percent of sales analyzed	Amount (add 000)	Percent of sales analyzed
LOS ANGELES, CALIF.—Con.															
MANUFACTURERS' SALES BRANCHES (With stocks.—Con.															
Chemicals and paints	22	$8,809	$8,462	$2,578	30.4	$435	5.1	$3,740	44.2	$1,301	15.4	---	---	$414	4.9
Clothing and furnishings	24	3,173	3,173	3,120	98.4	4	.1	19	.6	30	.9	---	---	---	---
Drugs and drug sundries	18	4,626	4,637	2,831	61.5	57	1.2	671	14.6	1,046	22.7	---	---	---	---
Dry goods (specialty lines)	15	2,339	2,339	996	42.7	--	---	1,224	52.3	118	5.0	---	---	1	(1)
Electrical goods	20	22,150	22,150	2,823	12.8	52	.2	16,563	74.8	2,681	12.1	$2	(1)	29	.1
Furniture and house furnishings	11	5,231	5,114	2,622	51.3	---	---	946	18.5	1,546	30.2	---	---	--	---
Groceries and foods (specialty lines)	44	46,489	43,968	18,044	41.0	764	1.7	4,277	9.7	20,791	47.3	---	---	92	.3
Lumber and construction materials	19	16,358	13,104	8,665	66.1	17	.1	1,422	10.9	2,988	22.8	12	.1	---	---
Machinery--equipment--supplies	108	23,671	21,520	3,510	16.3	27	.1	13,226	61.6	4,636	21.5	9	(1)	118	.5
Metals and metal work (except scrap)	26	25,586	22,436	624	2.8	120	.5	13,829	61.7	7,745	34.5	90	.4	28	.1
Paper and its products	20	14,131	14,012	3,583	25.6	1,196	8.5	4,719	33.7	4,514	32.2	---	---	---	---
Plumbing and heating equipt and apls	16	10,224	8,372	2,065	24.9	1	(1)	4,795	57.3	1,491	17.8	---	---	---	---
All other kinds of business	35	11,609	(2)	(2)	(2)	(2)	(2)	(2)	(2)	(2)	(2)	(2)	(2)	(2)	(2)
MANUFACTURERS' SALES OFFICES (Without stocks)	126	94,481	67,701	13,038	19.3	81	.1	38,827	57.4	15,265	22.5	151	.2	339	.5
Electrical goods	6	1,598	1,598	136	8.5	---	---	1,203	75.3	259	16.2	---	---	---	---
Groceries and foods (specialty lines)	11	9,411	8,420	4,138	49.1	50	.6	1,507	17.9	2,725	32.4	—	---	--	---
Lumber and construction materials	5	4,942	4,720	1,851	39.2	---	---	945	20.0	1,924	40.8	---	---	---	---
Machinery--equipment--supplies	18	13,861	12,812	111	.9	---	---	12,650	98.7	51	.4	---	---	---	---
Metals and metal work (except scrap)	15	30,302	13,945	---	---	---	---	13,808	99.0	139	1.0	---	---	---	---
Paper and its products	10	8,061	7,801	1,553	19.9	---	---	3,176	40.7	2,951	37.8	121	1.6	---	---
All other kinds of business	61	26,306	(2)	(2)	(2)	(2)	(2)	(2)	(2)	(2)	(2)	(2)	(2)	(2)	(2)
AGENTS AND BROKERS	1,113	223,708	214,390	52,946	24.7	1,142	.5	49,992	23.3	96,397	45.0	1,630	.8	12,283	5.7
Amusement and sporting goods	16	1,172	847	435	51.4	---	---	25	3.0	383	45.2	2	.2	2	.2
Automotive	24	2,446	2,446	716	29.2	7	.3	317	13.0	1,407	57.5	---	---	---	—
Chemicals and paints	26	4,635	4,635	173	3.7	16	.3	3,709	80.0	705	15.2	---	---	32	.8
Clothing and furnishings	150	18,957	18,781	16,431	87.5	22	.1	564	3.0	1,684	9.0	5	(1)	75	.4
Drugs and drug sundries	18	3,873	3,393	2,126	62.7	---	---	97	2.9	1,164	34.3	---	---	6	.1
Dry goods (specialty lines)	204	25,030	24,576	6,430	26.1	1	(1)	13,535	55.1	4,590	18.7	4	(1)	16	.1
Electrical goods	53	6,568	5,932	435	7.3	8	.1	1,505	25.4	3,963	66.8	---	---	21	.4
Farm products--raw materials	16	10,214	6,289	276	4.4	---	---	2,045	32.5	3,352	53.3	225	3.6	391	6.2
Farm products--consumer goods	51	26,714	26,714	3,802	14.2	17	.1	510	1.9	21,973	82.3	--	---	412	1.5
Farm supplies	6	2,312	2,256	1,638	72.6	---	---	46	2.0	500	22.2	12	.5	60	2.7
Furniture and house furnishings	73	5,975	5,717	4,078	71.3	71	1.2	135	2.4	1,433	25.1	---	---	---	---
Groceries and foods (specialty lines)	98	52,271	51,380	4,945	9.6	783	1.5	5,713	11.1	38,107	74.2	1,276	2.5	556	1.1
Hardware	35	3,817	3,792	302	8.0	1	(1)	665	17.5	2,824	74.5	---	---	---	—
Jewelry	32	1,711	1,711	912	53.2	3	.2	1	.1	795	46.5	---	---	---	---
Lumber and construction materials	26	5,266	5,246	3,283	62.6	4	.1	824	15.7	1,135	21.6	---	---	---	---
Machinery--equipment--supplies	142	16,737	15,259	991	6.5	79	.5	11,545	75.7	2,570	16.8	62	.4	12	.1
Metals and metal work (except scrap)	19	2,385	2,385	4	.2	---	-	1,592	66.7	789	33.1	--	---	--	---
Paper and its products	23	1,457	1,457	299	20.5	43	3.0	457	31.4	658	45.1	---	---	---	---
Petroleum and its products	9	12,576	12,002	24	.2	6	(1)	278	2.3	1,001	8.3	44	.4	10,649	88.8
All other kinds of business	92	19,592	(2)	(2)	(2)	(2)	(2)	(2)	(2)	(2)	(2)	(2)	(2)	(2)	(2)
ASSEMBLERS (Mainly farm products)	55	107,705	101,582	16,267	16.0	105	.1	151	.1	76,147	75.0	191	.2	8,721	8.6

For footnotes, see end of table.

TABLE 7.—DISTRIBUTION OF SALES BY CLASSES OF CUSTOMERS FOR CITIES OF OVER 500,000 POPULATION—Continued

CITY TYPE OF OPERATION KIND OF BUSINESS	ALL ESTABLISHMENTS *		Total all establishments analyzed	SALES ANALYZED BY CLASSES OF CUSTOMERS													
	Number	Total net sales (add 000)	(add 000)	Amount (add 000)	Percent of total sales analyzed	Amount (add 000)	Percent of total sales analyzed	Amount (add 000)	Percent of total sales analyzed	Amount (add 000)	Percent of total sales analyzed	Amount (add 000)	Percent of total sales analyzed	Amount (add 000)	Percent of total sales analyzed
MILWAUKEE, WIS.															
SERVICE AND LIMITED-FUNCTION WHOLESALERS	916	$174,338	$167,081	$12,577	7.5	$2,844	1.7	$49,768	29.8	$12,586	7.5	$72	(1)	$290	.2
MANUFACTURERS' SALES BRANCHES (With stocks)	131	64,566	58,303	23,023	39.5	100	.2	18,141	31.1	16,830	28.9	189	.3	20	(1)
MANUFACTURERS' SALES OFFICES (Without stocks)	52	51,888	43,976	606	1.4	1	(1)	37,621	85.6	5,746	13.0	-			
AGENTS AND BROKERS	328	93,541	87,987	10,201	11.6	73	.1	52,978	60.2	24,728	28.1	2	(1)	.2	(1)
ASSEMBLERS (Mainly farm products)	10	1,870	10,399	343	3.3			8,704	83.7	995	9.6	.1	.1	-	
SERVICE AND LIMITED-FUNCTION WHOLESALERS	916	174,338	167,081	12,577	7.5	2,844	1.7	49,768	29.8	12,586	7.5	72	(1)	290	.2
Amusement and sporting goods	16	2,736	1,595	1,074	67.3	125	7.8	238	14.9	157	9.9	---	---	1	.1
Automotive	58	11,251	10,207	8,735	85.3	645	6.3	337	3.3	519	5.1	-	---	- -	--
Beer, wines, and liquors	44	10,873	10,536	8,220	78.0	67	.6	60	.6	2,189	20.8	---	---	---	---
Beer and ale	18	3,941	3,604	2,140	59.4	62	1.7	--	--	1,403	38.9	-	--	--	--
Wines and liquors	26	6,932	6,932	6,080	87.7	6	.1	60	.9	786	11.3	- -	---	-	--
Chemicals and paints	29	1,645	1,645	537	32.6	75	4.6	904	55.0	128	7.7	- -	--	1	.1
Clothing and furnishings	31	2,670	2,670	2,474	92.7	-	--	94	3.5	102	3.8			---	--
Coal and coke	16	15,243	13,644	6,002	44.0	1,160	8.5	6,385	46.8	97	.7	---	---	--	---
Drugs (general line)	5	5,211	5,211	4,591	88.1	17	.3	426	8.2	177	3.4	---	-	-	
Drugs and drug sundries (specialty lines)	7														
Dry goods (specialty lines)	16	1,352	1,241	953	76.8	67	5.4	181	14.6	40	3.2	---	--	-	---
Electrical goods	47	12,384	11,998	8,016	66.8	71	.6	3,654	30.5	247	2.0	---	---	10	.1
Farm products--raw materials	16	6,171	6,171	409	6.6	---	--	5,167	83.7	570	9.2	25	.5	-	-
Farm products--consumer goods	79	17,324	16,147	12,762	79.0	71	.4	480	3.0	2,833	17.6	1	(1)	--	--
Poultry and poultry products	19	2,817	2,817	1,771	62.9	42	1.5	3	.1	1,000	35.5	1	(1)	---	---
Fruits and vegetables (fresh)	36	8,756	7,549	7,206	95.5	1	(1)	109	1.4	233	3.1	---	--	---	---
All other	24	5,781	5,781	3,785	65.5	28	.5	368	6.4	1,600	27.6	- -	---	---	---
Furniture and house furnishings	15	2,014	2,014	1,928	95.7	6	.3	80	4.0	---	---	---	- -	---	---
Groceries (general line)	11	13,466	13,466	11,809	87.7	34	.2	1,563	11.6	62	.5	- -	---	---	---
Groceries and foods (specialty lines)	115	7,124	6,874	4,683	68.1	116	1.7	1,544	22.5	531	7.7	---	---	---	---
Hardware	16	6,709	6,709	5,059	75.4	24	.4	1,542	23.0	84	1.2	---	-	---	-
Lumber and construction materials	25	2,678	2,656	1,269	47.8	28	1.1	1,249	47.0	107	4.0	3	.1	---	--
Machinery--equipment--supplies	138	19,114	17,930	4,580	25.5	102	.6	12,970	72.3	258	1.5	15	.1	5	(1)
Commercial equipment and supplies	26	3,105	2,456	659	26.8	32	1.3	1,727	70.3	5	.2	13	.6	-	-
Farm and dairy	4	341	341	272	79.8	11	3.2	58	17.0	---	-	-	--	-	--
Industrial machinery, equipt, and spls	67	10,564	10,224	2,104	20.6	46	.4	7,905	77.3	167	1.7	2	(1)	---	--
Professional equipment and supplies	16	2,574	2,479	617	24.9	8	.3	1,849	74.6	---	- -	-	--	5	.2
Service equipment and supplies	25	2,530	2,430	948	39.0	5	.2	1,324	57.2	86	3.6	-		-	--
Paper and its products	35	5,211	5,011	1,417	28.3	26	.6	3,453	68.9	[illegible]	[illegible]			-	---
Petroleum and its products	16	1,157	1,145	551	48.1	- -	---	584	51.0	[illegible]	.9	---			-
Plumbing and heating equipt and spls	25	3,766	3,523	1,872	53.1	55	1.6	1,426	39.[illegible]	191	5.4			---	--
Tobacco and products (except leaf)	18	10,781	10,768	9,309	86.5	3	(1)	95	.9	1,361	12.6	- -	-	- -	- -
Waste materials	67	6,151	6,124	363	5.9	- -	---	3,994	65.2	1,742	28.4	25	.5	---	- -
Iron and steel scrap	23	2,640	2,634	250	9.5	-	---	2,599	98.7	485	18.4	---	--	--	---
Junk and scrap (general line)	21	1,728	1,717	---	- -	---	---	1,193	69.5	499	29.1	25	1.4	--	---
All other	23	1,783	1,773	113	6.4	-	---	902	50.9	758	42.7	-	---	---	---
All other kinds of business	69	10,273	(2)	(2)	(2)	(2)	(2)	(2)	(2)	(2)	(2)	(2)	(2)	(2)	(2)
MANUFACTURERS' SALES BRANCHES (With stocks)	131	64,566	58,303	23,023	39.5	100	.2	18,141	31.1	16,830	28.9	189	.3	20	(1)
Amusement and sporting goods	10	3,886	2,801	---	---	---	---	3,601	100.0	- -	---	---	-	---	---
Automotive	17	18,861	17,141	4,892	28.5	---	--	1,528	8.9	10,731	62.6	--	---	- -	---
Chemicals and paints	5	1,071	1,071	73	6.8	17	1.6	829	77.4	152	14.2	---	---	---	---
Electrical goods	6	5,421	5,421	201	3.9	1	(1)	3,674	70.5	1,126	21.6	188	3.6	20	.4
Groceries and foods (specialty lines)	23	14,824	14,424	9,721	67.5	19	.1	1,600	11.1	3,070	21.3	---		---	---
Lumber and construction materials	8	3,860	3,168	1,466	46.3	47	1.5	746	23.5	907	28.7	---			-
Machinery--equipment--supplies	31	5,654	4,030	1,642	40.7	---	- -	2,305	57.2	82	2.1	- -		---	--
All other kinds of business	31	11,203	(2)	(2)	(2)	(2)	(2)	(2)	(2)	(2)	(2)	(2)	(2)	(2)	(2)

For footnotes, see end of table.

TABLE 7.—DISTRIBUTION OF SALES BY CLASSES OF CUSTOMERS
FOR CITIES OF OVER 500,000 POPULATION—Continued

TYPES OF OPERATION BY KINDS OF BUSINESS

CITY TYPE OF OPERATION KIND OF BUSINESS	ALL ESTABLISHMENTS *		Total of sales analyzed	SALES ANALYZED BY CLASSES OF CUSTOMERS											
				Sales to retailers for resale		Sales to household consumers		Sales to industrial users		Sales to wholesalers		Sales to export intermediaries		Export sales to buyers in foreign countries	
	Number	Total net sales (add 000)	(add 000)	Amount (add 000)	Percent of sales analyzed	Amount (add 000)	Percent of sales analyzed	Amount (add 000)	Percent of sales analyzed	Amount (add 000)	Percent of sales analyzed	Amount (add 000)	Percent of sales analyzed	Amount (add 000)	Percent of sales analyzed
MILWAUKEE, WIS.—Con.															
MANUFACTURERS' SALES OFFICES (Without stocks)	53	$51,886	$43,976	$606	1.4	$1	(1)	$37,623	85.6	$5,746	13.0	—	---	---	---
Electrical goods	6	5,293	5,057	---	--	---	--	4,086	80.8	971	19.2	---	---	---	---
Machinery--equipment- supplies	16	10,615	10,615	81	.8	---	---	10,415	98.1	119	1.1	---	---	---	---
Metals and metal work (except scrap)	10	26,627	22,184	216	1.0	---	---	21,922	98.8	46	.2	---	---	---	---
All other kinds of business	21	9,353	(2)	(2)	(2)	(2)	(2)	(2)	(2)	(2)	(2)	(2)	(2)	(2)	(2)
AGENTS AND BROKERS	318	93,540	87,987	10,201	11.6	73	.1	52,970	60.2	24,725	28.1	$2	(1)	$16	(1)
Electrical goods	13	949	949	--	---	--	--	717	75.6	216	22.8	--	---	16	1.6
Farm products--raw materials	18	26,791	26,573	---	-	7	(1)	25,933	97.6	633	2.4	---	--	---	---
Farm products--consumer goods	17	6,716	6,562	2,646	41.6	16	.3	24	.4	3,676	57.7	---	--	---	---
Furniture and house furnishings	5	713	713	59	8.3	---	---	-		654	91.7	---	- -	---	---
Groceries and foods (specialty lines)	50	30,862	25,861	3,764	14.6	---	---	4,459	17.2	17,638	68.2	---	---	---	---
Lumber and construction materials	15	1,334	1,334	522	39.1	---	---	748	56.1	64	4.8	---	--	---	---
Machinery--equipment -supplies	84	5,782	5,740	125	2.2	5	.1	5,467	95.2	143	2.5	---	---	---	- -
Metals and metal work (except scrap)	22	5,885	5,885	9	.2	1	(1)	5,875	99.8	--	--	---	---	-	---
Plumbing and heating equipt and spls	23	1,310	1,304	592	45.4	44	3.4	541	41.5	127	9.7	---		-	- -
All other kinds of business	71	13,398	(2)	(2)	(2)	(2)	(2)	(2)	(2)	(2)	(2)	(2)	(2)	(2)	(2)
ASSEMBLERS (Mainly farm products)	10	10,870	10,399	549	5.3	--	---	8,704	83.7	995	9.6	151	1.4	---	---
NEW YORK, N. Y.															
SERVICE AND LIMITED-FUNCTION WHOLESALERS	17,511	5,417,476	5,138,699	2,137,704	41.6	36,404	.7	1,588,816	30.9	790,248	15.4	32,955	.6	552,572	10.8
MANUFACTURERS' SALES BRANCHES (With stocks)	1,192	1,982,804	1,868,422	471,095	24.9	7,945	.4	631,996	33.5	702,047	37.2	14,701	.8	60,636	3.2
MANUFACTURERS' SALES OFFICES (Without stocks)	910	1,388,494	1,202,853	225,216	18.7	1,311	.1	680,556	56.6	234,922	19.5	8,552	.7	52,294	4.4
AGENTS AND BROKERS	4,351	4,009,455	3,712,428	800,695	21.8	633	(1)	1,137,998	30.7	1,302,870	35.1	28,892	.8	433,340	11.6
ASSEMBLERS (Mainly farm products)	28	42,346	42,340	13,123	31.0	421	1.0	3,817	9.0	24,985	59.0	---	---	---	---
SERVICE AND LIMITED-FUNCTION WHOLESALERS	17,511	5,417,476	5,138,699	2,137,704	41.6	36,404	.7	1,588,816	30.9	790,248	15.4	32,955	.6	552,572	10.8
Amusement and sporting goods	394	57,491	54,912	31,713	57.8	910	1.7	7,811	14.2	8,021	14.6	113	.2	6,344	11.5
Bicycles and supplies	16	969	968	797	87.7	3	.3	68	7.5	24	2.6	- -	---	17	1.9
Cameras and photographic supplies	36	6,775	6,696	4,902	73.2	331	4.9	562	8.4	879	13.2	16	.2	6	.1
Motion picture equipment and supplies (except films)	10	2,324	2,277	204	9.0	- -	---	1,571	69.0	93	4.1	28	1.2	381	16.7
Motion picture film exchanges	67	9,839	8,955	310	3.5	1	(1)	3,613	40.3	463	5.2	- -	---	4,566	51.0
Sporting goods	36	10,166	9,699	3,193	84.5	238	2.5	763	7.9	310	3.2	---	--	195	1.9
Toys, novelties, and fireworks	182	22,686	21,707	15,565	71.7	232	1.1	548	2.5	4,808	22.1	44	.2	512	2.4
All other	51	4,792	4,669	1,742	37.3	105	2.2	686	14.7	1,448	31.0	25	.5	665	14.3
Automotive	342	186,656	151,564	108,592	71.6	1,402	.9	3,114	2.1	10,732	7.1	464	.3	27,260	18.0
Beer, wines, and liquors	193	155,096	154,804	104,970	67.9	601	.4	306	.2	48,533	31.4	182	.1	12	(1)
Beer and ale	75	14,587	14,128	12,214	86.5	245	1.7	53	.4	1,605	11.3	---	--	9	.1
Wines and liquors	118	140,509	140,478	92,756	66.0	356	.3	253	.2	46,928	33.4	182	.1	3	(1)
Chemicals and paints	317	109,000	83,807	8,026	9.6	739	.9	47,814	57.1	14,199	16.9	1,300	1.6	11,736	13.9
Dyestuffs	31	9,067	9,067	240	2.6	---	---	5,159	56.9	3,557	39.2	-	-	111	1.3
Industrial chemicals	78	60,689	41,069	1,614	3.9	5	(1)	25,863	62.9	3,160	7.7	891	2.2	9,596	23.4
Paints and varnishes	115	15,921	15,581	3,968	25.5	526	3.4	8,151	52.3	1,965	12.6	366	2.3	545	3.5
All other	103	23,323	18,090	2,197	12.1	140	.8	8,671	47.9	5,517	30.5	43	.2	1,524	8.5
Clothing and furnishings	1,934	366,530	362,555	276,384	76.2	2,099	.6	49,733	13.7	26,278	7.2	1,380	.4	4,681	1.3
Clothing and furnishings (general line)	157	24,731	22,500	21,324	94.8	100	.4	207	.9	552	2.3	127	.5	1,590	6.8
Men's and boys'	460	69,650	68,355	59,413	86.5	727	1.1	3,083	4.5	4,529	6.6	348	.4	655	.9
Women's and children's	609	139,511	139,465	132,547	95.0	451	.3	1,200	.9	4,024	2.9	158	.1	1,109	.8
Furs, dressed, and fur clothing	351	46,192	46,731	21,356	45.7	496	1.1	16,399	35.1	7,262	15.5	289	.6	929	2.0
Millinery and millinery supplies	256	57,117	56,951	18,192	31.9	309	.5	28,844	50.6	9,335	16.4	26	(1)	257	.6
Shoes and other footwear	99	27,129	27,129	25,852	95.3	16	.1	---	--	588	2.2	534	2.0	141	.4
Coal and coke	100	80,838	73,598	39,826	54.1	5,270	7.2	17,300	23.5	8,700	11.8	225	.3	2,294	3.1
Drugs (general line)	17	29,831	29,231	24,764	84.7	325	1.1	2,237	7.7	666	2.3	---	--	1,249	4.2
Drugs and drug sundries (specialty lines)	385	57,867	51,947	36,593	70.4	261	.5	3,797	7.3	9,313	17.9	267	.5	1,716	3.4
Proprietary medicines	96	13,175	12,812	8,014	62.5	79	.6	1,526	11.9	2,129	16.7	75	.6	720	5.7
Toiletries	168	28,572	28,546	22,505	78.8	142	.5	809	2.7	5,250	17.9	152	.5	633	2.2
Drugs specialties and sundries	121	15,120	9,588	6,074	63.4	40	.4	1,460	15.2	1,617	16.9	33	.3	364	3.8

For footnotes, see end of table.

TABLE 7.—DISTRIBUTION OF SALES BY CLASSES OF CUSTOMERS FOR CITIES OF OVER 500,000 POPULATION—Continued

TYPES OF OPERATION BY KINDS OF BUSINESS

CITY / TYPE OF OPERATION / KIND OF BUSINESS	ALL ESTABLISHMENTS,* Number	ALL ESTABLISHMENTS,* Total net sales (add 000)	Total of sales analyzed (add 000)	Sales to retailers for resale: Amount (add 000)	Sales to retailers for resale: Percent of sales analyzed	Sales to household consumers: Amount (add 000)	Sales to household consumers: Percent of sales analyzed	Sales to industrial users: Amount (add 000)	Sales to industrial users: Percent of sales analyzed	Sales to wholesalers: Amount (add 000)	Sales to wholesalers: Percent of sales analyzed	Sales to export intermediaries: Amount (add 000)	Sales to export intermediaries: Percent of sales analyzed	Export sales to buyers in foreign countries: Amount (add 000)	Export sales to buyers in foreign countries: Percent of sales analyzed
NEW YORK, N. Y.—Con.															
SERVICE AND LIMITED-FUNCTION WHOLESALERS—Con.															
Dry goods (general line)	11	$10,612	$10,042	$6,788	67.6	$9	.1	$900	9.0	$20	.2	--	-	$2,325	23.1
Dry goods (specialty lines)	2,533	818,538	782,379	258,436	33.0	470	.1	379,731	48.5	112,896	14.4	$2,188	.3	28,658	3.7
Hosiery and lingerie	181	53,033	53,033	49,138	92.7	102	.2	1,157	2.2	1,737	3.3	5	(1)	894	1.6
Notions	627	90,444	87,916	41,854	47.6	51	.1	33,055	37.6	12,231	13.9	159	.2	566	.6
Piece goods:															
General line	25	12,366	12,366	4,535	36.7	17	.1	6,657	53.8	626	5.1	4	(1)	527	4.3
Cotton	379	207,936	193,448	63,808	33.0	26	(1)	77,120	39.9	29,265	15.1	1,485	.8	21,744	11.2
Silk, linen, rayon, and velvet	704	288,322	277,428	44,514	16.0	41	(1)	180,794	65.2	49,872	18.0	323	.1	1,884	.7
Woolen and worsted	211	73,918	73,827	15,052	20.4	44	.1	50,253	68.1	8,413	11.4	32	(1)	33	(1)
Other	240	68,473	61,564	25,736	41.8	118	.2	23,964	38.9	9,356	15.2	162	.3	2,228	3.6
Other dry goods specialties	166	24,046	22,797	13,799	60.5	71	.3	6,731	29.5	1,396	6.1	18	.1	762	3.5
Electrical goods	380	90,169	86,635	43,273	49.9	3,939	4.5	24,575	28.4	6,548	7.6	1,606	1.9	6,694	7.7
Electrical merchandise (general line)	18	20,631	20,631	4,955	24.0	386	1.9	9,560	46.3	1,369	6.6	637	3.1	3,724	18.1
Apparatus and equipment	43	3,448	2,964	594	20.0	30	1.0	1,158	39.1	378	12.8	162	5.5	642	21.6
Wiring spls and construction materials	169	23,399	22,623	11,757	52.0	944	4.2	6,518	28.8	3,079	13.6	56	.2	269	1.2
Radios and equipment	51	16,238	14,583	11,938	81.9	469	3.2	671	4.6	196	1.3	11	.1	1,298	8.9
Refrigerators and equipment (household)	14	17,710	17,710	9,921	56.0	1,441	8.1	5,484	31.0	142	.8	722	4.1	---	--
All other	85	8,743	8,124	4,108	50.6	669	8.2	1,184	14.6	1,384	17.0	18	.2	761	9.4
Farm products--raw materials	488	312,985	280,263	9,844	3.5	34	(1)	192,190	68.6	25,547	9.1	6,536	2.3	46,112	16.5
Grains	20	51,083	51,083	2,330	4.6	13	(1)	2,933	5.7	6,700	13.1	4,737	9.3	34,370	67.3
Hides, skins, and raw furs	325	96,894	90,332	4,077	4.5	21	(1)	63,955	70.8	15,797	17.5	1,112	1.2	5,370	6.0
Silk (raw)	15	81,006	60,941	1,338	2.2	---	---	57,342	94.1	178	.3	--	---	2,083	3.4
Tobacco (leaf)	44	11,199	10,975	292	2.7	--	---	8,162	74.4	342	3.1	---	---	2,179	19.8
All other	84	72,803	66,932	1,807	2.7	---	--	59,798	89.3	2,530	3.8	687	1.0	2,110	3.2
Farm products—consumer goods	1,279	429,038	416,520	270,368	64.9	3,493	.8	25,005	6.0	112,849	27.1	1,913	.5	2,892	.7
Dairy products	237	143,962	141,650	91,558	64.6	1,638	1.2	4,820	3.4	43,518	30.7	---	---	116	.1
Dairy and poultry products	178	71,742	69,034	46,497	67.4	269	.4	6,508	9.4	15,703	22.7	11	(1)	46	.1
Poultry and poultry products	238	73,258	72,139	43,678	60.5	1,253	1.7	6,897	9.6	19,582	27.1	560	.8	169	.3
Fruits and vegetables (fresh)	432	112,468	106,263	72,554	68.3	315	.3	6,372	6.0	23,272	21.9	1,342	1.3	2,408	2.2
All other	194	27,608	27,434	16,081	58.6	18	.1	408	1.5	10,774	39.3	---	---	153	.5
Farm supplies	38	10,639	10,040	2,941	29.3	1	(1)	4,272	42.5	1,189	11.8	32	.3	1,605	16.1
Furniture and house furnishings	949	156,145	149,660	122,111	81.6	2,868	1.9	10,174	6.8	13,317	8.9	164	.1	1,026	.7
China, glassware, and crockery	156	19,912	19,515	16,710	85.6	137	.7	686	3.5	1,903	9.8	7	(1)	70	.4
Floor coverings	201	46,470	45,884	40,459	88.2	660	1.4	1,923	4.2	2,303	5.0	27	.1	512	1.1
Furniture (general line)	5	611	611	562	92.0	5	.8	44	7.2	--	---	--	---	--	
Furniture (household)	121	17,074	15,782	12,124	76.8	1,248	7.9	1,882	11.9	512	3.2	13	.2	3	(1)
Furniture (office)	21	2,072	2,010	679	33.8	4	.2	1,267	63.0	27	1.3	33	1.7	--	-
House furnishings (except as specified)	399	61,161	57,282	44,386	77.5	568	1.0	4,192	7.3	7,721	13.5	83	.1	332	.6
Musical instruments and sheet music	47	8,645	8,576	7,191	83.9	246	2.9	178	2.1	851	9.9	1	(1)	109	1.2
Groceries (general line)	63	112,134	112,060	100,294	89.5	23	(1)	9,965	8.9	926	.8	15	(1)	817	.8
Groceries and foods (specialty lines)	1,505	483,997	466,045	230,552	49.5	3,906	.8	72,016	15.5	138,952	29.8	548	.1	20,071	4.3
Canned foods	95	39,849	36,335	10,930	30.1	90	.2	3,275	9.0	19,791	54.5	7	(1)	2,232	6.2
Coffee, tea, and spices	132	63,304	61,466	17,265	28.1	160	.3	7,967	13.0	34,902	56.8	71	.1	1,101	1.7
Coffee roasting and spice grinding	22	4,875	4,633	2,885	62.3	66	1.4	462	10.0	1,220	26.3	---	--		
Confectionery	124	13,422	13,310	12,182	91.5	31	.2	61	.5	1,005	7.6	6	(1)	23	.2
Fish and sea foods	173	34,550	31,349	21,312	68.0	97	.3	3,634	11.6	6,116	19.5	6	(1)	184	.6
Flour	42	10,364	10,364	4,748	45.8	---	--	4,956	47.8	509	4.9	-		151	1.5
Fruits and vegetables (frosted)	3	554	554	183	33.0	---	-	231	41.7	118	21.3	15	2.7	7	1.3
Meats and provisions	346	135,668	128,554	89,355	69.5	2,661	2.1	21,689	16.9	13,814	10.7	130	.1	907	.7
Other food and grocery specialties	568	181,411	179,480	71,664	39.9	501	.4	29,738	16.6	61,477	34.3	343	.2	15,457	8.6
Hardware	246	41,173	40,936	17,214	42.1	743	1.8	13,712	33.5	5,841	14.3	533	1.3	2,893	7.0
General line (with industrial dept)	18	7,433	7,433	857	11.5	71	1.0	5,177	69.6	311	4.2	377	5.1	636	8.6
General line (without industrial dept)	46	15,269	15,114	8,461	56.0	540	3.6	2,456	16.2	1,814	12.0	135	.9	1,708	11.3
Specialty lines	182	18,471	18,389	7,896	42.9	132	.7	6,079	33.1	3,710	20.2	21	.1	551	3.0
Jewelry	1,067	138,265	129,853	93,693	72.2	964	.7	9,586	7.4	24,511	18.9	124	.1	975	.7
Jewelry (general line)	63	11,204	10,662	8,973	84.2	179	1.7	515	4.8	995	9.3	--	-		--
Clocks and watches	119	35,698	34,369	33,458	97.4	68	.2	84	.2	684	2.0	---	-	75	.2
Diamonds and other precious stones	321	39,079	38,412	15,002	39.1	169	.4	5,334	13.9	17,690	46.0	108	.3	110	.3
All other	564	52,284	46,410	36,260	78.1	548	1.2	3,647	7.9	5,142	11.1	16	(1)	795	1.7
Lumber and construction materials	390	103,656	101,785	37,086	36.4	510	.5	56,692	55.7	5,520	5.4	573	.6	1,404	1.4
Builders' supplies (general line)	7	2,101	2,101	1,250	59.6	---	--	829	39.5	20	.9	---	--	-	--
Lumber	104	30,377	29,660	21,259	71.7	81	.3	6,728	22.7	1,077	3.6	31	.1	465	1.6
Lumber and millwork	17	2,061	1,649	432	26.2	8	.5	1,120	67.9	54	3.3	---		35	2.1
Millwork	35	7,270	[illegible]	3,119	42.9	66	.9	3,267	44.9	817	11.2	5	.1	--	-
Brick, tile, and terra cotta	58	[illegible]	[illegible]	1,107	[illegible]	7	.1	[illegible]	71.9	[illegible]	6.7	2	(1)	15	.4
Cement, lime, and plaster	24	[illegible]	[illegible]	1,388	13.9	---	---	[illegible]	67.3	1,838	18.4	--		34	.4
Glass	42	[illegible]	5,808	2,783	[illegible]	33	.7	2,232	[illegible]	[illegible]	11.8	[illegible]	.3	[illegible]	.9
All other	123	[illegible]	40,023	5,746	14.4	314	.8	[illegible]	79.9	[illegible]	1.7	517	1.3	785	1.9
Machinery—equipment—supplies	[illegible]	[illegible]	[illegible]	[illegible]	[illegible]	[illegible]	.5	79,753	49.1	[illegible]	[illegible]	[illegible]	.6	25,056	[illegible]
Commercial equipment and supplies	[illegible]	[illegible]	22,982	6,683	[illegible]	135	.6	12,696	[illegible]	[illegible]	[illegible]	33	.1	1,153	[illegible]
Farm and dairy	[illegible]	[illegible]	[illegible]	[illegible]	[illegible]	---	--	[illegible]	[illegible]	[illegible]	4.0	4	.2	[illegible]	[illegible]
Industrial machinery, equipt, and spls	[illegible]	[illegible]	57,319	[illegible]	6.8	126	.2	[illegible]	[illegible]	10,017	17.5	[illegible]	.9	7,049	12.3
Professional equipment and supplies	[illegible]	[illegible]	[illegible]	[illegible]	33.1	130	[illegible]	[illegible]	[illegible]	[illegible]	17.2	163	1.0	[illegible]	1.5
Service equipment and supplies	[illegible]	[illegible]	[illegible]	14,304	37.2	[illegible]	.7	[illegible]	[illegible]	[illegible]	[illegible]	34	.1	[illegible]	.6
Transportation equipment and supplies	[illegible]	[illegible]	[illegible]	983	3.9	[illegible]	[illegible]	[illegible]	[illegible]	[illegible]	[illegible]	243	1.0	16,350	[illegible]

* For footnotes, see end of table.

TABLE 7.—DISTRIBUTION OF SALES BY CLASSES OF CUSTOMERS
FOR CITIES OF OVER 500,000 POPULATION—Continued

TYPES OF OPERATION BY KINDS OF BUSINESS

CITY TYPE OF OPERATION KIND OF BUSINESS	ALL ESTABLISHMENTS * Number	ALL ESTABLISHMENTS * Total net sales (add 000)	Total of sales analyzed (add 000)	SALES ANALYZED BY CLASSES OF CUSTOMERS: Sales to retailers for resale Amount (add 000)	Sales to retailers for resale Percent of sales analyzed	Sales to household consumer Amount (add 000)	Sales to household consumer Percent of sales analyzed	Sales to industrial users Amount (add 000)	Sales to industrial users Percent of sales analyzed	Sales to wholesalers Amount (add 000)	Sales to wholesalers Percent of sales analyzed	Sales to export intermediaries Amount (add 000)	Sales to export intermediaries Percent of sales analyzed	Export sales to buyers in foreign countries Amount (add 000)	Export sales to buyers in foreign countries Percent of sales analyzed
NEW YORK, N. Y.—Con.															
SERVICE AND LIMITED-FUNCTION WHOLESALERS—Con.															
Metals and metal work (except scrap)	227	$259,915	$257,581	$5,577	2.2	$225	.1	$129,485	50.3	$7,497	2.9	$351	.1	$114,446	44.4
Paper and its products	734	148,351	129,994	41,273	31.7	742	.6	65,921	50.7	16,219	12.5	911	.7	4,928	3.8
Wrapping or coarse paper and products	401	77,917	67,378	21,234	31.5	296	.4	32,259	47.9	8,947	13.3	508	.8	4,134	6.1
Printing and writing papers	111	45,687	42,460	7,660	18.0	258	.6	28,182	66.4	5,391	12.7	264	.6	705	1.7
Stationery and stationery supplies	206	23,010	19,055	11,514	60.4	102	.5	5,385	28.3	1,826	9.6	139	.7	89	.5
Wallpaper	16	1,757	1,101	865	78.6	86	7.8	95	8.6	55	5.0	---	---	---	---
Petroleum and its products	102	43,537	31,894	4,830	15.1	787	2.5	7,753	24.3	6,164	19.3	5,551	17.3	6,829	21.5
Plumbing and heating equipt and spls	307	53,129	51,481	15,830	30.7	802	1.6	22,952	44.6	5,607	10.9	335	.7	5,955	11.5
Tobacco and products (except leaf)	169	115,427	115,190	104,765	90.9	2,987	2.6	829	.7	6,609	5.8	---	---	---	---
Waste materials	809	87,871	85,516	2,649	3.1	49	.1	39,176	45.8	16,923	19.8	3,047	3.6	23,672	27.6
Iron and steel scrap	114	29,932	29,533	199	.7	16	.1	4,816	16.3	3,009	10.2	1,953	6.6	19,540	66.1
Junk and scrap (general line)	94	1,389	1,105	64	5.8	1	.1	253	22.9	785	71.0	2	.2	---	---
Waste paper, rags, and rubber	374	42,664	41,977	822	2.0	25	.1	28,655	68.3	8,773	20.9	334	.8	3,368	7.9
Non-ferrous metals	77	8,767	8,280	714	8.6	1	(1)	3,393	41.0	3,056	36.9	529	6.4	587	7.1
All other	150	5,119	4,621	850	18.4	6	.1	2,059	44.6	1,300	28.1	229	5.0	177	3.8
All other products	1,162	790,226	756,305	105,186	13.9	1,450	.2	311,997	41.3	133,106	17.6	3,644	.5	200,922	26.5
Books, periodicals, and newspapers	96	58,549	55,986	25,407	45.4	567	1.0	3,459	6.2	26,081	46.6	70	.1	402	.7
Flowers and nursery stock	63	5,817	5,557	5,254	94.5	4	.1	33	.6	197	3.5	25	.4	44	.9
Forest products (except lumber)	91	8,420	8,047	588	7.1	15	.2	6,007	74.6	893	11.1	18	.2	548	6.8
General merchandise	43	351,959	324,983	35,142	10.8	2	(1)	65,918	20.3	38,806	11.9	496	.2	184,619	56.8
Leather and shoe findings	226	25,703	25,629	5,214	20.4	166	.7	15,288	61.1	3,078	12.3	50	.2	1,333	5.3
Leather goods	58	6,263	6,224	4,596	73.8	54	.9	1,221	19.6	317	5.1	25	.4	11	.2
Oils and greases (animal and vegetable)	44	41,142	41,142	3,662	8.9	---	---	22,165	53.9	11,645	28.3	699	1.7	2,971	7.2
Optical goods	61	5,727	4,475	3,633	81.2	36	.8	155	3.5	351	7.8	181	4.0	119	2.7
Textiles and materials (other than dry goods)	67	25,470	25,360	5,527	21.8	57	.2	9,729	38.4	4,354	17.2	1,914	7.5	3,779	14.9
Yarns	120	59,804	59,678	6,430	10.8	408	.7	41,127	68.9	8,861	14.8	37	.1	2,815	4.7
Miscellaneous kinds of business	297	201,372	199,824	9,853	4.9	141	.1	146,895	73.5	38,523	19.3	131	.1	4,281	2.1
MANUFACTURERS' SALES BRANCHES (With stocks)	1,192	1,982,804	1,888,422	471,095	24.9	7,945	.4	631,998	33.5	702,047	37.2	14,701	.8	60,636	3.2
Amusement and sporting goods	20	51,217	31,963	3,340	10.4	155	.5	26,938	84.3	1,404	4.4	20	.1	106	.3
Automotive	54	46,725	43,438	25,238	58.1	4,002	9.2	10,666	24.6	2,874	6.6	62	.1	596	1.4
Beer, wines, and liquors	22	118,088	118,088	3,801	3.2	13	(1)	29,487	25.0	84,671	71.7	---	---	116	.1
Chemicals and paints	70	139,286	137,908	8,613	6.2	17	(1)	107,906	78.2	7,297	5.3	1,456	1.1	12,619	9.2
Clothing and furnishings	134	124,059	122,520	111,783	91.2	176	.1	905	.7	7,790	6.4	148	.1	1,718	1.5
Drugs and drug sundries (specialty lines)	48	82,095	77,511	33,607	43.4	111	.1	12,514	16.1	25,896	33.4	541	.7	4,842	6.3
Dry goods (specialty lines)	111	170,530	165,459	36,417	22.0	218	.1	63,419	38.3	57,896	35.0	3,143	1.9	4,366	2.7
Electrical goods	40	73,056	72,469	14,411	19.9	11	(1)	54,370	75.0	3,077	4.2	197	.3	403	.6
Farm products--consumer goods	12	16,015	14,840	2,622	17.7	20	.1	303	2.0	11,483	77.4	40	.3	372	2.5
Furniture and house furnishings	40	34,883	34,538	19,427	56.2	103	.3	4,035	11.7	10,156	29.4	522	1.5	295	.9
Groceries and foods (specialty lines)	139	301,107	287,732	136,021	47.3	2,181	.8	41,794	14.5	94,603	32.9	4,747	1.6	8,386	2.9
Hardware	23	7,790	7,427	2,530	34.1	5	.1	2,653	35.7	1,977	26.6	110	1.5	152	2.0
Jewelry	11	38,043	38,043	5,927	15.6	103	.3	28,956	76.1	544	1.4	54	.1	2,459	6.5
Lumber and construction materials	22	34,863	25,183	9,694	38.5	114	.5	7,717	30.6	7,574	30.1	15	.1	69	.2
Machinery--equipment--supplies	242	128,275	118,298	22,255	18.8	146	.1	75,354	63.7	13,738	11.6	746	.6	6,059	5.2
Metals and metal work (except scrap)	39	84,065	73,159	6,431	8.8	168	.2	48,415	66.2	14,304	19.6	1,640	2.2	2,201	3.0
Paper and its products	39	51,840	50,654	5,054	10.0	69	.1	26,608	52.5	17,987	35.5	651	1.3	285	.6
Petroleum and its products	5	9,674	9,674	2,045	21.1	22	.2	5,117	52.9	1,695	17.5	226	2.3	569	6.0
Plumbing and heating equipt and spls	38	29,914	22,549	4,202	18.6	2	(1)	6,533	29.0	9,794	43.4	35	.2	1,983	8.8
Tobacco and products (except leaf)	16	318,595	318,595	9,593	3.0	23	(1)	---	---	303,536	95.3	---	---	5,443	1.7
All other products	67	122,684	118,374	8,084	6.8	286	.2	78,308	66.2	23,751	20.1	348	.3	7,597	6.4
MANUFACTURERS' SALES OFFICES (Without stock)	910	1,388,494	1,202,853	225,218	18.7	1,311	.1	680,556	56.6	234,922	19.5	8,552	.7	52,294	4.4
Beer, wines, and liquors	8	34,080	34,080	187	.5	---	---	654	1.9	32,799	96.3	---	---	420	1.3
Chemicals and paints	36	63,063	61,151	3,039	5.0	29	(1)	48,515	79.3	6,998	11.4	50	.1	2,520	4.2
Clothing and furnishings	165	103,102	101,862	86,967	85.4	104	.1	3,376	3.3	10,805	10.6	57	.1	551	.5

For footnotes, see end of table.

TABLE 7.—DISTRIBUTION OF SALES BY CLASSES OF CUSTOMERS
FOR CITIES OF OVER 500,000 POPULATION—Continued

TYPES OF OPERATION BY KINDS OF BUSINESS

CITY TYPE OF OPERATION KIND OF BUSINESS	ALL ESTABLISHMENTS*		Total net sales analyzed	SALES ANALYZED BY CLASSES OF CUSTOMERS											
				Sales to retailers for resale		Sales to household consumers		Sales to industrial users		[illegible]		[illegible]		Export sales to foreign countries	
	Number	Total net sales (add 000)	(add 000)	Amount (add 000)	Percent of total net sales	Amount (add 000)	Percent of total net sales	Amount (add 000)	Percent of total net sales	Amount (add 000)	Percent of total net sales	Amount (add 000)	Percent of total net sales	Amount (add 000)	Percent of total net sales
NEW YORK, N. Y.—Con.															
MANUFACTURERS' SALES OFFICES (Without stock,—Con.															
Drugs and drug sundries (specialty lines)	23	$40,271	$40,271	$25,158	62.4	-		$4,742	11.8	$8,076	20.5	$173	.4	$1,142	2.8
Dry goods (specialty lines)	61	176,167	174,845	28,304	16.2	$17	(1)	108,[illegible]	61.9	33,836	19.4	1,257	.7	3,[illegible]	1.8
Electrical goods	35	72,565	71,041	2,635	3.7	56	.1	48,376	68.1	14,895	21.0	203	.3	4,876	6.8
Furniture and house furnishings	46	30,704	29,295	13,555	46.5	38	.1	1,168	4.0	14,383	49.1	-	-	152	.5
Groceries and foods (specialty lines)	43	108,190	103,403	29,507	28.5	---	---	27,568	26.7	39,811	38.5	901	.9	5,[illegible]	5.4
Hardware	10	5,037	5,037	1,504	29.8	---	---	1,671	33.2	1,444	28.7	--	--	422	8.3
Jewelry	15	5,827	5,827	2,401	41.2	59	1.0	1,184	20.3	2,184	37.4	3	.1	-	-
Lumber and construction materials	49	40,484	34,946	4,307	12.3	3	(1)	12,025	34.4	15,143	43.3	2,216	6.3	1,256	3.7
Machinery—equipment--supplies	152	157,193	136,491	1,159	.8	769	.6	115,688	84.8	11,449	8.4	996	.7	6,530	4.7
Metals and metal work (except scrap)	66	329,937	287,221	966	.4	3	(1)	197,469	86.9	7,565	3.3	1,[illegible]	.5	19,997	8.9
Paper and its products	56	75,099	66,972	7,747	11.6	168	.3	44,518	66.5	14,117	21.1	47	.1	375	.4
Plumbing and heating equipt and spls	25	7,070	6,715	2,010	29.9	53	.8	2,679	39.9	1,710	25.5	116	1.7	147	2.2
All other kinds of business	98	139,725	(2)	(2)	(2)	(2)	(2)	(2)	(2)	(2)	(2)	(2)	(2)	(2)	(2)
AGENTS AND BROKERS	4,351	4,009,455	3,712,428	808,695	21.8	633	(1)	1,137,998	30.7	1,3[illegible]	35.1	[illegible]	.8	433,340	11.6
Amusement and sporting goods	82	11,688	11,686	7,163	61.3	34	.3	471	4.0	3,189	27.3	54	.5	777	6.6
Automotive	54	23,107	22,299	1,845	8.3	106	.5	2,178	9.8	946	4.2	176	.8	17,050	76.4
Chemicals and paints	74	50,253	47,480	2,698	5.7	---	---	22,762	47.9	7,616	16.0	2,33[illegible]	2.9	13,074	27.6
Clothing and furnishings	704	351,408	315,335	249,743	79.2	36	(1)	7,776	2.5	53,907	17.1	114	(1)	3,757	1.2
Coal and coke	35	88,617	88,0[illegible]7	32,172	36.6	84	.1	37,906	43.1	8,065	9.2	3,172	3.6	6,608	7.4
Drugs and drug sundries (specialty lines)	44	12,346	12,087	4,490	37.1	13	.1	488	4.0	6,074	50.3	25	.2	997	8.3
Dry goods (specialty lines)	568	1,167,857	1,105,233	135,[illegible]18	12.2	20	(1)	348,894	31.6	606,836	54.9	4,470	.4	9,895	.9
Electrical goods	133	25,378	22,347	2,821	12.6	5	(1)	6,987	31.3	6,335	28.3	13[illegible]	.6	6,068	27.2
Farm products--raw materials	193	214,148	164,308	3,219	2.0	---	---	66,673	40.6	27,186	16.5	3,[illegible]	2.[illegible]	64,008	38.9
Farm products--consumer goods	198	224,181	209,078	40,871	19.5	2	(1)	1,276	.6	164,112	78.5	897	.4	1,920	1.0
Farm supplies	18	15,133	12,632	16	.1	---	--	4,769	35.0	4,350	31.9	---	---	4,495	33.[illegible]
Furniture and house furnishings	262	44,166	43,497	32,414	74.5	235	.5	5,015	11.5	5,347	12.3	14	(1)	472	1.2
Groceries and foods (specialty lines)	439	586,740	536,428	28,141	5.2	--	---	169,535	31.6	304,503	56.8	1,863	.3	32,586	6.1
Hardware	91	13,763	12,885	3,854	29.9	--	---	1,969	15.3	4,776	37.1	142	1.1	2,[illegible]	16.6
Jewelry	73	8,176	7,779	3,264	42.0	1	(1)	1,848	23.8	2,648	34.0	-	- -	18	.2
Lumber and construction materials	99	24,774	22,348	3,690	16.5	4	(1)	9,104	40.7	8,087	36.2	20	.1	1,443	6.5
Machinery--equipment--supplies	401	92,794	90,923	1,494	1.6	37	(1)	42,739	47.0	4,972	5.5	1,[illegible]	1.8	40,084	44.1
Metals and metal work (except scrap)	120	181,629	152,787	2,049	1.3	2	(1)	73,495	48.1	8,588	4.3	1,3[illegible]	6.7	60,382	39.6
Paper and its products	185	59,453	54,841	7,793	14.2	3	(1)	38,779	70.5	6,273	11.4	[illegible]	[illegible]	970	1.9
Petroleum and its products	26	24,958	23,956	2,565	15.8	--	---	2,181	16.7	2,306	17.7	344	2.6	6,160	47.2
Plumbing and heating equipt and spls	62	8,790	8,790	1,196	13.6	---	---	2,111	24.0	5,398	61.4	45	.5	47	.5
Waste materials	29	22,584	22,584	717	3.2	---	---	6,635	29.4	49	.2	[illegible]	3.9	14,298	63.3
All other kinds of business	461	757,512	(2)	(2)	(2)	(2)	(2)	(2)	(2)	(2)	(2)	(2)	(2)	(2)	(2)
ASSEMBLERS (Mainly farm products)	26	42,346	42,346	13,123	31.0	421	1.0	3,817	9.0	24,985	[illegible]	-	-	---	
PHILADELPHIA, PA.															
SERVICE AND LIMITED-FUNCTION WHOLESALERS	2,806	651,482	595,227	333,653	56.0	7,511	1.3	189,706	31.9	[illegible]	[illegible]	3,316	.6	4,511	.7
MANUFACTURERS' SALES BRANCHES (With stocks	376	365,[illegible]76	359,804	114,706	31.9	1,251	.3	174,[illegible]39	48.4	[illegible]	19.0	300	.1	1,193	.3
MANUFACTURERS' SALES OFFICES (Without stocks	256	240,207	188,811	15,963	8.4	564	.3	137,057	72.6	34,428	18.2	35	(1)	[illegible]	[illegible]

For footnotes, see end of table.

TABLE 7.—DISTRIBUTION OF SALES BY CLASSES OF CUSTOMERS FOR CITIES OF OVER 500,000 POPULATION—Continued

TYPES OF OPERATION BY KINDS OF BUSINESS

CITY TYPE OF OPERATION KIND OF BUSINESS	ALL ESTABLISHMENTS * Number	ALL ESTABLISHMENTS * Total net sales (add 000)	Total of sales analyzed (add 000)	SALES ANALYZED BY CLASSES OF CUSTOMERS: Sales to retailers for resale Amount (add 000)	Sales to retailers for resale Percent of sales analyzed	Sales to household consumers Amount (add 000)	Sales to household consumers Percent of sales analyzed	Sales to industrial users Amount (add 000)	Sales to industrial users Percent of sales analyzed	Sales to wholesalers Amount (add 000)	Sales to wholesalers Percent of sales analyzed	Sales to export intermediaries Amount (add 000)	Sales to export intermediaries Percent of sales analyzed	Export sales to buyers in foreign countries Amount (add 000)	Export sales to buyers in foreign countries Percent of sales analyzed
PHILADELPHIA, PA.—Con.															
AGENTS AND BROKERS	599	$264,831	$220,327	$44,877	20.4	$213	.1	$86,549	39.3	$84,034	38.1	$32	(1)	$4,622	2.1
ASSEMBLERS (Mainly farm products)	11	23,054	23,054	16,321	70.8	---	---	259	1.1	6,474	28.1	---	---	---	---
SERVICE AND LIMITED-FUNCTION WHOLESALERS	2,866	651,482	595,227	333,653	56.0	7,511	1.3	189,706	31.9	56,530	9.5	3,316	.6	4,511	.7
Amusement and sporting goods	35	7,767	7,702	6,436	83.6	69	.9	785	10.2	412	5.3	---	---	---	—
Automotive	119	53,509	52,476	45,347	86.4	1,886	3.6	1,308	2.5	3,918	7.5	17	(1)	---	--
Automobiles, trucks, and tractors	14	39,608	38,616	36,682	95.0	1,542	4.0	391	1.0	1	(1)	---	---	---	---
Automotive accessories and equipment	40	4,979	4,979	3,833	77.0	131	2.6	240	4.8	775	15.6	---	---	---	---
Automotive parts	43	6,385	6,344	3,015	47.4	22	.3	313	4.9	3,004	47.4	---	---	---	---
Tires and tubes	22	2,537	2,537	1,827	72.0	191	7.5	364	14.3	138	5.4	17	.8	---	---
Beer, wines, and liquors	96	10,810	10,395	8,768	84.3	1,019	9.8	223	2.1	385	3.8	---	---	---	---
Chemicals and paints	38	5,029	5,029	682	13.6	60	1.2	3,435	68.3	803	16.0	---	---	49	.9
Clothing and furnishings	171	21,179	21,179	20,574	97.1	16	.1	288	1.4	300	1.4	1	(1)	---	---
Clothing and furnishings (general line)	23	2,306	2,306	2,291	99.3	2	.1	2	.1	10	.5	1	(1)	---	---
Men's and boys'	52	4,360	4,360	4,208	96.5	10	.2	140	3.3	2	(1)	---	---	--	---
Women's and children's	34	3,891	3,891	3,885	99.8	1	(1)	2	.1	3	.1	---	---	---	---
Furs, dressed, and fur clothing	6	904	904	880	97.3	---	--	--	---	24	2.7	---	---	---	---
Millinery and millinery supplies	11	1,292	1,292	1,267	98.1	---	---	24	1.8	1	.1	---	---	---	---
Shoes and other footwear	45	8,426	8,426	8,043	95.5	3	(1)	120	1.4	260	3.1	---	---	---	---
Coal and coke	42	28,500	28,314	6,921	24.4	143	.5	16,244	57.4	3,909	13.8	540	1.9	557	2.0
Drugs (general line)	3	12,386	12,386	12,166	98.2	27	.2	100	.8	93	.8	---	---	---	---
Drugs and drug sundries (specialty lines)	32	4,727	4,692	4,024	85.8	5	.1	186	4.0	468	9.9	--	---	9	.2
Dry goods (general line)	5	3,174	3,006	3,006	100.0	---	---	--	--	---	---	---	---	---	--
Dry goods (specialty lines)	180	25,719	24,990	17,574	70.3	30	.1	5,627	22.5	1,743	7.0	11	.1	5	(1)
Hosiery and lingerie	59	9,488	8,812	8,000	90.8	16	.2	46	.5	750	8.5	---	---	---	---
Notions	27	3,695	3,647	2,601	71.3	8	.2	761	20.9	275	7.6	1	(1)	1	(1)
Piece goods:															
Cotton	21	3,157	3,157	1,348	42.7	---	---	1,797	56.9	2	.1	10	.3	---	---
Woolen and worsted	22	2,529	2,529	1,164	46.0	---	--	1,294	51.2	71	2.8	---	---	---	---
Other	28	5,335	5,330	1,188	59.8	6	.1	1,529	28.7	603	11.3	---	---	4	.1
Other dry goods specialties	23	1,515	1,515	1,273	84.0	---	--	200	13.2	42	2.8	---	---	---	---
Electrical goods	83	30,865	30,707	19,115	62.2	563	1.8	10,488	34.2	510	1.7	---	---	31	.1
Farm products--raw materials	37	38,182	35,322	742	2.1	---	---	27,712	78.5	3,334	9.4	521	1.5	3,013	8.5
Wool and mohair	20	22,497	19,637	---	---	---	---	18,987	96.7	644	3.3	---	---	6	(1)
All other	17	15,685	15,685	742	4.7	---	---	8,725	55.6	2,690	17.2	521	3.3	3,007	19.2
Farm products--consumer goods	294	54,900	48,840	35,374	72.4	286	.6	2,833	5.8	10,508	21.5	---	---	39	.1
Dairy products	18	6,518	6,055	4,361	72.0	46	.8	283	4.7	1,365	22.5	---	---	--	--
Dairy and poultry products	40	9,390	8,684	5,582	64.3	101	1.2	1,981	22.8	1,020	11.7	---	---	--	--
Poultry and poultry products	25	3,456	3,456	2,400	69.6	9	.3	283	7.7	764	22.2	---	---	--	--
Fruits and vegetables (fresh)	167	28,206	20,363	20,378	87.4	129	.6	106	.5	2,710	11.5	---	---	--	---
Fresh fruits only	44	7,348	7,342	2,653	36.1	1	(1)	--	---	4,649	63.3	---	---	39	.6
Farm supplies	15	3,512	3,136	2,586	82.5	23	.7	35	1.1	464	14.8	---	---	28	.9
Furniture and house furnishings	118	16,646	14,180	12,116	85.4	152	1.1	1,669	11.8	238	1.7	3	(1)	2	(1)
China, glassware, and crockery	15	1,938	1,321	1,322	86.9	16	1.1	175	11.5	5	.3	2	.1	1	.1
Floor coverings	25	8,024	7,007	6,981	99.6	---	---	19	.3	7	.1	---	---	---	---
Furniture (household)	22	1,774	1,711	1,260	73.6	17	1.0	249	14.6	185	10.8	---	---	---	---
House furnishings (except as specified)	46	2,500	2,397	2,194	91.5	46	1.9	117	4.9	36	1.7	1	(1)	1	(1)
All other	10	1,610	1,544	359	23.3	73	4.7	1,109	71.8	3	.2	---	---	---	---
Groceries (general line)	31	38,580	36,105	32,661	90.5	371	1.0	2,785	7.7	288	.8	---	-	--	--
Groceries and foods (specialty lines)	287	47,371	46,271	28,776	62.2	594	1.3	10,423	22.5	5,826	12.6	651	1.4	1	(1)
Coffee, tea, and spices	28	2,727	2,527	1,321	51.5	7	.3	318	12.4	312	12.2	609	23.8	--	---
Confectionery	44	2,787	2,792	2,583	92.4	78	2.8	5	.2	126	4.6	---	---	---	---
Fish and sea foods	36	4,967	4,967	4,056	81.7	34	.7	120	2.4	757	15.2	-	--	---	---
Meats and provisions	60	14,880	14,795	7,360	49.7	371	2.5	5,167	34.9	1,855	12.5	42	.4	---	---
All other	117	22,010	21,180	13,486	63.7	104	.5	4,813	22.7	2,776	13.1	--	---	1	(1)
Hardware	28	5,814	5,406	4,568	84.5	28	.5	555	10.3	255	4.7	---	--	-	---
Jewelry	73	7,074	6,645	5,370	80.8	96	1.4	182	2.7	997	15.1	---	---	---	---
Lumber and construction materials	79	23,718	21,765	12,486	57.4	461	2.1	6,698	30.8	1,914	8.8	205	.9	1	(1)
Machinery--equipment--supplies	317	35,747	28,622	9,575	33.5	564	2.0	16,901	59.0	2,492	8.7	31	.1	59	.2
Commercial equipment and supplies	43	3,978	3,724	1,819	48.8	53	1.4	1,529	40.5	544	14.6	---	---	---	---
Industrial machinery, equipment and supplies	153	17,840	14,310	2,695	18.8	110	.7	10,676	74.6	771	5.4	27	.2	45	.3
Professional equipment and supplies	38	6,334	4,158	1,176	37.9	93	3.0	1,355	43.7	479	15.4	--	---	--	--
Service equipment and supplies	72	5,982	5,812	2,000	34.4	20	.3	3,171	54.6	608	10.5	---	-	13	.2
All other	11	1,673	1,673	1,085	64.9	299	17.9	194	11.6	92	5.4	1	.2	1	(1)
Metals and metal work (except scrap)	40	22,126	15,391	564	3.7	3	(1)	13,108	85.2	1,307	8.5	394	2.5	15	.1

For footnotes, see end of table.

TABLE 7.—DISTRIBUTION OF SALES BY CLASSES OF CUSTOMERS
FOR CITIES OF OVER 500,000 POPULATION—Continued

TYPES OF OPERATION BY KINDS OF BUSINESS

CITY TYPE OF OPERATION KIND OF BUSINESS	ALL ESTABLISHMENTS *		Total of sales analyzed	SALES ANALYZED BY CLASSES OF CUSTOMERS											
				Sales to retailers for resale		Sales to industrial consumers		Sales to institutional users		Sales to wholesalers		Sales to export intermediaries		Export sales to foreign buyers	
	Number	Total net sales (add 000)	(add 000)	Amount (add 000)	Percent of sales analyzed	Amount (add 000)	Percent of sales analyzed	Amount (add 000)	Percent of sales analyzed	Amount (add 000)	Percent of sales analyzed	Amount (add 000)	Percent of sales analyzed	Amount (add 000)	Percent of sales analyzed
PHILADELPHIA, PA.—Con.															
SERVICE AND LIMITED-FUNCTION WHOLESALERS—Con.															
Paper and its products	131	$21,617	$18,[illegible]	$4,[illegible]	[illegible]	[illegible]	.1	[illegible]	66.4	[illegible]	10.8	[illegible]	[illegible]	37	[illegible]
Wrapping or coarse paper and products	58	9,727	9,240	[illegible]	[illegible]	15	.1	5,546	60.0	1,247	13.5	5	.1	7	.1
Printing and writing papers	21	[illegible]	7,265	563	7.7	[illegible]	[illegible]	[illegible]	43.8	614	8.5	1	[illegible]	[illegible]	—
Stationery and stationery supplies	14	582	582	259	44.5	--	-	217	37.5	106	18.2	-	-		—
Wallpaper	38	2,256	2,169	1,140	52.6	7	.3	934	43.1	88	4.0	-			—
Petroleum and its products	13	4,982	2,238	1,488	66.5	1	(1)	371	16.6	253	11.3	9	.4	116	5.2
Plumbing and heating equipt and spls	97	13,456	11,633	4,732	40.7	417	3.6	4,695	40.4	1,788	15.3	---	---	1	(1)
Tobacco and products (except leaf)	75	34,257	30,441	25,777	84.7	551	1.8	31	.1	4,082	13.4	---	--	---	-
Waste materials	224	49,593	48,026	392	.8	2	(1)	42,971	89.5	3,201	6.7	927	1.9	533	1.1
Iron and steel scrap	37	33,750	32,890	30	.1	--	--	31,609	96.1	427	1.3	828	2.5	---	-
Junk and scrap (general line)	68	980	600	17	2.8	---	---	285	47.5	296	49.7	---	-	-	--
Waste paper, rags, and rubber	71	8,014	7,874	122	1.5	-	---	6,359	80.8	957	12.2	---	---	436	5.5
Non-ferrous metals	10	2,827	2,827	---	---	--	---	1,936	68.5	792	28.0	99	3.5	--	-
All other	38	4,022	3,835	223	5.8	2	.1	2,782	72.5	731	19.1	---	---	97	2.5
All other products	143	30,646	21,056	8,449	40.1	124	.6	7,451	35.4	4,987	23.7	---	---	45	.2
Flowers and nursery stock	13	1,923	1,877	1,864	99.3	2	.1	--	---	11	.6	---	-	--	--
Forest products (except lumber)	21	988	807	72	8.9	---		626	77.6	109	13.5	-	---	---	---
Leather and shoe findings	28	2,870	2,870	1,079	37.6	---	---	495	17.2	1,291	45.0	--	---	5	.2
Optical goods	15	2,096	1,022	790	77.3	59	5.8	91	8.9	82	8.0	-	---	-	--
Textiles and materials (other than dry goods)	14	1,134	1,031	92	8.9	3	.2	627	60.8	284	27.5	-	--	26	2.6
Yarns	11	6,265	6,265	157	2.5	29	.5	3,114	49.7	2,967	47.3	-	-	-	-
Miscellaneous kinds of business	41	15,370	7,184	4,395	61.2	32	.4	2,500	34.8	243	3.4	-	--	14	.2
MANUFACTURERS' SALES BRANCHES (With stocks)	376	385,076	359,804	114,706	31.9	1,251	.3	174,139	48.4	68,215	19.0	300	.1	1,193	.3
Amusement and sporting goods	12	12,956	12,104	95	.8	23	.2	11,986	99.0	---	--		---	---	---
Automotive	31	25,844	24,575	17,896	72.8	200	.8	5,238	21.3	1,242	5.1	--	---	---	-
Chemicals and paints	28	63,398	62,760	5,698	9.1	24	(1)	50,947	81.2	5,114	8.1	[illegible]	.3	782	1.3
Drugs and drug sundries (specialty lines)	5	2,570	2,233	1,556	69.4	10	.4	455	20.4	218	9.8	--	---	---	---
Dry goods (specialty lines)	7	2,412	2,412	315	13.1	-	---	1,754	72.7	293	12.1	--	---	51	2.1
Electrical goods	18	50,841	50,841	3,699	7.3	14	(1)	42,395	83.4	4,605	9.1	49	.1	79	.1
Farm products--consumer goods	8	10,414	10,245	4,120	40.2	1	(1)	35	.3	6,089	59.5	--	---	--	---
Furniture and house furnishings	7	3,403	3,333	2,849	85.5	---	---	216	6.5	268	8.0	--	--	-	---
Groceries and foods (specialty lines)	43	113,742	107,964	61,710	57.2	814	.8	10,403	9.6	34,992	32.4	18	(1)	27	(1)
Lumber and construction materials	14	14,467	8,510	2,408	28.3	38	.4	4,017	47.2	2,047	24.1	-	---	--	---
Machinery--equipment--supplies	112	37,768	35,479	4,856	13.7	29	.1	27,190	76.6	3,355	9.5	11	(1)	38	.1
Metals and metal work (except scrap)	22	16,458	12,953	3,596	27.8	24	.2	8,183	63.2	963	7.4	27	.2	160	1.2
Paper and its products	9	1,516	1,363	422	31.0	4	.3	622	45.6	318	23.6	-	---	7	.5
Plumbing and heating equipt and spls	23	13,056	9,574	1,641	17.1	--	-	2,524	26.4	5,408	56.5	---	--		---
All other kinds of business	40	16,231	(2)	(2)	(2)	(2)	(2)	(2)	(2)	(2)	(2)	(2)	(2)	(2)	(2)
MANUFACTURERS' SALES OFFICES (Without stocks)	256	240,207	188,811	15,863	8.4	594	.3	137,057	72.6	34,428	18.2	55	(1)	964	.5
Dry goods (specialty lines)	11	5,114	5,110	608	11.9	542	10.6	2,993	58.6	928	18.2	35	.7	47	.9
Electrical goods	15	9,786	9,300	168	1.8	-	---	3,788	41.5	5,344	57.7	-	---	--	--
Furniture and house furnishings	6	3,216	2,747	475	17.3	1	(1)	122	4.4	2,149	78.3	---	-	--	-
Groceries and foods (specialty lines)	17	14,980	14,358	4,064	28.3	--	- -	3,[illegible]	28.7	6,455	45.0	-	-	--	--
Hardware	6	1,253	1,253	214	17.1	-	---	884	70.6	155	12.3	-	--	---	---
Lumber and construction materials	22	13,671	12,413	4,241	34.2	5	(1)	5,395	43.4	2,751	22.2	--	---	21	.2
Machinery- equipment--supplies	61	29,242	27,145	606	2.2	--	---	26,160	96.4	277	1.0	-	---	100	.4
Metals and metal work (except scrap)	34	128,275	[illegible]	---	—	---	---	[illegible]	94.5	3,918	4.7	-	- -	[illegible]	.8
Paper and its products	20	9,627	8,683	1,902	21.9	---	---	2,598	29.9	4,111	47.3	--	---	[illegible]	.9
Plumbing and heating equipt and spls	14	2,477	2,439	[illegible]	21.	15	.6	1,037	42.5	634	25.9	---	-	-	-
All other kinds of business	50	35,566	(2)	(2)	(2)	(2)	(2)	(2)	(2)	(2)	(2)	(2)	(2)	(2)	(2)

For footnotes, see end of table.

TABLE 7.—DISTRIBUTION OF SALES BY CLASSES OF CUSTOMERS FOR CITIES OF OVER 500,000 POPULATION—Continued

TYPES OF OPERATION BY KINDS OF BUSINESS

CITY TYPE OF OPERATION KIND OF BUSINESS	ALL ESTABLISHMENTS *		Total of sales analyzed	SALES ANALYZED BY CLASSES OF CUSTOMERS											
				Sales to retailers [illegible]		Sales to [illegible] and consumers		Sales to industrial users		Sales to wholesalers		Sales to export intermediaries		Export sales to buyers in foreign countries	
	Number	Total net sales (add 000)	(add 000)	Amount (add 000)	Percent of sales analyzed	Amount (add 000)	Percent of sales analyzed	Amount (add 000)	Percent of sales analyzed	Amount (add 000)	Percent of sales analyzed	Amount (add 000)	Percent of sales analyzed	Amount (add 000)	Percent of sales analyzed
PHILADELPHIA, PA.—Con.															
AGENTS AND BROKERS	589	$264,831	$[illegible]	$44,877	20.4	$[illegible]	.1	$86,549	39.3	$84,034	38.1	$32	(1)	$4,622	2.1
Automotive	2	3,394	2,411	1,061	44.8	---	---	1,182	49.0	148	6.2	---	--	---	---
Chemicals and paints	12	2,038	1,923	30	1.6	---	--	1,838	95.6	55	2.8	---	---	---	---
Coal and coke	27	[illegible]	27,463	13,907	50.6	-	---	9,769	35.6	1,692	6.2	---	---	2,095	7.6
Dry goods (specialty lines)	16	14,525	14,354	491	3.4	---	---	9,716	67.7	4,147	28.9	---	---	---	---
Electrical goods	40	7,247	6,888	206	3.0	---	---	3,395	49.3	3,283	47.6	4	.1	---	---
Farm products--raw materials	16	10,892	9,392	---	---	---	---	6,089	64.8	2,430	25.9	---	---	873	9.3
Farm products--consumer goods	101	54,204	34,164	18,508	54.2	113	.3	1,110	3.2	14,433	42.3	---	- -	---	---
Groceries and foods (specialty lines)	81	65,320	48,637	1,727	3.5	---	--	5,266	10.8	41,844	85.7	---		- -	---
Hardware	9	776	438	112	25.6	---	---	173	39.5	153	34.9	---	-	---	---
Lumber and construction materials	41	4,795	4,745	2,986	62.9	---	---	978	20.6	781	16.5	---	-	---	—
Machinery--equipment supplies	86	13,989	13,823	245	1.8	19	.1	12,698	91.9	815	5.9	22	.1	33	.2
Metals and metal work (except scrap)	30	[illegible]	[illegible]	918	8.1	12	.1	7,039	62.5	2,845	25.3	---	--	445	4.0
Paper and its products	12	2,936	2,736	474	17.3	---	---	423	15.5	1,839	67.2	---	---	---	---
Plumbing and heating equipt and spls	25	[illegible]	2,468	305	12.4	20	.8	1,010	40.9	1,127	45.7	6	.2	---	---
Waste materials	8	3,309	3,309	---	---	---	- -	2,365	71.5	---	---	---	---	944	28.5
All other kinds of business	104	38,999	(2)	(2)	(2)	(2)	(2)	(2)	(2)	(2)	(2)	(2)	(2)	(2)	(2)
ASSEMBLERS (Mainly farm products	11	23,054	23,054	16,321	70.8	---	---	259	1.1	6,474	28.1	---	---	---	---
PITTSBURGH, PA.															
SERVICE AND LIMITED-FUNCTION WHOLESALERS	1,059	314,609	297,679	186,297	62.6	6,966	2.3	74,191	24.9	29,134	9.8	278	.1	813	.3
MANUFACTURERS' SALES BRANCHES (With stocks)	224	181,619	165,909	60,290	36.3	669	.4	66,606	40.2	38,262	23.1	34	(1)	48	(1)
MANUFACTURERS' SALES OFFICES (Without stocks)	141	185,707	135,785	5,351	3.9	41	(1)	99,229	73.2	29,521	21.7	1,625	1.2	18	(1)
AGENTS AND BROKERS	300	117,581	86,546	19,329	22.3	32	(1)	34,944	40.5	31,791	36.7	422	.5	28	(1)
ASSEMBLERS (Mainly farm products)	9	14,340	14,340	677	4.7	161	1.1	20	.1	13,482	94.1	---	---	---	---
SERVICE AND LIMITED-FUNCTION WHOLESALERS	1,059	314,609	297,679	186,297	62.6	6,966	2.3	74,191	24.9	29,134	9.8	278	.1	813	.3
Amusement and sporting goods	23	3,264	3,044	2,290	75.3	83	2.7	476	15.6	195	6.4	---	---	---	---
Automotive	56	47,757	46,202	40,680	88.1	2,724	5.9	853	1.8	1,936	4.2	5	(1)	1	(1)
Automotive accessories and equipment	23	3,615	3,080	2,467	80.0	120	3.9	323	10.5	171	5.6	---	---	---	---
Automotive parts	16	2,736	2,663	413	15.5	57	2.1	419	15.7	1,765	66.3	5	.2	4	.2
All other	17	41,406	40,459	37,800	93.4	2,547	6.3	112	.3	--	--	---	---	---	---
Beer, wines, and liquors	72	6,872	6,343	5,693	89.8	514	8.1	40	.6	96	1.5	---	---	---	---
Chemicals and paints	16	3,478	3,404	423	12.4	58	1.7	2,431	71.4	462	13.6	---	---	30	.9
Clothing and furnishings	73	12,403	[illegible]	12,164	98.1	77	.6	161	1.3	--	--	1	(1)	---	--
Men's and boys'	42	5,534	5,534	5,330	96.3	42	.8	161	2.9	---	---	1	(1)	---	---
Women's and children's	15	3,320	3,320	3,320	100.0	---	--	---	---	---	-	--	---	---	- -
All other	16	3,549	3,549	3,514	99.0	35	1.0	---	--	---	--	-	-	---	---
Coal and coke	13	17,316	17,209	497	2.9	194	1.1	11,357	65.9	4,327	25.1	197	1.1	657	3.9
Drugs and drug sundries (specialty lines)	24	1,213	1,213	749	61.7	---	---	360	29.7	98	8.1	2	.2	4	.3
Dry goods (general line)	1	5,631	5,631	5,152	91.5	5	.1	292	5.2	181	3.2	---	-	1	(1)
Dry goods (specialty lines)	16														
Electrical goods	40	19,479	19,128	12,175	63.7	80	.4	5,403	28.2	1,465	7.7	2	(1)	3	(1)
Farm products--consumer goods	136	47,967	46,645	32,694	70.1	2,049	4.4	1,195	2.6	10,704	22.9	7	(1)	- -	--
Dairy products	6	[illegible]	7,256	4,747	65.4	1,838	25.3	313	4.3	363	5.0	---	---	--	---
Dairy and poultry products	12	[illegible]	2,465	1,949	79.1	26	1.0	71	2.9	420	17.0	---	---	---	--
Poultry and poultry products	17	1,928	1,847	1,433	77.5	88	4.8	53	2.9	273	14.8	---	---	---	---
Fruits and vegetables (fresh)	75	27,298	27,779	20,486	73.8	103	.4	758	2.7	6,473	23.3	7	(1)	---	--
Fresh fruits only	26	7,467	7,298	4,123	56.5	--	---	-	---	3,175	43.5	---	--	---	---
Farm supplies	7	[illegible]	2,874	[illegible]	98.9	53	1.8	188	6.5	24	.8	- -	---	---	---
Furniture and house furnishings	31	8,153	[illegible]	[illegible]	[illegible]	158	2.1	46	.6	17	.2	--	---	---	---

For footnotes, see end of table.

TABLE 7.—DISTRIBUTION OF SALES BY CLASSES OF CUSTOMERS FOR CITIES OF OVER 500,000 POPULATION—Continued

TYPES OF OPERATION BY KINDS OF BUSINESS

CITY TYPE OF OPERATION KIND OF BUSINESS	ALL ESTABLISHMENTS * Number	ALL ESTABLISHMENTS * Total net sales (add 000)	Total of sales analyzed (add 000)	SALES ANALYZED BY CLASSES OF CUSTOMERS: Sales to retailers for resale Amount (add 000)	Sales to retailers for resale Percent of sales analyzed	Sales to consumers (add 000) Amount (add 000)	Sales to consumers (add 000) Percent of sales analyzed	Amount (add 000)	Percent of sales analyzed	Amount (add 000)	Percent of sales analyzed	Sales to other wholesalers Amount (add 000)	Percent of sales analyzed	Sales to export commission houses Amount (add 000)	Percent of sales analyzed	Export sales to buyers in foreign countries Amount (add 000)	Percent of sales analyzed
PITTSBURGH, PA.—Con.																	
SERVICE AND LIMITED-FUNCTION WHOLESALERS—Con.																	
Groceries (general line)	26	$11,565	$11,144	$9,079	81.5	$17	.2	$2,043	18.3	$5	(1)	---	---	---	---	---	---
Groceries and foods (specialty lines	111	15,425	15,368	13,705	74.7	3[illegible]	1.8	2,983	16.[illegible]	1,379	7.5	---	---	---	---	---	---
Canned foods	10	[illegible],896	2,879	1,535	53.4	2	.1	1,[illegible]	43.0	100	3.[illegible]	---	---	---	---	---	---
Confectionery	16	3,086	3,086	2,581	83.[illegible]	---	---	---	---	505	16.4	---	---	---	---	---	---
Fish and sea foods	14	1,277	1,277	1,008	78.9	116	9.[illegible]	119	9.3	34	2.7	---	---	---	---	---	---
Meats and provisions	21	2,583	2,583	1,597	61.8	103	4.0	823	31.9	60	2.3	---	---	---	---	---	---
All other	52	8,583	8,543	6,981	81.7	80	.9	802	9.4	680	8.0	---	---	---	---	---	---
Jewelry	21	2,638	2,638	2,576	97.5	67	2.5	--	--	1	(1)	---	---	---	---	---	---
Lumber and construction materials	51	15,399	15,199	7,379	48.5	71	.5	5,693	37.5	2,042	13.4	$14	.1	--	--		
Machinery--equipment--supplies	141	29,270	24,655	2,652	10.8	226	.9	20,956	85.0	666	2.7	50	.2	$105	.4		
Metals and metal work (except scrap)	16	5,282	5,282	627	11.9	---	---	4,423	83.7	231	4.4	---	---	1	(1)		
Paper and its products	35	11,048	9,801	1,367	14.2	32	.3	4,877	49.7	3,505	35.8	---	---	---	--		
Plumbing and heating equipt and spls	29	4,755	4,755	3,497	73.4	112	2.4	1,044	22.0	94	2.0	---	---	8	.2		
Tobacco and products (except leaf)	18	14,344	14,248	12,824	90.0	1	(1)	---	---	1,423	10.0	--	---	---	---		
Waste materials	41	6,142	5,877	73	1.2	14	.2	5,659	96.4	131	2.2	--	---	---	---		
Iron and steel scrap	16	4,419	4,203	2	(1)	6	.1	4,171	99.3	24	.6	---	---	---	---		
Junk and scrap (general line)	14	651	651	23	3.5	---	--	528	81.1	100	15.4	---	---	---	---		
All other	11	1,072	1,023	48	4.7	8	.8	960	93.8	7	.7	--	---	---	---		
All other kinds of business	68	19,334	(2)	(2)	(2)	(2)	(2)	(2)	(2)	(2)	(2)	(2)	(2)	(2)	(2)		
MANUFACTURERS' SALES BRANCHES (With stocks)	224	181,619	165,909	60,290	36.3	669	.4	66,806	40.2	38,262	23.1	34	(1)	48	(1)		
Amusement and sporting goods	11	7,582	6,801	61	.9	16	.2	6,724	98.9	---	--	--	---	--	---		
Automotive	23	26,593	26,126	21,712	83.1	44	.2	3,431	13.1	939	3.6	---	---	--	--		
Chemicals and paints	18	12,398	12,080	1,507	12.5	93	.8	9,751	80.7	729	6.0	---	---	---	---		
Electrical goods	10	25,901	25,901	1,668	6.4	--	---	18,386	71.1	5,812	22.4	25	.1	10	(1)		
Furniture and house furnishings	10	2,528	2,430	2,179	89.7	1	(1)	185	7.6	65	2.7	---	---	--	--		
Groceries and foods (specialty lines)	27	58,327	54,147	25,717	47.5	503	.9	3,988	7.4	23,939	44.2	---	---	--	---		
Lumber and construction materials	6	4,249	1,668	707	42.4	--	--	728	43.6	233	14.0	---	---	---	--		
Machinery--equipment--supplies	68	19,596	18,072	2,355	13.0	---	---	15,064	83.4	610	3.4	5	(1)	38	.2		
Plumbing and heating equipt and spls	14	7,592	3,336	323	9.7	---	---	1,757	52.6	1,258	37.7	---	-	---	--		
All other kinds of business	37	16,853	(2)	(2)	(2)	(2)	(2)	(2)	(2)	(2)	(2)	(2)	(2)	(2)	(2)		
MANUFACTURERS' SALES OFFICES (Without stocks)	241	185,707	135,785	5,361	3.9	41	(1)	99,229	73.2	29,361	21.7	1,625	1.2	18	(1)		
Electrical goods	13	6,308	6,183	150	2.4	--	--	5,491	88.8	542	8.8	---	---	---	---		
Groceries and foods (specialty lines)	6	3,362	3,362	1,829	54.4	---	---	323	9.6	1,210	36.0	---	---	--	---		
Lumber and construction materials	10	7,634	6,774	1,526	22.5	5	.1	4,091	60.4	1,137	16.8	--	---	15	.2		
Machinery--equipment--supplies	44	10,687	9,413	60	.6	---	---	9,079	96.5	271	2.9	---	---	3	(1)		
Metals and metal work (except scrap)	23	135,308	94,119	---	---	25	(1)	71,591	76.1	20,878	22.2	1,625	1.7	---	---		
Paper and its products	9	1,890	1,880	690	36.7	---	---	255	13.6	935	49.7	---	---	---	---		
All other kinds of business	36	20,520	(2)	(2)	(2)	(2)	(2)	(2)	(2)	(2)	(2)	(2)	(2)	(2)	(2)		
AGENTS AND BROKERS	300	117,581	88,546	19,329	21.8	32	(1)	34,944	40.5	31,791	36.7	422	.5	26	(1)		
Chemicals and paints	5	4,067	2,067	5	.2	---	---	1,464	70.8	456	22.1	117	5.7	25	1.2		
Coal and coke	10	18,181	3,700	345	9.3	---	---	2,670	72.2	682	18.4	5	.1	---	---		
Electrical goods	18	2,196	1,799	255	14.1	---	---	838	46.5	603	33.5	104	5.8	1	.1		
Farm products--raw materials	12	6,664	6,337	1,022	16.1	---	---	2,019	31.8	3,316	52.1	---	---	--	--		
Farm products--consumer goods	13	11,846	11,506	2,190	19.0	---	--	500	4.3	8,816	76.7	---	---	---	---		
Furniture and house furnishings	11	504	504	422	83.7	3	.6	71	14.1	8	1.6	---	---	---	---		
Groceries and foods (specialty lines)	39	28,533	25,532	12,086	42.4	---	---	320	1.1	16,127	56.5	---	---	---	---		

For footnotes, see end of table.

TABLE 7.—DISTRIBUTION OF SALES BY CLASSES OF CUSTOMERS FOR CITIES OF OVER 500,000 POPULATION—Continued

TYPES OF OPERATION BY KINDS OF BUSINESS

CITY TYPE OF OPERATION KIND OF BUSINESS	ALL ESTABLISHMENTS * Number	ALL ESTABLISHMENTS * Total net sales (add 000)	Total of sales analyzed (add 000)	SALES ANALYZED BY CLASSES OF CUSTOMERS: Sales to retailers for resale Amount (add 000)	Sales to retailers for resale Percent of sales analyzed	Sales to household consumers Amount (add 000)	Sales to household consumers Percent of sales analyzed	Sales to industrial users Amount (add 000)	Sales to industrial users Percent of sales analyzed	Sales to wholesalers Amount (add 000)	Sales to wholesalers Percent of sales analyzed	Sales to export intermediaries Amount (add 000)	Sales to export intermediaries Percent of sales analyzed	Export sales to buyers in foreign countries Amount (add 000)	Export sales to buyers in foreign countries Percent of sales analyzed
PITTSBURGH, PA.—Con.															
AGENTS AND BROKERS—Con.															
Lumber and construction materials	27	$4,445	$4,445	$996	22.4	-	-	$3,112	70.0	$337	7.6	---	---	---	---
Machinery--equipment--supplies	54	10,782	9,272	100	1.1	$29	.3	8,673	93.6	273	2.9	$196	2.1	$1	(1)
Metals and metal work (except scrap)	17	17,450	7,118	---	---	---	---	6,972	97.9	146	2.1	---	---	---	---
Plumbing and heating equipt and spls	16	892	892	251	28.1	---	---	606	67.9	36	4.0	---	---	---	--
Waste materials	13	9,985	7,231	341	4.7	---	---	6,794	94.0	96	1.3	---	---	---	---
All other kinds of business	35	4,036	(2)	(2)	(2)	(2)	(2)	(2)	(2)	(2)	(2)	(2)	(2)	(2)	(2)
ASSEMBLERS (Mainly farm products)	9	14,340	14,340	677	4.7	161	1.1	20	.1	13,482	94.1	---	---	---	---
ST. LOUIS, MO.															
SERVICE AND LIMITED-FUNCTION WHOLESALERS	1,850	509,259	496,630	323,947	65.2	6,920	1.4	107,449	21.6	53,950	10.9	1,407	.3	2,957	.6
MANUFACTURERS' SALES BRANCHES (With stocks)	282	321,358	320,492	158,069	49.3	463	.1	76,382	23.8	84,320	26.4	81	(1)	1,177	.4
MANUFACTURERS' SALES OFFICES (Without stocks)	112	112,883	89,317	14,208	15.9	412	.5	50,122	56.1	24,027	26.9	166	.2	382	.4
AGENTS AND BROKERS	571	180,142	173,106	20,188	11.7	62	(1)	81,407	47.0	70,158	40.6	1,107	.6	184	.1
ASSEMBLERS (Mainly farm products)	12	8,486	8,486	5,085	59.9	---	---	1,036	12.2	2,346	27.7	---	---	19	.2
SERVICE AND LIMITED-FUNCTION WHOLESALERS	1,850	509,259	496,630	323,947	65.2	6,920	1.4	107,449	21.6	53,950	10.9	1,407	.3	2,957	.6
Amusement and sporting goods	26	3,192	2,777	1,593	57.4	129	4.6	919	33.1	131	4.7	---	---	5	.2
Automotive	105	97,381	95,490	89,214	93.4	3,136	3.3	1,222	1.3	1,918	2.0	---	---	--	---
Automobiles (new and used)	15	84,864	84,607	81,951	96.9	2,658	3.1	---	---	--	---	---	---	---	--
Automotive accessories and equipment	26	5,031	5,031	4,315	85.8	126	2.5	311	6.2	279	5.5	---	---	---	---
Automotive parts	37	4,005	4,000	1,861	46.5	175	4.4	402	10.1	1,562	39.0	---	---	---	---
All other	27	3,481	1,852	1,087	58.7	179	9.7	509	27.5	77	4.1	---	---	---	---
Beer, wines, and liquors	25	15,931	13,397	11,276	84.2	5	(1)	8	.1	2,106	15.7	---	---	---	---
Beer and ale	10	2,036	2,036	2,011	98.8	---	--	---	---	25	1.2	---	---	---	---
Wines and liquors	18	11,895	11,361	9,265	81.6	5	(1)	8	.1	2,083	18.3	---	---	---	---
Chemicals and paints	27	2,479	2,479	452	18.2	35	1.4	1,776	71.6	216	8.8	---	---	---	---
Clothing and furnishings	109	27,238	27,158	26,191	96.5	238	.9	304	1.1	402	1.5	---	---	---	---
Clothing and furnishings (general line)	15	2,343	2,323	2,065	88.9	188	8.1	---	---	70	3.0	---	---	---	--
Men's and boys'	20	5,567	5,567	5,415	97.3	15	.3	44	.8	93	1.6	---	--	---	---
Women's and children's	28	5,825	5,825	5,755	98.8	29	.5	---	---	41	.7	- -	---	---	---
Shoes and other footwear	27	11,790	11,790	11,779	99.9	6	.1	4	(1)	1	(1)	- -	--	---	---
All other	19	1,733	1,650	1,177	72.2	---	---	256	15.7	197	12.1	---	- -	- -	---
Coal and coke	44	10,218	9,707	3,554	36.6	310	3.2	3,466	35.7	2,372	24.5	---	-	3	(1)
Drugs (general line)	4	10,223	10,223	8,487	83.0	123	1.2	530	5.2	1,077	10.6	---	---	---	---
Drugs and drug sundries (specialty lines)	31														
Dry goods (general line)	5	44,254	44,254	43,619	98.6	131	.3	---	-	1	(1)	---	---	503	1.1
Dry goods (specialty lines)	32	2,758	1,758	1,643	59.8	6	.2	939	34.0	134	4.9	6	.2	30	1.1
Electrical goods	58	18,042	17,641	11,217	63.9	402	2.3	5,798	32.9	424	2.3	---	---	-	- -
Farm products--raw materials	37	29,996	29,998	604	2.0	161	.5	21,357	71.2	5,861	19.5	1,278	4.3	737	2.5
Farm products--consumer goods	184	35,719	33,250	19,433	58.4	319	1.0	1,500	4.5	11,998	36.1	--	---	---	--
Dairy products	20	4,461	4,292	3,294	76.7	145	3.4	657	15.3	196	4.6	- -	--	---	---
Poultry and poultry products	50	4,622	4,628	2,508	54.2	108	2.3	394	8.5	1,616	35.0	---	--	-	- -
Fruits and vegetables (fresh)	97	24,994	29,928	12,615	60.3	66	.3	359	1.7	7,888	37.7	---	---	--	-
All other	17	3,642	3,408	1,019	29.9	- -	--	93	2.7	2,296	67.4	---	---	---	-
Farm supplies	15	4,518	4,518	2,803	62.0	72	1.6	63	1.4	1,069	23.7	20	.4	491	10.9
Furniture and house furnishings	34	5,455	5,455	5,184	95.0	49	.9	152	2.8	70	1.3	-	--	--	--
Groceries (general line)	25	20,496	20,496	19,676	96.0	37	.2	685	3.3	99	.5	--	-	---	---
Groceries and foods (specialty lines)	199	34,084	33,421	15,928	48.3	289	.9	7,964	24.6	8,333	24.9	33	.1	74	.2
Coffee, tea, and spices	23	6,080	6,075	3,269	53.8	7	.1	1,301	21.4	2,498	41.1	--	--	--	---
Confectionery	19	1,591	1,591	986	61.7	6	.4	18	1.3	494	34.6	---	--	---	--
Fish and sea foods	11	1,580	1,580	1,162	73.5	69	4.4	271	17.2	78	4.9	---	-	---	-
Meats and provisions	51	3,744	3,714	2,084	56.1	132	3.6	1,393	37.5	105	2.8	--		-	---
All other	95	21,269	19,561	8,827	45.0	75	.4	4,981	25.5	5,871	30.0	33	.2	74	.3
Hardware	2.	24,101	24,101	13,436	55.6	130	.6	4,360	18.7	1,945	8.1	8	(1)	--	- -
Jewelry	21	3,333	3,333	3,035	90.9	264	7.9	30	.9	13	.4	---	---	--	---

For footnotes, see end of table.

TABLE 7.—DISTRIBUTION OF SALES BY CLASSES OF CUSTOMERS FOR CITIES OF OVER 500,000 POPULATION—Continued

TYPES OF OPERATION BY KINDS OF BUSINESS

CITY TYPE OF OPERATION KIND OF BUSINESS	ALL ESTABLISHMENTS * Number	ALL ESTABLISHMENTS * Total net sales (add 000)	Total of sales analyzed (add 000)	SALES ANALYZED BY CLASSES OF CUSTOMERS: Sales to retailers for resale Amount (add 000)	Sales to retailers for resale Percent of sales analyzed	Sales to industrial users Amount (add 000)	Sales to industrial users Percent of sales analyzed	Sales to farmers Amount (add 000)	Sales to farmers Percent of sales analyzed	Sales to institutions Amount (add 000)	Sales to institutions Percent of sales analyzed	Sales to other wholesalers Amount (add 000)	Sales to other wholesalers Percent of sales analyzed	Sales to other customers Amount (add 000)	Sales to other customers Percent of sales analyzed
ST. LOUIS, MO.—Con.															
SERVICE AND LIMITED-FUNCTION WHOLESALERS—Con.															
Lumber and construction materials	62	$14,599	$14,338	$3,343	23.3	$168	1.2	$7,776	54.2	$2,714	18.9	$4	.1	$33	2.3
Machinery--equipment- supplies	198	24,993	23,349	4,625	19.8	189	.8	14,765	63.3	3,674	15.6	-	-	-	-
Commercial equipment and supplies	44	4,736	4,555	514	11.3	96	2.1	1,413	31.0	2,534	55.6	-	-	-	-
Industrial machinery, equipt. and spls.	87	8,894	7,721	1,012	13.1	17	.2	5,836	75.5	926	12.0	-	-	7	.1
Professional equipment and supplies	20	6,993	6,099	1,756	28.2	11	.2	4,800	71.7	60	1.0	-	-	60	.9
Service equipment and supplies	46	3,192	2,192	669	27.2	42	1.7	2,110	66.1	160	5.0	-	-	-	-
All other	7	2,178	1,178	474	40.2	18	1.5	629	53.4	59	5.0	-	-	2	.1
Metals and metal work (except scrap)	24	10,998	10,668	764	7.3	1	(1)	9,217	86.4	685	6.3	-	-		
Paper and its products	66	9,511	9,257	1,856	20.0	40	.4	6,355	68.7	1,006	10.9	-	-		
Wrapping or coarse paper and products	25	7,822	3,822	1,286	33.6	---	---	1,844	48.1	694	18.3	---	---	-	-
Printing and writing papers	10	4,366	4,366	216	4.9	1	(1)	3,895	89.2	254	5.9	---	--	-	
Stationery and stationery supplies	13	597	493	142	30.7	--	--	284	61.8	34	7.3	-	--	-	
Wallpaper	18	796	606	212	35.0	39	6.4	334	55.1	21	3.5	-		-	
Petroleum and its products	22	1,285	1,011	348	34.4	4	.4	458	45.3	68	6.7	32	3.3	-	-
Plumbing and heating equipt and spls	34	4,425	4,425	1,932	43.7	275	6.2	1,666	37.6	547	12.4	---	---		
Tobacco and products (except leaf)	53	17,537	16,816	10,909	64.9	261	1.6	-	(1)	5,635	33.5	--		-	
Waste materials	100	11,187	10,940	84	.8	19	.2	9,201	84.1	934	8.5	-	.4	680	6.2
Iron and steel scrap	34	5,149	5,109	30	.6	17	.3	4,756	93.1	306	-	---	-	-	-
Waste paper, rags, and rubber	27	4,323	4,223	38	.9	---	---	3,137	74.3	354	8.3	16	.4	68	1.6
All other	39	1,755	1,608	16	1.0	-	.1	1,308	81.4	277	17.2	5	.3	---	--
All other products	90	26,309	26,294	16,726	63.6	121	.5	8,593	32.7	851	3.2			3	-
MANUFACTURERS' SALES BRANCHES (With stocks	282	331,358	320,492	158,089	49.3	463	.1	76,382	23.8	84,320	26.4	81	(1)	1,177	.4
Amusement and sporting goods	13	5,380	5,059	62	1.2	13	.3	4,984	98.5		- -	---	---		-
Chemicals and paints	22	10,016	9,834	922	9.4	3	(1)	7,821	79.6	1,059	10.7	16	.1	-	.2
Clothing and furnishings	17	108,765	106,562	105,468	97.1	3	(1)	1,533	1.4	726	.7	-	---	832	.8
Drugs (general line)	1	19,897	19,043	9,120	47.9	65	.3	6,205	32.6	3,281	17.2	68	.4	304	1.6
Drugs and drug sundries (specialty lines)	11														
Electrical goods	11	18,310	18,019	1,727	9.6	7	(1)	13,208	73.3	3,064	17.0	1	(1)	12	.1
Furniture and house furnishings	10	1,360	1,900	1,655	87.2	---	---	122	6.4	123	6.4	---	--		--
Groceries and foods (specialty lines)	24	25,403	24,345	8,640	35.6	30	.1	3,318	13.7	12,257	50.6	---	---	-	
Lumber and construction materials	16	11,183	8,343	2,903	32.5	32	.4	5,098	57.0	910	10.1	- -	---	-	
Machinery--equipment- supplies	43	26,064	26,861	8,692	32.4	96	.4	15,980	59.5	2,081	7.7	---	---	9	-
Paper and its products	10	5,827	5,760	252	4.4	---	---	3,054	53.0	2,454	42.6	---	---		
All other kinds of business	70	96,553	(2)	(2)	(2)	(2)	(2)	(2)	(2)	(2)	(2)	(2)	(2)	(2)	(2)
MANUFACTURERS' SALES OFFICES (Without stocks	112	112,883	89,317	14,206	15.9	412	.5	50,122	56.1	24,027	26.9	166	.2	384	.4
Electrical goods	5	1,387	1,387	3	.2	—	---	1,231	88.8	152	11.0	---		-	-
Groceries and foods (specialty lines)	5	7,962	7,962	3,866	48.6	267	3.4	720	9.0	3,109	39.0	---	--	-	
Lumber and construction materials	4	3,417	3,095	13	.4	---	—	2,072	65.7	1,110	35.9	---	--		
Machinery--equipment--supplies	24	11,854	10,994	163	1.5	---	--	10,415	94.7	415	3.7	---		21	.1
Metals and metal work (except scrap)	17	51,187	34,593	763	2.2	---	---	31,782	89.1	2,518	7.3	138	.4	328	.9
Plumbing and heating equipt and spls	7	3,270	2,477	2,517	77.0	23	.7	334	8.2	526	16.1	---	---	--	-
All other kinds of business	40	33,896	(2)	(2)	(2)	(2)	(2)	(2)	(2)	(2)	(2)	(2)	(2)	(2)	(2)
AGENTS AND BROKERS	571	192,242	173,106	22,186	11.7	22	(1)	82,967	47.9	67,189	38.8	1,107	.6	134	.1
Chemicals and paints	3	1,098	1,098	55	5.0	---	---	972	88.5	71	6.5	---	---	--	-
Clothing and furnishings	51	2,573	2,573	2,043	79.4	---	---	346	13.5	184	7.1	--	-	--	-
Coal and coke	10	5,249	5,929	1,667	28.1	---	--	3,808	60.9	[illegible]	[illegible]	- -	-	---	-
Dry goods (specialty lines)	37	24,340	24,887	4,906	19.7	- -		12,866	51.7	7,148	28.5	12	.1	3	-
Electrical goods	37	5,434	5,434	577	10.6	3	.1	2,062	[illegible]	2,772	[illegible]			-	--

For footnotes, see end of table.

TABLE 7.—DISTRIBUTION OF SALES BY CLASSES OF CUSTOMERS
FOR CITIES OF OVER 500,000 POPULATION—Continued

TYPES OF OPERATION BY KINDS OF BUSINESS

CITY TYPE OF OPERATION KIND OF BUSINESS	ALL ESTABLISHMENTS *		Total of sales analyzed	SALES ANALYZED BY CLASSES OF CUSTOMERS											
				Sales to retailers for resale		Sales to household consumers		Sales to industrial users		Sales to wholesalers		Sales to export intermediaries		Export sales to buyers in foreign countries	
	Number	Total net sales (add 000)	(add 000)	Amount (add 000)	Percent of sales analyzed	Amount (add 000)	Percent of sales analyzed	Amount (add 000)	Percent of sales analyzed	Amount (add 000)	Percent of sales analyzed	Amount (add 000)	Percent of sales analyzed	Amount (add 000)	Percent of sales analyzed
ST. LOUIS, MO.—Con.															
AGENTS AND BROKERS—Con.															
Farm products--raw materials	34	$18,664	$17,996	$2,247	12.5	$23	.1	$7,658	42.6	$8,011	44.5	$10	.1	$47	.2
Farm products--consumer goods	26	12,715	12,664	1,070	8.4	---	---	---	---	11,551	91.3	---	---	43	.3
Farm supplies	9	4,474	4,474	4	.1	---	---	1,004	22.4	3,466	77.5	---	---	---	---
Furniture and house furnishings	16	1,612	1,612	1,181	73.3	2	.1	136	8.4	293	18.2	---	---	---	---
Groceries and foods (specialty lines)	82	38,610	37,497	2,484	6.6	---	---	4,103	10.9	29,825	79.6	1,085	2.9	---	---
Hardware	18	2,246	2,129	471	22.1	---	---	295	13.9	1,363	64.0	---	---	---	---
Lumber and construction materials	26	4,745	4,745	2,069	43.6	8	.2	2,460	51.8	208	4.4	---	---	---	---
Machinery—equipment--supplies	98	11,905	11,835	603	5.1	16	.1	10,612	89.7	603	5.1	---	---	1	(1)
Metals and metal work (except scrap)	28	14,013	14,013	2	(1)	---	---	12,853	91.8	1,068	7.6	---	---	90	.6
Paper and its products	10	2,242	2,242	19	.8	---	---	503	22.4	1,720	76.8	---	---	---	---
Plumbing and heating equipt and spls	13	819	803	38	4.7	---	---	588	73.2	177	22.1	---	---	---	---
All other kinds of business	69	28,161	(2)	(2)	(2)	(2)	(2)	(2)	(2)	(2)	(2)	(2)	(2)	(2)	(2)
ASSEMBLERS (Mainly farm products)	12	8,486	8,486	5,085	59.9	—	—	1,036	12.2	2,346	27.7	—	—	19	.2
SAN FRANCISCO, CALIF.															
SERVICE AND LIMITED-FUNCTION WHOLESALERS	1,733	484,237	443,994	232,009	52.3	14,124	3.2	87,451	19.7	73,436	16.5	6,720	1.5	30,254	6.8
MANUFACTURERS' SALES BRANCHES (With stocks)	460	428,420	405,608	80,939	20.0	2,098	.5	126,643	31.2	186,750	46.0	1,703	.4	7,475	1.9
MANUFACTURERS' SALES OFFICES (Without stocks)	132	120,077	107,111	7,402	6.9	136	.1	57,154	53.4	40,835	38.1	351	.3	1,233	1.2
AGENTS AND BROKERS	994	297,326	272,455	39,129	14.4	386	.1	71,578	26.3	110,135	40.4	4,368	1.6	46,859	17.2
ASSEMBLERS (Mainly farm products)	28	24,566	23,704	9,026	38.1	291	1.2	1,814	7.7	12,286	51.8	18	.1	269	1.1
SERVICE AND LIMITED-FUNCTION WHOLESALERS	1,733	484,237	443,994	232,009	52.3	14,124	3.2	87,451	19.7	73,436	16.5	6,720	1.5	30,254	6.8
Amusement and sporting goods	37	3,671	3,536	2,579	73.0	76	2.1	683	19.3	194	5.5	4	.1	---	---
Automotive	95	42,652	37,175	25,360	68.3	8,591	23.1	836	2.2	2,058	5.5	8	(1)	322	.9
Automobiles, trucks, and tractors	22	35,286	30,433	22,151	72.8	8,159	26.8	105	.3	1	(1)	---	---	17	.1
Automotive accessories and equipment	20	2,766	2,739	1,158	42.3	275	10.0	306	11.2	667	25.1	8	.3	303	11.1
Automotive parts	42	3,609	3,012	1,297	43.3	41	1.4	238	7.9	1,334	44.3	---	---	2	.1
Tires and tubes	11	991	991	654	66.0	116	11.7	185	18.7	56	5.6	---	---	---	---
Beer, wines, and liquors	101	26,443	25,080	19,602	78.2	573	2.2	68	.3	5,718	21.9	51	.2	48	.2
Beer and ale	16	5,322	5,322	2,546	47.8	14	.3	---	---	2,714	51.0	---	---	48	.9
Wines and liquors	85	21,121	20,758	17,056	82.3	559	2.7	68	.3	3,004	14.5	51	.2	---	---
Chemicals and paints	29	6,247	5,648	243	8.0	51	1.7	2,151	70.6	167	5.5	16	.5	420	13.7
Clothing and furnishings	92	12,206	12,129	11,287	93.0	204	1.7	325	2.7	289	2.4	8	.1	16	.1
Men's and boys'	24	3,106	3,040	2,635	86.7	69	2.3	213	7.0	123	4.0	---	---	---	---
Women's and children's	27	4,306	4,295	4,234	98.5	37	.9	3	.1	11	.3	---	---	10	.2
Furs, dressed, and fur clothing	23	2,251	2,251	1,986	88.2	93	4.1	20	.9	144	6.4	8	.4	---	---
All other	18	2,543	2,543	2,432	95.7	5	.2	89	3.5	11	.4	---	---	6	.2
Drugs and drug sundries (specialty lines)	32	4,493	4,491	3,319	73.9	41	.9	196	4.4	911	20.3	---	---	24	.5
Proprietary medicines	3	1,187	1,187	1,011	85.2	---	---	124	10.4	37	3.1	---	---	15	1.3
Toiletries	8	1,133	1,133	1,117	98.6	---	---	---	---	16	1.4	---	---	---	---
Drug specialties and sundries	21	2,173	2,171	1,191	54.9	41	1.9	72	3.3	858	39.5	---	---	9	.4
Dry goods (general line)	2	12,708	12,648	9,943	78.6	102	.8	2,071	16.4	526	4.2	---	---	4	(1)
Dry goods (specialty lines)	65														
Electrical goods	60	17,890	16,923	11,023	65.1	195	1.2	4,068	24.0	1,298	7.7	25	.1	314	1.9
Wiring supls and construction materials	23	3,652	2,867	1,097	38.2	52	1.8	934	32.6	724	25.3	17	.6	43	1.5
Radios and equipment	12	4,849	4,849	4,663	96.2	38	.8	109	2.2	33	.7	6	.1	---	---
All other	25	9,389	9,207	5,263	57.2	105	1.1	3,025	32.9	541	5.9	2	(1)	271	2.9
Farm products--consumer goods	151	40,608	37,534	18,735	49.9	638	1.7	2,837	7.6	12,967	34.5	507	1.4	2,853	4.9
Dairy products	15	8,385	5,636	4,632	82.2	302	5.4	448	7.9	254	4.5	---	---	---	---
Dairy and poultry products	10	7,653	7,653	2,446	32.0	118	1.5	1,086	14.2	3,805	49.7	---	---	198	2.6
Poultry and poultry products	13	3,132	3,088	2,411	78.6	184	6.0	---	---	473	15.4	---	---	---	---
Fruits and vegetables (fresh)	99	18,280	18,019	8,846	49.1	31	.2	1,302	7.2	5,813	32.3	507	2.8	1,520	8.4
All other	14	3,158	3,158	400	12.7	---	---	1	(1)	2,622	83.0	---	---	135	4.3
Farm supplies	20	7,066	7,060	3,160	44.7	5	.1	1,985	28.1	1,673	23.7	---	---	243	3.4
Furniture and house furnishings	62	9,830	9,685	8,406	86.8	910	9.4	233	2.4	125	1.3	---	---	11	.1

For footnotes, see end of table.

TABLE 7.—DISTRIBUTION OF SALES BY CLASSES OF CUSTOMERS
FOR CITIES OF OVER 500,000 POPULATION—Continued

TYPES OF OPERATION BY KINDS OF BUSINESS

CITY TYPE OF OPERATION KIND OF BUSINESS	ALL ESTABLISHMENTS *		Total of sales analyzed	SALES ANALYZED BY CLASSES OF CUSTOMERS											
				Sales to retailers for resale		Sales to household consumers		Sales to industrial users		Sales to wholesalers		Sales to export or foreign buyers		Export sales to foreign countries	
	Number	Total net sales (add 000)	(add 000)	Amount (add 000)	Percent of sales analyzed	Amount (add 000)	Percent of sales analyzed	Amount (add 000)	Percent of sales analyzed	Amount (add 000)	Percent of sales analyzed	Amount (add 000)	Percent of sales analyzed	Amount (add 000)	Percent of sales analyzed
SAN FRANCISCO, CALIF.—Con.															
SERVICE AND LIMITED-FUNCTION WHOLESALERS—Con.															
Groceries (general line)	20	$26,302	$26,302	$21,813	82.9	$112	.4	$1,942	7.4	$202	.8	$102	.4	$2,131	8.1
Groceries and foods (specialty lines)	227	74,162	72,235	37,011	51.3	869	1.2	11,123	15.4	20,648	28.6	246	.3	2,338	3.2
Canned foods	18	7,314	7,314	3,214	43.9	11	.2	1,813	24.8	1,456	19.9	49	.7	777	10.6
Coffee, tea, and spices	23	19,797	19,129	4,754	24.9	17	.1	2,261	11.8	11,940	62.4	---	---	157	.8
Coffee roasting and spice grinding	11	10,185	10,185	7,557	74.2	2	(1)	217	2.1	2,136	21.0	100	1.0	173	1.7
Fish and sea foods	24	2,657	2,657	1,576	59.3	76	2.9	558	21.0	428	16.1	5	.2	14	.5
Meats and provisions	36	13,759	13,759	9,733	70.7	259	1.9	3,466	25.2	301	2.2	---	-	--	--
All other	113	20,450	19,191	10,177	53.1	504	2.6	2,808	14.6	4,393	22.9	92	.5	1,217	6.3
Hardware	33	14,078	5,256	3,028	57.6	190	3.6	1,186	22.6	847	16.1	1	(1)	4	.1
Jewelry	46	4,336	4,223	3,752	88.9	48	1.1	35	.8	388	9.2	---	---	---	---
Lumber and construction materials	49	17,335	16,491	7,395	44.9	78	.5	5,480	33.2	2,488	15.1	20	.1	1,030	6.2
Machinery--equipment--supplies	205	24,737	17,267	3,393	19.7	297	1.7	11,624	67.3	1,753	10.2	82	.5	118	.6
Metals and metal work (except scrap)	17	5,394	5,394	430	8.0	22	.4	4,181	77.4	618	11.5	139	2.6	4	.1
Paper and its products	47	10,773	9,409	3,276	34.8	383	4.1	5,072	53.9	551	5.9	20	.2	107	1.1
Wrapping or coarse paper and products	22	4,255	3,991	1,195	29.9	1	(1)	2,333	58.5	335	8.4	20	.5	107	2.7
Printing and writing papers	11	2,857	2,857	350	12.2	8	.3	2,471	86.5	28	1.0	---	---	---	---
All other	14	3,661	2,561	1,731	67.6	374	14.6	268	10.5	188	7.3	---	---	---	---
Plumbing and heating equipt and spls	37	7,998	7,998	4,871	60.8	213	2.7	2,395	29.9	508	6.4	4	.1	7	.1
Tobacco and products (except leaf)	19	9,486	9,486	7,960	83.9	111	1.2	46	.5	1,311	13.8	2	(1)	56	.6
Waste materials	44	10,787	10,024	760	7.6	180	1.8	3,273	32.7	466	4.6	5,094	50.8	251	2.5
Iron and steel scrap	17	7,008	7,008	139	2.0	91	1.3	1,623	23.2	233	3.3	4,922	70.2	---	---
Waste paper, rags, and rubber	13	1,941	1,243	275	22.1	76	6.1	674	54.2	183	14.7	5	.4	30	2.5
All other	14	1,838	1,773	346	19.5	13	.7	976	55.0	50	2.8	167	9.4	221	12.6
All other kinds of business	243	94,835	(2)	(2)	(2)	(2)	(2)	(2)	(2)	(2)	(2)	(2)	(2)	(2)	(2)
MANUFACTURERS' SALES BRANCHES (With stocks)	460	428,420	405,608	80,939	20.0	2,098	.5	126,643	31.2	186,750	46.0	1,703	.4	7,475	1.9
Amusement and sporting goods	15	16,120	7,715	601	7.8	---	---	7,050	91.4	16	.2	11	.1	37	.5
Automotive	28	13,746	13,346	9,020	67.6	9	.1	1,940	14.5	2,278	17.1	2	(1)	97	.7
Beer, wines, and liquors	18	16,925	16,925	2,406	14.1	26	.2	161	1.0	14,300	84.5	1	(1)	31	.2
Chemicals and paints	29	14,543	13,989	2,081	14.9	57	.4	8,210	58.7	2,040	14.6	227	1.6	1,374	9.8
Clothing and furnishings	21	7,472	7,472	7,377	98.8	---	---	2	(1)	93	1.2	---	---	---	---
Drugs and drug sundries	22	11,988	10,502	7,204	68.6	5	(1)	644	6.1	2,474	23.6	---	---	175	1.7
Dry goods (specialty lines)	22	9,709	9,709	6,472	66.7	2	(1)	1,189	12.2	1,992	20.5	20	.2	34	.4
Farm products--consumer goods	6	4,127	4,127	1,283	31.1	27	.7	636	15.4	1,602	38.8	---	---	579	14.0
Furniture and house furnishings	13	11,230	9,873	3,026	30.6	---	---	1,775	18.0	4,249	43.0	---	---	823	8.4
Groceries and foods (specialty lines)	38	114,833	112,358	21,740	19.3	676	.6	22,951	20.4	64,517	57.4	108	.1	2,366	2.2
Lumber and construction materials	13	9,218	9,218	5,685	61.7	19	.2	1,896	20.6	1,458	15.8	160	1.7	---	---
Machinery--equipment--supplies	113	31,539	29,531	5,847	19.8	41	.1	20,127	68.2	2,398	8.1	929	3.1	189	.7
Metals and metal work (except scrap)	23	32,182	29,479	617	2.1	156	.5	19,709	66.9	8,686	29.5	240	.8	71	.2
Paper and its products	21	31,390	31,151	1,543	5.0	966	3.1	20,560	66.0	6,556	21.0	5	(1)	1,521	4.9
Plumbing and heating equipt and spls	18	8,586	6,578	338	5.1	17	.3	3,891	59.2	2,314	35.1	---	---	18	.3
All other kinds of business	60	94,832	(2)	(2)	(2)	(2)	(2)	(2)	(2)	(2)	(2)	(2)	(2)	(2)	(2)
MANUFACTURERS' SALES OFFICES (Without stocks)	132	120,077	107,111	7,402	6.9	136	.1	57,154	53.4	40,835	38.1	351	.3	1,233	1.2
Chemicals and paints	6	7,354	7,354	---	---	---	---	5,458	74.2	1,096	14.9	---	---	800	10.9
Furniture and house furnishings	6	2,623	2,326	600	25.8	1	(1)	---	---	1,725	74.2	---	---	---	---
Groceries and foods (specialty lines)	12	29,008	28,421	1,614	5.7	32	.1	9,594	33.8	16,737	58.9	193	.7	251	.8
Lumber and construction materials	9	3,516	2,893	1,196	41.3	5	.2	427	14.8	1,264	43.7	---	---	1	(1)
Machinery--equipment--supplies	33	19,283	17,807	427	2.4	---	---	17,249	96.9	131	.7	---	---	---	---
Metals and metal work (except scrap)	17	21,065	14,702	---	---	---	---	13,667	93.0	960	6.5	13	.1	62	.4
Paper and its products	11	8,019	8,019	805	10.0	1	(1)	4,743	59.1	2,211	27.6	142	1.8	117	1.5

For footnotes, see end of table.

TABLE 7.—DISTRIBUTION OF SALES BY CLASSES OF CUSTOMERS FOR CITIES OF OVER 500,000 POPULATION—Continued

TYPES OF OPERATION BY KINDS OF BUSINESS

CITY TYPE OF OPERATION KIND OF BUSINESS	ALL ESTABLISHMENTS *		Total of sales analyzed	SALES ANALYZED BY CLASSES OF CUSTOMERS													
				Sales to retailers for resale		Sales to household consumers		Sales to industrial users		Sales to wholesalers		Sales to export intermediaries		Export sales to buyers in foreign countries	
	Number	Total net sales (add 000)	(add 000)	Amount (add 000)	Percent of sales analyzed	Amount (add 000)	Percent of sales analyzed	Amount (add 000)	Percent of sales analyzed	Amount (add 000)	Percent of sales analyzed	Amount (add 000)	Percent of sales analyzed	Amount (add 000)	Percent of sales analyzed
SAN FRANCISCO, CALIF.—Con.																	
MANUFACTURERS' SALES OFFICES (Without stocks)—Con.																	
All other kinds of business	38	$29,209	(2)	(2)	(2)	(2)	(2)	(2)	(2)	(2)	(2)	(2)	(2)	(2)	(2)
AGENTS AND BROKERS	994	297,398	$272,455	$39,129	14.4	$386	.1	$71,578	26.3	$110,135	40.4	$4,368	1.6	$46,859	17.2
Amusement and sporting goods	25	2,751	2,751	1,214	44.1	---	---	46	1.7	1,491	54.2	---	---	---	---
Automotive	23	3,543	3,386	289	8.5	---	---	150	4.4	2,870	84.8	10	.3	67	2.0
Beer, wines, and liquors	14	1,771	1,771	353	19.9	5	.3	1	.1	1,410	79.6	2	.1	---	---
Chemicals and paints	22	5,493	4,886	184	3.8	26	.5	4,255	87.1	407	8.3	3	.1	11	.2
Clothing and furnishings	85	8,065	7,791	6,469	83.0	2	(1)	186	2.4	1,134	14.6	---	---	---	---
Drugs and drug sundries (specialty lines)	15	6,647	4,523	2,718	60.1	1	(1)	14	.3	1,786	39.5	---	---	1	.1
Dry goods (general line)	1	11,702	11,512	3,821	33.3	5	(1)	3,749	32.6	3,928	34.1	5	(1)	4	(1)
Dry goods (specialty lines)	74														
Electrical goods	50	5,889	5,120	825	16.0	13	.3	999	19.5	3,259	63.7	24	.5	---	---
Farm products--raw materials	24	9,603	8,652	274	3.2	---	---	2,082	24.1	4,037	46.7	332	3.8	1,927	22.2
Farm products--consumer goods	23	9,907	8,658	3,622	41.8	27	.3	276	3.2	4,008	46.3	64	.7	661	7.7
Furniture and house furnishings	82	6,421	6,187	5,434	87.8	50	.8	165	2.7	536	8.7	1	(1)	1	(1)
Groceries and foods (specialty lines)	141	121,734	108,214	6,103	5.6	---	---	26,939	24.9	58,563	54.1	3,247	3.0	13,362	12.4
Hardware	43	5,009	4,989	346	6.9	---	---	577	11.6	4,062	81.4	4	.1	---	---
Jewelry	31	2,591	2,591	1,091	42.1	---	---	48	1.9	1,451	56.0	---	---	1	(1)
Lumber and construction materials	44	14,187	13,112	3,112	23.7	11	.1	1,070	8.2	2,619	20.0	99	.8	6,201	47.2
Machinery--equipment--supplies	149	15,771	14,813	1,433	9.7	227	1.5	9,684	65.4	3,125	21.1	32	.2	312	2.1
Metals and metal work (except scrap)	19	3,326	3,326	55	1.7	2	.1	1,240	37.3	1,302	39.1	16	.5	711	21.3
Paper and its products	25	2,838	2,838	175	6.2	---	---	486	17.1	2,177	76.7	---	---	---	---
Plumbing and heating equipt and spls	29	2,906	2,906	200	6.9	12	.4	780	26.8	1,825	62.8	---	---	89	3.1
Waste materials	7	2,732	2,732	---	---	---	---	448	16.4	2	.1	1	(1)	2,281	83.5
All other kinds of business	68	54,512	(2)	(2)	(2)	(2)	(2)	(2)	(2)	(2)	(2)	(2)	(2)	(2)	(2)
ASSEMBLERS (Mainly farm products)	25	24,500	23,704	9,026	38.1	291	1.2	1,814	7.7	12,286	51.8	18	.1	269	1.1
WASHINGTON, D. C.**															
SERVICE AND LIMITED-FUNCTION WHOLESALERS	482	170,266	158,842	106,043	66.8	4,532	2.9	37,103	23.4	9,395	5.9	675	.4	1,094	.6
MANUFACTURERS' SALES BRANCHES (With stocks)	88	77,177	69,242	17,338	25.0	40	.1	47,469	68.6	4,395	6.3	---	---	---	---
MANUFACTURERS' SALES OFFICES (Without stocks)	46	52,190	45,312	3,077	6.8	3	(1)	40,376	89.1	1,855	4.1	---	---	1	(1)
AGENTS AND BROKERS	124	35,361	33,675	5,414	16.1	43	.1	10,890	32.3	17,328	51.5	---	---	---	---
ASSEMBLERS (Mainly farm products)	3	688	52	---	---	---	---	---	---	52	100.0	---	---	---	---
SERVICE AND LIMITED-FUNCTION WHOLESALERS	482	170,266	158,842	106,043	66.8	4,532	2.9	37,103	23.4	9,395	5.9	675	.4	1,094	.6
Amusement and sporting goods	12	1,084	1,029	678	65.9	177	17.2	174	16.9	---	---	---	---	---	---
Automotive	43	27,581	26,545	22,844	86.1	2,679	10.1	806	3.0	66	.2	150	.6	---	---
Beer, wines, and liquors	21	15,117	15,117	14,794	97.9	1	(1)	5	(1)	317	2.1	---	---	---	---
Chemicals and paints	14	1,210	1,105	210	19.0	80	7.2	719	65.1	96	8.7	---	---	---	---
Coal and coke	7	2,650	2,386	1,936	81.1	51	2.1	393	16.5	6	.3	---	---	---	---
Drugs (general line)	2	3,307	3,032	2,963	97.7	2	.1	61	2.0	6	.2	---	---	---	---
Drugs and drug sundries (specialty lines)	6														
Dry goods (general line)	1	925	925	653	70.6	10	1.1	262	28.3	---	---	---	---	--	---
Dry goods (specialty lines)	5														

For footnotes, see end of table.

TABLE 7.—DISTRIBUTION OF SALES BY CLASSES OF CUSTOMERS FOR CITIES OF OVER 500,000 POPULATION—Continued

TYPES OF OPERATION BY KINDS OF BUSINESS

CITY TYPE OF OPERATION KIND OF BUSINESS	ALL ESTABLISHMENTS *		Total of sales analyzed	SALES ANALYZED BY CLASSES OF CUSTOMERS											
				Sales to retailers for resale		Sales to household consumers		Sales to industrial users		Sales to wholesalers		Sales to export or foreign buyers		Export sales to U.S. or foreign territories	
	Number	Total net sales (add 000)	(add 000)	Amount (add 000)	Percent of sales analyzed	Amount (add 000)	Percent of sales analyzed	Amount (add 000)	Percent of sales analyzed	Amount (add 000)	Percent of sales analyzed	Amount (add 000)	Percent of sales analyzed	Amount (add 000)	Percent of sales analyzed
WASHINGTON, D. C.—Con.**															
SERVICE AND LIMITED-FUNCTION WHOLESALERS—Con.															
Electrical goods	27	$9,762	$8,907	$4,784	53.7	$32	.4	$4,024	45.2	$67	.7	---	---	-	---
Farm products--consumer goods	62	16,187	15,948	9,087	57.0	321	2.0	3,249	20.4	3,291	20.6	--	---	--	---
Furniture and house furnishings	7	992	992	581	58.6	36	3.6	374	37.7	1	.1	---	---	---	--
Groceries (general line)	11	11,823	11,823	11,250	95.2	---	---	396	3.3	177	1.5	--	---	--	
Groceries and foods (specialty lines)	65	15,967	15,741	10,367	65.9	140	.9	3,170	20.1	2,064	13.1	---	---	---	
Hardware	10	4,004	4,004	2,139	53.4	145	3.6	1,669	41.7	36	.9	---	---	$15	.4
Jewelry	5	4,671	4,671	4,642	99.4	19	.4	---	---	10	.2	--	---	---	---
Lumber and construction materials	12	8,993	7,343	3,199	43.6	13	.2	4,116	56.0	15	.2	---	---	---	---
Machinery—equipment--supplies	40	4,759	3,802	982	25.8	4	.1	2,745	72.2	71	1.9	---	---	---	---
Paper and its products	31	7,087	6,086	891	14.6	30	.5	4,637	76.2	528	8.7	---	---	---	---
Plumbing and heating equipt and spls	17	10,802	7,048	1,239	17.6	782	11.1	4,855	68.9	172	2.4	---	---	---	---
Tobacco and products (except leaf)	12	11,284	11,284	9,660	85.6	---	---	10	.1	1,614	14.3	---	---	---	---
Waste materials	34	2,155	1,491	---	---	---	---	526	35.3	440	29.5	$525	35.2	---	---
All other kinds of business	38	9,906	(2)	(2)	(2)	(2)	(2)	(2)	(2)	(2)	(2)	(2)	(2)	(2)	(2)
MANUFACTURERS' SALES BRANCHES (With stocks)	88	77,177	69,242	17,338	25.0	40	.1	47,469	68.6	4,395	6.3	---	---	---	---
Amusement and sporting goods	11	7,703	7,153	59	.8	5	.1	7,089	99.1	---	---	---	---	---	---
Beer, wines, and liquors	5	3,630	3,630	1,974	54.4	---	---	51	1.4	1,605	44.2	---	---	---	---
Groceries and foods (specialty lines)	14	16,177	15,884	11,826	74.5	14	.1	2,293	14.4	1,751	11.0	---	---	---	---
Machinery—equipment--supplies	31	13,275	10,037	307	3.1	---	---	9,536	95.0	194	1.9	---	---	---	---
All other kinds of business	27	36,392	(2)	(2)	(2)	(2)	(2)	(2)	(2)	(2)	(2)	(2)	(2)	(2)	(2)
MANUFACTURERS' SALES OFFICES (Without stocks)	46	52,190	45,312	3,077	6.8	3	(1)	40,376	89.1	1,855	4.1	---	---	1	(1)
Electrical goods	5	14,857	14,633	240	1.6	---	---	13,366	91.3	1,027	7.1	---	---	---	---
Lumber and construction materials	5	2,168	2,168	1,766	81.5	---	---	381	17.6	20	.9	---	---	1	(1)
Machinery--equipment--supplies	12	7,383	7,232	---	---	---	---	7,067	97.7	165	2.3	---	---	--	
Metals and metal work (except scrap)	8	18,907	16,784	---	---	---	---	16,784	100.0	---	---	---	---	---	--
All other	16	8,875	4,495	1,071	23.8	3	.1	2,778	61.8	643	14.3	---	---		---
AGENTS AND BROKERS	124	35,361	33,675	5,414	16.1	43	.1	10,890	32.3	17,328	51.5	---	---		---
Electrical goods	8	1,804	1,669	6	.4	---	---	1,526	91.4	137	8.2			-	---
Farm products--consumer goods	11	4,750	4,057	1,723	42.5	1	(1)	90	2.2	2,243	55.3	--	---	---	---
Groceries and foods (specialty lines)	23	15,157	15,157	311	2.1	---	---	---	---	14,846	97.9	---	---	---	---
Lumber and construction materials	9	1,355	1,355	878	64.8	1	.1	472	34.8	4	.3	---	---	---	---
Machinery—equipment--supplies	32	7,434	6,943	243	3.5	---	---	6,683	96.3	17	.2	---	---	---	---
Metals and metal work (except scrap)	8	827	827	74	8.9	37	4.5	715	86.5	1	.1	---	---	---	---
Paper and its products	5	364	364	67	18.4	---	---	297	81.6	---	---	---	---	---	---
Plumbing and heating equipt and spls	7	532	532	46	8.6	---	---	409	76.9	77	14.5	---	---	---	---
All other kinds of business	21	3,136	(2)	(2)	(2)	(2)	(2)	(2)	(2)	(2)	(2)	(2)	(2)	(2)	(2)

* Including those from which no analysis of sales by classes of customers was obtained.
** Coextensive with the District of Columbia.
1 Less than one-tenth of one percent.
2 Analysis not given as classification includes miscellaneous kinds of business.

INDEX TO DATA BY TRADES IN TABLE 8

TRADE	Service and limited-function wholesalers Divisions and Cities	Manufacturers' sales branches (with stocks) Divisions and Cities	Petroleum bulk stations and terminals Divisions	Assemblers (mainly farm products) Divisions
	Page	Page	Page	Page
Amusement and sporting goods	708	810		
Automotive	709	811		
Beer, wines, and liquors	712	813		
Chemicals and paints	714	814		
Clothing and furnishings	716	816		
Coal and coke	720			
Drugs (general line)	722			
Drugs and drug sundries (specialty lines)	724	817		
Dry goods (general line)	726			
Dry goods (specialty lines)	728	819		
Electrical goods	732	820		
Farm products - raw materials	735			850
Farm products—consumer goods	737	821		852
Farm supplies	741	823		854
Furniture and house furnishings	744	824		

TRADE	Service and limited-function wholesalers Divisions and Cities	Manufacturers' sales branches (with stocks) Divisions and Cities	Petroleum bulk stations and terminals Divisions	Assemblers (mainly farm products) Divisions
	Page	Page	Page	Page
Groceries (general line)	747			
Groceries and foods (specialty lines)	754	825		855
Hardware	762	830		
Jewelry	770	831		
Lumber and construction materials	771	831		
Machinery—equipment—supplies	774	833		
Metals and metal work (except scrap)	785	838		
Paper and its products	790	841		
Petroleum and its products	793	843	849	
Plumbing and heating equipment and supplies	794	844		
Tobacco and products (except leaf)	798	846		
Waste materials	801			
All other products	804	847		

Table 8.—ANALYSIS OF SALES BY COMMODITIES

In this section the major kind-of-business groups of service and limited-function wholesalers, manufacturers' sales branches (with stocks), petroleum bulk stations and terminals, and assemblers are analyzed by commodities or lines of merchandise. Data are given, where possible, under each kind of business for geographic divisions and for New York City, Chicago, Philadelphia, Boston, and San Francisco. An explanation of table 8 is given in chapter V.

451724 O - 42 - 46

SERVICE AND LIMITED-FUNCTION WHOLESALERS

TABLE 8.—COMMODITY SALES, BY KIND-OF-BUSINESS GROUPS

By Geographic Division and 5 Selected Cities

Limited to establishments which report an analysis of their sales by commodities. Ratio of commodity coverage indicates sales size (sample)

Commodity No.	KIND OF BUSINESS AREA AND COMMODITY	ESTABLISHMENTS REPORTING COMMODITY DATA: Number	ESTABLISHMENTS REPORTING COMMODITY DATA: Sales of such establishments (add 000)	REPORTED SALES OF STATED COMMODITY: Amount reported (add 000)	REPORTED SALES OF STATED COMMODITY: Percent (column A) (See note)	Percent (column B) (See note)
	AMUSEMENT AND SPORTING GOODS TRADES					
	New England Division					
	All establishments ... 81					
	Sales ... $6,385,000					
	Commodity coverage ... 87.0 percent					
	Total analyzed	73	$5,558	$5,558	- -	100.0
43	Wiring supplies and electrical construction materials	3	621	32	5.2	.6
50	Hardware	3	444	28	6.3	.5
52	Sporting goods	21	2,341	2,296	98.1	41.3
53	Toys and games	16	1,149	828	72.1	14.9
81	Paper and products (such as bags, boxes, cups, dishes, etc.)	3	237	18	7.6	.3
83	Stationery and supplies	4	475	41	8.6	.7
88	Cameras and supplies	8	701	470	67.0	8.5
95	Motion picture film rentals	13	651	438	67.3	7.9
	All other commodities	---	---	1,407	---	25.3
	Middle Atlantic Division					
	All establishments ... 539					
	Sales ... $74,195,000					
	Commodity coverage ... 93.5 percent					
	Total analyzed	496	69,384	69,384	---	100.0
27	Clothing and furnishings, men's and boys'	9	4,390	155	3.5	.2
45	Radios, appliances, and specialties	11	5,128	371	7.2	.9
46	China, glassware, and crockery	9	3,165	787	24.9	1.1
48	House furnishings	6	1,858	136	7.4	.8
50	Hardware	6	4,275	516	12.1	.7
52	Sporting goods	106	22,994	20,232	88.0	29.2
53	Toys and games	111	20,109	12,568	62.5	18.1
56	Industrial equipment and supplies	8	4,127	107	2.6	.2
81	Paper and products (except stationery and wallpaper)	14	1,225	144	11.8	.2
83	Stationery and supplies	26	2,655	713	26.9	1.0
88	Cameras and supplies	57	9,478	8,036	84.8	11.6
91	Jewelry, silverware, etc.	13	5,271	259	4.9	.4
94	Luggage, saddlery, harness, etc.	6	1,062	188	17.7	.3
95	Motion picture film rentals	65	10,084	9,867	97.8	14.2
96	Optical goods (except photographic)	5	2,701	601	22.3	.9
	All other commodities	---	---	14,704	---	21.2
	East North Central Division					
	All establishments ... 225					
	Sales ... $22,539,000					
	Commodity coverage ... 83.9 percent					
	Total analyzed	201	18,914	18,914	---	100.0
27	Clothing and furnishings, men's and boys'	9	616	65	10.6	.3
30	Notions	5	877	44	6.5	.2
31	Piece goods	4	752	148	19.7	.8
	Domestics	3	536	101	18.8	---
	Other	---	---	47	---	---
37	Drugs and drug sundries	6	966	75	7.8	.4
	Druggists' sundries	4	779	62	8.0	---
	Other	---	--	13	---	---
42	Other chemicals and related products	8	719	304	42.3	1.6
45	Radios, appliances, and specialties	6	870	210	24.1	1.1
	Radios, parts, and accessories	4	695	22	3.2	---
	Other electrical appliances	4	752	188	25.0	--
46	China, glassware, and crockery	8	1,044	141	13.5	.7
52	Sporting goods	48	7,124	6,038	84.8	31.9
53	Toys and games	45	3,920	2,492	63.6	13.2
81	Paper and products (such as bags, boxes, cups, dishes, etc.)	9	1,146	94	8.2	.5
83	Stationery and supplies	7	938	126	13.4	.7
	Commercial stationery	4	886	111	12.5	---
	Not analyzed in detail	3	52	15	28.8	---
88	Cameras and supplies	24	3,841	3,569	92.9	18.9
91	Jewelry, silverware, etc.	5	713	79	11.1	.4
	Clocks and watches	4	629	33	5.2	---
	Other	-	--	46	---	---
95	Motion picture film rentals	30	2,213	2,172	98.1	11.5
	All other commodities	---	---	3,297	---	17.5
	Service receipts	5	173	60	34.7	.3
	AMUSEMENT AND SPORTING GOODS TRADES—Con.					
	West North Central Division					
	All establishments ... 91					
	Sales ... $6,625,000					
	Commodity coverage ... 83.9 percent					
45	Total analyzed	78	$5,556	$5,556	---	100.0
45	Radios, appliances, and specialties	6	319	53	16.6	1.0
	Radios, parts, and accessories	4	211	29	13.7	---
	Other electrical appliances	4	216	24	11.1	---
52	Sporting goods	27	2,870	2,413	84.1	43.4
53	Toys and games	3	252	139	55.2	2.5
88	Cameras and supplies	12	767	660	86.0	11.9
95	Motion picture film rentals	25	962	832	86.5	15.0
	All other commodities	---	---	1,459	---	26.2
	South Atlantic Division					
	All establishments ... 83					
	Sales ... $6,771,000					
	Commodity coverage ... 74.2 percent					
	Total analyzed	60	5,026	5,026	---	100.0
27	Clothing and furnishings, men's and boys'	3	153	12	7.8	.2
52	Sporting goods	25	2,658	2,377	89.4	47.3
53	Toys and games	9	771	404	52.4	8.0
83	Stationery and supplies	4	533	177	33.2	3.5
88	Cameras and supplies	5	137	137	100.0	2.7
95	Motion picture film rentals	9	392	392	100.0	7.8
	All other commodities	---	---	1,527	---	30.5
	East South Central Division					
	All establishments ... 22					
	Sales ... $2,680,000					
	Commodity coverage ... 87.9 percent					
	Total analyzed	19	2,355	2,355	---	100.0
52	Sporting goods	9	1,766	1,224	69.3	52.0
53	Toys and games	4	1,052	102	9.7	4.3
88	Cameras and supplies	5	1,239	293	23.6	12.4
	All other commodities	---	---	736	---	31.3
	West South Central Division					
	All establishments ... 78					
	Sales ... $6,571,000					
	Commodity coverage ... 77.2 percent					
	Total analyzed	51	5,075	5,075	---	100.0
52	Shoes and other footwear	3	342	36	10.5	.7
45	Radios, appliances, and specialties	3	751	294	40.2	5.8
52	Sporting goods	26	2,908	2,544	87.5	50.1
53	Toys and games	4	332	17	5.1	.3
88	Cameras and supplies	6	736	496	67.4	9.8
95	Motion picture film rentals	10	903	903	100.0	17.8
	All other commodities	---	---	785	---	15.5
	Mountain Division					
	All establishments ... 30					
	Sales ... $2,111,000					
	Commodity coverage ... 84.7 percent					
	Total analyzed	27	1,787	1,787	---	100.0
52	Sporting goods	10	976	935	95.8	52.3
53	Toys and games	4	532	290	54.5	16.2
95	Motion picture film rentals	9	164	164	100.0	9.2
	All other commodities	---	---	398	---	22.3

Percent column A—Percent of *total* sales of stores reporting that they sell such commodity.

Percent column B—Percent which stated commodity bears to *total* sales of all stores in this kind of business reporting their sales by commodities.

SERVICE AND LIMITED-FUNCTION WHOLESALERS

TABLE 8.—COMMODITY SALES, BY KIND-OF-BUSINESS GROUPS

[illegible]

Commodity No.	KIND OF BUSINESS AREA AND COMMODITY	ESTABLISHMENTS REPORTING COMMODITY DAILY: Number	ESTABLISHMENTS REPORTING COMMODITY DAILY: Sales of establishments reporting	REPORTED SALES OF STATED COMMODITY: Amount	REPORTED SALES OF STATED COMMODITY: Percent of column A	Percent of column B
	AMUSEMENT AND SPORTING GOODS TRADES—Con.					
	Pacific Division					
	All establishments 193 Sales $23,807,000 Commodity coverage 89.8 percent					
	Total analyzed	176	$21,380	$21,380	---	100.0
27	Clothing and furnishings, men's and boys'	4	756	47	6.2	.2
30	Notions	3	536	144	26.9	.7
52	Sporting goods	52	5,086	4,577	90.0	21.4
53	Toys and games	30	2,170	1,318	60.7	6.2
83	Stationery and supplies	3	279	71	25.4	.3
88	Cameras and supplies	23	12,770	11,853	92.8	55.4
95	Motion picture film rentals	28	744	711	95.6	3.3
	All other commodities	---	---	2,659	---	12.5
	New York City					
	All establishments 594 Sales $57,491,000 Commodity coverage 94.8 percent					
	Total analyzed	364	54,490	54,490	---	100.0
45	Radios, appliances, and specialties	5	869	199	22.9	.4
60	China, glassware, and crockery	4	2,506	762	30.4	1.4
52	Sporting goods	54	13,499	13,019	96.4	23.9
53	Toys and games	70	12,104	10,288	85.0	18.9
83	Stationery and supplies	14	1,046	372	35.6	.7
88	Cameras and supplies	46	8,436	7,375	87.4	13.5
91	Jewelry, silverware, etc.	5	735	183	24.9	.3
94	Luggage, saddlery, harness, etc.	3	733	169	23.1	.3
95	Motion picture film rentals	59	9,657	9,440	97.8	17.3
96	Optical goods (except photographic)	4	2,643	599	22.7	1.1
	All other commodities	---	---	12,084	---	22.2
	Chicago					
	All establishments 81 Sales $12,600,000 Commodity coverage 86.8 percent					
	Total analyzed	73	10,932	10,932	---	100.0
52	Sporting goods	15	4,125	4,071	98.7	37.2
53	Toys and games	16	1,850	1,225	66.2	11.2
88	Cameras and supplies	15	3,223	3,159	98.0	28.9
95	Motion picture film rentals	[illegible]	[illegible]	798	99.3	7.3
	All other commodities	---	---	1,679	---	15.4
	Philadelphia					
	All establishments 35 Sales $7,767,000 Commodity coverage 92.0 percent					
	Total analyzed	32	7,147	7,147	---	100.0
45	Radios, appliances, and specialties	4	4,186	166	4.0	2.3
60	China, glassware, and crockery	3	398	12	3.0	.2
52	Sporting goods	12	5,687	4,442	78.1	62.2
53	Toys and games	8	4,514	638	14.1	8.9
88	Cameras and supplies	4	443	196	44.2	2.7
91	Jewelry, silverware, etc.	4	4,185	45	1.1	.6
95	Motion picture film rentals	4	90	90	100.0	1.3
	All other commodities	---	---	1,558	---	21.8

Commodity No.	KIND OF BUSINESS AREA AND COMMODITY	ESTABLISHMENTS REPORTING COMMODITY DAILY: Number	ESTABLISHMENTS REPORTING COMMODITY DAILY: Sales of establishments reporting	REPORTED SALES OF STATED COMMODITY: Amount reported	REPORTED SALES OF STATED COMMODITY: Percent of column A	Percent of column B
	AMUSEMENT AND SPORTING GOODS TRADES—Con.					
	Boston					
	All establishments 38 Sales $4,692,000 Commodity coverage 86.5 percent					
	Total analyzed	33	$4,059	$4,059	--	100.0
52	Sporting goods	9	1,624	1,602	98.6	39.5
53	Toys and games	4	945	672	71.1	16.6
88	Cameras and supplies	4	477	250	52.4	6.2
95	Motion picture film rentals	12	643	430	66.9	10.6
	All other commodities	---	-	1,105	---	27.1
	San Francisco					
	All establishments 37 Sales $3,671,000 Commodity coverage 88.4 percent					
	Total analyzed	33	3,246	3,246	--	100.0
30	Notions	3	536	144	26.9	4.4
52	Sporting goods	8	1,359	1,196	88.0	36.8
53	Toys and games	9	1,095	647	59.1	19.9
88	Cameras and supplies	4	1,133	629	55.5	19.4
95	Motion picture film rentals	[illegible]	185	185	100.0	5.7
	All other commodities	---	---	445	--	13.8
	AUTOMOTIVE TRADES					
	New England Division					
	All establishments 412 Sales $114,160,000 Commodity coverage 96.4 percent					
35	Total analyzed	380	110,021	110,021	---	100.0
35	Automobiles and other motor vehicles	67	82,660	75,153	90.9	68.3
	Automobiles (passenger)	28	76,646	65,721	85.7	---
	Trucks, busses, taxicabs, etc.	25	33,674	5,706	16.9	---
	Tractors	3	455	277	60.9	---
	Not analyzed in detail	21	4,701	3,449	73.4	---
36	Automotive supplies	354	105,590	31,280	29.6	28.4
	Batteries	145	36,633	1,758	4.8	---
	Automotive accessories	177	86,250	6,835	8.6	---
	Automotive parts	217	82,988	12,414	15.0	---
	Tires and tubes	124	19,016	5,021	26.4	---
	Not analyzed in detail	63	15,998	5,152	32.2	---
38	Chemicals, industrial and heavy	6	1,151	149	12.9	.1
40	Paints and varnishes	24	4,036	207	5.1	.2
42	Other chemicals and related products	6	1,189	70	5.9	.1
45	Radios, appliances, and specialties	26	7,476	1,058	14.2	1.0
	Radios, parts, and accessories	23	6,872	612	8.9	---
	Electric household refrigerators	10	2,502	272	10.9	---
	Electric washing machines	9	3,048	47	1.5	---
	Other electrical appliances	10	2,766	105	3.8	---
	Not analyzed in detail	5	516	22	4.3	---
52	Sporting goods	[illegible]	3,128	168	5.4	.2
55	Farm and garden machinery and equipment	5	942	83	8.8	.1
58	Office and store equipment and supplies	38	4,908	509	10.4	.5
	Garage and filling station equipment	38	4,908	505	10.3	---
	Other	---	---	4	--	---
76	Petroleum and its products	51	8,745	335	3.8	.3
	All other commodities	---	---	525	---	.4
	Service receipts	41	9,291	484	5.2	.4

Percent column A: Percent [illegible] sales of establishments [illegible] that [illegible] sell such commodity.
Percent column B: Percent which stated commodity bears of [illegible] sales of all establishments in the kind of business [illegible] reporting [illegible] commodity.

SERVICE AND LIMITED-FUNCTION WHOLESALERS

TABLE 8.—COMMODITY SALES, BY KIND-OF-BUSINESS GROUPS

By Geographic Divisions and 5 Selected Cities—Continued

[Limited to establishments which report an analysis of their sales by commodities. Ratio of commodity coverage indicates sales size of sample]

Commodity No.	KIND OF BUSINESS AREA AND COMMODITY	ESTABLISHMENTS REPORTING COMMODITY DATA: Number	ESTABLISHMENTS REPORTING COMMODITY DATA: Sales of such establishments (add 000)	REPORTED SALES OF STATED COMMODITY: Amount reported (add 000)	REPORTED SALES OF STATED COMMODITY: Percent column A (See note)	Percent column B (See note)
	AUTOMOTIVE TRADES—Con.					
	Middle Atlantic Division					
	All establishments 1,427; Sales $446,373,000; Commodity coverage 94.3 percent					
	Total analyzed	1,349	$421,014	$421,014	---	100.0
35	Automobiles and other motor vehicles	200	285,901	259,369	90.7	61.6
	Automobiles (passenger)	83	270,536	228,818	84.6	---
	Trucks, busses, taxicabs, etc.	103	133,305	23,945	18.0	---
	Tractors	3	846	260	30.7	---
	Not analyzed in detail	39	7,319	6,346	86.7	---
36	Automotive supplies	1,229	385,759	146,134	38.5	34.7
	Batteries	441	115,403	7,015	6.2	---
	Automotive accessories	550	296,136	31,945	10.8	---
	Automotive parts	755	294,459	50,934	17.3	---
	Tires and tubes	365	78,525	42,225	53.8	---
	Not analyzed in detail	197	27,572	13,215	47.9	---
40	Paints and varnishes	56	5,597	577	10.3	.1
45	Radios, appliances, and specialties	59	34,093	3,568	10.5	.8
	Radios, parts, and accessories	50	115,143	7,915	6.2	---
	Electric household refrigerators	10	20,912	783	3.7	---
	Other	---	---	712	---	---
	Not analyzed in detail	4	653	120	18.4	---
56	Industrial equipment and supplies	13	9,308	1,533	16.5	.4
58	Office and store equipment and supplies	81	10,160	865	8.5	.2
76	Petroleum and its products	71	16,355	1,064	6.5	.3
98	Second-hand merchandise	20	865	582	67.3	.1
	All other commodities	---	---	4,998	---	1.2
	Service receipts	154	41,637	2,324	5.6	.6
	East North Central Division					
	All establishments 1,870; Sales $504,237,000; Commodity coverage 97.0 percent					
	Total analyzed	1,771	489,042	489,042	---	100.0
35	Automobiles and other motor vehicles	236	364,466	329,503	90.4	67.4
	Automobiles (passenger)	123	346,488	296,266	85.5	---
	Trucks, busses, taxicabs, etc.	95	204,054	25,145	12.3	---
	Tractors	15	3,841	2,242	58.4	---
	Not analyzed in detail	41	6,928	5,850	84.4	---
36	Automotive supplies	1,622	461,084	144,226	31.3	29.5
	Batteries	538	62,295	5,124	8.2	---
	Automotive accessories	727	366,358	38,036	10.4	---
	Automotive parts	1,117	403,720	70,230	17.4	---
	Tires and tubes	420	52,389	14,468	27.6	---
	Not analyzed in detail	212	31,595	16,368	51.8	---
40	Paints and varnishes	100	10,542	779	7.4	.2
45	Radios, appliances, and specialties	98	26,411	3,689	14.0	.8
	Radios, parts, and accessories	78	20,935	2,058	9.8	---
	Electric household refrigerators	28	4,971	742	14.9	---
	Electric washing machines	19	3,918	162	4.6	---
	Other electrical appliances	27	8,039	328	4.1	---
	Not analyzed in detail	12	3,113	379	12.2	---
50	Hardware	29	4,206	311	7.4	.1
52	Sporting goods	10	3,972	345	8.7	.1
55	Farm and garden machinery and equipment	10	1,850	245	13.2	.1
56	Industrial equipment and supplies	18	2,385	276	11.7	.1
	Belting, hose, packing, etc.	7	1,186	96	8.1	---
	Mechanical power transmission equipment	5	963	30	3.1	---
	Metal-working tools	7	1,073	114	10.6	---
	Other	---	---	36	---	---
58	Garage and filling station equipment	135	14,058	1,151	8.2	.2
64	Iron and steel products—semi-finished	18	2,690	347	12.9	.1
75	Glass, sheet	12	476	439	92.2	.1
76	Petroleum and its products	87	16,800	1,087	6.5	.2
98	Second-hand merchandise	53	8,370	1,018	12.2	.2
	All other commodities	---	---	2,042	---	.2
	Service receipts	252	57,330	3,582	6.2	.7
	AUTOMOTIVE TRADES—Con.					
	West North Central Division					
	All establishments 955; Sales $503,257,000; Commodity coverage 96.8 percent					
	Total analyzed	928	293,539	$293,539	---	100.0
35	Automobiles and other motor vehicles	128	230,912	212,766	92.1	72.5
	Automobiles (passenger)	111	225,332	174,805	77.6	---
	Trucks, busses, taxicabs, etc.	52	159,363	35,162	22.1	---
	Tractors	8	842	290	34.4	---
	Not analyzed in detail	23	3,688	2,509	68.0	---
36	Automotive supplies	866	278,429	69,419	24.9	23.6
	Batteries	313	89,249	2,756	3.1	---
	Automotive accessories	428	237,241	17,713	7.5	---
	Automotive parts	627	255,768	34,554	13.5	---
	Tires and tubes	236	38,734	6,692	17.3	---
	Not analyzed in detail	97	12,485	7,674	61.5	---
40	Paints and varnishes	53	12,751	445	3.5	.2
45	Radios, appliances, and specialties	61	17,563	3,033	17.3	1.0
	Radios, parts, and accessories	50	16,435	1,753	10.7	---
	Electric household refrigerators	29	6,343	782	12.3	---
	Electric washing machines	24	5,928	192	3.2	---
	Other electrical appliances	27	9,940	231	2.3	---
	Not analyzed in detail	7	760	75	9.9	---
50	Hardware	20	4,103	590	14.4	.2
58	Office and store equipment and supplies	67	8,042	639	7.9	.2
	Office machines and equipment	5	776	81	10.4	---
	Garage and filling station equipment	61	7,180	545	7.6	---
	Not analyzed in detail	---	---	13	---	---
76	Petroleum and its products	68	22,416	1,102	4.9	.4
	All other commodities	---	---	3,708	---	1.3
	Service receipts	136	30,120	1,837	6.1	.6
	South Atlantic Division					
	All establishments 721; Sales $204,882,000; Commodity coverage 94.4 percent					
	Total analyzed	663	193,331	193,331	---	100.0
35	Automobiles and other motor vehicles	90	144,730	130,251	90.0	67.4
	Automobiles (passenger)	47	159,965	108,856	77.8	---
	Trucks, busses, taxicabs, etc.	39	97,976	19,706	20.1	---
	Tractors	8	896	411	45.9	---
	Not analyzed in detail	16	1,555	1,278	82.2	---
36	Automotive supplies	622	190,502	57,287	30.1	29.6
	Batteries	240	105,513	3,324	3.2	---
	Automotive accessories	313	159,325	11,906	7.5	---
	Automotive parts	426	169,653	29,692	17.5	---
	Tires and tubes	183	28,070	5,065	18.0	---
	Not analyzed in detail	95	13,123	7,300	55.6	---
40	Paints and varnishes	40	7,499	1,000	6.4	.2
45	Radios, appliances, and specialties	36	10,339	1,161	11.2	.6
	Radios, parts, and accessories	31	9,944	885	8.9	---
	Electric household refrigerators	7	1,690	194	11.5	---
	Electric washing machines	4	1,319	23	1.7	---
	Other electrical appliances	5	4,307	61	1.4	---
58	Office and store equipment and supplies	73	9,302	693	7.5	.4
	Office machines and equipment	5	874	40	4.6	---
	Garage and filling station equipment	67	8,373	653	7.8	---
76	Petroleum and its products	31	16,306	569	3.5	.3
98	Second-hand merchandise	15	3,289	454	13.8	.2
	All other commodities	---	---	1,504	---	.8
	Service receipts	59	20,620	932	4.5	.5

Percent column A—Percent of total sales of establishments reporting that have sold such commodity.

Percent column B—Percent which stated commodity bears to total sales of all establishments in this kind of business reporting their sales by commodities.

SERVICE AND LIMITED-FUNCTION WHOLESALERS

TABLE 8.—COMMODITY SALES, BY KIND-OF-BUSINESS GROUPS

By Geographic Divisions, and 5 Selected Cities—Continued

[Limited to establishments which report an analysis of their sales by commodities. Ratio of commodity coverage indicates sales size of sample]

Commodity No.	KIND OF BUSINESS AREA AND COMMODITY	ESTABLISHMENTS REPORTING COMMODITY DATA: Number	ESTABLISHMENTS REPORTING COMMODITY DATA: Sales of such establishments (add 000)	REPORTED SALES OF STATED COMMODITY: Amount reported (add 000)	REPORTED SALES OF STATED COMMODITY: Percent (column A) See note	Percent (column B) See note
	AUTOMOTIVE TRADES—Con.					
	East South Central Division					
	All establishments 351; Sales $66,042,000; Commodity coverage 94.2 percent					
	Total analyzed	337	$62,204	$62,204	---	100.0
35	Automobiles and other motor vehicles	40	42,393	36,651	86.5	58.9
	Automobiles (passenger)	17	40,648	30,837	75.9	---
	Trucks, busses, taxicabs, etc.	19	36,899	5,074	13.8	---
	Tractors	3	818	420	51.3	---
	Other	---	---	24	---	---
	Not analyzed in detail	8	368	296	80.4	---
36	Automotive supplies	318	60,055	23,325	38.8	37.5
	Batteries	101	18,117	901	5.0	---
	Automotive accessories	158	46,999	5,102	10.9	---
	Automotive parts	223	52,006	13,143	25.3	---
	Tires and tubes	77	5,883	1,239	21.1	---
	Not analyzed in detail	47	5,000	2,940	58.8	---
40	Paints and varnishes	13	1,765	606	34.3	1.0
45	Radios, appliances, and specialties	19	2,609	402	15.4	.6
	Radios, parts, and accessories	18	2,507	126	5.0	---
	Electric household refrigerators	5	1,555	201	12.9	---
	Other	---	---	75	---	---
58	Office and store equipment and supplies: Garage and filling station equipment	43	3,663	412	11.2	.7
	All other commodities	---	---	359	---	.6
	Service receipts	32	5,721	450	7.9	.7
	West South Central Division					
	All establishments 780; Sales $102,091,000; Commodity coverage 96.6 percent					
	Total analyzed	761	98,612	98,612	---	100.0
35	Automobiles and other motor vehicles	103	47,513	38,236	80.5	38.8
	Automobiles (passenger)	51	42,232	34,231	81.1	---
	Trucks, busses, taxicabs, etc.	43	14,017	2,178	15.5	---
	Tractors	12	1,677	501	29.9	---
	Not analyzed in detail	22	1,757	1,326	75.5	---
36	Automotive supplies	705	94,069	52,671	56.0	53.4
	Batteries	254	30,543	2,348	7.7	---
	Automotive accessories	354	66,272	10,473	15.8	---
	Automotive parts	527	77,245	30,227	39.1	---
	Tires and tubes	226	23,375	6,274	26.8	---
	Not analyzed in detail	67	5,758	3,349	58.4	---
40	Paints and varnishes	55	8,428	556	6.6	.6
43	Wiring supplies and electrical construction materials	12	4,701	107	2.3	.1
44	Electrical apparatus and equipment	9	3,277	152	4.6	.2
45	Radios, appliances, and specialties	27	10,399	1,957	18.8	2.0
	Radios, parts, and accessories	21	9,406	990	10.5	---
	Electric household refrigerators	11	2,861	457	16.0	---
	Electric washing machines	4	1,851	42	2.3	---
	Other electrical appliances	9	5,192	112	2.2	---
	Not analyzed in detail	--	---	356	---	-
50	Hardware	9	907	119	13.1	.1
52	Sporting goods	5	5,592	363	6.3	.4
55	Farm and garden machinery and equipment	14	1,854	157	8.5	.2
56	Industrial equipment and supplies	5	1,080	87	8.1	.1
57	Industrial machinery	8	2,493	221	8.9	.2
58	Office and store equipment and supplies	68	9,367	944	10.1	1.0
	Garage and filling station equipment	67	7,459	846	11.3	---
	Other	---	---	98	---	---
75	Glass--sheet and containers	5	299	32	27.4	.1
76	Petroleum and its products	51	8,656	952	11.0	1.0
98	Second-hand merchandise	19	1,114	397	35.5	.4
	All other commodities	---	---	774	---	.6
	Service receipts	76	15,745	835	5.3	.8
	AUTOMOTIVE TRADES—Con.					
	Mountain Division					
	All establishments 321; Sales $47,550,000; Commodity coverage 99.0 percent					
	Total analyzed	313	$47,097	$47,097	---	100.0
35	Automobiles and other motor vehicles	40	21,458	16,481	76.7	35.0
	Automobiles (passenger)	20	17,066	12,920	75.7	---
	Trucks, busses, taxicabs, etc.	19	8,889	1,721	19.4	---
	Tractors	8	1,958	398	20.3	---
	Not analyzed in detail	6	1,570	1,442	91.8	---
36	Automotive supplies	307	45,452	21,844	48.1	46.4
	Batteries	128	25,697	723	2.8	---
	Automotive accessories	180	31,753	5,021	15.8	---
	Automotive parts	221	35,968	11,294	31.4	---
	Tires and tubes	88	18,955	2,108	12.4	---
	Not analyzed in detail	39	5,378	2,700	50.2	---
40	Paints and varnishes	27	7,755	221	2.8	.5
43	Wiring supplies and electrical construction materials	20	8,258	806	9.8	1.7
	Interior	16	7,450	345	4.6	---
	Outside	3	5,199	97	1.9	---
	Lighting fixtures	6	5,399	168	3.1	---
	Incandescent lamps	16	7,793	196	2.5	---
44	Electrical apparatus and equipment	4	5,536	99	1.8	.2
45	Radios, appliances, and specialties	26	10,568	1,943	18.7	4.1
	Radios, parts, and accessories	22	10,110	685	6.8	---
	Electric household refrigerators	19	8,758	311	3.6	---
	Electric washing machines	17	8,734	408	4.7	---
	Other electrical appliances	20	9,192	539	5.9	-
50	Hardware	14	7,072	424	6.0	.9
51	Plumbing, heating, and air conditioning	13	7,440	254	3.4	.5
52	Sporting goods	8	1,839	188	10.2	.4
55	Farm machinery and equipment	7	1,483	259	17.5	.5
56	Industrial equipment and supplies	11	6,261	203	3.2	.4
	Metal-working tools	5	5,323	116	2.2	---
	Other	---	---	87	---	---
57	Industrial machinery	9	5,661	2,534	44.8	5.4
58	Office and garage equipment and supplies	46	5,647	457	8.1	1.0
	Office machines and equipment	6	1,028	79	7.7	---
	Garage and filling station equipment	40	4,618	378	8.2	---
76	Petroleum and its products	29	4,919	314	6.4	.7
98	Second-hand merchandise	8	2,916	395	13.5	.9
	All other commodities	--	---	300	---	.7
	Service receipts	29	5,909	378	6.4	.8
	Pacific Division					
	All establishments 1,127; Sales $206,694,000; Commodity coverage 92.0 percent					
	Total analyzed	1,056	190,151	190,151	---	100.0
35	Automobiles and other motor vehicles	123	133,128	117,576	88.3	61.8
	Automobiles (passenger)	49	124,003	101,238	81.6	---
	Trucks, busses, taxicabs, etc.	57	70,866	12,054	17.0	---
	Tractors	9	1,476	579	39.2	---
	Other	--	---	104	---	-
	Not analyzed in detail	26	4,086	3,603	88.2	---
36	Automotive supplies	970	184,849	65,384	35.4	34.4
	Batteries	267	77,222	3,255	4.2	- -
	Automotive accessories	333	135,026	11,620	8.6	---
	Automotive parts	680	157,347	38,943	24.7	-
	Tires and tubes	179	40,547	6,873	17.0	- -
	Not analyzed in detail	114	15,554	4,693	30.2	---
40	Paints and varnishes	30	3,492	342	9.8	.2
45	Radios, appliances, and specialties	27	6,123	640	10.5	.3
	Radios, parts, and accessories	19	5,592	515	9.2	---
	Electric household refrigerators	6	933	70	7.5	---
	Electric washing machines	4	667	21	3.1	---
	Other electrical appliances	8	1,201	34	2.8	---

Percent column A: [illegible]

Percent column B: [illegible]

SERVICE AND LIMITED-FUNCTION WHOLESALERS

TABLE 8.—COMMODITY SALES, BY KIND-OF-BUSINESS GROUPS

By Geographic Divisions and Selected Cities—Continued

Limited to establishments which reported analyses of their sales by commodities. Rank of commodity—average indicates sale size of sample.

Commodity No.	KIND OF BUSINESS AREA AND COMMODITY	ESTABLISHMENTS REPORTING COMMODITY DATA: Number	ESTABLISHMENTS REPORTING COMMODITY DATA: Sales of such establishments (thousands)	REPORTED SALES OF STATED COMMODITY: Amount reported (thousands)	REPORTED SALES OF STATED COMMODITY: Percent column A (See note)	Percent column B (See note)
	AUTOMOTIVE TRADES—Con.					
	Pacific Division—Con.					
50	Hardware	10	$1,355	$195	14.4	.1
58	Office and store equipment and supplies:					
	Garage and filling station equipment	46	6,593	863	13.1	.5
75	Glass, paint	8	383	124	32.4	.1
76	Petroleum and its products	42	20,019	472	2.4	.2
98	Second-hand merchandise	39	2,036	936	46.1	.7
	All other commodities	---	---	1,392	---	.7
	Service receipts	125	39,390	2,225	5.6	1.2
	New York City					
	All establishments 342; Sales $166,656,000; Commodity coverage 95.7 percent					
	Total analyzed	324	159,535	159,535	---	100.0
31	Piece goods	[illegible]	1,030	1,030	100.0	.6
35	Automobiles and other motor vehicles	54	114,373	104,050	91.0	65.2
	Automobiles (passenger)	17	111,338	92,589	83.2	---
	Trucks, busses, taxicabs, etc.	19	47,858	11,047	23.1	---
	Not analyzed in detail	4	422	414	98.1	---
36	Automotive supplies	278	149,639	48,206	32.2	30.2
	Batteries	64	50,226	1,386	2.9	---
	Automotive accessories	104	118,242	10,908	9.2	---
	Automotive parts	156	122,099	16,830	13.8	---
	Tires and tubes	74	24,518	16,529	67.4	---
	Not analyzed in detail	26	4,412	2,554	57.9	---
45	Radios, appliances, and specialties	8	21,885	1,121	5.1	.7
56	Industrial equipment and supplies	3	7,998	1,366	17.1	.9
58	Office and store equipment and supplies:					
	Garage and filling station equipment	10	1,427	81	5.7	.1
76	Petroleum and its products	9	1,849	139	7.5	.1
98	Second-hand merchandise	9	410	405	98.8	.3
	All other commodities	---	---	2,686	---	1.6
	Service receipts	24	6,227	451	7.2	.3
	Chicago					
	All establishments 265; Sales $109,915,000; Commodity coverage 97.6 percent					
	Total analyzed	178	107,306	107,306	---	100.0
35	Automobiles and other motor vehicles	28	76,140	71,153	93.5	66.3
	Automobiles (passenger)	18	74,433	66,825	89.8	---
	Trucks, busses, taxicabs, etc.	9	23,030	2,987	13.0	---
	Other	---	---	956	---	---
	Not analyzed in detail	3	437	385	88.1	---
36	Automotive supplies	223	88,435	34,381	38.9	32.0
	Batteries	54	8,952	1,006	11.2	---
	Automotive accessories	95	70,213	10,341	14.7	---
	Automotive parts	133	74,500	14,804	19.9	---
	Tires and tubes	68	15,441	4,785	31.0	---
	Not analyzed in detail	28	4,784	3,445	72.0	---
45	Radios, appliances, and specialties	11	6,472	484	7.5	.5
	Radios, parts, and accessories	9	5,190	221	4.3	---
	Other	---	---	61	---	---
	Not analyzed in detail	---	---	202	---	---
98	Second-hand merchandise	10	5,529	232	4.2	.2
	All other commodities	---	---	558	---	.5
	Service receipts	23	3,488	497	5.[illegible]	.5
	Philadelphia					
	All establishments 119; Sales $53,509,000; Commodity coverage 88.3 percent					
	Total analyzed	114	47,251	47,251	---	100.0
35	Automobiles and other motor vehicles	13	35,873	31,644	88.2	67.0
	Automobiles (passenger)	8	35,373	31,055	87.8	---
	Trucks, busses, taxicabs, etc.	7	9,104	589	6.5	---
	AUTOMOTIVE TRADES—Con.					
	Philadelphia—Con.					
36	Automotive supplies	104	$46,110	$14,147	30.7	29.9
	Batteries	23	6,583	573	8.7	---
	Automotive accessories	36	38,595	4,013	10.4	---
	Automotive parts	58	41,332	6,335	15.4	---
	Tires and tubes	35	4,589	2,484	54.1	---
	Not analyzed in detail	12	742	742	100.0	---
45	Radios, appliances, and specialties	8	3,519	645	18.3	1.4
	Radios, parts, and accessories	8	3,519	316	9.0	---
	Electric household refrigerators	3	1,209	74	6.1	---
	Other	---	---	255	---	---
50	Hardware	[illegible]	561	58	10.3	.1
58	Office and store equipment and supplies:					
	Garage and filling station equipment	3	1,127	81	7.2	.2
	All other commodities	---	---	489	---	1.0
	Service receipts	4	3,493	187	5.4	.4
	Boston					
	All establishments 57; Sales $64,385,000; Commodity coverage 98.1 percent					
	Total analyzed	52	63,162	63,162	---	100.0
35	Automobiles and other motor vehicles	9	57,950	53,202	91.8	84.2
	Automobiles (passenger)	8	57,447	50,070	87.2	---
	Trucks, busses, taxicabs, etc.	3	23,242	3,132	13.5	---
36	Automotive supplies	51	61,377	9,522	15.5	15.1
	Batteries	10	17,518	602	3.4	---
	Automotive accessories	19	51,516	2,618	5.1	---
	Automotive parts	32	54,229	4,356	8.0	---
	Tires and tubes	9	1,273	707	55.5	---
	Not analyzed in detail	7	5,671	1,239	21.8	---
	All other commodities	---	---	330	---	.5
	Service receipts	---	---	108	---	.2
	San Francisco					
	All establishments 95; Sales $42,852,000; Commodity coverage 88.1 percent					
	Total analyzed	86	37,773	37,773	---	100.0
35	Automobiles and other motor vehicles	14	30,637	27,306	89.1	72.3
	Automobiles (passenger)	9	30,106	26,349	87.5	---
	Trucks, busses, taxicabs, etc.	7	11,603	865	7.4	---
	Not analyzed in detail	---	---	74	---	---
36	Automotive supplies	78	36,944	8,705	23.6	23.0
	Batteries	16	11,105	239	2.2	---
	Automotive accessories	27	32,947	2,272	6.9	---
	Automotive parts	56	34,381	4,765	13.9	---
	Tires and tubes	20	18,059	1,289	7.1	---
	Not analyzed in detail	---	---	140	---	---
40	Paints and varnishes	3	558	58	10.4	.2
45	Radios, appliances, and specialties	6	2,533	269	10.6	.7
	Radios, parts, and accessories	6	2,533	218	8.6	---
	Other	---	---	51	---	---
76	Petroleum and its products	5	8,192	83	1.0	.2
	All other commodities	---	---	568	---	1.5
	Service receipts	10	17,180	784	4.6	2.1
	BEER, WINES, AND LIQUORS TRADES					
	New England Division					
	All establishments 290; Sales $100,781,000; Commodity coverage 97.6 percent					
	Total analyzed	284	98,347	98,347	---	100.0
01	Beer and other malt liquors	230	68,498	40,370	58.9	41.0
11	Groceries (miscellaneous)	[illegible]	5,381	187	5.5	.2
13	Soft drinks	57	11,014	935	8.5	1.0

Percent column A: Percent of the sales in the analyzed sample that is covered by such commodity.
Percent column B: Percent of the total commodity sales in all establishments in the kind of business represented by the commodity.

SERVICE AND LIMITED-FUNCTION WHOLESALERS

TABLE 8.—COMMODITY SALES, BY KIND OF BUSINESS GROUPS

By Geographic Divisions and 5 Selected Cities—Continued

Limited to establishments which reported sales classified by commodities. Ratio of commodity sales to total sales [illegible]

Commodity No.	KIND OF BUSINESS AREA AND COMMODITY	ESTABLISHMENTS REPORTING COMMODITY DATA: Number	ESTABLISHMENTS REPORTING COMMODITY DATA: Sales of establishments (add 000)	REPORTED SALES OF STATED COMMODITY: Amount reported (add 000)	REPORTED SALES OF STATED COMMODITY: Percent column A (See note)	Percent column B (See note)
	BEER, WINES, AND LIQUORS TRADES—Con.					
	New England Division—Con.					
15	Wines and liquors	139	$69,774	$55,899	80.1	56.8
	Liquors	88	53,483	40,985	76.6	---
	Wines	101	53,187	5,733	10.8	---
	Not analyzed in detail	23	11,505	9,181	79.8	---
	All other commodities	---	---	956	---	1.0
	Middle Atlantic Division					
	All establishments 1,452					
	Sales $334,827,000					
	Commodity coverage 94.9 percent					
	Total analyzed	1,428	317,735	317,735	---	100.0
00	Bakery products	6	2,112	487	23.1	.2
01	Beer and other malt liquors	1,247	146,867	120,242	81.9	37.8
09	Fruits and vegetables, fresh	7	4,143	592	14.3	.2
13	Soft drinks	268	31,820	3,680	11.6	1.2
15	Wines and liquors	200	200,286	190,878	95.3	60.1
	Liquors	101	158,068	129,523	81.9	---
	Wines	161	147,050	29,792	20.3	---
	Not analyzed in detail	21	31,563	31,563	100.0	---
16	Other food and related products	13	8,597	428	5.0	.1
42	Other chemicals and related products	4	3,030	509	16.8	.2
	All other commodities	---	---	919	---	.2
	East North Central Division					
	All establishments 1,609					
	Sales $500,690,000					
	Commodity coverage 97.2 percent					
	Total analyzed	1,573	293,995	293,995	---	100.0
01	Beer and other malt liquors	1,279	158,741	121,252	76.4	41.2
02	Butter and cheese	9	2,347	181	7.7	.1
05	Confectionery and ice cream	29	14,792	1,421	9.6	.5
	Candy	16	6,833	740	10.8	---
	Chewing gum	11	10,274	262	2.6	---
	Ice cream and ices	6	627	104	16.6	---
	Other confectionery	6	1,741	128	7.4	---
	Not analyzed in detail	5	1,827	187	10.2	---
06	Dairy and poultry products (except butter and cheese)	9	1,357	151	11.1	.1
09	Fruits and vegetables, fresh	12	4,309	1,139	26.4	.4
13	Soft drinks	288	41,177	4,372	10.6	1.5
14	Sugar	11	2,908	579	19.9	.2
15	Wines and liquors	566	197,143	159,618	81.0	54.3
	Liquors	346	144,133	119,212	82.7	---
	Wines	404	106,152	15,587	14.7	---
	Not analyzed in detail	70	31,236	24,819	79.5	---
89	Tobacco products	19	12,316	3,696	30.0	1.3
	All other commodities	---	---	1,586	---	.4
	West North Central Division					
	All establishments 825					
	Sales $114,284,000					
	Commodity coverage 100.0 percent					
	Total analyzed	825	114,284	114,284	---	100.0
01	Beer and other malt liquors	740	65,541	52,903	80.7	46.3
05	Confectionery and ice cream	32	11,837	1,219	10.3	1.1
13	Soft drinks	220	20,047	2,511	12.5	2.2
15	Wines and liquors	102	59,058	54,041	91.5	47.3
	Liquors	80	44,484	38,088	85.6	---
	Wines	60	35,428	4,461	12.6	---
	Not analyzed in detail	15	13,718	11,492	83.8	---
89	Tobacco products	13	10,801	1,587	14.7	1.4
	All other commodities	---	---	2,023	---	1.7

Commodity No.	KIND OF BUSINESS AREA AND COMMODITY	ESTABLISHMENTS REPORTING COMMODITY DATA: Number	ESTABLISHMENTS REPORTING COMMODITY DATA: Sales of establishments (add 000)	REPORTED SALES OF STATED COMMODITY: Amount reported (add 000)	REPORTED SALES OF STATED COMMODITY: Percent column A (See note)	Percent column B (See note)
	BEER, WINES, AND LIQUORS TRADES—Con.					
	South Atlantic Division					
	All establishments 427					
	Sales $111,484,000					
	Commodity coverage 94.4 percent					
	Total analyzed	416	$105,292	$105,292	---	100.0
01	Beer and other malt liquors	317	81,093	36,256	71.0	34.4
03	Canned foods	3	1,059	210	19.8	.2
05	Confectionery and ice cream	8	2,444	476	19.5	.5
	Candy	7	2,298	428	18.6	---
	Chewing gum	4	994	36	3.6	---
	Other	---	---	12	---	---
09	Fruits and vegetables, fresh	8	2,261	727	32.2	.7
	Fresh fruits	5	1,230	295	24.0	---
	Fresh vegetables	7	1,940	357	18.4	---
	Not analyzed in detail	---	---	75	---	---
13	Soft drinks	24	4,993	682	13.7	.6
15	Wines and liquors	162	76,115	65,165	85.6	61.9
	Liquors	83	54,518	48,068	88.2	---
	Wines	117	52,051	9,796	18.8	---
	Not analyzed in detail	21	10,360	7,301	70.5	---
73	Coal (bituminous)	3	2,066	796	38.5	.8
89	Tobacco products	7	1,552	349	22.5	.3
	Cigarettes	5	1,346	179	13.3	---
	Other	---	---	125	---	---
	Not analyzed in detail	---	---	45	---	---
	All other commodities	---	---	631	---	.6
	East South Central Division					
	All establishments 223					
	Sales $41,580,000					
	Commodity coverage 94.8 percent					
	Total analyzed	214	39,400	39,400	---	100.0
01	Beer and other malt liquors	148	15,062	11,975	79.5	30.4
05	Confectionery and ice cream	5	1,196	468	40.8	1.2
13	Soft drinks	17	2,292	131	5.7	.3
15	Wines and liquors	74	27,338	26,732	97.8	67.8
	Liquors	62	23,476	21,708	92.5	---
	Wines	52	20,632	2,166	10.2	---
	Not analyzed in detail	4	2,997	2,918	97.4	---
	All other commodities	---	---	74	---	.3
	West South Central Division					
	All establishments 488					
	Sales $80,755,000					
	Commodity coverage 96.8 percent					
	Total analyzed	482	78,156	78,156	---	100.0
01	Beer and other malt liquors	415	45,976	35,315	76.8	45.2
03	Canned foods	8	5,140	232	4.5	.3
05	Confectionery and ice cream	12	4,595	327	7.1	.4
06	Dairy and poultry products (except butter and cheese)	6	3,338	248	7.4	.3
09	Fruits and vegetables, fresh	6	4,732	1,051	22.2	1.3
11	Groceries (miscellaneous)	8	5,293	463	8.7	.6
13	Soft drinks	33	5,008	309	6.2	.4
15	Wines and liquors	93	44,475	38,727	87.1	49.6
	Liquors	70	38,225	30,570	80.0	---
	Wines	69	34,371	3,762	10.9	---
	Not analyzed in detail	12	4,932	4,395	89.1	---
18	Feed	4	881	284	32.2	.4
37	Drugs and drug sundries	5	2,344	354	15.1	.5
89	Tobacco products	7	1,162	345	29.7	.4
	All other commodities	---	---	501	---	.6

Percent column A—Percent total sales of establishments reporting that [illegible] such commodity

Percent column B—Percent [illegible] commodity bears to total sales of all establishments in the kind of business [illegible]

SERVICE AND LIMITED-FUNCTION WHOLESALERS

TABLE 8.—COMMODITY SALES, BY KIND-OF-BUSINESS GROUPS

By Geographic Divisions and 5 Selected Cities—Continued

[Limited to establishments which report an analysis of their sales by commodities. Ratio of commodity coverage indicates sales size of sample]

Commodity No	KIND OF BUSINESS AREA AND COMMODITY	ESTABLISHMENTS REPORTING COMMODITY DATA: Number	ESTABLISHMENTS REPORTING COMMODITY DATA: Sales of such establishments (add 000)	REPORTED SALES OF STATED COMMODITY: Amount reported (add 000)	REPORTED SALES OF STATED COMMODITY: Percent column A (See note)	Percent column B (See note)
	BEER, WINES, AND LIQUORS TRADES—Con.					
	Mountain Division					
	All establishments 237					
	Sales $32,193,000					
	Commodity coverage 99.0 percent					
	Total analyzed	231	$31,862	$31,862	---	100.0
01	Beer and other malt liquors	205	21,392	14,114	66.0	44.3
05	Confectionery and ice cream	10	1,430	256	17.9	.8
13	Soft drinks	41	4,565	452	9.9	1.4
15	Wines and liquors	71	19,677	15,896	80.8	49.9
	Liquors	50	16,390	11,080	67.6	---
	Wines	57	16,452	2,789	17.0	---
	Not analyzed in detail	10	2,564	2,027	76.1	---
73	Coal and coke	15	1,497	170	11.4	.5
81	Paper and products (such as bags, boxes, cups, dishes, etc.)	3	1,142	140	12.3	.4
89	Tobacco products	7	1,003	201	20.0	.6
	All other commodities	---	---	653	---	2.1
	Pacific Division					
	All establishments 681					
	Sales $132,570,000					
	Commodity coverage 97.1 percent					
	Total analyzed	662	128,694	128,694	---	100.0
01	Beer and other malt liquors	479	83,086	43,442	52.3	33.8
02	Butter and cheese	9	8,563	345	4.0	.3
05	Confectionery and ice cream	45	18,128	853	4.7	.7
11	Groceries (miscellaneous)	20	15,858	3,166	20.0	2.5
12	Meats and meat products	8	8,893	274	3.1	.2
13	Soft drinks	233	37,024	3,347	9.0	2.6
15	Wines and liquors	491	113,573	73,274	64.5	56.9
	Liquors	186	70,384	50,371	71.6	---
	Wines	414	31,120	11,269	36.2	---
	Not analyzed in detail	39	16,356	11,634	71.1	---
16	Other food and related products	7	12,021	979	8.1	.8
89	Tobacco products	21	10,887	1,841	17.2	1.4
	Cigars	12	5,972	211	3.5	---
	Cigarettes	11	6,062	452	7.5	---
	Other tobacco products	8	4,960	490	9.8	---
	Not analyzed in detail	6	3,633	688	18.9	---
	All other commodities	---	---	1,173	--	.8
	New York City					
	All establishments 193					
	Sales $155,096,000					
	Commodity coverage 92.0 percent					
	Total analyzed	185	142,735	142,735	---	100.0
01	Beer and other malt liquors	75	25,809	15,158	58.7	10.6
13	Soft drinks	26	5,621	1,132	20.1	.8
15	Wines and liquors	114	130,427	125,419	96.2	87.9
	Liquors	47	100,747	82,140	81.5	---
	Wines	94	92,339	21,307	23.1	---
	Not analyzed in detail	---	---	21,972	--	--
	All other commodities	---	---	1,026	---	.7
	Chicago					
	All establishments 235					
	Sales $94,839,000					
	Commodity coverage 98.1 percent					
	Total analyzed	229	93,073	93,073	---	100.0
01	Beer and other malt liquors	120	29,117	17,657	60.6	19.0
05	Confectionery and ice cream	4	2,769	327	11.8	.4
	Candy	3	1,549	246	15.9	---
	Chewing gum	3	1,874	26	1.4	---
	Other	---	---	55		---
	BEER, WINES, AND LIQUORS TRADES—Con.					
	Chicago—Con.					
13	Soft drinks	27	$7,015	$1,118	15.9	1.2
15	Wines and liquors	144	77,359	73,417	94.9	78.9
	Liquors	119	59,729	50,601	84.7	---
	Wines	102	42,175	7,584	18.0	---
	Not analyzed in detail	17	16,352	15,232	93.2	---
89	Tobacco products	[illegible]	2,175	554	25.5	.5
	Philadelphia					
	All establishments 96					
	Sales $10,810,000					
	Commodity coverage 96.1 percent					
	Total analyzed	90	10,389	10,389	---	100.0
01	Beer and other malt liquors	84	8,116	7,970	98.2	76.7
13	Soft drinks	13	1,602	140	8.7	1.3
15	Wines and liquors	6	2,273	2,264	99.6	21.8
	Liquors	6	2,273	762	33.5	---
	Wines	4	1,919	1,502	78.3	---
	All other commodities	---	---	15	---	.2
	Boston					
	All establishments 37					
	Sales $30,499,000					
	Commodity coverage 97.3 percent					
	Total analyzed	36	29,683	29,683	---	100.0
01	Beer and other malt liquors	17	18,229	9,419	51.7	31.7
15	Wines and liquors	26	20,703	19,947	96.3	67.2
	Liquors	18	17,700	16,079	90.8	---
	Wines	20	17,669	1,355	7.7	---
	Not analyzed in detail	---	---	2,513	---	---
	All other commodities	---	---	317	---	1.1
	San Francisco					
	All establishments 101					
	Sales $26,443,000					
	Commodity coverage 91.6 percent					
	Total analyzed	96	24,222	24,222	--	100.0
01	Beer and other malt liquors	24	8,824	5,154	58.4	21.3
13	Soft drinks	9	4,981	119	2.4	.5
15	Wines and liquors	84	22,443	17,981	80.1	74.2
	Liquors	52	16,086	13,669	85.0	---
	Wines	63	15,633	2,581	16.5	---
	Not analyzed in detail	4	1,747	1,731	99.1	---
89	Tobacco products	3	2,082	490	23.5	2.0
	All other commodities	---	---	478	---	2.0
	CHEMICALS AND PAINTS TRADES					
	New England Division					
	All establishments 147					
	Sales $23,277,000					
	Commodity coverage 97.5 percent					
	Total analyzed	140	22,692	22,692	---	100.0
38	Chemicals, industrial and heavy	39	13,232	12,462	94.2	54.9
39	Oils, vegetable	10	2,026	379	18.7	1.7
40	Paints and varnishes	68	6,683	4,375	65.5	19.3
41	Soaps	8	1,445	159	11.0	.7
42	Other chemicals and related products	47	5,412	4,533	83.8	20.0
80	Hardware	5	360	47	13.1	.2
82	Wallpaper	28	1,705	353	20.7	1.6
	All other commodities	---	---	384	---	1.6

Percent column A—Percent which stated commodity bears to total sales of establishments reporting that they sell such commodity.
Percent column B—Percent which stated commodity bears to total sales of all establishments in this kind of business reporting their sales by commodities.

SERVICE AND LIMITED-FUNCTION WHOLESALERS

TABLE 8.—COMMODITY SALES, BY KIND-OF-BUSINESS GROUPS

By Geographic Divisions and 5 Selected Cities: Continued

Limited to establishments which [illegible] Other [illegible] Reported [illegible]

Commodity No.	KIND OF BUSINESS AREA AND COMMODITY	ESTABLISHMENTS REPORTING COMMODITY DATA: Number	ESTABLISHMENTS REPORTING COMMODITY DATA: Sales [illegible] (thousands)	REPORTED SALES OF STATED COMMODITY: Amount (thousands)	REPORTED SALES OF STATED COMMODITY: Percent [illegible] (Column A See note)	Percent [illegible] (Column B See note)
	CHEMICALS AND PAINTS TRADES—Con.					
	Middle Atlantic Division					
	All establishments 574					
	Sales $142,002,000					
	Commodity coverage 94.2 percent					
	Total analyzed	542	$131,868	$131,868	---	100.0
37	Drugs and drug sundries	17	6,448	2,250	35.1	1.7
	Drugs, chemicals, and pharmaceuticals	13	5,877	2,187	37.2	---
	Proprietary medicines and toiletries	4	616	24	3.9	---
	Other	---	---	39	---	---
38	Chemicals, industrial and heavy	124	71,085	60,626	85.3	46.0
39	Oils, vegetable	53	11,168	2,258	20.2	1.7
	Cottonseed, linseed, etc.	41	7,214	1,881	26.1	---
	Essential oils	13	2,178	207	9.5	---
	Not analyzed in detail	3	2,155	170	8.0	---
40	Paints and varnishes	273	30,281	23,491	77.6	17.8
41	Soaps	19	5,539	326	5.9	.2
42	Other chemicals and related products	168	41,979	32,591	77.6	24.7
48	House furnishings	13	7,138	298	13.9	.2
50	Hardware	20	2,961	225	7.5	.2
55	Industrial equipment and supplies	13	3,260	508	15.6	.4
57	Industrial machinery	5	2,839	424	14.9	.3
69	Other non-ferrous metals (except precious)	4	3,494	1,085	31.1	.8
74	Crude non-metallic minerals and products	3	11,243	884	7.9	.7
75	Glass—sheet and containers	19	2,764	364	13.2	.3
76	Petroleum and its products	7	2,882	286	9.9	.2
81	Paper and products (except stationery and wallpaper)	6	2,403	235	9.8	.2
82	Wallpaper	68	5,608	1,161	20.7	.9
90	Fertilizer and fertilizer materials	4	5,138	2,558	49.8	1.9
	All other commodities	---	---	2,172	---	1.7
	Service receipts	4	649	128	19.7	.1
	East North Central Division					
	All establishments 360					
	Sales $36,210,000					
	Commodity coverage 94.2 percent					
	Total analyzed	341	34,111	34,111	---	100.0
37	Drugs and drug sundries	6	344	41	11.9	.1
38	Chemicals, industrial and heavy	50	12,718	10,813	85.0	31.7
39	Oils, vegetable	35	6,340	945	14.9	2.8
	Cottonseed, linseed, etc.	33	6,150	915	14.9	---
	Other	---	---	30	---	---
40	Paints and varnishes	236	17,920	13,072	72.9	38.3
41	Soaps	13	1,429	408	28.6	1.2
42	Other chemicals and related products	82	8,457	4,665	55.2	13.7
48	House furnishings	6	963	36	3.7	.1
50	Hardware	14	1,389	46	3.3	.1
56	Industrial equipment and supplies	15	1,475	140	9.5	.4
75	Glass—sheet and containers	22	2,721	670	24.6	2.0
	Sheet glass	20	2,096	416	20.0	---
	Not analyzed in detail	---	---	254	---	---
76	Petroleum and its products	6	1,825	632	34.6	1.9
82	Wallpaper	112	8,224	2,219	27.0	6.5
	All other commodities	---	---	424	---	1.2
	West North Central Division					
	All establishments 143					
	Sales $13,555,000					
	Commodity coverage 92.7 percent					
	Total analyzed	138	12,557	12,557	---	100.0
38	Chemicals, industrial and heavy	22	3,900	2,955	75.8	23.5
39	Oils, vegetable	18	4,072	703	17.3	5.6
	Cottonseed, linseed, etc.	15	3,755	657	17.5	---
	Not analyzed in detail	---	---	46	---	---
40	Paints and varnishes	90	7,431	4,794	64.5	38.2
41	Soaps	7	1,451	168	11.6	1.3
	CHEMICALS AND PAINTS TRADES—Con.					
	West North Central Division—Con.					
42	Other chemicals and related products	31	$1,784	$798	44.7	6.4
48	House furnishings (linoleum, etc.)	5	1,719	302	17.6	2.4
50	Hardware	7	921	30	3.2	.2
56	Industrial equipment and supplies	13	1,543	96	6.2	.8
75	Glass—sheet and containers	30	4,498	1,381	30.7	11.0
82	Wallpaper	57	5,819	935	16.1	7.4
	All other commodities	---	---	395	---	3.2
	South Atlantic Division					
	All establishments 140					
	Sales $32,193,000					
	Commodity coverage 90.8 percent					
	Total analyzed	128	29,195	29,195	---	100.0
37	Drugs and drug sundries	5	1,966	186	9.5	.6
38	Chemicals, industrial and heavy	13	4,978	3,866	77.7	13.2
39	Oils, vegetable	11	2,576	300	11.6	1.0
	Cottonseed, linseed, etc.	10	2,361	279	11.8	---
	Not analyzed in detail	---	---	21	---	---
40	Paints and varnishes	73	7,342	5,770	78.6	19.8
42	Other chemicals and related products	43	13,441	11,660	86.7	39.9
50	Hardware	6	2,750	97	3.6	.3
75	Glass—sheet and containers	12	2,189	658	30.1	2.3
	Sheet glass	8	2,016	485	24.1	---
	Not analyzed in detail	4	429	173	40.3	---
82	Wallpaper	10	835	167	20.0	.6
87	Building materials (except as listed)	3	662	140	20.5	.5
	All other commodities	---	---	6,361	---	21.8
	East South Central Division					
	All establishments 26					
	Sales $6,601,000					
	Commodity coverage 44.6 percent					
	Total analyzed	24	2,945	2,945	---	100.0
38	Chemicals, industrial and heavy	4	335	250	74.6	8.5
40	Paints and varnishes	16	1,162	800	68.8	27.2
42	Other chemicals and related products	6	356	232	65.2	7.9
56	Industrial equipment and supplies	3	209	51	24.4	1.7
75	Glass, sheet	4	265	64	24.2	2.2
	All other commodities	---	---	1,548	---	52.5
	West South Central Division					
	All establishments 69					
	Sales $7,670,000					
	Commodity coverage 82.1 percent					
	Total analyzed	66	6,307	6,307	---	100.0
38	Chemicals, industrial and heavy	18	2,650	2,576	97.2	40.8
39	Oils, vegetable	7	1,063	176	16.6	2.8
40	Paints and varnishes	32	2,894	1,916	66.2	30.4
42	Other chemicals and related products	26	1,319	841	63.8	13.3
75	Glass, sheet	6	1,180	301	25.5	4.8
82	Wallpaper	11	1,510	311	20.6	4.9
	All other commodities	---	---	186	---	3.0
	Mountain Division					
	All establishments 38					
	Sales $3,265,000					
	Commodity coverage 99.4 percent					
	Total analyzed	37	3,246	3,246	---	100.0
38	Chemicals, industrial and heavy	4	460	236	51.3	7.3
39	Oils, vegetable	6	958	60	6.3	1.8
40	Paints and varnishes	19	1,746	1,046	59.9	32.2
41	Soaps	3	818	24	2.9	.7

Percent [illegible] Column A [illegible] actual [illegible] such commodity

Percent Column B [illegible] sales [illegible] establishments [illegible]

SERVICE AND LIMITED-FUNCTION WHOLESALERS

TABLE 8.—COMMODITY SALES, BY KIND-OF-BUSINESS GROUPS

By Geographic Divisions and 5 Selected Cities—Continued

Limited to establishments which report an analysis of their sales by commodities. Ratio of commodity coverage indicates sales size of sample]

Commodity No.	KIND OF BUSINESS AREA AND COMMODITY	ESTABLISHMENTS REPORTING COMMODITY DATA: Number	ESTABLISHMENTS REPORTING COMMODITY DATA: Sales of such establishments (add 000)	REPORTED SALES OF STATED COMMODITY: Amount reported (add 000)	REPORTED SALES OF STATED COMMODITY: Percent column A (See note)	Percent column B (See note)
	CHEMICALS AND PAINTS TRADES—Con.					
	Mountain Division—Con.					
42	Other chemicals and related products	16	$1,365	$1,078	79.0	33.2
50	Hardware	6	801	35	4.4	1.1
75	Glass--sheet and containers	6	1,186	319	26.9	9.8
	Sheet glass	4	494	129	26.1	---
	Not analyzed in detail	---	---	190	---	---
82	Wallpaper	8	1,305	191	14.6	5.9
	All other commodities	---	---	257	---	8.0
	Pacific Division					
	All establishments 183; Sales $18,263,000; Commodity coverage 96.6 percent					
	Total analyzed	173	17,651	17,651	---	100.0
38	Chemicals, industrial and heavy	27	10,054	7,238	72.0	41.0
39	Oils, vegetable	11	4,053	287	7.1	1.6
	Cottonseed, linseed, etc.	10	3,895	193	5.0	---
	Essential oils	3	1,717	94	5.5	---
40	Paints and varnishes	110	5,473	3,767	68.8	21.3
41	Soaps	5	2,174	265	12.2	1.5
42	Other chemicals and related products	45	6,944	3,807	54.8	21.6
50	Hardware	4	346	44	12.7	.2
56	Industrial equipment and supplies	5	3,978	1,015	25.5	5.8
57	Industrial machinery	4	1,119	53	4.7	.3
76	Petroleum and its products	4	1,225	70	5.7	.4
82	Wallpaper	30	1,599	323	20.2	1.8
90	Fertilizer and fertilizer materials	5	1,029	77	7.5	.4
	All other commodities	---	--	705	---	4.1
	New York City					
	All establishments 317; Sales $109,000,000; Commodity coverage 93.4 percent					
	Total analyzed	295	101,829	101,829	---	100.0
37	Drugs and drug sundries	15	6,299	2,236	35.5	2.2
	Drugs, chemicals, and pharmaceuticals	12	5,776	2,179	37.7	---
	Other	---	---	57	---	---
38	Chemicals, industrial and heavy	74	50,066	51,894	86.4	51.0
39	Oils, vegetable	15	5,278	1,700	32.2	1.7
	Cottonseed, linseed, etc.	9	2,235	1,362	60.9	---
	Essential oils	7	1,609	182	11.3	---
	Not analyzed in detail	---	---	156	---	---
40	Paints and varnishes	118	16,188	12,608	77.9	12.4
42	Other chemicals and related products	108	32,227	26,266	81.5	25.8
56	Industrial equipment and supplies	3	1,812	441	24.3	.4
74	Crude non-metallic minerals and products	3	11,243	884	7.9	.9
82	Wallpaper	10	978	109	11.1	.1
90	Fertilizer and fertilizer materials	3	4,431	2,553	57.6	2.5
	All other commodities	---	---	3,012	---	2.9
	Service receipts	3	640	126	19.7	.1
	Chicago					
	All establishments 94; Sales $13,353,000; Commodity coverage 96.9 percent					
	Total analyzed	89	12,941	12,941	---	100.0
38	Chemicals, industrial and heavy	10	4,340	3,443	79.3	26.6
39	Oils (cottonseed, linseed, etc.)	7	2,506	460	18.4	3.6
40	Paints and varnishes	64	6,288	4,447	70.7	34.4
42	Other chemicals and related products	20	4,138	2,729	66.0	21.1
56	Industrial equipment and supplies	5	662	67	10.1	.5
82	Wallpaper	35	2,794	1,036	37.1	8.0
	All other commodities	---	---	759	---	5.8
	CHEMICALS AND PAINTS TRADES—Con.					
	Philadelphia					
	All establishments 38; Sales $5,029,000; Commodity coverage 97.4 percent					
	Total analyzed	35	$4,899	$4,899	---	100.0
38	Chemicals, industrial and heavy	12	3,283	3,111	94.8	63.5
40	Paints and varnishes	9	364	304	83.5	6.2
41	Soaps	5	1,129	71	6.3	1.4
42	Other chemicals and related products	17	2,291	1,258	54.9	25.7
	All other commodities	---	---	155	---	3.2
	Boston					
	All establishments 36; Sales $9,675,000; Commodity coverage 99.0 percent					
	Total analyzed	35	9,575	9,575	---	100.0
38	Chemicals, industrial and heavy	12	6,219	6,142	98.8	64.1
40	Paints and varnishes	12	1,502	1,461	97.3	15.3
42	Other chemicals and related products	13	2,128	1,869	87.8	19.5
	All other commodities	---	---	103	---	1.1
	San Francisco					
	All establishments 29; Sales $6,247,000; Commodity coverage 99.5 percent					
	Total analyzed	28	6,217	6,217	---	100.0
38	Chemicals, industrial and heavy	7	5,020	3,004	59.8	48.3
39	Oils, vegetable	4	1,055	10	.9	.2
40	Paints and varnishes	15	1,569	522	33.3	8.4
42	Other chemicals and related products	9	2,307	1,230	53.3	19.8
56	Industrial equipment and supplies	4	3,957	1,014	25.6	16.3
82	Wallpaper	3	119	23	19.3	.4
	All other commodities	---	---	414	---	6.6
	CLOTHING AND FURNISHINGS TRADES					
	New England Division					
	All establishments 330; Sales $61,749,000; Commodity coverage 96.6 percent					
	Total analyzed	320	59,628	59,628	---	100.0
27	Clothing and furnishings, men's and boys'	112	19,313	14,065	72.8	23.6
	Hats and caps	14	1,814	986	54.4	---
	Furnishings (except shoes)	62	8,939	5,097	57.0	---
	Suits and overcoats	35	5,672	5,391	95.0	---
	Work clothing	24	3,013	1,288	42.7	---
	Not analyzed in detail	9	3,875	1,303	33.5	---
28	Clothing and accessories, women's and children's	106	20,621	18,170	88.1	30.5
	Girls' wear	17	1,976	738	37.3	---
	Infants' wear	15	2,748	604	22.0	---
	Dresses (women's and misses')	38	10,226	5,597	54.7	---
	Hosiery (women's and misses')	19	6,949	2,376	34.2	---
	Millinery	19	1,605	1,208	75.4	---
	Underwear, negligees, etc.	17	5,672	1,027	18.1	---
	Suits and coats (except fur)	19	3,623	2,087	57.6	---
	Other (except shoes and furs)	25	8,072	3,895	48.3	---
	Not analyzed in detail	3	667	638	95.7	---
29	Furs and fur clothing	11	634	610	96.2	1.0
30	Notions	[illegible]	2,997	282	9.4	.5

Percent column A—Percent of total sales of establishments reporting that they sell such commodity.
Percent column B—Percent which stated commodity bears to total sales of all establishments in this kind-of-business reporting their sales by commodities.

SERVICE AND LIMITED-FUNCTION WHOLESALERS

TABLE 8.—COMMODITY SALES, BY KIND-OF-BUSINESS GROUPS

By Geographic Divisions and Selected Cities [illegible]

[Illustrates establishments [illegible] and the [illegible] commodities. Ratios of commodity [illegible]]

Commodity No.	KIND OF BUSINESS AREA AND COMMODITY	Establishments reporting commodity data: Number	Establishments reporting commodity data: Sales of stated commodity (add 000)	Reported sales of stated commodity: Amount reported (add 000)	Reported sales of stated commodity: Percent col. 2 is of col. 1 (Col. A) (See note)	Percent col. 2 is of col. 3 (Col. B) (See note)
	CLOTHING AND FURNISHINGS TRADES—Con.					
	New England Division—Con.					
32	Shoes and other footwear	102	$26,126	$25,520	97.7	42.8
	Men's and boys' leather	48	9,618	6,645	69.1	---
	Men's and boys' rubber	19	2,326	1,053	37.3	.2
	Women's and children's leather	59	14,823	13,645	92.1	---
	Women's and children's rubber	13	2,240	640	28.6	---
	Infants'	4	742	52	7.0	---
	Other	7	1,287	721	56.0	---
	Not analyzed in detail	8	3,062	2,764	90.3	---
34	Other dry goods and textile products	11	839	653	77.8	1.1
98	Second-hand merchandise	6	126	126	100.0	.2
	All other commodities	---	---	202	--	.3
	Middle Atlantic Division					
	All establishments 2,303					
	Sales $417,247,000					
	Commodity coverage 97.0 percent					
	Total analyzed	2,238	404,896	404,896	--	100.0
20	Hides, skins, and raw furs	37	7,446	2,081	27.5	.5
27	Clothing and furnishings, men's and boys'	723	112,798	92,921	82.4	22.9
	Hats and caps	103	21,897	17,759	81.1	---
	Furnishings (except shoes)	442	66,932	47,675	71.2	---
	Suits and overcoats	137	20,367	17,779	87.3	---
	Work clothing	95	17,159	5,818	33.9	---
	Not analyzed in detail	40	4,884	3,890	79.6	---
28	Clothing and accessories, women's and children's	1,083	225,736	208,779	92.5	51.6
	Girls' wear	98	20,939	8,756	41.8	---
	Infants' wear	140	29,840	14,745	49.4	---
	Dresses (women's and misses')	250	61,131	48,323	79.0	---
	Hosiery (women's and misses')	115	19,093	4,795	25.1	---
	Millinery	276	57,767	56,380	97.6	---
	Underwear, negligees, etc.	149	24,999	8,399	33.6	---
	Suits and coats (except fur)	111	19,858	12,807	64.5	---
	Other (except shoes and furs)	308	63,053	49,884	79.1	---
	Not analyzed in detail	29	5,718	4,690	82.0	---
29	Furs and fur clothing	341	48,519	46,212	95.2	11.4
30	Notions	29	5,829	918	15.8	.2
31	Piece goods	34	9,880	1,315	13.3	.3
	Cotton piece goods	9	959	134	14.0	---
	Rayons	3	345	115	33.3	---
	Silks and velvets	4	625	357	57.1	---
	Woolens and worsteds	7	3,572	328	9.2	---
	Domestics	7	4,363	334	7.7	---
	Other	--	--	47	--	--
32	Shoes and other footwear	190	44,472	41,991	94.4	10.4
	Men's and boys' leather	95	21,006	9,299	44.3	--
	Men's and boys' rubber	40	7,204	1,165	16.2	---
	Women's and children's leather	104	29,800	21,635	72.6	---
	Women's and children's rubber	33	6,732	701	10.4	---
	Infants'	30	6,621	1,431	21.6	---
	Other	23	3,347	958	28.6	---
	Not analyzed in detail	28	6,863	6,792	99.0	---
34	Other dry goods and textile products	27	4,148	2,709	65.3	.7
94	Luggage, saddlery, harness, etc.	11	4,427	3,632	82.0	.9
98	Second-hand merchandise	85	3,053	2,996	98.1	.7
	All other commodities	---	--	1,382	---	.4
	East North Central Division					
	All establishments 579					
	Sales $78,361,000					
	Commodity coverage 97.5 percent					
	Total analyzed	560	76,425	76,425	---	100.0
27	Clothing and furnishings, men's and boys'	266	30,033	22,101	73.6	28.9
	Hats and caps	38	3,321	1,500	45.2	---
	Furnishings (except shoes)	164	18,793	10,176	54.1	---
	Suits and overcoats	53	8,303	6,282	75.7	---
	Work clothing	65	7,726	3,024	39.1	---
	Not analyzed in detail	19	1,948	1,119	57.4	---
	CLOTHING AND FURNISHINGS TRADES—Con.					
	East North Central Division—Con.					
28	Clothing and accessories, women's and children's	224	$41,094	$32,161	78.3	42.1
	Girls' wear	27	6,550	1,290	19.7	---
	Infants' wear	27	6,015	2,089	34.7	---
	Dresses (women's and misses')	67	17,417	9,276	53.3	---
	Hosiery (women's and misses')	61	8,611	1,839	21.4	---
	Millinery	60	7,187	6,584	91.6	---
	Underwear, negligees, etc.	45	8,478	935	11.0	---
	Suits and coats (except fur)	23	6,941	2,660	38.3	---
	Other (except shoes and furs)	53	11,676	5,407	46.3	---
	Not analyzed in detail	6	3,174	2,079	65.5	---
29	Furs and fur clothing	66	11,117	8,242	74.1	10.8
30	Notions	9	2,138	477	22.3	.6
31	Piece goods	13	2,140	316	14.8	.4
	Cotton piece goods	4	440	34	7.7	---
	Domestics	6	729	36	4.9	---
	Curtains, draperies, etc.	3	271	8	3.0	---
	Not analyzed in detail	---	---	238	---	---
32	Shoes and other footwear	79	12,850	10,781	83.9	14.1
	Men's and boys' leather	48	6,958	2,867	41.2	---
	Men's and boys' rubber	26	4,074	669	16.4	---
	Women's and children's leather	43	8,029	5,266	65.6	---
	Women's and children's rubber	21	3,296	298	9.1	---
	Infants'	16	2,806	128	4.6	---
	Other	8	2,008	237	11.8	---
	Not analyzed in detail	13	2,118	1,316	62.1	---
34	Other dry goods and textile products	12	2,496	1,154	46.2	1.5
91	Jewelry, silverware, etc.	3	372	128	34.4	.2
98	Second-hand merchandise	22	431	321	65.4	.4
	All other commodities	--	---	744	--	1.0
	West North Central Division					
	All establishments 234					
	Sales $44,334,000					
	Commodity coverage 98.6 percent					
	Total analyzed	229	44,223	44,223	-	100.0
27	Clothing and furnishings, men's and boys'	97	18,396	13,006	70.7	29.4
	Hats and caps	24	5,707	2,899	50.8	-
	Furnishings (except shoes)	70	14,948	5,508	36.8	---
	Suits and overcoats	18	2,813	1,566	55.7	-
	Work clothing	36	11,062	3,129	28.3	---
	Not analyzed in detail	---	--	102	---	---
28	Clothing and accessories, women's and children's	128	21,182	14,660	69.2	33.2
	Girls' wear	14	5,049	415	8.2	---
	Infants' wear	13	4,852	468	9.7	---
	Dresses (women's and misses')	45	11,190	3,508	31.6	---
	Hosiery (women's and misses')	29	8,144	1,106	13.6	---
	Millinery	40	6,520	2,796	42.9	---
	Underwear, negligees, etc.	27	8,193	1,183	14.4	---
	Suits and coats (except fur)	26	8,152	2,294	28.1	--
	Other (except shoes and furs)	28	4,721	1,784	37.8	---
	Not analyzed in detail	5	1,116	1,106	99.1	---
29	Furs and fur clothing	14	1,566	948	62.9	2.1
30	Notions	14	4,912	606	12.4	1.4
31	Piece goods	9	5,035	797	15.8	1.8
	Cotton piece goods	5	4,461	555	12.4	---
	Domestics	4	3,912	122	3.1	---
	Other	--	---	119	---	---
32	Shoes and other footwear	47	18,053	13,676	75.8	30.9
	Men's and boys' leather	32	7,670	1,816	23.7	---
	Men's and boys' rubber	17	5,391	297	5.5	--
	Women's and children's leather	37	16,417	11,231	68.4	---
	Women's and children's rubber	10	4,312	130	3.0	---
	Infants'	6	999	33	3.3	---
	Other	3	800	98	12.3	---
	Not analyzed in detail	---	---	71	-	---
45	Radios, appliances, and specialties	3	858	103	12.0	.2
	All other commodities	--	---	425	---	1.0

Percent column A: Percent of total sales of establishments reporting that they sold commodity.
Percent column B: Percent which stated commodity sales [illegible] of establishments in the kind of business [illegible] commodity.

SERVICE AND LIMITED-FUNCTION WHOLESALERS

TABLE 8.—COMMODITY SALES, BY KIND-OF-BUSINESS GROUPS

By Geographic Divisions and 5 Selected Cities—Continued

[Limited to establishments which report an analysis of their sales by commodities. Ratio of commodity coverage indicates sales size of sample]

Commodity No.	KIND OF BUSINESS AREA AND COMMODITY	ESTABLISHMENTS REPORTING COMMODITY DATA: Number	ESTABLISHMENTS REPORTING COMMODITY DATA: Sales of such establishments (add 000)	REPORTED SALES OF STATED COMMODITY: Amount reported (add 000)	REPORTED SALES OF STATED COMMODITY: Percent column A (See note)	Percent column B (See note)
	CLOTHING AND FURNISHINGS TRADES—Con.					
	South Atlantic Division					
	All establishments 209					
	Sales $31,055,000					
	Commodity coverage 97.0 percent					
	Total analyzed	203	$30,134	$30,134	---	100.0
27	Clothing and furnishings, men's and boys'	112	9,802	6,821	69.6	22.6
	Hats and caps	32	3,360	900	26.8	---
	Furnishings (except shoes)	73	6,444	2,552	39.6	---
	Suits and overcoats	20	2,121	908	42.8	---
	Work clothing	53	5,352	1,611	30.1	---
	Not analyzed in detail	10	1,002	850	84.8	---
28	Clothing and accessories, women's and children's	115	12,336	8,450	68.5	28.0
	Girls' wear	25	4,042	626	15.5	---
	Infants' wear	20	3,426	213	6.2	---
	Dresses (women's and misses')	47	6,577	2,322	35.3	---
	Hosiery (women's and misses')	57	5,488	859	15.7	---
	Millinery	23	2,659	1,983	74.6	---
	Underwear, negligees, etc.	43	4,791	731	15.3	---
	Suits and coats (except fur)	22	3,237	1,201	37.1	---
	Other (except shoes and furs)	22	2,599	348	13.4	---
	Not analyzed in detail	5	167	167	100.0	---
30	Notions	23	2,749	320	11.6	1.1
31	Piece goods	18	2,197	254	11.6	.8
	Cotton piece goods	11	1,853	143	7.7	---
	Linens	3	809	9	1.1	---
	Rayons	4	892	7	.8	---
	Domestics	8	1,544	46	3.0	---
	Curtains, draperies, etc.	4	1,075	8	.7	---
	Other	---	---	41	---	---
32	Shoes and other footwear	47	15,549	13,651	87.8	45.3
	Men's and boys' leather	28	8,825	4,046	45.8	---
	Men's and boys' rubber	23	4,941	545	11.0	---
	Women's and children's leather	30	9,184	5,532	60.2	---
	Women's and children's rubber	15	3,253	179	5.5	---
	Infants'	12	2,948	193	6.5	---
	All other	7	1,201	75	6.2	---
	Not analyzed in detail	6	3,458	3,081	89.1	---
	All other commodities	---	---	638	---	2.2
	East South Central Division					
	All establishments 85					
	Sales $15,761,000					
	Commodity coverage 91.4 percent					
	Total analyzed	80	14,402	14,402	---	100.0
27	Clothing and furnishings, men's and boys'	46	7,641	5,868	76.8	40.7
	Hats and caps	17	1,554	595	38.3	---
	Furnishings (except shoes)	31	3,429	1,141	33.3	---
	Suits and overcoats	14	2,083	397	19.1	---
	Work clothing	22	5,507	3,378	61.3	---
	Not analyzed in detail	3	484	357	73.8	---
28	Clothing and accessories, women's and children's	50	5,668	3,720	65.6	25.8
	Girls' wear	17	3,101	410	13.2	---
	Infants' wear	12	2,023	84	4.2	---
	Dresses (women's and misses')	24	3,647	947	26.0	---
	Hosiery (women's and misses')	31	3,107	495	15.9	---
	Millinery	13	1,026	381	37.1	---
	Underwear, negligees, etc.	22	2,591	227	8.8	---
	Suits and coats (except fur)	12	1,799	555	30.9	---
	Other (except shoes and furs)	16	2,386	184	7.7	---
	Not analyzed in detail	6	688	437	63.5	---
30	Notions	10	1,757	9	.5	.7
31	Piece goods	11	923	222	23.8	1.5
32	Shoes and other footwear	19	4,715	4,371	92.7	30.3
	Men's and boys' leather	13	3,442	1,817	52.8	---
	Men's and boys' rubber	8	3,201	88	2.7	---
	Women's and children's leather	9	3,520	1,712	48.6	---
	Women's and children's rubber	5	2,491	43	1.6	---
	Other	---	---	20	---	---
	Not analyzed in detail	4	742	689	92.9	---
	CLOTHING AND FURNISHINGS TRADES—Con.					
	East South Central Division—Con.					
37	Drugs and drug sundries	5	$263	$53	20.2	.4
	All other commodities	---	---	71	---	.6
	West South Central Division					
	All establishments 76					
	Sales $11,630,000					
	Commodity coverage 99.1 percent					
	Total analyzed	74	11,526	11,526	---	100.0
27	Clothing and furnishings, men's and boys'	31	4,080	2,592	63.5	22.5
	Hats and caps	13	1,899	603	31.8	---
	Furnishings (except shoes)	21	2,277	675	29.6	---
	Suits and overcoats	4	812	119	14.7	---
	Work clothing	12	2,134	920	43.1	---
	Not analyzed in detail	3	356	275	77.2	---
28	Clothing and accessories, women's and children's	44	5,479	4,104	74.9	35.6
	Girls' wear	10	1,385	113	8.2	---
	Infants' wear	11	904	102	11.3	---
	Dresses (women's and misses')	22	4,112	1,950	47.4	---
	Hosiery (women's and misses')	10	1,332	174	13.1	---
	Millinery	20	1,978	770	38.9	---
	Underwear, negligees, etc.	9	1,732	175	10.1	---
	Suits and coats (except fur)	10	2,231	724	32.5	---
	Other (except shoes and furs)	7	914	96	10.5	---
29	Furs and fur clothing	3	926	198	21.4	1.7
30	Notions	7	1,279	167	13.1	1.4
31	Piece goods	4	1,302	335	25.7	2.9
32	Shoes and other footwear	14	3,807	3,579	94.0	31.1
	Men's and boys' leather	12	3,692	1,254	34.0	---
	Men's and boys' rubber	5	1,545	141	9.1	---
	Women's and children's leather	8	3,587	2,086	58.2	---
	Women's and children's rubber	4	1,515	90	5.9	---
	Not analyzed in detail	---	---	8	---	---
	All other commodities	---	---	551	---	4.8
	Mountain Division					
	All establishments 39					
	Sales $4,400,000					
	Commodity coverage 88.1 percent					
	Total analyzed	38	3,875	3,875	---	100.0
27	Clothing and furnishings, men's and boys'	19	1,637	1,217	74.3	31.4
	Hats and caps	7	940	136	14.5	---
	Furnishings (except shoes)	13	1,400	501	35.8	---
	Work clothing	14	1,567	573	36.6	---
	Other	---	---	7	---	---
28	Clothing and accessories, women's and children's	26	2,839	2,030	71.5	52.4
	Girls' wear	4	1,227	78	6.4	---
	Infants' wear	4	1,363	59	4.3	---
	Dresses (women's and misses')	10	2,054	695	33.8	---
	Hosiery (women's and misses')	9	1,880	242	12.9	---
	Millinery	12	1,430	331	23.1	---
	Underwear, negligees, etc.	9	1,661	88	5.3	---
	Suits and coats (except fur)	5	1,569	409	26.1	---
	Other (except shoes and furs)	4	1,315	128	9.7	---
30	Notions	6	1,641	103	6.3	2.7
31	Piece goods	4	530	44	8.3	1.1
	Cotton piece goods	3	470	20	4.3	---
	Other	---	---	24	---	---
32	Shoes and other footwear	8	876	381	43.5	9.8
	Men's and boys' leather	8	419	196	46.8	---
	Men's and boys' rubber	6	749	102	13.6	---
	Women's and children's rubber	3	462	25	5.4	---
	Other	---	---	58	---	---
	All other commodities	---	---	100	---	2.6

Percent column A—Percent of sales (establishments reporting that they sell such commodity)

Percent column B—Percent of total stated commodity sales to total sales of all establishments in this kind of business reporting their sales by commodities

SERVICE AND LIMITED-FUNCTION WHOLESALERS

TABLE 8.—COMMODITY SALES, BY KIND-OF-BUSINESS GROUPS

By Geographic Divisions and 5 Selected Cities—Continued

[Limited to establishments which report on analysis of their sales by commodities. Ratio of commodity coverage to sales of establishments.]

Commodity No.	KIND OF BUSINESS AREA AND COMMODITY	Establishments reporting commodity data: Number	Establishments reporting commodity data: Sales of such establishments (add 000)	Reported sales of stated commodity: Amount reported (add 000)	Reported sales of stated commodity: Percent of column A (See note)	Percent of column B (See note)
	CLOTHING AND FURNISHINGS TRADES—Con.					
	Pacific Division					
	All establishments 525; Sales $35,464,000; Commodity coverage 97.5 percent					
	Total analyzed	318	$34,585	$34,585	---	100.0
20	Hides, skins, and raw furs	4	508	100	19.7	.3
27	Clothing and furnishings, men's and boys'	103	10,207	8,526	83.5	24.7
	Hats and caps	19	1,300	553	42.5	---
	Furnishings (except shoes)	66	7,664	5,670	74.0	---
	Suits and overcoats	20	1,985	1,294	65.2	---
	Work clothing	19	2,248	728	32.4	---
	Not analyzed in detail	--	---	281	---	---
28	Clothing and accessories, women's and children's	169	17,483	16,194	92.6	46.8
	Girls' wear	11	1,481	469	31.6	---
	Infants' wear	20	1,997	869	43.5	---
	Dresses (women's and misses')	51	8,987	5,730	63.8	---
	Hosiery (women's and misses')	11	1,227	229	18.7	---
	Millinery	44	2,603	2,573	98.8	---
	Underwear, negligees, etc.	12	935	255	27.3	---
	Suits and coats (except fur)	38	7,538	3,388	44.9	---
	Other (except shoes and furs)	45	4,533	2,333	51.5	---
	Not analyzed in detail	4	462	349	75.5	---
29	Furs and fur clothing	46	4,342	4,221	97.2	12.2
30	Notions	4	877	150	17.1	.4
31	Piece goods	13	1,800	326	18.1	.9
	Cotton piece goods	3	201	9	4.5	---
	Domestics	5	1,135	276	24.3	---
	Not analyzed in detail	4	397	41	10.3	---
32	Shoes and other footwear	29	4,924	4,649	94.4	13.4
	Men's and boys' leather	23	4,422	2,500	56.5	---
	Men's and boys' rubber	8	2,237	179	8.0	---
	Women's and children's leather	15	4,238	1,740	41.1	---
	Women's and children's rubber	7	2,233	93	4.2	---
	Infants'	4	1,019	96	9.4	---
	Other	---	---	41	---	---
34	Other dry goods and textile products	5	378	123	32.5	.4
	All other commodities	--	---	296	---	.9
	New York City					
	All establishments 1,932; Sales $366,630,000; Commodity coverage 96.9 percent					
	Total analyzed	1,875	355,221	355,221	---	100.0
20	Hides, skins, and raw furs	36	7,326	2,003	27.3	.6
	Hides and skins	8	2,117	604	28.5	---
	Raw furs	25	4,899	1,273	26.0	---
	Not analyzed in detail	3	310	126	40.6	---
27	Clothing and furnishings, men's and boys'	530	91,533	76,000	83.0	21.4
	Hats and caps	86	20,117	16,876	83.9	---
	Furnishings (except shoes)	308	52,859	38,291	72.5	---
	Suits and overcoats	115	17,048	14,740	86.5	---
	Work clothing	46	12,965	4,297	33.1	---
	Not analyzed in detail	19	2,185	1,796	82.2	---
28	Clothing and accessories, women's and children's	927	206,776	193,717	93.7	54.5
	Girls' wear	65	16,164	7,984	49.6	---
	Infants' wear	104	24,529	13,437	54.8	---
	Dresses (women's and misses')	207	54,239	44,289	81.7	---
	Hosiery (women's and misses')	73	14,915	4,047	27.1	---
	Millinery	253	55,263	53,877	97.5	---
	Underwear, negligees, etc.	95	19,632	7,497	38.2	---
	Suits and coats (except fur)	96	16,887	11,763	69.7	---
	Other (except shoes and furs)	954	57,185	47,202	82.5	---
	Not analyzed in detail	17	4,171	3,621	86.8	---
29	Furs and fur clothing	330	47,367	45,113	95.2	12.7
30	Notions	10	4,412	738	16.7	.2
	CLOTHING AND FURNISHINGS TRADES—Con.					
	New York City—Con.					
31	Piece goods	22	$8,201	$1,164	14.2	.3
	Cotton piece goods	5	439	76	17.3	---
	Silks and velvets	3	614	355	57.8	---
	Woolens and worsteds	7	3,572	328	9.2	---
	Domestics	3	3,441	269	7.8	---
	Not analyzed in detail	---	---	136	---	---
32	Shoes and other footwear	99	28,294	26,760	94.6	7.5
	Men's and boys' leather	41	12,372	5,166	41.8	---
	Men's and boys' rubber	11	2,016	360	18.8	---
	Women's and children's leather	50	18,507	14,412	77.9	---
	Women's and children's rubber	11	2,048	216	10.6	---
	Infants'	12	2,987	930	31.1	---
	Other	14	2,106	703	33.4	---
	Not analyzed in detail	21	5,096	4,951	97.2	---
34	Other dry goods and textile products	18	3,280	2,010	61.3	.6
94	Luggage, saddlery, harness, etc.	10	4,162	3,596	86.4	1.0
98	Second-hand merchandise	84	3,048	2,991	98.1	.8
	All other commodities	--	---	1,129	---	.4
	Chicago					
	All establishments 288; Sales $44,271,000; Commodity coverage 97.2 percent					
	Total analyzed	284	43,051	43,051	---	100.0
27	Clothing and furnishings, men's and boys'	108	14,302	11,463	80.1	26.6
	Hats and caps	8	952	638	67.0	---
	Furnishings (except shoes)	63	7,251	4,399	60.7	---
	Suits and overcoats	30	6,160	5,010	81.3	---
	Work clothing	11	2,277	736	32.3	---
	Not analyzed in detail	11	741	680	91.8	---
28	Clothing and accessories, women's and children's	103	21,147	18,597	87.9	43.2
	Girls' wear	13	3,034	759	25.0	---
	Infants' wear	8	2,653	1,375	51.8	---
	Dresses (women's and misses')	33	7,911	5,308	67.1	---
	Hosiery (women's and misses')	12	2,143	611	28.5	---
	Millinery	33	4,495	4,445	98.9	---
	Underwear, negligees, etc.	11	3,343	166	5.0	---
	Suits and coats (except fur)	13	4,822	1,647	34.2	---
	Other (except shoes and furs)	19	4,546	2,463	54.2	---
	Not analyzed in detail	4	2,279	1,823	80.0	---
29	Furs and fur clothing	50	9,238	7,010	75.9	16.3
31	Piece goods	7	679	58	8.5	.1
32	Shoes and other footwear	31	4,990	4,732	94.8	11.0
	Men's and boys' leather	21	3,310	1,422	43.0	---
	Men's and boys' rubber	7	528	83	15.7	---
	Women's and children's leather	20	4,024	2,880	71.6	---
	Women's and children's rubber	6	448	48	10.7	---
	Infants'	3	238	13	5.5	---
	Other	---	---	12	--	---
	Not analyzed in detail	4	274	274	100.0	---
34	Other dry goods and textile products	3	997	437	43.9	1.0
98	Second-hand merchandise	20	449	326	72.6	.8
	All other commodities	---	---	427	---	1.0
	Philadelphia					
	All establishments 171; Sales $21,179,000; Commodity coverage 98.8 percent					
	Total analyzed	169	20,923	20,923	--	100.0
27	Clothing and furnishings, men's and boys'	80	6,978	4,986	71.5	23.8
	Hats and caps	5	567	48	8.5	---
	Furnishings (except shoes)	62	5,294	3,388	64.0	---
	Suits and overcoats	8	768	585	76.2	---
	Work clothing	21	1,775	404	22.8	---
	Not analyzed in detail	7	964	561	58.2	--

Percent column A: Percent of sales of establishments reporting commodity data, which could be analyzed.

Percent column B: Percent which stated commodity sales of total establishment sales [illegible]

SERVICE AND LIMITED-FUNCTION WHOLESALERS

TABLE 8.—COMMODITY SALES, BY KIND-OF-BUSINESS GROUPS

By Geographic Divisions and 5 Selected Cities—Continued

[Limited to commodities which permit an analysis of the sales by commodities. Rate of commodity coverage indicates sales size of sample]

Commodity No.	KIND OF BUSINESS AREA AND COMMODITY	ESTABLISHMENTS REPORTING COMMODITY DATA: Number	ESTABLISHMENTS REPORTING COMMODITY DATA: Sales of such establishment (add 000)	REPORTED SALES OF STATED COMMODITY: Amount reported (add 000)	REPORTED SALES OF STATED COMMODITY: Percent column A (See note)	Percent column B (See note)
	CLOTHING AND FURNISHINGS TRADES—Con.					
	Philadelphia—Con.					
28	Clothing and accessories, women's and children's	74	$7,897	$6,052	78.5	28.9
	Girls' wear	17	2,443	402	16.5	---
	Infants' wear	17	2,354	506	21.5	---
	Dresses (women's and misses')	23	2,275	980	43.1	---
	Hosiery (women's and misses')	18	1,610	308	19.1	---
	Millinery	11	1,288	1,287	99.9	---
	Underwear, negligees, etc.	34	3,203	578	18.0	---
	Suits and coats (except fur)	6	630	368	58.4	---
	Other (except shoes and furs)	20	2,166	1,007	46.5	---
	Not analyzed in detail	5	951	616	64.8	---
29	Furs and fur clothing	6	900	900	100.0	4.3
30	Notions	6	498	58	11.5	.3
32	Shoes and other footwear	56	9,311	8,627	92.6	41.2
	Men's and boys' leather	33	4,786	2,448	51.1	---
	Men's and boys' rubber	7	1,003	301	30.0	---
	Women's and children's leather	31	6,756	5,256	77.8	---
	Women's and children's rubber	5	927	106	11.4	---
	Infants'	9	953	227	23.8	---
	Other	4	589	147	25.0	---
	Not analyzed in detail	---	---	141	---	---
34	Other dry goods and textile products	5	370	220	59.5	1.1
	All other commodities	---	---	81	---	.4
	Boston					
	All establishments 238; Sales $51,592,000; Commodity coverage 97.7 percent					
	Total analyzed	231	50,391	50,391	---	100.0
27	Clothing and furnishings, men's and boys'	66	15,164	10,738	70.8	21.3
	Hats and caps	[illegible]	1,180	939	79.6	---
	Furnishings (except shoes)	27	5,647	3,154	55.9	---
	Suits and overcoats	28	5,228	5,194	99.3	---
	Work clothing	5	928	692	74.6	---
	Not analyzed in detail	3	3,057	759	24.8	---
28	Clothing and accessories, women's and children's	80	17,851	16,673	93.4	33.1
	Girls' wear	[illegible]	1,092	573	52.5	---
	Infants' wear	6	1,553	411	26.5	---
	Dresses (women's and misses')	29	9,253	5,492	59.4	---
	Hosiery (women's and misses')	5	5,060	2,125	41.8	---
	Millinery	13	1,144	994	86.9	---
	Underwear, negligees, etc.	5	4,233	692	16.3	---
	Suits and coats (except fur)	18	3,473	1,937	55.8	---
	Other (except shoes and furs)	21	7,528	3,842	51.0	---
	Not analyzed in detail	---	---	607	---	---
29	Furs and fur clothing	10	611	587	96.1	1.2
32	Shoes and other footwear	72	21,505	21,505	100.0	42.7
	Men's and boys' leather	32	8,468	6,156	72.7	---
	Men's and boys' rubber	6	1,858	804	43.3	---
	Women's and children's leather	46	13,777	13,062	94.8	---
	Women's and children's rubber	[illegible]	1,719	560	32.6	---
	Other	---	---	690	---	---
	Not analyzed in detail	---	---	233	---	---
34	Other dry goods and textile products	6	546	546	100.0	1.1
	All other commodities	---	---	342	---	.6
	San Francisco					
	All establishments 92; Sales $12,206,000; Commodity coverage 96.5 percent					
	Total analyzed	90	11,773	11,773	---	100.0
27	Clothing and furnishings, men's and boys'	30	3,044	2,553	83.9	21.7
	Hats and caps	4	135	54	40.0	---
	Furnishings (except shoes)	20	2,307	1,785	77.4	---
	Suits and overcoats	6	568	554	97.5	---
	Work clothing	4	200	139	69.5	---
	Not analyzed in detail	---	---	21	---	---

Commodity No.	KIND OF BUSINESS AREA AND COMMODITY	ESTABLISHMENTS REPORTING COMMODITY DATA: Number	ESTABLISHMENTS REPORTING COMMODITY DATA: Sales of such establishment (add 000)	REPORTED SALES OF STATED COMMODITY: Amount reported (add 000)	REPORTED SALES OF STATED COMMODITY: Percent column A (See note)	Percent column B (See note)
	CLOTHING AND FURNISHINGS TRADES—Con.					
	San Francisco—Con.					
28	Clothing and accessories, women's and children's	40	$5,220	$5,007	95.9	42.5
	Girls' wear	6	692	330	47.7	---
	Infants' wear	7	730	311	42.6	---
	Dresses (women's and misses')	12	2,871	1,803	62.8	---
	Millinery	8	673	673	100.0	---
	Underwear, negligees, etc.	4	226	52	23.0	---
	Suits and coats (except fur)	9	2,636	986	37.4	---
	Other	---	---	773	---	---
	Not analyzed in detail	---	---	79	---	---
29	Furs and fur clothing	23	2,236	2,229	99.7	18.9
31	Piece goods (domestics)	[illegible]	898	272	30.3	2.3
32	Shoes and other footwear	6	1,632	1,587	97.2	13.5
	Men's and boys' leather	5	1,592	1,179	74.1	---
	Women's and children's leather	3	1,455	246	16.9	---
	Other	---	---	162	---	---
	All other commodities	---	---	125	---	1.1
	COAL AND COKE TRADE					
	New England Division					
	All establishments 60; Sales $74,720,000; Commodity coverage 97.1 percent					
	Total analyzed	54	72,549	72,549	---	100.0
73	Coal and coke	54	72,549	68,376	94.2	94.2
	Anthracite	40	40,001	19,390	48.5	---
	Bituminous	39	59,277	46,205	77.9	---
	Coke	22	22,751	1,776	7.8	---
	Not analyzed in detail	---	---	1,005	---	---
76	Petroleum and its products	10	9,672	3,783	39.1	5.2
	All other commodities	---	---	338	---	.5
	Service receipts	---	---	52	---	.1
	Middle Atlantic Division					
	All establishments 289; Sales $165,121,000; Commodity coverage 91.0 percent					
	Total analyzed	261	150,292	150,292	---	100.0
64	Iron and steel products (pig iron)	3	1,285	524	40.8	.3
73	Coal and coke	261	150,292	148,300	98.7	98.7
	Anthracite	171	87,988	64,834	73.7	---
	Bituminous	145	119,227	67,315	56.5	---
	Coke	82	45,060	5,045	11.2	---
	Not analyzed in detail	20	11,234	11,106	98.9	---
76	Petroleum and its products	18	6,938	707	10.2	.5
	All other commodities	---	---	761	---	.5
	East North Central Division					
	All establishments 299; Sales $176,933,000; Commodity coverage 98.2 percent					
	Total analyzed	288	173,680	173,680	---	100.0
18	Feed (mixed and other)	3	896	175	19.5	.1
72	Cement, lime, plaster, and stucco	4	1,426	128	9.0	.1
73	Coal and coke	288	173,680	172,549	99.3	99.3
	Anthracite	72	71,748	5,558	7.7	---
	Bituminous	258	164,378	156,771	95.4	---
	Coke	67	49,800	3,228	6.5	---
	Not analyzed in detail	23	7,105	6,992	98.4	---
77	Sand, gravel, and crushed stone	4	1,316	90	6.8	.1
	All other commodities	---	---	647	---	.5
	Service receipts	3	3,351	91	2.7	.1

Percent column A: Percent of establishments reporting that they sell such commodity.
Percent column B: Percent [illegible] reported sales of establishments in the [illegible] reporting that they sell such commodity.

SERVICE AND LIMITED-FUNCTION WHOLESALERS

TABLE 8.—COMMODITY SALES, BY KIND OF-BUSINESS GROUPS

By Geographic Divisions and 5 Selected Cities—Continued

[Limited establishments which report an analysis of their sales by commodities. Ratio of commodity coverage indicates the size of the sample]

Commodity No.	KIND OF BUSINESS AREA AND COMMODITY	ESTABLISHMENTS REPORTING COMMODITY DATA: Number	ESTABLISHMENTS REPORTING COMMODITY DATA: Sales of such establishment (add 000)	REPORTED SALES OF STATED COMMODITY: Amount reported (add 000)	REPORTED SALES OF STATED COMMODITY: Percent column A (See note)	Percent column B (See note)
	COAL AND COKE TRADE—Con.					
	West North Central Division					
	All establishments 101					
	Sales $43,136,000					
	Commodity coverage 99.4 percent					
	Total analyzed	98	$42,868	$42,868	---	100.0
73	Coal and coke	98	42,868	42,788	99.8	99.8
	Anthracite	20	16,715	957	5.7	---
	Bituminous	87	40,408	37,718	93.3	---
	Coke	35	22,301	2,184	9.8	---
	Not analyzed in detail	7	2,010	1,929	96.0	---
	All other commodities	---	---	80	---	.2
	South Atlantic Division					
	All establishments 71					
	Sales $27,334,000					
	Commodity coverage 99.0 percent					
	Total analyzed	[illegible]	27,049	27,049	---	100.0
73	Coal and coke	69	27,049	26,635	98.5	98.5
	Anthracite	22	7,663	1,634	21.3	---
	Bituminous	55	25,193	23,146	91.9	---
	Coke	11	6,698	300	4.5	---
	Not analyzed in detail	7	1,567	1,555	99.2	---
76	Petroleum and its products	5	944	139	14.7	.5
	All other commodities	---	---	275	---	1.0
	East South Central Division					
	All establishments 44					
	Sales $16,931,000					
	Commodity coverage 99.1 percent					
	Total analyzed	42	16,777	16,777	---	100.0
73	Coal and coke	42	16,777	15,197	90.6	90.6
	Bituminous	41	16,747	14,256	85.1	---
	Coke	9	5,673	909	16.0	---
	Other	---	---	32	---	---
	All other commodities	---	---	1,580	---	9.4
	West South Central Division					
	All establishments 20					
	Sales $3,002,000					
	Commodity coverage 100.0 percent					
	Total analyzed	20	3,002	3,002	---	100.0
73	Coal and coke	20	3,002	2,791	93.0	93.0
	Anthracite	5	787	155	19.7	---
	Bituminous	20	3,002	2,568	85.5	---
	Coke	3	442	68	15.4	---
80	Lumber—rough, dressed, and finished	3	442	134	30.3	4.5
	All other commodities	---	---	77	---	2.5
	Mountain Division					
	All establishments 18					
	Sales $2,233,000					
	Commodity coverage 93.0 percent					
	Total analyzed	15	2,077	2,077	---	100.0
73	Coal and coke	15	2,077	1,990	95.8	95.8
	Bituminous	12	1,845	1,788	96.9	-
	Not analyzed in detail	3	232	202	87.1	--
	All other commodities	---	---	72	---	3.5
	Service receipts	-	---	15	---	.7

Commodity No.	KIND OF BUSINESS AREA AND COMMODITY	ESTABLISHMENTS REPORTING COMMODITY DATA: Number	ESTABLISHMENTS REPORTING COMMODITY DATA: Sales of such establishment (add 000)	REPORTED SALES OF STATED COMMODITY: Amount reported (add 000)	REPORTED SALES OF STATED COMMODITY: Percent column A (See note)	Percent column B (See note)
	COAL AND COKE TRADE—Con.					
	Pacific Division					
	All establishments 17					
	Sales $3,425,000					
	Commodity coverage 99.0 percent					
	Total analyzed	15	$3,391	$3,391	---	100.0
73	Coal and coke	15	3,391	3,197	94.3	94.3
	Bituminous	14	3,369	2,889	85.8	---
	Coke	3	399	214	53.6	---
	Other	---	---	94	---	---
	All other commodities	---	---	194	---	5.7
	New York City					
	All establishments 100					
	Sales $82,835,000					
	Commodity coverage 87.7 percent					
	Total analyzed	89	72,665	72,665	---	100.0
73	Coal and coke	[illegible]	72,665	71,721	98.7	98.7
	Anthracite	59	46,445	37,948	81.7	---
	Bituminous	52	61,025	24,675	40.4	---
	Coke	29	22,364	2,603	11.6	---
	Not analyzed in detail	10	6,652	6,495	97.6	---
76	Petroleum and its products	8	4,046	426	10.5	.6
	All other commodities	---	---	518	---	.7
	Chicago					
	All establishments 73					
	Sales $47,242,000					
	Commodity coverage 99.7 percent					
	Total analyzed	72	47,117	47,117	---	100.0
73	Coal and coke	72	47,117	46,974	99.7	99.7
	Anthracite	23	21,094	2,612	12.4	---
	Bituminous	61	44,309	41,169	92.9	---
	Coke	22	16,108	1,809	11.2	---
	Not analyzed in detail	7	1,397	1,384	99.1	---
	All other commodities	---	---	143	---	.3
	Philadelphia					
	All establishments 42					
	Sales $28,506,000					
	Commodity coverage 92.4 percent					
	Total analyzed	35	26,327	26,327	---	100.0
73	Coal and coke	35	26,327	26,054	99.0	99.0
	Anthracite	16	12,946	7,056	54.5	---
	Bituminous	24	22,255	17,480	78.5	---
	Coke	11	10,796	479	4.4	---
	Not analyzed in detail	3	1,039	1,039	100.0	---
	All other commodities	---	---	273	---	1.0
	Boston					
	All establishments 26					
	Sales $56,899,000					
	Commodity coverage 98.7 percent					
	Total analyzed	25	56,175	56,175	---	100.0
73	Coal and coke	25	56,175	55,986	99.7	99.7
	Anthracite	17	27,191	16,875	62.1	---
	Bituminous	18	43,576	36,793	84.4	---
	Coke	9	13,906	1,307	9.7	---
	Not analyzed in detail	---	---	1,011	---	---
76	Petroleum and its products	4	986	176	31.5	.3
	All other commodities	---	---	18	-	-

Percent column A: Percent [illegible] sales of establishments [illegible]

Percent column B: Percent which [illegible] commodity [illegible]

[1] Less than one-tenth of one percent.

SERVICE AND LIMITED-FUNCTION WHOLESALERS

TABLE 8.—COMMODITY SALES, BY KIND-OF-BUSINESS GROUPS

By Geographic Divisions and 5 Selected Cities—Continued

[Limited to establishments which reported an analysis of their sales by commodities. Rated commodity coverage indicates sales size of sample]

Commodity No.	KIND OF BUSINESS AREA AND COMMODITY	ESTABLISHMENTS REPORTING COMMODITY DATA: Number	ESTABLISHMENTS REPORTING COMMODITY DATA: Sales of such establishments (add 000)	REPORTED SALES OF STATED COMMODITY: Amount reported (add 000)	REPORTED SALES OF STATED COMMODITY: Percent column A (See note)	Percent column B (See note)
	DRUGS (GENERAL LINE) TRADE					
	New England Division					
	All establishments 21; Sales $24,678,000; Commodity coverage 90.0 percent					
	Total analyzed	19	$22,208	$22,208	---	100.0
05	Confectionery and ice cream	4	6,927	80	1.2	.4
37	Drugs and drug sundries	19	22,208	18,478	83.2	83.2
	Drugs, chemicals, and pharmaceuticals	13	13,621	5,059	36.6	---
	Proprietary medicines and toiletries	12	11,682	4,055	34.7	---
	Druggists' sundries	12	11,682	1,578	13.5	---
	Not analyzed in detail	[illegible]	8,387	7,786	92.8	---
38	Chemicals, industrial and heavy	10	12,581	1,578	12.5	7.1
39	Oils, vegetable	3	2,495	54	2.2	.2
40	Paints and varnishes	5	5,729	474	8.3	2.1
41	Soaps	7	6,161	55	.9	.2
45	Radios, appliances, and specialties	5	7,248	18	.2	.1
83	Stationery and supplies	3	5,690	22	.4	.1
88	Cameras and supplies	5	7,645	100	1.3	.5
	All other commodities	---	---	1,349	---	6.1
	Middle Atlantic Division					
	All establishments 48; Sales $77,078,000; Commodity coverage 89.7 percent					
	Total analyzed	46	69,162	69,162	---	100.0
05	Confectionery and ice cream	14	29,091	495	1.7	.7
37	Drugs and drug sundries	46	69,162	63,855	92.3	92.3
	Drugs, chemicals, and pharmaceuticals	31	47,685	18,224	38.2	---
	Proprietary medicines and toiletries	29	46,705	18,798	40.2	---
	Druggists' sundries	27	42,645	6,582	15.4	---
	Not analyzed in detail	15	21,479	20,251	94.3	---
38	Chemicals, industrial and heavy	9	15,851	811	5.1	1.2
39	Oils, vegetable	[illegible]	20,026	711	3.6	1.0
41	Soaps	10	18,536	193	1.0	.3
88	Cameras and supplies	11	22,265	340	1.5	.5
89	Tobacco products	3	7,969	1,022	12.8	1.5
	All other products	---	---	1,735	---	2.5
	East North Central Division					
	All establishments 50; Sales $89,226,000; Commodity coverage 99.4 percent					
	Total analyzed	49	68,837	68,837	---	100.0
05	Confectionery and ice cream	16	31,380	260	.8	.4
15	Wines and liquors	11	18,290	3,386	18.5	4.9
	Liquors	8	10,729	1,106	10.3	---
	Wines	[illegible]	9,081	140	1.5	---
	Not analyzed in detail	---	---	2,140	---	---
37	Drugs and drug sundries	49	68,837	60,693	88.2	88.2
	Drugs, chemicals, and pharmaceuticals	32	35,727	11,330	31.7	---
	Proprietary medicines and toiletries	32	35,727	15,144	42.4	---
	Druggists' sundries	30	34,062	5,647	16.6	---
	Not analyzed in detail	17	33,110	28,572	86.3	---
38	Chemicals, industrial and heavy	11	21,131	470	2.2	.7
39	Oils (essential)	7	11,804	227	1.9	.3
41	Soaps	7	9,000	186	2.1	.3
45	Radios, appliances, and specialties	14	25,953	800	3.1	1.2
61	Surgical and hospital equipment	3	3,421	98	2.9	.1
75	Glass containers	4	5,081	74	1.5	.1
83	Stationery and supplies	12	21,681	115	.5	.2
88	Cameras and supplies	14	24,113	515	2.1	.7
89	Tobacco products	6	15,749	1,205	7.7	1.8
91	Jewelry (clocks and watches)	[illegible]	5,650	35	.6	.1
	All other commodities	---	---	773	---	1.0
	DRUGS (GENERAL LINE) TRADE—Con.					
	West North Central Division					
	All establishments 32; Sales $39,908,000; Commodity coverage 96.2 percent					
	Total analyzed	30	$38,401	$38,401	---	100.0
05	Confectionery and ice cream	20	31,218	485	1.6	1.3
	Candy	14	24,642	213	.9	---
	Chewing gum	14	24,077	94	.4	---
	Other confectionery	7	10,285	126	1.2	---
	Not analyzed in detail	4	4,025	52	1.3	---
13	Soft drinks	3	4,620	175	3.8	.5
15	Wines and liquors	8	11,001	2,360	21.5	6.1
	Liquors	[illegible]	8,705	1,402	16.1	---
	Wines	6	8,705	172	2.0	---
	Not analyzed in detail	---	---	786	---	---
37	Drugs and drug sundries	30	38,401	31,580	82.2	82.2
	Drugs, chemicals, and pharmaceuticals	24	31,134	8,740	28.1	---
	Proprietary medicines and toiletries	24	31,134	11,882	38.2	---
	Druggists' sundries	25	31,721	5,502	17.3	---
	Not analyzed in detail	6	6,680	5,456	81.7	---
38	Chemicals, industrial and heavy	12	19,240	810	4.2	2.1
39	Oils, vegetable	7	15,410	180	1.2	.5
	Cottonseed, linseed, etc.	4	10,911	121	1.1	---
	Essential oils	5	13,515	59	.4	---
40	Paints and varnishes	6	11,231	138	1.2	.4
41	Soaps	9	17,591	141	.8	.4
	Toilet soaps	[illegible]	17,591	120	.7	---
	Other soaps	3	9,455	21	.2	---
45	Radios, appliances, and specialties	8	17,869	104	.6	.3
	Radios, parts, and accessories	[illegible]	11,903	13	.1	---
	Other electrical appliances	5	13,347	91	.7	---
75	Glass—sheet and containers	3	6,268	86	1.4	.2
81	Paper and products (except stationery and wallpaper)	5	11,491	94	.8	.2
83	Stationery and supplies	16	26,924	200	.7	.5
	Commercial stationery	4	5,538	19	.3	---
	Social stationery	9	19,735	101	.5	--
	Not analyzed in detail	6	7,051	80	1.1	---
88	Cameras and supplies	15	27,135	616	2.3	1.6
89	Tobacco products	15	23,591	821	3.5	2.1
	Cigars	5	11,125	17	.2	---
	Cigarettes	8	16,959	626	3.7	---
	Other tobacco products	7	14,516	29	.2	---
	Not analyzed in detail	5	6,632	149	2.2	---
91	Jewelry (clocks and watches)	[illegible]	13,515	86	.6	.2
	All other commodities	---	---	525	---	1.4
	South Atlantic Division					
	All establishments 57; Sales $40,337,000; Commodity coverage 96.6 percent					
	Total analyzed	56	38,960	38,960	---	100.0
05	Confectionery and ice cream	14	10,995	216	2.0	.6
	Candy	6	5,231	104	2.0	---
	Chewing gum	7	6,364	25	.4	---
	Other confectionery	---	---	87	---	---
15	Wines and liquors	4	4,997	255	5.1	.7
37	Drugs and drug sundries	56	38,960	36,787	94.4	94.4
	Drugs, chemicals, and pharmaceuticals	51	35,570	13,140	36.9	---
	Proprietary medicines and toiletries	49	32,115	15,895	48.6	---
	Druggists' sundries	46	32,947	4,560	13.8	---
	Not analyzed in detail	4	3,354	3,192	95.2	--
39	Oils, vegetable	14	10,367	140	1.4	.4
	Cottonseed, linseed, etc.	7	6,499	41	.6	---
	Essential oils	13	10,143	99	1.0	---
41	Soaps	21	16,456	149	.9	.4
	Toilet soaps	20	16,196	121	.7	--
	Other soaps	7	6,990	28	.4	---
45	Radios, appliances, and specialties	14	12,509	433	3.5	1.1
	Radios, parts, and accessories	4	3,790	331	8.7	---
	Other electrical appliances	---	---	93	---	---
	Not analyzed in detail	-	---	14	---	--

Percent column A—Percent which stated commodity bears of total sales of establishments reporting that they sell such commodity.
Percent column B—Percent which stated commodity bears of total sales of all establishments in this kind of business reporting their sales by commodities.

SERVICE AND LIMITED-FUNCTION WHOLESALERS

TABLE 8.—COMMODITY SALES, BY KIND-OF-BUSINESS GROUPS

By Geographic Divisions and 5 Selected Cities—Continued

[Limited to establishments which report an analysis of their sales by commodities. Ratio of commodity coverage indicates sales size of sample]

Commodity No.	KIND OF BUSINESS AREA AND COMMODITY	ESTABLISHMENTS REPORTING COMMODITY DATA: Number	ESTABLISHMENTS REPORTING COMMODITY DATA: Sales of such establishments (add 000)	REPORTED SALES OF STATED COMMODITY: Amount reported (add 000)	REPORTED SALES OF STATED COMMODITY: Percent column A (See note)	Percent column B (See note)
	DRUGS (GENERAL LINE) TRADE—Con.					
	South Atlantic Division—Con.					
83	Stationery and supplies	15	$11,940	$86	.7	.2
88	Cameras and supplies	16	13,874	347	2.5	.9
89	Tobacco products	5	2,200	68	3.1	.2
	Cigars	3	1,220	17	1.4	---
	Cigarettes	3	1,180	45	3.8	---
	Other tobacco products	---	---	6	---	---
	All other commodities	---	---	474	---	1.1
	East South Central Division					
	All establishments 23; Sales $19,509,000; Commodity coverage 93.5 percent					
	Total analyzed	21	18,245	18,245	---	100.0
05	Confectionery and ice cream	9	11,683	145	1.2	.8
37	Drugs and drug sundries	21	18,245	16,277	89.2	89.2
	Drugs, chemicals, and pharmaceuticals	15	12,654	4,623	36.5	---
	Proprietary medicines and toiletries	14	12,157	4,463	36.7	---
	Druggists' sundries	15	12,654	2,384	18.8	---
	Not analyzed in detail	6	5,591	4,807	86.0	---
38	Chemicals, industrial and heavy	8	9,075	91	1.0	.5
40	Paints and varnishes	3	1,907	51	2.7	.3
41	Soaps	5	3,695	70	1.9	.4
	Toilet soaps	5	3,695	40	1.1	---
	Other soaps	---	---	30	---	---
45	Radios, appliances, and specialties	5	7,480	42	.6	.2
83	Stationery and supplies	9	11,905	83	.7	.5
88	Cameras and supplies	8	10,923	155	1.4	.9
89	Tobacco products	3	4,763	162	3.4	.9
	All other commodities	---	---	1,169	---	6.4
	West South Central Division					
	All establishments 31; Sales $37,279,000; Commodity coverage 100.0 percent					
	Total analyzed	31	37,279	37,279	---	100.0
01	Beer and other malt liquors	3	5,835	139	2.4	.4
05	Confectionery and ice cream	10	14,282	168	1.2	.5
15	Wines and liquors	11	15,436	3,894	25.2	10.4
	Liquors	10	14,130	3,377	23.9	---
	Wines	8	13,006	218	1.7	---
	Not analyzed in detail	---	---	299	---	---
37	Drugs and drug sundries	31	37,279	31,939	85.7	85.7
	Drugs, chemicals, and pharmaceuticals	26	30,615	7,424	24.2	---
	Proprietary medicines and toiletries	25	28,412	11,604	40.8	---
	Druggists' sundries	26	30,615	6,230	20.3	---
	Not analyzed in detail	5	6,681	6,681	100.0	---
38	Chemicals, industrial and heavy	8	7,904	39	.5	.1
41	Soaps	8	6,869	77	1.1	.2
45	Radios, appliances, and specialties	6	7,370	80	1.1	.2
58	Office and store equipment and supplies:					
	Store fixtures and equipment	6	10,963	170	1.6	.5
75	Glass—sheet and containers	7	9,407	103	1.1	.3
	Glass containers	7	9,407	97	1.0	---
	Other	---	---	6	---	---
83	Stationery and supplies	9	8,917	139	1.6	.4
88	Cameras and supplies	9	8,917	161	1.8	.4
89	Tobacco products	4	4,380	176	4.0	.5
	All other commodities	---	---	194	---	.4
	Mountain Division					
	All establishments 15; Sales $14,332,000; Commodity coverage 100.0 percent					
	Total analyzed	15	14,332	14,332	---	100.0
05	Confectionery and ice cream	8	6,762	259	3.8	1.9
15	Wines and liquors	4	6,148	1,603	26.1	11.2
	DRUGS (GENERAL LINE) TRADE—Con.					
	Mountain Division—Con.					
37	Drugs and drug sundries	15	$14,332	$10,908	76.1	76.1
	Drugs, chemicals, and pharmaceuticals	12	11,070	3,618	32.7	---
	Proprietary medicines and toiletries	11	7,440	2,349	31.6	---
	Druggists' sundries	12	11,070	2,302	20.8	---
	Not analyzed in detail	3	3,253	2,639	81.1	---
38	Chemicals, industrial and heavy	7	6,415	112	1.7	.8
41	Soaps	4	3,460	67	1.9	.5
45	Radios, appliances, and specialties	5	4,877	30	.6	.2
83	Stationery and supplies	6	5,792	55	.9	.4
88	Cameras and supplies	6	5,792	159	2.7	1.1
89	Tobacco products	6	4,977	545	11.0	3.8
	All other commodities	---	---	594	---	4.1
	Pacific Division					
	All establishments 20; Sales $41,274,000; Commodity coverage 100.0 percent					
	Total analyzed	20	41,274	41,274	---	100.0
05	Confectionery and ice cream	[illegible]	21,638	271	1.2	.7
	Candy	[illegible]	14,081	152	1.1	---
	Chewing gum	4	13,465	20	.1	---
	Other	---	---	99	---	---
15	Wines and liquors	5	15,425	2,442	15.8	5.9
	Liquors	4	11,192	1,630	14.6	---
	Not analyzed in detail	---	---	812	---	---
37	Drugs and drug sundries	20	41,274	36,469	88.4	88.4
	Drugs, chemicals, and pharmaceuticals	11	21,213	6,134	29.2	---
	Proprietary medicines and toiletries	11	21,213	6,555	30.9	---
	Druggists' sundries	11	21,213	5,669	26.7	---
	Not analyzed in detail	[illegible]	20,061	18,061	90.0	---
38	Chemicals, industrial and heavy	7	18,000	754	4.2	1.8
41	Soaps, toilet	5	11,031	44	.4	.1
45	Radios, appliances, and specialties	[illegible]	21,838	76	.3	.2
83	Stationery and supplies	9	21,838	141	.6	.3
88	Cameras and supplies	10	22,344	490	2.2	1.2
89	Tobacco products	4	10,339	376	3.6	.9
	All other commodities	---	---	118	---	.3
	Service receipts	---	---	93	---	.2
	New York City					
	All establishments 17; Sales $29,231,000; Commodity coverage 100.0 percent					
	Total analyzed	17	29,231	29,231	---	100.0
37	Drugs and drug sundries	17	29,231	26,945	92.2	92.2
	Drugs, chemicals, and pharmaceuticals	14	23,228	8,528	33.7	---
	Proprietary medicines and toiletries	12	24,508	12,287	50.5	---
	Druggists' sundries	11	22,327	2,189	9.8	---
	Not analyzed in detail	---	---	3,941	---	---
39	Oils, vegetable	4	9,132	170	1.9	.6
41	Soaps, toilet	3	7,252	110	1.5	.4
	All other commodities	---	---	2,006	---	6.8
	Chicago					
	All establishments 9; Sales $21,838,000; Commodity coverage 100.0 percent					
	Total analyzed	9	21,838	21,838	---	100.0
37	Drugs and drug sundries	9	21,838	20,669	94.6	94.6
	Drugs, chemicals, and pharmaceuticals	4	5,478	1,573	28.7	---
	Proprietary medicines and toiletries	4	5,478	2,566	46.8	---
	Druggists' sundries	3	3,826	552	14.4	---
	Not analyzed in detail	5	16,357	15,978	97.7	---
	All other commodities	---	---	1,169	---	5.4

Percent column A: Percent of total sales of establishments reporting that they sell such commodity.
Percent column B: Percent which stated commodities form of total sales of all establishments in this kind of business reporting sales of such commodities.

SERVICE AND LIMITED-FUNCTION WHOLESALERS

TABLE 8.—COMMODITY SALES, BY KIND-OF-BUSINESS GROUPS

By Geographic Divisions and 5 Selected Cities—Continued

Limited to establishments which report an analysis of their sales by commodities. Ratio of commodity coverage indicates sales size of sample

Commodity No.	KIND OF BUSINESS AREA AND COMMODITY	ESTABLISHMENTS REPORTING COMMODITY DATA: Number	ESTABLISHMENTS REPORTING COMMODITY DATA: Sales of such establishments (add 000)	REPORTED SALES OF STATED COMMODITY: Amount reported (add 000)	REPORTED SALES OF STATED COMMODITY: Percent column A (See note)	Percent column B (See note)
	DRUGS AND DRUG SUNDRIES (SPECIALTY LINES) TRADES					
	New England Division					
	All establishments ... 39 Sales ... $5,894,000 Commodity coverage ... 94.1 percent					
	Total analyzed	37	$5,545	$5,545	---	100.0
05	Confectionery and ice cream	4	623	153	24.6	2.9
30	Notions	4	190	50	26.3	.9
37	Drugs and drug sundries	37	5,545	4,712	85.0	85.0
	Drugs, chemicals, and pharmaceuticals	17	4,210	1,885	44.8	---
	Proprietary medicines and toiletries	21	4,421	1,505	34.0	---
	Druggists' sundries	20	4,635	831	17.9	---
	Not analyzed in detail	3	491	491	100.0	---
41	Soaps	3	2,776	37	1.3	.7
83	Stationery and supplies	3	133	22	16.5	.4
	All other commodities	-	---	571	---	10.2
	Middle Atlantic Division					
	All establishments ... 503 Sales ... $71,796,000 Commodity coverage ... 94.1 percent					
	Total analyzed	481	67,534	67,534	---	100.0
37	Drugs and drug sundries	466	66,570	62,298	93.6	92.2
	Drugs, chemicals, and pharmaceuticals	136	16,958	9,383	55.3	---
	Proprietary medicines and toiletries	281	45,464	38,854	85.5	---
	Druggists' sundries	127	16,320	10,442	64.0	---
	Not analyzed in detail	36	3,710	3,619	97.5	---
38	Chemicals, industrial and heavy	4	1,961	661	33.7	1.0
39	Oils, vegetable	11	2,593	108	4.2	.2
41	Soaps	43	11,946	894	7.5	1.3
	Toilet soaps	38	11,354	782	6.9	---
	Other soaps	9	1,971	112	5.7	---
42	Other chemicals and related products	8	3,091	1,111	35.9	1.6
69	Tobacco products	3	1,620	436	26.9	.6
	All other commodities	---	---	2,026	---	3.1
	East North Central Division					
	All establishments ... 242 Sales ... $44,215,000 Commodity coverage ... 95.5 percent					
	Total analyzed	230	42,219	42,219	---	100.0
05	Confectionery and ice cream	4	304	59	19.4	.1
11	Groceries (extracts and spices)	7	1,710	150	8.8	.4
27	Clothing and furnishings, men's and boys'	3	2,601	192	7.4	.5
30	Notions	7	3,238	120	3.7	.3
37	Drugs and drug sundries	222	41,326	39,197	94.8	92.8
	Drugs, chemicals, and pharmaceuticals	74	6,655	3,575	53.7	---
	Proprietary medicines and toiletries	128	11,301	8,372	74.1	---
	Druggists' sundries	66	30,247	26,693	88.3	---
	Not analyzed in detail	12	681	557	81.8	---
39	Oils, vegetable	6	1,751	124	7.1	.3
41	Soaps	19	2,999	328	10.9	.8
	Toilet soaps	17	2,161	258	11.9	---
	Other soaps	4	1,534	70	4.6	---
42	Other chemicals and related products	5	442	419	94.8	1.0
61	Surgical and hospital equipment	3	420	137	32.6	.5
81	Paper and products (except stationery and wallpaper)	3	398	105	26.5	.2
83	Stationery and supplies	7	853	31	3.6	.1
89	Tobacco products	3	487	155	31.8	.4
	All other commodities	---	---	1,202	---	2.8
	DRUGS AND DRUG SUNDRIES (SPECIALTY LINES) TRADES—Con.					
	West North Central Division					
	All establishments ... 101 Sales ... $6,030,000 Commodity coverage ... 91.1 percent					
	Total analyzed	95	$5,495	$5,495	--	100.0
05	Confectionery and ice cream	3	448	20	4.5	.4
11	Groceries (extracts and spices)	4	444	13	2.9	.2
30	Notions	6	516	48	9.3	.9
37	Drugs and drug sundries	88	5,241	4,606	87.9	83.8
	Drugs, chemicals, and pharmaceuticals	28	1,992	1,086	54.5	---
	Proprietary medicines and toiletries	53	3,126	1,931	61.8	---
	Druggists' sundries	33	3,221	1,203	37.3	---
	Not analyzed in detail	8	386	386	100.0	---
41	Soaps	14	1,465	399	27.2	7.3
	Toilet soaps	12	1,391	387	27.8	---
	Other soaps	3	515	12	2.3	---
50	Hardware (tools and cutlery)	3	464	16	3.4	.3
54	Barber and beauty parlor equipment	3	201	199	99.0	3.6
81	Paper and products (except stationery and wallpaper)	3	471	19	4.0	.3
	All other commodities	--	-	175	---	3.2
	South Atlantic Division					
	All establishments ... 102 Sales ... $6,761,000 Commodity coverage ... 95.5 percent					
	Total analyzed	93	6,454	6,454	---	100.0
30	Notions	6	220	32	14.5	.5
37	Drugs and drug sundries	92	6,268	6,101	97.3	94.5
	Drugs, chemicals, and pharmaceuticals	34	2,375	984	41.4	---
	Proprietary medicines and toiletries	53	3,783	2,710	71.6	---
	Druggists' sundries	37	3,183	1,927	60.5	---
	Not analyzed in detail	8	487	480	98.6	---
41	Soaps	4	260	10	3.8	.2
	All other commodities	---	---	311	---	4.8
	East South Central Division					
	All establishments ... 59 Sales ... $3,786,000 Commodity coverage ... 94.0 percent					
	Total analyzed	53	3,557	3,557	---	100.0
11	Groceries (miscellaneous)	5	387	53	13.7	1.5
28	Clothing and accessories, women's and children's (hosiery)	4	244	14	5.7	.4
30	Notions	4	318	24	7.5	.7
37	Drugs and drug sundries	53	3,557	3,088	86.8	86.8
	Drugs, chemicals, and pharmaceuticals	20	2,274	807	35.5	---
	Proprietary medicines and toiletries	38	3,098	1,422	45.9	---
	Druggists' sundries	20	2,172	780	35.9	---
	Not analyzed in detail	3	79	79	100.0	---
41	Soaps	11	1,296	74	5.7	2.1
	Toilet soaps	11	1,296	68	5.2	---
	Other soaps	---	---	6	---	---
53	Toys and games	3	287	58	20.2	1.6
81	Paper and products (except stationery and wallpaper)	4	214	35	16.4	1.0
	Paper products such as bags, boxes, cups, dishes, etc.	3	207	20	9.7	---
	Other	---	---	15	---	---
83	Stationery and supplies	4	347	58	16.7	1.6
	All other commodities	---	---	153	---	4.3

Percent column A—Percent of *total* sales of establishments reporting that they sell such commodity.
Percent column B—Percent which such commodity bears to *total* sales of all establishments in this kind of business reporting their sales by commodities.

SERVICE AND LIMITED-FUNCTION WHOLESALERS

TABLE 8.—COMMODITY SALES, BY KIND-OF-BUSINESS GROUPS

By Geographic Divisions and Selected Cities: Continued

[Limited establishments which report only [illegible] commodities. Ratio of commodity coverage indicates [illegible] of sample.

Commodity No.	Kind of business area and commodity	Establishments reporting commodity data: Number	Establishments reporting commodity data: Sales of establishments (000)	Reported sales of stated commodity: Amount reported (000)	Reported sales of stated commodity: Percent of col. A (See note)	Percent of col. B (See note)
	DRUGS AND DRUG SUNDRIES (SPECIALTY LINES) TRADES—Con.					
	West South Central Division					
	All establishments 114					
	Sales $7,192,000					
	Commodity coverage 97.8 percent					
	Total analyzed	113	$7,037	$7,037	---	100.0
05	Confectionery and ice cream	6	1,481	61	4.1	.9
28	Clothing and accessories, women's and children's	7	604	66	10.9	.9
	Hosiery (women's and misses')	5	439	46	10.5	---
	Not analyzed in detail	---	---	20	---	---
30	Notions	16	804	248	30.8	3.5
34	Other dry goods and textile products	6	369	44	11.9	.6
37	Drugs and drug sundries	111	6,606	5,643	85.4	80.2
	Drugs, chemicals, and pharmaceuticals	38	3,414	1,150	33.7	---
	Proprietary medicines and toiletries	80	5,149	2,856	55.1	---
	Druggists' sundries	61	4,810	1,263	26.3	---
	Not analyzed in detail	6	475	394	82.9	---
38	Chemicals, industrial and heavy	5	1,236	24	1.9	.3
40	Paints and varnishes	3	401	30	7.5	.4
41	Soaps	17	2,733	60	2.2	.9
	Toilet soaps	14	2,425	47	1.9	---
	Other soaps	4	479	13	2.7	---
42	Other chemicals and related products	4	405	338	83.5	4.8
83	Stationery and supplies (commercial)	5	204	22	10.8	.3
89	Tobacco products	4	1,076	149	13.8	2.1
	All other commodities	---	---	352	---	5.1
	Mountain Division					
	All establishments 15					
	Sales $895,000					
	Commodity coverage 86.5 percent					
	Total analyzed	14	774	774	---	100.0
37	Drugs and drug sundries	13	691	606	87.7	78.3
	Drugs, chemicals, and pharmaceuticals	5	155	40	25.8	---
	Proprietary medicines and toiletries	5	189	111	58.7	---
	Druggists' sundries	8	535	437	81.7	---
	Not analyzed in detail	---	---	18	---	---
	All other commodities	---	---	168	---	21.7
	Pacific Division					
	All establishments 146					
	Sales $10,621,000					
	Commodity coverage 97.1 percent					
	Total analyzed	135	10,313	10,313	---	100.0
11	Groceries (extracts and spices)	5	262	24	9.2	.2
30	Notions	7	471	63	13.4	.6
37	Drugs and drug sundries	133	10,235	9,057	88.5	87.8
	Drugs, chemicals, and pharmaceuticals	40	3,650	1,680	46.2	---
	Proprietary medicines and toiletries	78	7,318	5,388	73.6	---
	Druggists' sundries	38	3,854	1,263	32.8	---
	Not analyzed in detail	7	678	626	92.3	---
41	Soaps	16	2,533	262	10.3	2.5
	Toilet soaps	13	2,390	208	8.7	---
	Other soaps	4	163	12	7.4	---
	Not analyzed in detail	---	---	42	---	---
83	Stationery and supplies	6	728	27	3.7	.3
	All other commodities	---	---	880	---	8.6
	New York City					
	All establishments 385					
	Sales $57,867,000					
	Commodity coverage 95.1 percent					
	Total analyzed	370	55,057	55,057	---	100.0
	DRUGS AND DRUG SUNDRIES (SPECIALTY LINES) TRADES—Con.					
	New York City—Con.					
37	Drugs and drug sundries	357	$54,226	$51,347	94.7	93.3
	Drugs, chemicals, and pharmaceuticals	88	12,657	7,897	62.4	---
	Proprietary medicines and toiletries	216	35,638	31,256	87.7	---
	Druggists' sundries	93	12,168	9,176	75.4	---
	Not analyzed in detail	26	3,064	3,019	98.5	---
38	Chemicals, industrial and heavy	4	1,961	661	33.7	1.2
39	Oils, vegetable	7	2,127	92	4.3	.2
	Cottonseed, linseed, etc.	4	1,370	21	1.5	---
	Essential oils	7	2,127	71	3.3	---
41	Soaps	33	6,971	739	10.2	1.3
	Toilet soaps	29	8,627	637	7.4	---
	Other soaps	5	1,347	102	6.8	---
42	Other chemicals and related products	8	2,747	1,063	39.0	1.9
	All other commodities	---	---	1,155	---	2.1
	Chicago					
	All establishments 90					
	Sales $34,691,000					
	Commodity coverage 95.5 percent					
	Total analyzed	86	33,121	33,121	---	100.0
30	Notions	5	3,163	103	3.3	.3
37	Drugs and drug sundries	84	32,820	32,198	98.1	97.2
	Drugs, chemicals, and pharmaceuticals	22	3,091	1,568	50.7	---
	Proprietary medicines and toiletries	52	6,067	5,065	83.5	---
	Druggists' sundries	23	27,615	25,352	91.8	---
	Not analyzed in detail	5	261	213	81.6	---
41	Soaps	8	1,548	139	12.3	.4
	Toilet soaps	7	1,210	134	11.1	---
	Other soaps	---	---	5	---	---
	All other commodities	---	---	681	---	2.1
	Philadelphia					
	All establishments 32					
	Sales $4,727,000					
	Commodity coverage 97.5 percent					
	Total analyzed	31	4,607	4,607	---	100.0
37	Drugs and drug sundries	30	4,572	3,838	83.9	83.3
	Drugs, chemicals, and pharmaceuticals	8	1,804	256	14.2	---
	Proprietary medicines and toiletries	16	3,350	2,541	75.9	---
	Druggists' sundries	11	2,402	712	29.6	---
	Not analyzed in detail	5	329	329	100.0	---
	All other commodities	---	---	769	---	16.7
	Boston					
	All establishments 13					
	Sales $509,000					
	Commodity coverage 64.3 percent					
	Total analyzed	12	520	520	---	100.0
37	Drugs and drug sundries	12	520	450	86.5	86.5
	Drugs, chemicals, and pharmaceuticals	5	163	136	70.5	---
	Proprietary medicines and toiletries	5	177	91	45.8	---
	Druggists' sundries	5	224	121	54.0	---
	Not analyzed in detail	---	---	112	---	---
	All other commodities	---	---	70	---	13.5
	San Francisco					
	All establishments 32					
	Sales $4,423,000					
	Commodity coverage 97.4 percent					
	Total analyzed	29	4,377	4,377		100.0

Percent column A—Percent which sales [illegible] that [illegible] commodity.

Percent column B—Percent which [illegible] commodity [illegible] sales [illegible] establishments [illegible]

SERVICE AND LIMITED-FUNCTION WHOLESALERS

TABLE 8.—COMMODITY SALES, BY KIND-OF-BUSINESS GROUPS

By Geographic Divisions and 5 Selected Cities—Continued

[Limited to establishments which report an analysis of their sales by commodities. Ratio of commodity coverage indicates sales size of sample]

Commodity No.	KIND OF BUSINESS AREA AND COMMODITY	ESTABLISHMENTS REPORTING COMMODITY DATA: Number	ESTABLISHMENTS REPORTING COMMODITY DATA: Sales of such establishments (add 000)	REPORTED SALES OF STATED COMMODITY: Amount reported (add 000)	REPORTED SALES OF STATED COMMODITY: Percent column A (See note)	Percent column B (See note)
	DRUGS AND DRUG SUNDRIES (SPECIALTY LINES) TRADES—Con.					
	San Francisco—Con.					
37	Drugs and drug sundries	[illegible]	$4,377	$3,712	84.8	84.8
	Drugs, chemicals, and pharmaceuticals	9	2,452	672	27.4	---
	Proprietary medicines and toiletries	12	3,369	2,177	64.6	---
	Druggists' sundries	17	2,933	851	29.0	---
	Not analyzed in detail	---	---	12	---	---
41	Soaps (toilet)	4	1,857	122	6.6	2.8
	All other commodities	---	---	543	---	12.4
	DRY GOODS (GENERAL LINE) TRADE					
	New England Division					
	All establishments 11; Sales $4,262,000; Commodity coverage 56.0 percent					
	Total analyzed	9	2,388	2,388	---	100.0
27	Clothing and furnishings, men's and boys'	[illegible]	2,297	594	25.9	24.9
	Furnishings (except shoes)	8	2,297	359	15.6	---
	Work clothing	5	1,605	212	13.2	---
	Other	---	---	23	---	---
28	Clothing and accessories, women's and children's	[illegible]	2,297	446	19.4	18.7
	Dresses (women's and misses')	5	1,392	37	2.7	---
	Hosiery (women's and misses')	7	1,798	199	11.1	---
	Underwear, negligees, etc.	6	2,140	141	6.6	---
	Other	---	---	69	---	---
30	Notions	6	2,140	121	5.7	5.1
31	Piece goods	5	1,917	720	37.6	30.2
	Cotton piece goods	4	1,418	434	30.6	---
	Domestics	4	1,292	274	21.2	---
	Other	---	---	12	---	---
34	Other dry goods and textile products	4	960	401	41.8	16.8
	All other commodities	---	---	106	---	4.3
	Middle Atlantic Division					
	All establishments 41; Sales $25,835,000; Commodity coverage 81.7 percent					
	Total analyzed	34	21,101	21,101	---	100.0
27	Clothing and furnishings, men's and boys'	31	20,659	3,835	18.6	18.2
	Hats and caps	11	4,038	95	2.4	---
	Furnishings (except shoes)	25	12,614	1,596	12.7	---
	Suits and overcoats	3	5,652	332	5.9	---
	Work clothing	21	12,812	1,000	7.8	---
	Not analyzed in detail	4	6,098	812	13.3	---
28	Clothing and accessories, women's and children's	32	20,761	6,013	29.0	28.5
	Girls' wear	11	3,520	[illegible]	2.4	---
	Infants' wear	7	1,785	48	2.7	---
	Dresses (women's and misses')	14	4,927	325	6.6	---
	Hosiery (women's and misses')	23	9,029	1,306	14.5	---
	Underwear, negligees, etc.	20	8,675	949	10.9	---
	Suits and coats (except fur)	[illegible]	1,191	30	2.5	---
	Other	---	---	349	---	---
	Not analyzed in detail	4	10,623	2,923	27.5	---
30	Notions	21	18,270	2,160	11.8	10.2
31	Piece goods	30	20,594	5,885	28.6	27.9
	Cotton piece goods	18	6,501	709	10.9	---
	Linens	11	6,153	227	3.7	---
	Rayons	8	3,124	197	6.3	---
	Silks and velvets	3	842	6	.7	---
	Woolens and worsteds	[illegible]	6,868	1,401	20.4	---
	Domestics	18	6,721	1,030	15.3	---
	Curtains, draperies, etc.	9	3,658	109	3.0	---
	Other	---	---	64	---	---
	Not analyzed in detail	5	6,025	2,142	35.6	---
32	Shoes and other footwear	10	7,195	487	6.8	2.3
33	Yarns	5	6,704	96	1.4	.5
	Cotton yarns	3	6,119	63	1.0	---
	Woolen and worsted yarns	[illegible]	6,522	33	.5	---
	DRY GOODS (GENERAL LINE) TRADE—Con.					
	Middle Atlantic Division—Con.					
34	Other dry goods and textile products	13	36,237	$804	12.9	5.8
37	Drugs and drug sundries	[illegible]	2,084	118	5.7	.6
48	House furnishings		6,167	1,108	18.0	5.3
53	Toys and games	4	5,126	105	2.0	.5
	All other commodities	---	---	325	---	1.4
	Service receipts	---	---	165	---	.8
	East North Central Division					
	All establishments 22; Sales $37,140,000; Commodity coverage 91.0 percent					
	Total analyzed	17	34,420	34,420	---	100.0
27	Clothing and furnishings, men's and boys'	17	34,420	5,586	16.2	16.2
	Hats and caps	5	4,074	108	2.7	---
	Furnishings (except shoes)	14	14,119	1,442	10.2	---
	Work clothing	13	13,969	1,131	8.1	---
	Other	---	---	72	---	---
	Not analyzed in detail	3	20,301	2,833	14.0	---
28	Clothing and accessories, women's and children's	16	33,983	8,053	23.7	23.4
	Girls' wear	7	10,278	210	2.0	---
	Infants' wear	[illegible]	29,262	433	1.5	---
	Dresses (women's and misses')	10	32,341	2,096	6.5	---
	Hosiery (women's and misses')	14	32,930	2,445	7.4	---
	Millinery	[illegible]	3,338	10	.3	---
	Underwear, negligees, etc.	14	32,938	1,322	4.0	---
	Suits and coats (except fur)	4	20,954	494	2.4	---
	Other (except shoes and furs)	8	24,124	935	3.9	---
	Not analyzed in detail	---	---	108	---	---
30	Notions	15	33,367	3,082	9.2	9.0
31	Piece goods	16	34,270	10,549	30.8	30.6
	Cotton piece goods	11	31,419	3,624	11.5	---
	Linens	9	31,837	1,228	3.9	---
	Rayons	5	7,385	96	1.3	---
	Silks and velvets	3	22,972	648	2.8	---
	Woolens and worsteds	4	6,181	21	.3	---
	Domestics	13	32,900	3,234	9.8	---
	Curtains, draperies, etc.	10	31,460	1,018	3.2	---
	Other piece and yard goods	---	---	355	---	---
	Not analyzed in detail	3	1,370	325	23.7	---
32	Shoes and other footwear	6	4,521	572	12.7	1.7
	Men's and boys' leather	3	2,815	122	4.3	---
	Women's and children's leather	3	2,815	112	4.0	---
	Other	---	---	149	---	---
	Not analyzed in detail	3	1,706	189	11.1	---
34	Other dry goods and textile products	5	23,564	618	2.6	1.8
37	Drugs and drug sundries	7	25,314	614	2.4	1.9
	Proprietary medicines and toiletries	5	6,078	117	1.9	---
	Druggists' sundries	3	20,004	475	2.4	---
	Other	---	---	22	---	---
45	Radios, appliances, and specialties	3	21,068	218	1.0	.6
48	House furnishings	8	30,314	3,513	11.6	10.2
	Carpets and rugs	[illegible]	24,862	1,702	6.8	---
	Linoleum, felt base, etc.	7	29,419	1,695	5.8	---
	Other	---	---	116	---	---
53	Toys and games	3	2,075	109	5.3	.3
81	Paper and products (except stationery and wallpaper)	3	551	85	15.4	.2
83	Stationery and supplies	4	2,064	64	3.1	.2
91	Jewelry, silverware, etc.	3	20,749	516	2.5	1.5
	All other commodities	---	---	841	---	2.5
	West North Central Division					
	All establishments 20; Sales $59,319,000; Commodity coverage 98.3 percent					
	Total analyzed	18	58,337	58,337	---	100.0

Percent column A—Percent of *total* sales of establishments reporting that they sell such commodity.
Percent column B—Percent which stated commodity bears to *total* sales of all establishments in this kind of business reporting their sales by commodities.

SERVICE AND LIMITED-FUNCTION WHOLESALERS

TABLE 8.—COMMODITY SALES, BY KIND-OF-BUSINESS GROUPS

By Geographic Divisions and 5 Selected Cities [Continued]

[Limited to establishments which report an analysis of their sales by commodities. Reported commodity average indicates sales are representative of sample]

Commodity No.	KIND OF BUSINESS AREA AND COMMODITY	ESTABLISHMENTS REPORTING COMMODITY DATA: Number	ESTABLISHMENTS REPORTING COMMODITY DATA: Sales of such establishments (add 000)	REPORTED SALES OF STATED COMMODITY: Amount reported (add 000)	REPORTED SALES OF STATED COMMODITY: Percent (column A) (See note)	Percent (column B) (See note)
	DRY GOODS (GENERAL LINE) TRADE—Con.					
	West North Central Division—Con.					
27	Clothing and furnishings, men's and boys'	18	$58,337	$14,738	25.3	25.3
	Hats and caps	7	46,390	[illegible]	1.3	---
	Furnishings (except shoes)	14	50,413	6,204	12.3	---
	Work clothing	10	48,385	6,596	13.6	---
	Other	---	---	31	---	---
	Not analyzed in detail	4	7,924	1,307	16.5	---
28	Clothing and accessories, women's and children's	18	58,337	11,235	19.3	19.3
	Girls' wear	9	33,194	644	1.9	---
	Infants' wear	[illegible]	53,437	1,889	3.5	---
	Dresses (women's and misses')	11	55,309	4,185	7.6	---
	Hosiery (women's and misses')	13	34,050	2,000	5.9	---
	Underwear, negligees, etc.	10	32,126	554	1.7	---
	Suits and coats (except fur)	4	8,425	87	1.0	---
	Other	---	---	1,876	---	---
30	Notions	13	35,099	3,104	8.8	5.3
31	Piece goods	18	58,337	22,040	37.8	37.8
	Cotton piece goods	15	56,792	9,645	17.0	---
	Linens	11	55,943	2,470	4.4	---
	Rayons	9	32,452	441	1.4	---
	Silks and velvets	9	54,647	1,690	3.1	---
	Woolens and worsteds	5	30,280	1,156	3.8	---
	Domestics	11	33,627	2,784	8.3	---
	Curtains, draperies, etc.	10	55,806	2,005	3.6	---
	Other	---	---	1,183	---	---
	Not analyzed in detail	[illegible]	1,545	688	44.5	---
32	Shoes and other footwear	7	8,295	192	2.3	.3
34	Other dry goods and textile products	6	23,658	1,165	4.9	2.0
37	Drugs and drug sundries	5	7,079	489	6.9	.9
48	House furnishings	4	8,876	770	8.7	1.3
	All other commodities	---	---	4,604	---	7.9
	South Atlantic Division					
	All establishments 54					
	Sales $27,228,000					
	Commodity coverage 92.5 percent					
	Total analyzed	50	25,193	25,193	---	100.0
27	Clothing and furnishings, men's and boys'	48	24,726	6,095	24.7	24.2
	Hats and caps	26	11,307	222	2.0	---
	Furnishings (except shoes)	36	17,458	2,194	12.6	---
	Suits and overcoats	13	6,580	311	4.7	---
	Work clothing	41	15,003	1,568	10.5	---
	Not analyzed in detail	5	6,422	1,800	28.0	---
28	Clothing and accessories, women's and children's	50	25,193	6,575	26.1	26.1
	Girls' wear	28	14,675	415	2.8	---
	Infants' wear	23	13,620	189	1.4	---
	Dresses (women's and misses')	34	17,721	1,053	5.9	---
	Hosiery (women's and misses')	42	19,154	1,649	8.6	---
	Millinery	10	7,430	350	4.7	---
	Underwear, negligees, etc.	38	17,515	859	4.9	---
	Suits and coats	15	11,881	304	2.6	---
	Other (except suits and furs)	20	10,887	268	2.5	---
	Not analyzed in detail	5	5,573	1,488	26.7	---
30	Notions	35	22,351	1,838	8.2	7.3
31	Piece goods	49	25,018	7,043	28.2	28.0
	Cotton piece goods	44	19,395	2,959	15.3	---
	Jute fabrics	3	4,050	62	1.5	---
	Linens	18	15,654	396	2.5	---
	Rayons	22	13,600	387	2.8	---
	Silks and velvets	13	11,561	180	1.6	---
	Woolens and worsteds	15	12,668	198	1.6	---
	Domestics	40	18,929	1,177	6.3	---
	Curtains, draperies, etc.	29	16,684	387	2.3	---
	Other piece and yard goods	17	9,149	422	4.6	---
	Not analyzed in detail	5	5,625	875	15.6	---

Commodity No.	KIND OF BUSINESS AREA AND COMMODITY	ESTABLISHMENTS REPORTING COMMODITY DATA: Number	ESTABLISHMENTS REPORTING COMMODITY DATA: Sales of such establishments (add 000)	REPORTED SALES OF STATED COMMODITY: Amount reported (add 000)	REPORTED SALES OF STATED COMMODITY: Percent (column A) (See note)	Percent (column B) (See note)
	DRY GOODS (GENERAL LINE) TRADE—Con.					
	South Atlantic Division—Con.					
32	Shoes and other footwear	17	$[illegible]	$691	8.0	2.7
	Men's and boys' leather	[illegible]	[illegible]	184	3.1	---
	Men's and boys' rubber	13	6,613	86	1.3	---
	Women's and children's leather	7	5,290	164	3.1	---
	Women's and children's rubber	9	6,257	105	1.6	---
	Infants'	6	4,828	18	.4	---
	Other	[illegible]	4,359	11	.3	---
	Not analyzed in detail	---	---	115	---	---
33	Yarns	10	7,161	189	2.6	.5
	Cotton yarns	[illegible]	4,507	98	2.2	---
	Woolen and worsted	5	3,233	24	.7	---
	Other	---	---	67	---	---
34	Other dry goods and textile products	7	4,458	243	5.5	1.0
48	House furnishings	13	14,835	1,956	13.2	7.8
	Carpets and rugs	4	5,244	351	6.7	---
	Linoleum, felt base, etc.	9	4,599	326	7.1	---
	Other house furnishings	---	---	55	---	---
	Not analyzed in detail	3	7,479	1,194	16.0	---
	All other commodities	---	---	563	---	2.1
	East South Central Division					
	All establishments 32					
	Sales $20,623,000					
	Commodity coverage 89.9 percent					
	Total analyzed	28	18,533	18,533	---	100.0
27	Clothing and furnishings, men's and boys'	24	15,691	4,308	27.4	23.2
	Hats and caps	11	8,088	185	2.3	---
	Furnishings (except shoes)	16	9,720	1,431	14.7	---
	Suits and overcoats	3	928	21	2.3	---
	Work clothing	19	10,792	1,586	14.4	---
	Not analyzed in detail	4	4,511	1,115	24.7	---
28	Clothing and accessories, women's and children's	25	17,575	4,389	25.0	23.7
	Girls' wear	8	6,897	118	1.7	---
	Infants' wear	8	7,289	40	.5	---
	Dresses (women's and misses')	17	10,673	533	5.0	---
	Hosiery (women's and misses')	19	11,116	789	7.1	---
	Millinery	4	6,173	55	.9	---
	Underwear, negligees, etc.	15	9,631	549	5.7	---
	Suits and coats (except fur)	5	6,627	46	.7	---
	Other (except shoes and furs)	6	6,496	336	5.1	---
	Not analyzed in detail	6	6,459	1,927	29.8	---
30	Notions	19	14,868	1,385	9.3	7.4
31	Piece goods	27	18,024	5,428	30.1	29.3
	Cotton piece goods	19	10,461	1,863	17.8	---
	Linens	6	6,816	27	.4	---
	Rayons	7	7,239	127	1.8	---
	Woolens and worsteds	3	5,695	36	.6	---
	Domestics	16	9,561	668	7.0	---
	Curtains, draperies, etc.	10	8,653	202	2.3	---
	Other	---	---	246	---	---
	Not analyzed in detail	8	7,563	2,328	30.8	---
32	Shoes and other footwear	17	12,822	926	7.3	5.0
	Men's and boys' leather	11	7,048	197	2.8	---
	Men's and boys' rubber	9	6,814	135	2.0	---
	Women's and children's leather	9	6,423	185	2.9	---
	Women's and children's rubber	6	5,841	43	.7	---
	Infants'	3	723	8	1.1	---
	Other	3	761	34	4.5	---
	Not analyzed in detail	4	5,005	324	6.5	---
33	Yarns	5	2,837	145	5.1	.8
34	Other dry goods and textile products	4	5,687	596	10.4	3.2
37	Drugs and drug sundries	3	7,126	119	1.7	.6
48	House furnishings	3	7,222	579	8.0	3.1
	All other commodities	---	---	670	---	3.6

Percent column A: Percent of sales of establishments in trade that have sold such commodity.

Percent column B: Percent of reported commodity sales to all establishments in this kind of business reporting [illegible]

SERVICE AND LIMITED-FUNCTION WHOLESALERS

TABLE 8.—COMMODITY SALES, BY KIND-OF-BUSINESS GROUPS

By Geographic Divisions and 5 Selected Cities—Continued

[Limited to establishments which report an analysis of their sales by commodities. Ratio of commodity coverage indicates sales size of sample]

Commodity No.	KIND OF BUSINESS AREA AND COMMODITY	ESTABLISHMENTS REPORTING COMMODITY DATA: Number	ESTABLISHMENTS REPORTING COMMODITY DATA: Sales of such establishments (add 000)	REPORTED SALES OF STATED COMMODITY: Amount reported (add 000)	REPORTED SALES OF STATED COMMODITY: Percent column A (See note)	Percent column B (See note)
	DRY GOODS (GENERAL LINE) TRADE—Con.					
	West South Central Division					
	All establishments 29					
	Sales $21,764,000					
	Commodity coverage 97.5 percent					
	Total analyzed	26	$21,170	$21,170	---	100.0
27	Clothing and furnishings, men's and boys'	25	21,129	5,778	27.3	27.3
	Hats and caps	12	18,965	221	1.7	---
	Furnishings (except shoes)	22	20,027	2,848	14.2	---
	Suits and overcoats	5	6,768	432	6.4	---
	Work clothing	23	20,560	2,119	10.3	---
	Not analyzed in detail	---	---	158	---	---
28	Clothing and accessories, women's and children's	25	20,379	4,903	24.1	23.2
	Girls' wear	15	17,349	497	2.9	---
	Infants' wear	13	15,363	206	1.3	---
	Dresses (women's and misses')	18	18,927	908	4.8	---
	Hosiery (women's and misses')	21	19,236	1,599	8.3	---
	Millinery	9	10,701	271	2.5	---
	Underwear, negligees, etc.	17	17,154	701	4.1	---
	Suits and coats (except fur)	9	10,972	339	3.1	---
	Other (except shoes and furs)	7	3,070	224	7.3	---
	Not analyzed in detail	3	610	161	26.4	---
30	Notions	18	18,903	1,884	10.0	8.9
31	Piece goods	25	21,129	6,317	29.9	29.8
	Cotton piece goods	21	19,916	2,470	12.4	---
	Linens	12	14,117	333	2.4	---
	Rayons	15	17,041	674	4.0	---
	Silks and velvets	11	14,591	368	2.5	---
	Woolens and worsteds	13	15,581	345	2.2	---
	Domestics	16	17,064	1,253	7.3	---
	Curtains, draperies, etc.	12	14,850	364	2.5	---
	Other	---	---	375	---	---
	Not analyzed in detail	---	---	135	---	---
32	Shoes and other footwear	13	13,967	945	6.8	4.5
	Men's and boys' leather	11	12,581	352	2.8	---
	Men's and boys' rubber	9	13,104	118	.9	---
	Women's and children's leather	11	13,388	347	2.6	---
	Women's and children's rubber	[illegible]	13,104	57	.4	---
	Infants'	3	5,679	39	.7	---
	Other	4	4,927	32	.6	---
33	Yarns	5	4,142	196	4.7	.9
37	Drugs and drug sundries	7	6,914	568	5.3	1.7
48	House furnishings	5	6,204	432	7.0	2.0
	Carpets and rugs	3	4,034	100	2.5	---
	Linoleum, felt base, etc.	3	3,761	247	6.6	---
	Other		-	85	--	---
53	Toys and games	4	4,613	90	2.0	.4
61	Paper and products (except stationery and wallpaper)	4	3,350	26	.8	.1
	All other commodities	--	--	231	---	1.2
	Pacific Division					
	All establishments 10					
	Sales $8,249,000					
	Commodity coverage 100.0 percent					
	Total analyzed	10	8,249	8,249	---	100.0
27	Clothing and furnishings, men's and boys'	10	8,249	1,234	15.0	15.0
	Hats and caps	5	7,034	106	1.5	---
	Furnishings (except shoes)	10	8,249	573	6.9	---
	Suits and overcoats	[illegible]	141	13	9.2	---
	Work clothing	8	8,065	542	6.7	---
28	Clothing and accessories, women's and children's	10	8,249	1,775	21.5	21.5
	Girls' wear	4	1,343	10	.7	---
	Infants' wear	6	2,505	30	1.2	---
	Dresses (women's and misses')	5	2,158	66	3.1	---
	Hosiery (women's and misses')	8	8,162	995	12.2	---
	Underwear, negligees, etc.	8	8,137	649	8.0	---
	Other	---	--	25	---	--
30	Notions	6	7,304	721	9.9	8.7
	DRY GOODS (GENERAL LINE) TRADE—Con.					
	Pacific Division—Con.					
31	Piece goods	[illegible]	$8,127	$3,279	40.3	39.8
32	Shoes and other footwear	4	171	43	25.1	.5
	Men's and boys' leather	4	171	24	14.0	---
	Women's and children's leather	4	171	19	11.1	---
33	Yarns	5	7,497	107	1.4	1.3
	Woolen and worsted yarns	5	7,497	73	1.0	---
	Other	---	---	34	---	---
	All other commodities	---	---	1,090	---	13.2
	New York City					
	All establishments 11					
	Sales $10,612,000					
	Commodity coverage 71.3 percent					
	Total analyzed	7	7,571	7,571	---	100.0
27	Clothing and furnishings, men's and boys'	7	7,571	1,413	18.7	18.7
	Furnishings (except shoes)	7	7,571	883	11.7	---
	Work clothing	4	6,547	207	3.2	---
	Other	---	---	323	---	---
28	Clothing and accessories, women's and children's	7	7,571	2,116	27.9	27.9
30	Notions	4	6,522	830	12.7	11.0
31	Piece goods	5	7,395	2,149	29.1	28.4
32	Shoes and other footwear	5	6,831	417	6.1	5.5
34	Other dry goods and textile products	4	1,125	164	14.6	2.2
37	Drugs and drug sundries	3	1,620	65	4.0	.9
	All other commodities	---	---	252	---	3.2
	Service receipts	---	---	165	---	2.2
	DRY GOODS (SPECIALTY LINES) TRADES					
	New England Division					
	All establishments 159					
	Sales $26,804,000					
	Commodity coverage 97.7 percent					
	Total analyzed	153	26,189	26,189	---	100.0
27	Clothing and furnishings, men's and boys'	3	341	22	6.5	.1
28	Clothing and accessories, women's and children's	18	2,799	1,942	69.4	7.4
	Dresses (women's and misses')	3	354	18	5.1	---
	Hosiery (women's and misses')	13	2,542	1,601	63.0	---
	Underwear, negligees, etc.	[illegible]	616	254	41.2	---
	Not analyzed in detail	---	---	69	--	---
30	Notions	34	2,628	2,420	92.1	9.2
31	Piece goods	93	20,051	19,448	97.0	74.3
	Cotton piece goods	40	8,859	6,688	75.5	--
	Linens	13	1,823	434	23.8	---
	Rayons	17	2,610	647	24.8	---
	Silks and velvets	9	247	110	44.5	---
	Woolens and worsteds	37	6,176	5,633	91.2	---
	Domestics	9	2,136	688	32.2	---
	Curtains, draperies, etc.	13	5,843	4,008	68.6	---
	Other	---	---	699	---	---
	Not analyzed in detail	--	---	541	---	---
33	Yarns	5	737	47	6.4	.2
34	Other dry goods and textile products	18	3,082	2,128	69.0	8.1
	All other commodities	---	--	182	---	.7
	Middle Atlantic Division					
	All establishments 2,840					
	Sales $856,693,000					
	Commodity coverage 97.6 percent					
	Total analyzed	2,754	836,248	836,248	---	100.0

Percent column A: Percent of total number of establishments reporting that they sell such commodity.
Percent column B: Percent which sales reported represent of total sales of such establishments in this kind of business reporting their sales of commodities.

SERVICE AND LIMITED-FUNCTION WHOLESALERS

TABLE 8.—COMMODITY SALES, BY KIND-OF-BUSINESS GROUPS

By Geographic Divisions and Selected Cities—Continued

[Limited to establishments which [illegible] analyzed of the trade by commodities. Refer to commodity coverage [illegible] sales [illegible]]

Commodity No.	Kind of business area and commodity	Establishments reporting commodity data: Number	Establishments reporting commodity data: Sales of establishments (add 000)	Reported sales of stated commodity: Amount reported (add 000)	Reported sales of stated commodity: Percent column A (See note)	Percent column B (See note)
	DRY GOODS (SPECIALTY LINES) TRADES—Con.					
	Middle Atlantic Division—Con.					
27	Clothing and furnishings, men's and boys'	67	$14,223	$2,890	20.3	.3
	Hats and caps	6	1,544	113	7.3	---
	Furnishings (except shoes)	57	12,292	2,658	21.6	---
	Work clothing	8	771	86	11.2	---
	Other	---	---	33	---	---
28	Clothing and accessories, women's and children's	313	85,431	64,697	75.7	7.7
	Girls' wear	6	936	38	4.1	---
	Infants' wear	11	1,329	178	13.4	---
	Dresses (women's and misses')	11	2,126	317	14.9	---
	Hosiery (women's and misses')	206	60,419	43,864	72.6	---
	Millinery	6	1,367	65	4.8	---
	Underwear, negligees, etc.	126	22,585	16,736	74.1	---
	Suits and coats (except fur)	4	1,075	385	35.8	---
	Other (except shoes and furs)	22	6,385	2,384	37.3	---
	Not analyzed in detail	6	974	730	74.9	---
30	Notions	694	101,107	86,345	85.4	10.3
31	Piece goods	1,699	671,245	657,044	97.9	78.6
	Cotton piece goods	578	266,595	210,550	79.0	---
	Jute fabrics	15	2,500	505	20.2	---
	Linens	166	48,724	20,504	42.1	---
	Rayons	632	333,387	240,819	72.2	---
	Silks and velvets	320	76,423	42,092	55.1	---
	Woolens and worsteds	335	87,648	76,829	87.7	---
	Domestics	38	25,967	5,514	21.2	---
	Curtains, draperies, etc.	97	30,554	16,272	53.3	---
	Other piece and yard goods	98	32,242	19,959	61.9	---
	Not analyzed in detail	90	24,000	24,000	100.0	---
33	Yarns	38	31,732	5,117	16.1	.6
	Cotton yarns	19	3,790	484	12.8	---
	Rayon yarns	9	21,675	2,287	10.6	---
	Silk (spun or thrown)	6	4,268	864	20.2	---
	Woolen and worsted yarns	6	1,451	311	21.4	---
	Other	6	1,391	679	48.8	---
	Not analyzed in detail	---	---	492	---	---
34	Other dry goods and textile products	150	25,140	16,267	64.7	1.9
	All other commodities	---	---	3,888	---	.6
	East North Central Division					
	All establishments 335					
	Sales $41,754,000					
	Commodity coverage 97.2 percent					
	Total analyzed	320	40,597	40,597	---	100.0
27	Clothing and furnishings, men's and boys'	31	7,140	1,694	23.7	4.2
	Furnishings (except shoes)	27	6,917	1,560	22.6	---
	Work clothing	6	1,938	115	5.9	---
	Other	-	---	19	---	---
28	Clothing and accessories, women's and children's	70	10,775	7,197	66.8	17.7
	Girls' wear	3	1,488	33	2.2	---
	Dresses (women's and misses')	3	1,488	72	4.8	---
	Hosiery (women's and misses')	58	9,951	5,906	59.4	---
	Underwear, negligees, etc.	21	2,011	1,080	53.7	---
	Other	-	---	106	---	---
30	Notions	107	8,183	5,168	63.2	12.7
31	Piece goods	156	24,984	23,251	93.1	57.3
	Cotton piece goods	65	11,517	6,755	58.7	---
	Jute fabrics	3	615	19	3.1	---
	Linens	23	3,049	473	15.5	---
	Rayons	41	6,510	2,389	36.7	---
	Silks and velvets	29	2,062	630	30.6	---
	Woolens and worsteds	53	9,185	8,208	89.4	---
	Domestics	14	3,541	752	21.2	---
	Curtains, draperies, etc.	20	3,019	1,256	41.6	---
	Other piece and yard goods	18	1,982	447	22.6	---
	Not analyzed in detail	10	2,322	2,322	100.0	---
33	Yarns	7	780	167	21.4	.4
	Cotton yarns	5	700	80	11.4	---
	Woolen and worsted yarns	3	390	75	19.2	---
	Other	---	---	12	---	---
34	Other dry goods and textile products	21	1,494	1,371	91.8	3.4

Commodity No.	Kind of business area and commodity	Establishments reporting commodity data: Number	Establishments reporting commodity data: Sales of establishments (add 000)	Reported sales of stated commodity: Amount reported	Reported sales of stated commodity: Percent column A	Percent column B (See note)
	DRY GOODS (SPECIALTY LINES) TRADES—Con.					
	East North Central Division—Con.					
37	Drugs and drug sundries	16	$1,217	$262	21.5	.6
	Proprietary medicines and toiletries	12	1,104	236	21.4	---
	Druggists' sundries	3	91	24	26.4	---
48	House furnishings	4	1,487	473	31.8	1.2
50	Hardware	6	420	110	26.2	.3
52	Toys and games	5	485	40	8.2	.1
81	Paper and products (except stationery and wallpaper)	8	617	93	15.1	.2
83	Stationery and supplies	7	512	48	9.4	.1
	Social stationery	3	224	8	3.6	---
	Other	---	---	40	---	---
	All other commodities	---	---	723	---	1.8
	West North Central Division					
	All establishments 67					
	Sales $3,198,000					
	Commodity coverage 99.4 percent					
	Total analyzed	65	6,153	6,153	---	100.0
27	Clothing and furnishings, men's and boys'	13	1,179	270	22.9	4.4
	Furnishings (except shoes)	10	1,093	212	19.4	---
	Work clothing	7	406	41	10.1	---
	Other	---	---	17	---	---
28	Clothing and accessories, women's and children's	16	1,979	1,349	68.2	21.9
	Hosiery (women's and misses')	13	1,620	1,221	75.4	---
	Underwear, negligees, etc.	5	596	93	15.6	---
	Other	-	---	35	---	---
30	Notions	31	2,049	986	48.2	16.0
31	Piece goods	28	3,394	1,139	33.5	18.9
	Cotton piece goods	22	2,545	1,043	41.0	---
	Linens	3	539	88	16.5	---
	Rayons	14	1,163	599	51.5	---
	Silks and velvets	4	434	97	22.4	---
	Woolens and worsteds	6	1,107	327	29.7	---
	Domestics	4	581	73	12.6	---
	Other	---	---	15	---	---
	Not analyzed in detail	---	---	327	---	---
34	Other dry goods and textile products	4	146	77	52.7	1.2
	All other commodities	---	---	348	---	5.7
	South Atlantic Division					
	All establishments 103					
	Sales $12,672,000					
	Commodity coverage 91.4 percent					
	Total analyzed	94	11,586	11,586	---	100.0
27	Clothing and furnishings, men's and boys'	19	942	369	39.2	3.2
	Furnishings (except shoes)	12	868	244	41.5	---
	Work clothing	6	388	117	31.8	---
	Not analyzed in detail	3	41	8	19.5	---
28	Clothing and accessories, women's and children's	32	2,918	1,214	43.1	10.5
	Hosiery (women's and misses')	28	1,862	927	52.5	---
	Underwear, negligees, etc.	11	979	153	15.6	---
	Other (except shoes and furs)	---	---	50	---	---
	Not analyzed in detail	---	---	284	---	---
30	Notions	30	2,217	962	43.4	8.3
31	Piece goods	46	8,556	7,785	91.0	67.2
	Cotton piece goods	25	5,418	2,979	55.0	---
	Linens	11	2,498	316	12.7	---
	Rayons	16	3,837	922	24.0	---
	Silks and velvets	3	199	14	7.0	---
	Woolens and worsteds	21	1,863	1,115	59.8	---
	Domestics	13	2,375	431	18.1	---
	Curtains, draperies, etc.	8	3,406	1,527	44.8	---
	Other piece and yard goods	-	---	193	---	---
	Not analyzed in detail	-	---	285	---	---
32	Shoes and other footwear	3	356	87	24.4	.5

Percent column A: Percent of total sales of establishments reporting each commodity.

Percent column B: Percent which stated commodity bears to total sales of establishments reporting [illegible]

SERVICE AND LIMITED-FUNCTION WHOLESALERS

TABLE 8.—COMMODITY SALES, BY KIND-OF-BUSINESS GROUPS

By Geographic Divisions and 5 Selected Cities—Continued

[Limited to establishments which report an analysis of their sales by commodities. Ratio of commodity coverage indicates sales size of sample]

Commodity No.	Kind of business area and commodity	Establishments reporting commodity data: Number	Establishments reporting commodity data: Sales of such establishments (add 000)	Reported sales of stated commodity: Amount reported (add 000)	Reported sales of stated commodity: Percent column A (See note)	Percent column B (See note)
	DRY GOODS (SPECIALTY LINES) TRADES—Con.					
	South Atlantic Division—Con.					
33	Yarns	3	$259	$28	10.8	.2
	Cotton yarns	3	259	23	8.9	---
	Other	---	---	5	---	---
34	Other dry goods and textile products	4	285	231	81.1	2.0
37	Drugs and drug sundries	8	460	104	22.6	.9
	Proprietary medicines and toiletries	[illegible]	142	21	14.9	---
	Druggists' sundries	6	429	77	17.9	---
	Other	---	---	[illegible]	---	---
48	House furnishings	4	2,533	576	22.7	5.0
	Linoleum, felt base, etc.	[illegible]	2,533	519	20.5	---
	Other house furnishings	---	---	57	---	---
	All other commodities	---	---	260	---	2.2
	East South Central Division					
	All establishments 49; Sales $3,508,000; Commodity coverage 95.2 percent					
	Total analyzed	46	3,340	3,340	---	100.0
27	Clothing and furnishings, men's and boys'	20	1,642	380	23.1	11.4
	Hats and caps	3	152	66	43.4	---
	Furnishings (except shoes)	12	1,326	248	18.7	---
	Work clothing	6	440	44	10.0	---
	Not analyzed in detail	---	---	22	---	---
28	Clothing and accessories, women's and children's	29	2,478	1,691	68.2	50.6
	Hosiery (women's and misses')	26	1,993	1,427	71.6	---
	Underwear, negligees, etc.	8	279	56	20.1	---
	Not analyzed in detail	---	---	208	---	---
30	Notions	14	676	444	65.7	13.3
31	Piece goods	15	763	345	45.2	10.3
	Cotton piece goods	9	367	127	34.6	---
	Domestics	5	392	93	23.7	---
	Other	---	---	125	---	---
34	Other dry goods and textile products	3	93	67	72.0	2.0
37	Drugs and drug sundries	5	100	28	28.0	.8
	All other commodities	---	---	385	---	11.6
	West South Central Division					
	All establishments 58; Sales $5,413,000; Commodity coverage 96.0 percent					
	Total analyzed	55	5,196	5,196	---	100.0
27	Clothing and furnishings, men's and boys'	11	435	73	16.8	1.4
28	Clothing and accessories, women's and children's	19	1,253	699	55.9	13.5
	Hosiery (women's and misses')	17	1,143	589	51.5	---
	Underwear, negligees, etc.	8	475	90	18.9	---
	Other	---	---	20	---	---
30	Notions	31	1,453	724	49.9	13.9
31	Piece goods	20	3,336	3,074	92.1	59.2
	Cotton piece goods	14	2,904	2,112	72.7	---
	Linens	3	284	33	12.5	---
	Rayons	[illegible]	1,013	385	38.0	---
	Silks and velvets	4	510	45	8.8	---
	Woolens and worsteds	5	546	318	58.2	---
	Domestics	5	408	102	25.0	---
	Other	---	---	79	---	---
34	Other dry goods and textile products	4	394	114	29.9	2.2
37	Drugs and drug sundries	7	325	64	19.7	1.2
	All other commodities	---	---	448	---	8.6
	DRY GOODS (SPECIALTY LINES) TRADES—Con.					
	Mountain Division					
	All establishments 10; Sales $887,000; Commodity coverage 96.4 percent					
	Total analyzed	[illegible]	$855	$855	---	100.0
30	Notions	4	197	56	28.4	6.5
31	Piece goods	5	717	510	71.1	59.6
	All other commodities	---	---	289	---	33.9
	Pacific Division					
	All establishments 254; Sales $27,539,000; Commodity coverage 97.5 percent					
	Total analyzed	245	26,864	26,864	---	100.0
27	Clothing and furnishings, men's and boys'	10	622	197	31.7	.7
	Furnishings (except shoes)	10	622	172	27.7	---
	Work clothing	3	157	18	11.5	---
	Other	---	---	7	---	---
28	Clothing and accessories, women's and children's	38	5,267	3,538	67.2	13.2
	Infants' wear	[illegible]	795	69	8.7	---
	Dresses (women's and misses')	3	121	10	8.3	---
	Hosiery (women's and misses')	18	3,326	2,446	73.5	---
	Underwear, negligees, etc.	13	1,192	717	60.2	---
	Other	---	---	70	---	---
	Not analyzed in detail	---	---	226	---	---
29	Furs and fur clothing	3	352	292	83.0	1.1
30	Notions	67	5,219	3,955	75.8	14.7
31	Piece goods	147	18,256	17,115	93.8	63.7
	Cotton piece goods	59	8,388	3,710	44.2	---
	Linens	33	3,639	903	24.8	---
	Rayons	57	8,408	4,012	47.7	---
	Silks and velvets	37	5,299	993	18.7	---
	Woolens and worsteds	49	6,557	4,542	69.3	---
	Domestics	13	3,845	990	25.7	---
	Curtains, draperies, etc.	17	3,290	1,243	37.8	---
	Other	---	---	613	---	---
	Not analyzed in detail	---	---	109	---	---
33	Yarns	7	979	151	15.4	.6
34	Other dry goods and textile products	21	2,160	964	44.6	3.6
46	China, glassware, and crockery	3	555	103	18.9	.4
48	House furnishings	3	452	108	23.9	.4
	All other commodities	---	---	439	---	1.6
	New York City					
	All establishments 2,533; Sales $818,538,000; Commodity coverage 97.6 percent					
	Total analyzed	2,460	799,171	799,171	---	100.0
27	Clothing and furnishings, men's and boys'	34	10,080	2,390	23.7	.3
	Hats and caps	4	1,044	106	10.2	---
	Furnishings (except shoes)	27	8,690	2,250	25.9	---
	Other	---	---	34	---	---
28	Clothing and accessories, women's and children's	211	71,291	51,999	72.9	6.5
	Infants' wear	6	990	129	13.4	---
	Dresses (women's and misses')	8	1,812	286	15.8	---
	Hosiery (women's and misses')	119	47,137	32,069	68.0	---
	Millinery	5	1,319	63	4.8	---
	Underwear, negligees, etc.	95	19,299	16,044	83.1	---
	Suits and coats (except fur)	3	1,030	380	36.9	---
	Other	---	---	2,388	---	---
	Not analyzed in detail	4	663	640	96.5	---

Percent column A—Percent of sales of establishments reporting that they sell such commodity.
Percent column B—Percent which stated commodity bears to total sales of all establishments in this kind of business reporting the sale of such commodities.

SERVICE AND LIMITED-FUNCTION WHOLESALERS

TABLE 8.—COMMODITY SALES, BY KIND-OF-BUSINESS GROUPS

By Geographic Divisions and 5 Selected Cities—Continued

[Limited to establishments which report an analysis of their sales by commodities. Ratio of commodity coverage indicates sales size of sample]

Commodity No.	KIND OF BUSINESS AREA AND COMMODITY	ESTABLISHMENTS REPORTING COMMODITY DATA: Number	ESTABLISHMENTS REPORTING COMMODITY DATA: Sales of such establishments (add 000)	REPORTED SALES OF STATED COMMODITY: Amount reported (add 000)	REPORTED SALES OF STATED COMMODITY: Percent column A (See note)	Percent column B (See note)
	DRY GOODS (SPECIALTY LINES) TRADES—Con.					
	New York City—Con.					
29	Furs and fur clothing	6	$2,754	$2,561	93.0	.3
30	Notions	610	91,907	78,800	85.7	9.9
31	Piece goods	1,566	654,278	640,999	98.0	80.2
	Cotton piece goods	511	257,788	204,760	79.4	---
	Jute fabrics	10	1,643	430	26.2	---
	Linens	147	45,520	20,128	44.2	---
	Rayons	598	327,851	236,913	72.3	---
	Silks and velvets	304	75,024	41,640	55.5	---
	Woolens and worsteds	289	82,952	73,051	88.1	---
	Domestics	23	23,563	4,933	20.9	---
	Curtains, draperies, etc.	74	26,937	15,343	57.0	---
	Other piece and yard goods	84	29,909	19,683	65.8	---
	Not analyzed in detail	---	---	24,118	---	---
33	Yarns	29	30,421	4,767	15.7	.6
	Cotton yarns	12	3,034	366	12.1	---
	Rayon yarns	8	21,166	2,263	10.7	---
	Silk (spun or thrown)	4	3,716	668	18.0	---
	Woolen and worsted yarns	4	1,357	299	22.0	---
	Other	6	1,391	679	48.8	---
	Not analyzed in detail	---	---	492	---	---
34	Other dry goods and textile products	129	23,047	14,410	62.5	1.8
48	House furnishings	6	2,943	441	15.0	.1
	All other commodities	---	---	2,804	---	.3
	Chicago					
	All establishments 187					
	Sales $27,435,000					
	Commodity coverage 97.8 percent					
	Total analyzed	179	26,837	26,837	---	100.0
27	Clothing and furnishings, men's and boys'	8	3,530	716	20.3	2.7
	Furnishings (except shoes)	7	3,433	712	20.7	---
	Other	---	---	4	---	---
28	Clothing and accessories, women's and children's	30	5,478	4,698	85.8	17.5
	Hosiery (women's and misses')	24	4,856	4,007	82.5	---
	Underwear, negligees, etc.	11	947	660	69.7	---
	Other	---	---	51	---	---
30	Notions	46	3,699	2,999	81.1	11.2
31	Piece goods	107	17,958	17,771	99.0	66.2
	Cotton piece goods	41	7,020	4,749	67.6	---
	Linens	17	1,314	431	32.8	---
	Rayons	27	3,811	2,159	56.7	---
	Silks and velvets	22	1,583	577	36.4	---
	Woolens and worsteds	36	7,636	7,092	92.9	---
	Domestics	6	849	150	17.7	---
	Curtains, draperies, etc.	12	1,191	966	81.1	---
	Other	---	---	330	---	---
	Not analyzed in detail	7	1,317	1,317	100.0	---
33	Yarns	3	429	141	32.9	.5
	Cotton yarns	3	429	73	17.0	---
	Other	---	---	68	---	---
34	Other dry goods and textile products	9	406	320	78.4	1.2
	All other commodities	---	---	192	---	.7
	Philadelphia					
	All establishments 180					
	Sales $25,719,000					
	Commodity coverage 98.7 percent					
	Total analyzed	174	25,394	25,394	---	100.0
27	Clothing and furnishings, men's and boys'	12	2,720	217	8.0	.9
	Furnishings (except shoes)	11	2,246	214	9.5	---
	Other	---	---	3	---	---
28	Clothing and accessories, women's and children's	62	9,656	9,231	95.6	36.4
	Hosiery (women's and misses')	52	9,291	8,747	94.1	---
	Underwear, negligees, etc.	16	2,407	378	15.7	---
	Not analyzed in detail	---	---	106	---	---
	DRY GOODS (SPECIALTY LINES) TRADES—Con.					
	Philadelphia—Con.					
30	Notions	30	$5,717	$3,363	90.5	13.2
31	Piece goods	79	10,748	10,582	98.5	41.7
	Cotton piece goods	40	6,355	3,552	55.9	---
	Linens	9	2,101	304	14.5	---
	Rayons	22	3,186	1,581	49.6	---
	Silks and velvets	11	801	156	19.5	---
	Woolens and worsteds	29	3,940	2,857	72.5	---
	Domestics	4	1,299	350	26.9	---
	Curtains, draperies, etc.	11	2,605	745	28.6	---
	Other	---	---	265	---	---
	Not analyzed in detail	7	807	807	100.0	---
34	Other dry goods and textile products	13	1,741	1,731	99.4	6.8
37	Drugs and drug sundries	3	357	58	16.2	.2
	All other commodities	---	---	212	---	.8
	Boston					
	All establishments 100					
	Sales $21,241,000					
	Commodity coverage 97.2 percent					
	Total analyzed	94	20,646	20,646	---	100.0
28	Clothing and accessories, women's and children's	11	1,652	1,649	99.8	8.0
	Hosiery (women's and misses')	7	1,545	1,542	99.8	---
	Underwear, negligees, etc.	3	48	48	100.0	---
	Not analyzed in detail	---	---	59	---	---
30	Notions	16	1,575	1,484	94.2	7.2
31	Piece goods	58	15,901	15,481	97.4	75.0
	Cotton piece goods	24	5,830	5,035	86.4	---
	Linens	7	953	346	36.3	---
	Rayons	7	1,303	454	34.8	---
	Silks and velvets	4	86	73	84.9	---
	Woolens and worsteds	20	4,544	4,514	99.3	---
	Curtains, draperies, etc.	8	4,624	3,847	83.2	---
	Other	---	---	690	---	---
	Not analyzed in detail	---	---	522	---	---
34	Other dry goods and textile products	14	2,408	1,949	80.9	9.4
	All other commodities	---	---	83	---	.4
	San Francisco					
	All establishments 65					
	Sales $7,075,000					
	Commodity coverage 95.6 percent					
	Total analyzed	62	6,761	6,761	---	100.0
28	Clothing and accessories, women's and children's	13	2,503	1,257	50.2	18.6
	Hosiery (women's and misses')	6	1,387	698	50.3	---
	Underwear, negligees, etc.	4	601	245	40.8	---
	Other	---	---	88	---	---
	Not analyzed in detail	---	---	226	---	---
30	Notions	18	2,214	1,183	53.4	17.5
31	Piece goods	40	3,756	3,055	81.3	45.2
	Cotton piece goods	12	1,282	450	35.1	---
	Linens	9	743	243	32.7	---
	Rayons	10	1,387	785	56.6	---
	Silks and velvets	12	1,649	341	20.7	---
	Woolens and worsteds	14	1,300	1,001	77.0	---
	Curtains, draperies, etc.	3	389	42	10.8	---
	Other	---	---	170	---	---
	Not analyzed in detail	---	---	23	---	---
34	Other dry goods and textile products	8	1,552	596	38.4	8.8
	All other commodities	---	---	670	---	9.9

Percent column A—Percent (add) sales of establishments reporting that they sell such commodity.
Percent column B—Percent (add) stated commodity bears to total sales of all establishments in this kind of business reporting [illegible] commodities.

SERVICE AND LIMITED-FUNCTION WHOLESALERS

TABLE 8.—COMMODITY SALES, BY KIND-OF-BUSINESS GROUPS

By Geographic Division and Selected Cities—Continued

[Limited to establishments which report an analysis of their sales by commodities. Ratio of commodity coverage indicates sales size of sample]

Commodity No.	Kind of business area and commodity	Establishments reporting commodity data: Number	Establishments reporting commodity data: Sales of such establishments (add 000)	Reported sales of stated commodity: Amount reported (add 000)	Reported sales of stated commodity: Percent column A (See note)	Percent column B (See note)
	ELECTRICAL GOODS TRADES					
	New England Division					
	All establishments 242; Sales $49,052,000; Commodity coverage 98.9 percent					
	Total analyzed	235	$48,502	$48,502	---	100.0
36	Automotive supplies	4	1,204	322	26.7	.7
	Automotive accessories	3	1,132	166	14.7	---
	Automotive parts	5	891	151	16.9	---
	Other	---	---	5	---	---
40	Paints and varnishes	[redacted]	983	110	11.2	.2
43	Wiring supplies and electrical construction materials	124	25,577	16,370	64.0	33.8
	Interior	100	23,497	8,352	35.5	---
	Outside	57	18,524	2,768	14.9	---
	Lighting fixtures	91	22,251	2,102	9.4	---
	Incandescent lamps	84	21,950	1,897	8.6	---
	Not analyzed in detail	13	1,308	1,251	95.6	---
44	Electrical apparatus and equipment	42	17,201	1,191	6.9	2.5
45	Radios, appliances, and specialties	182	44,574	28,645	64.3	59.1
	Radios, parts, and accessories	111	30,357	9,097	30.0	---
	Electric household refrigerators	74	32,557	9,113	28.0	---
	Electric washing machines	64	26,326	1,643	6.2	---
	Other electrical appliances	115	35,264	7,080	20.1	---
	Not analyzed in detail	10	1,987	1,712	86.2	---
50	Hardware	4	711	144	20.3	.3
51	Plumbing, heating, and air conditioning	10	4,539	143	3.2	.3
58	Store fixtures and equipment	16	9,721	984	10.1	2.0
	All other commodities	---	---	421	---	.7
	Service receipts	5	3,967	172	4.3	.4
	Middle Atlantic Division					
	All establishments 884; Sales $211,716,000; Commodity coverage 97.5 percent					
	Total analyzed	851	206,506	206,506	---	100.0
36	Automotive supplies	13	6,569	1,509	23.0	.7
	Batteries	5	3,133	74	2.4	---
	Automotive accessories	10	4,134	441	10.7	---
	Automotive parts	[redacted]	1,955	302	15.4	---
	Tires and tubes	3	1,919	122	6.4	---
	Not analyzed in detail	---	---	570	---	---
43	Wiring supplies and electrical construction materials	497	114,903	72,251	62.9	35.0
	Interior	323	89,484	31,903	35.7	---
	Outside	163	63,925	6,851	10.7	---
	Lighting fixtures	334	87,591	13,695	15.6	---
	Incandescent lamps	286	85,130	12,135	14.3	---
	Not analyzed in detail	55	8,946	7,667	85.7	---
44	Electrical apparatus and equipment	161	66,757	13,274	19.9	6.4
45	Radios, appliances, and specialties	526	174,895	107,670	61.6	52.1
	Radios, parts, and accessories	300	130,632	34,962	26.8	---
	Electric household refrigerators	176	115,493	38,855	33.6	---
	Electric washing machines	153	105,932	5,904	5.6	---
	Other electrical appliances	358	145,781	23,481	16.1	---
	Not analyzed in detail	32	7,529	4,468	61.0	---
48	House furnishings	11	4,514	595	13.2	.3
49	Musical instruments and accessories	5	8,138	599	7.4	.3
50	Hardware	11	6,121	273	4.5	.1
51	Plumbing, heating, and air conditioning	32	30,091	2,525	8.4	1.2
57	Industrial machinery	12	8,705	600	6.9	.3
58	Office and store equipment and supplies	24	30,070	3,031	10.1	1.5
	Store fixtures and equipment	20	24,822	2,401	9.7	---
	Other	---	---	203	---	---
	Not analyzed in detail	---	---	427	---	---
88	Cameras and supplies	13	5,778	377	6.5	.2
91	Jewelry, silverware, etc.	5	1,623	441	27.2	.2
98	Second-hand merchandise	13	8,196	268	3.3	.1
	All other commodities	--	---	2,068	---	1.1
	Service receipts	25	14,677	1,005	6.8	.5
	ELECTRICAL GOODS TRADES—Con.					
	East North Central Division					
	All establishments 704; Sales $202,274,000; Commodity coverage 97.9 percent					
	Total analyzed	684	$198,032	$198,032	--	100.0
36	Automotive supplies	27	9,562	1,710	17.9	.9
	Batteries	9	4,127	118	2.9	---
	Automotive accessories	[redacted]	3,592	364	10.1	---
	Automotive parts	8	3,806	446	11.7	---
	Tires and tubes	6	3,780	165	4.4	---
	Not analyzed in detail	9	3,719	617	16.6	---
43	Wiring supplies and electrical construction materials	303	100,691	61,199	60.7	30.9
	Interior	234	92,583	33,977	36.7	---
	Outside	133	68,193	9,003	13.2	---
	Lighting fixtures	204	85,537	7,591	8.9	---
	Incandescent lamps	204	86,920	6,665	7.7	---
	Not analyzed in detail	28	4,030	3,963	98.3	---
44	Electrical apparatus and equipment	162	78,838	16,541	21.0	8.4
45	Radios, appliances, and specialties	529	176,167	101,910	57.8	51.5
	Radios, parts, and accessories	328	111,757	25,485	22.8	---
	Electric household refrigerators	173	109,369	40,220	36.8	---
	Electric washing machines	162	84,381	4,685	5.6	---
	Other electrical appliances	329	147,875	23,826	16.1	---
	Not analyzed in detail	34	9,839	7,694	78.2	---
47	Furniture, wooden and metal	6	1,338	173	12.9	.1
48	House furnishings	12	4,441	758	17.1	.4
49	Musical instruments and accessories	4	4,617	417	9.0	.2
51	Plumbing, heating, and air conditioning	40	43,941	3,411	7.8	1.7
52	Sporting goods	7	6,914	513	7.4	.3
57	Industrial machinery	12	4,266	441	10.3	.2
58	Office and store equipment and supplies	29	44,432	5,348	12.0	2.7
	Garage and filling station equipment	5	538	19	3.5	---
	Store fixtures and equipment	22	43,797	5,262	12.0	---
	Other	---	---	67	---	---
88	Cameras and supplies	8	4,322	773	17.9	.4
91	Jewelry, silverware, etc.	5	3,450	195	5.7	.1
98	Second-hand merchandise	13	29,965	323	1.1	.2
	All other commodities	-	---	2,198	---	.9
	Service receipts	51	39,222	2,122	5.4	1.1
	West North Central Division					
	All establishments 265; Sales $76,060,000; Commodity coverage 96.5 percent					
	Total analyzed	252	73,389	73,389	---	100.0
36	Automotive supplies	11	3,503	920	26.3	1.3
	Batteries	7	2,621	39	1.5	---
	Automotive accessories	7	3,225	466	14.4	---
	Automotive parts	4	2,238	371	16.6	---
	Other	-	---	44	---	---
43	Wiring supplies and electrical construction materials	110	45,281	27,132	59.9	37.0
	Interior	84	41,705	12,551	30.0	---
	Outside	64	38,028	6,853	18.0	---
	Lighting fixtures	78	40,739	2,852	7.0	---
	Incandescent lamps	73	38,733	2,767	7.1	---
	Not analyzed in detail	8	2,987	2,129	71.3	---
44	Electrical apparatus and equipment	72	35,016	4,811	13.7	6.6
45	Radios, appliances, and specialties	199	66,736	37,153	55.7	50.6
	Radios, parts, and accessories	146	52,283	11,382	21.8	---
	Electric household refrigerators	86	51,654	15,370	29.8	---
	Electric washing machines	73	42,650	1,827	4.3	---
	Other electrical appliances	122	59,053	8,242	14.0	---
	Not analyzed in detail	5	1,364	332	24.3	---
51	Plumbing, heating, and air conditioning	26	12,672	1,099	8.7	1.5
	Air-conditioning equipment	13	8,399	214	2.5	---
	Gas appliances and supplies	4	1,105	47	4.3	---
	Oil burners	8	2,937	85	2.9	---
	Oil burner-furnace combinations	6	5,801	60	1.0	---
	Stoves, ranges, furnaces (except gas and electric)	10	4,345	354	8.1	---
	Other	---	---	339	---	---

Percent column A.- Percent of total sales of establishments reporting that they sell such commodity.
Percent column B.- Percent which stated commodity bears to total sales of all establishments in this kind of business reporting their sales by commodities.

SERVICE AND LIMITED-FUNCTION WHOLESALERS

TABLE 8.—COMMODITY SALES, BY KIND OF BUSINESS GROUPS

By Geographic Divisions and 5 Selected States: 1939

[Footnotes: [illegible] establishments which reported an analysis of their sales by kind of business [illegible] average [illegible]]

Commodity No.	KIND OF BUSINESS AREA AND COMMODITY	ESTABLISHMENTS REPORTING COMMODITY DATA: Number	ESTABLISHMENTS REPORTING COMMODITY DATA: Sales of stated commodity (add 000)	REPORTED SALES OF STATED COMMODITY: Amount (add 000)	REPORTED SALES OF STATED COMMODITY: Percent of total (Column A See note)	Percent of total (Column B See note)
	ELECTRICAL GOODS TRADES—Con.					
	West North Central Division—Con.					
56	Industrial equipment and supplies	5	$2,341	$210	9.0	.3
58	Office and store equipment and supplies	14	13,193	1,102	8.4	1.5
	Store fixtures and equipment	12	11,753	870	7.4	---
	Other	---	---	232	---	---
	All other commodities	---	---	588	---	.7
	Service receipts	21	8,373	374	4.5	.5
	South Atlantic Division					
	All establishments 292; Sales $81,128,000; Commodity coverage 97.1 percent					
	Total analyzed	279	78,761	78,761	---	100.0
36	Automotive supplies	8	5,311	1,218	22.9	1.5
	Batteries	4	4,117	60	1.5	---
	Automotive accessories	5	4,363	571	13.1	---
	Automotive parts	3	3,117	455	14.6	---
	Other	---	---	69	---	---
	Not analyzed in detail	3	948	63	6.6	---
43	Wiring supplies and electrical construction materials	151	49,804	30,826	61.9	39.1
	Interior	125	46,079	14,849	32.2	---
	Outside	90	40,434	7,423	18.4	---
	Lighting fixtures	116	45,421	3,134	6.9	---
	Incandescent lamps	112	45,264	2,790	6.2	---
	Not analyzed in detail	15	3,012	2,630	87.3	---
44	Electrical apparatus and equipment	80	39,360	4,803	12.2	6.1
45	Radios, appliances, and specialties	228	73,055	37,839	51.8	48.0
	Radios, parts, and accessories	163	55,265	11,966	21.7	---
	Electric household refrigerators	96	50,923	14,211	28.0	---
	Electric washing machines	92	46,201	1,443	3.1	---
	Other electrical appliances	152	66,597	9,434	14.2	---
	Not analyzed in detail	5	785	785	100.0	---
48	House furnishings	8	2,518	314	12.5	.4
	Carpets and rugs	3	364	39	10.7	---
	Linoleum, felt base, etc.	5	2,154	275	12.8	---
49	Musical instruments and accessories	5	2,592	263	10.1	.5
51	Plumbing, heating, and air conditioning	18	8,595	868	10.1	1.1
	Air-conditioning equipment	4	4,073	80	2.0	---
	Gas appliances and supplies	5	2,292	490	21.4	---
	Oil burners	3	542	101	18.6	---
	Other	---	---	197	---	---
57	Industrial machinery	5	2,581	447	17.3	.6
58	Office and store equipment and supplies	13	11,541	1,387	12.0	1.8
	Garage and filling station equipment	3	960	131	13.6	---
	Store fixtures and equipment	11	11,180	1,256	11.2	---
	All other commodities	---	---	620	---	.9
	Service receipts	11	5,942	176	3.0	.2
	East South Central Division					
	All establishments 94; Sales $25,786,000; Commodity coverage 97.2 percent					
	Total analyzed	92	25,065	25,065	---	100.0
36	Automotive supplies	3	856	268	31.3	1.1
43	Wiring supplies and electrical construction materials	47	15,437	7,831	50.7	31.2
	Interior	42	14,583	4,109	28.2	---
	Outside	35	14,054	2,210	15.7	---
	Lighting fixtures	38	14,219	763	5.4	---
	Incandescent lamps	40	14,915	749	5.0	---
44	Electrical apparatus and equipment	29	12,887	2,180	16.9	8.7
45	Radios, appliances, and specialties	75	25,773	13,458	56.6	53.7
	Radios, parts, and accessories	57	18,930	3,375	17.8	---
	Electric household refrigerators	46	19,900	6,576	33.2	---
	Electric washing machines	35	15,965	641	5.8	---
	Other electrical appliances	49	17,869	2,759	15.4	---
	Not analyzed in detail	---	---	107	---	---
48	House furnishings (linoleum, felt base, etc.)	3	1,598	230	14.4	.9
	ELECTRICAL GOODS TRADES—Con.					
	East South Central Division—Con.					
51	Plumbing, heating, and air conditioning	6	$2,496	$113	4.5	.5
58	Office and store equipment and supplies	14	7,491	471	6.3	1.9
	Store fixtures and equipment	12	5,505	349	6.2	---
	Other	---	---	122	---	---
	All other commodities	---	---	428	---	1.7
	Service receipts	7	1,832	86	4.7	.7
	West South Central Division					
	All establishments 180; Sales $47,495,000; Commodity coverage 98.1 percent					
	Total analyzed	176	46,596	46,596	---	100.0
36	Automotive supplies	7	3,018	631	20.9	1.4
	Batteries	3	1,215	14	1.1	---
	Automotive accessories	6	2,992	546	18.3	---
	Automotive parts	3	1,831	69	3.8	---
43	Wiring supplies and electrical construction materials	77	29,870	17,448	59.7	38.3
	Interior	69	27,752	8,420	30.4	---
	Outside	54	24,631	5,315	21.6	---
	Lighting fixtures	64	27,484	2,341	8.5	---
	Incandescent lamps	57	25,821	1,516	5.9	---
	Not analyzed in detail	---	---	236	---	---
44	Electrical apparatus and equipment	49	28,203	2,2[illegible]	[illegible]	4.9
45	Radios, appliances, and specialties	145	41,158	22,879	[illegible]	49.1
	Radios, parts, and accessories	110	32,317	8,100	[illegible]	---
	Electric household refrigerators	70	32,062	9,677	[illegible]	---
	Electric washing machines	49	24,065	1,371	5.7	---
	Other electrical appliances	86	34,784	3,611	[illegible]	---
	Not analyzed in detail	---	---	[illegible]	---	---
48	House furnishings	4	1,205	139	11.5	.3
51	Plumbing, heating, and air conditioning	22	[illegible]	688	8.6	1.5
56	Industrial equipment and supplies	4	762	173	22.7	.4
58	Office and store equipment and supplies	22	14,413	1,[illegible]	8.5	[illegible]
	Store fixtures and equipment	22	14,413	1,146	[illegible]	---
	Other	---	---	84	---	---
	All other commodities	---	---	727	---	1.5
	Mountain Division					
	All establishments 65; Sales $16,299,000; Commodity coverage 94.0 percent					
	Total analyzed	59	[illegible]	[illegible]	---	100.0
40	Paints and varnishes	3	870	[illegible]	2.9	.2
43	Wiring supplies and electrical construction materials	[illegible]	9,071	[illegible]	56.2	[illegible]
	Interior	27	8,746	2,698	[illegible]	---
	Outside	[illegible]	8,169	[illegible]	[illegible]	---
	Lighting fixtures	24	8,610	641	7.4	---
	Incandescent lamps	[illegible]	8,544	[illegible]	6.2	---
	Not analyzed in detail	3	176	132	75.6	---
44	Electrical apparatus and equipment	[illegible]	8,508	[illegible]	9.3	5.2
45	Radios, appliances, and specialties	47	14,267	[illegible]	55.8	51.9
	Radios, parts, and accessories	[illegible]	[illegible]	1,846	[illegible]	---
	Electric household refrigerators	[illegible]	12,618	3,141	24.9	---
	Electric washing machines	[illegible]	11,487	[illegible]	2.9	---
	Other electrical appliances	34	[illegible]	2,449	18.3	---
	Not analyzed in detail	[illegible]	[illegible]	[illegible]	[illegible]	---
51	Plumbing, heating, and air conditioning	[illegible]	[illegible]	[illegible]	7.6	---
57	Industrial machinery	[illegible]	1,631	[illegible]	4.7	---
58	Office and store equipment and supplies	[illegible]	4,286	[illegible]	[illegible]	1.5
	All other commodities	---	---	887	---	---
	Service receipts	6	1,304	[illegible]	6.9	[illegible]

Percent column A: Percent that sales of establishments reporting that they handled such commodity

Percent column B: Percent which stated commodity bears to total sales of establishments in the kind of business [illegible]

SERVICE AND LIMITED-FUNCTION WHOLESALERS

TABLE 8.—COMMODITY SALES, BY KIND-OF-BUSINESS GROUPS

By Geographic Divisions and 5 Selected Cities—Continued

[Limited to establishments which report an analysis of their sales by commodities. Ratio of commodity coverage indicates sales size of sample]

Commodity No.	KIND OF BUSINESS AREA AND COMMODITY	ESTABLISHMENTS REPORTING COMMODITY DATA: Number	ESTABLISHMENTS REPORTING COMMODITY DATA: Sales of such establishments (add 000)	REPORTED SALES OF STATED COMMODITY: Amount reported (add 000)	REPORTED SALES OF STATED COMMODITY: Percent column A (See note)	Percent column B (See note)
	ELECTRICAL GOODS TRADES—Con.					
	Pacific Division					
	All establishments 344					
	Sales $78,214,000					
	Commodity coverage 98.7 percent					
	Total analyzed	336	$77,213	$77,213	---	100.0
36	Automotive supplies	4	2,456	559	22.8	.7
	Automotive accessories	3	2,129	508	23.9	---
	Other	---	---	51	---	---
43	Wiring supplies and electrical construction materials	168	54,355	30,122	55.4	39.0
	Interior	116	42,486	15,107	35.6	---
	Outside	67	33,574	5,403	16.1	---
	Lighting fixtures	95	35,598	3,020	8.5	---
	Incandescent lamps	110	46,668	3,940	8.4	---
	Not analyzed in detail	11	3,172	2,652	83.6	---
44	Electrical apparatus and equipment	78	31,121	2,950	9.5	3.8
45	Radios, appliances, and specialties	232	67,924	38,719	57.0	50.1
	Radios, parts, and accessories	148	53,742	13,735	25.6	---
	Electric household refrigerators	77	49,866	10,423	20.9	---
	Electric washing machines	73	47,221	3,687	7.8	---
	Other electrical appliances	142	58,959	10,053	17.0	---
	Not analyzed in detail	10	1,332	841	63.1	---
49	Musical instruments and accessories	5	7,064	782	11.1	1.0
51	Plumbing, heating, and air conditioning	12	8,629	1,001	11.6	1.3
57	Industrial machinery	7	2,363	390	16.5	.5
58	Office and store equipment and supplies	12	11,882	828	7.0	1.1
	Store fixtures and equipment	12	11,882	814	6.9	---
	Other	---	---	14	---	---
	All other commodities	---	---	1,673	---	2.3
	Service receipts	14	5,182	189	3.6	.2
	New York City					
	All establishments 380					
	Sales $90,169,000					
	Commodity coverage 96.2 percent					
	Total analyzed	360	86,760	86,760	---	100.0
43	Wiring supplies and electrical construction materials	195	43,407	31,757	73.2	36.6
	Interior	106	33,814	14,236	42.1	---
	Outside	42	19,890	2,493	12.5	---
	Lighting fixtures	115	30,219	6,705	22.2	---
	Incandescent lamps	86	26,641	6,035	22.7	---
	Not analyzed in detail	15	2,485	2,288	92.1	---
44	Electrical apparatus and equipment	54	21,463	6,339	29.5	7.3
45	Radios, appliances, and specialties	177	68,078	43,200	63.5	49.8
	Radios, parts, and accessories	77	43,071	15,640	36.3	---
	Electric household refrigerators	32	40,677	15,172	37.3	---
	Electric washing machines	19	32,229	1,596	5.0	---
	Other electrical appliances	112	53,290	9,348	17.5	---
	Not analyzed in detail	---	---	1,444	---	---
48	House furnishings	6	2,050	312	15.2	.4
50	Hardware	6	5,649	164	2.9	.2
51	Plumbing, heating, and air conditioning	5	14,454	775	5.4	.9
58	Office and store equipment and supplies	5	14,766	1,155	7.8	1.3
	Store fixtures and equipment	[illegible]	13,963	1,013	7.3	---
	Other	---	---	142	---	---
88	Cameras and supplies	5	4,685	283	6.0	.3
91	Jewelry, silverware, etc.	5	1,623	441	27.2	.5
98	Second-hand merchandise	[illegible]	6,809	177	2.6	.2
	All other commodities	---	---	1,490	---	1.7
	Service receipts	10	9,139	667	7.3	.8
	Chicago					
	All establishments 147					
	Sales $63,195,000					
	Commodity coverage 98.2 percent					
	Total analyzed	145	62,060	62,060	---	100.0
	ELECTRICAL GOODS TRADES—Con.					
	Chicago—Con.					
36	Automotive supplies	5	$6,028	$990	16.4	1.6
43	Wiring supplies and electrical construction materials	59	28,984	19,266	66.5	31.0
	Interior	39	25,768	11,214	43.5	---
	Outside	14	15,983	3,019	18.9	---
	Lighting fixtures	31	22,034	2,117	9.6	---
	Incandescent lamps	33	22,273	1,927	8.7	---
	Not analyzed in detail	9	1,035	989	95.7	---
44	Electrical apparatus and equipment	24	23,118	9,370	40.5	15.1
45	Radios, appliances, and specialties	100	49,052	27,299	55.7	44.0
	Radios, parts, and accessories	57	36,893	8,694	23.6	---
	Electric household refrigerators	19	21,213	7,949	37.5	---
	Electric washing machines	19	22,208	1,020	4.6	---
	Other electrical appliances	59	37,732	5,609	14.9	---
	Not analyzed in detail	10	4,060	4,027	99.2	---
51	Plumbing, heating, and air conditioning	9	10,953	1,126	10.3	1.8
52	Sporting goods	5	6,671	498	7.5	.8
58	Office and store equipment and supplies:					
	Store fixtures and equipment	3	8,351	682	8.2	1.1
88	Cameras and supplies	3	4,101	765	18.7	1.2
91	Jewelry, silverware, etc.	3	3,303	171	5.2	.3
98	Second-hand merchandise	6	4,224	157	3.7	.3
	All other commodities	---	---	1,490	---	2.4
	Service receipts	5	6,214	246	4.0	.4
	Philadelphia					
	All establishments 83					
	Sales $50,865,000					
	Commodity coverage 98.4 percent					
	Total analyzed	79	30,367	30,367	---	100.0
43	Wiring supplies and electrical construction materials	[illegible]	15,992	8,841	55.3	29.1
	Interior	30	13,209	4,114	31.4	---
	Outside	12	9,288	865	9.3	---
	Lighting fixtures	35	13,541	1,133	8.4	---
	Incandescent lamps	28	13,073	1,476	11.3	---
	Not analyzed in detail	8	1,980	1,253	63.3	---
44	Electrical apparatus and equipment	16	11,416	2,913	25.5	9.6
45	Radios, appliances, and specialties	50	28,033	17,098	61.0	56.3
	Radios, parts, and accessories	33	26,049	5,148	19.8	---
	Electric household refrigerators	14	17,824	7,306	41.0	---
	Electric washing machines	15	19,438	1,176	6.1	---
	Other electrical appliances	[illegible]	26,380	3,283	12.4	---
	Not analyzed in detail	[illegible]	865	185	21.4	---
51	Plumbing, heating, and air conditioning	5	5,090	349	6.9	1.1
88	Cameras and supplies	3	516	62	12.0	.2
	All other commodities	---	---	1,104	---	3.7
	Boston					
	All establishments 54					
	Sales $19,547,000					
	Commodity coverage 98.9 percent					
	Total analyzed	51	19,335	19,335	---	100.0
43	Wiring supplies and electrical construction materials	24	9,592	5,969	62.2	30.9
	Interior	15	9,066	2,969	32.7	---
	Outside	8	7,902	1,323	16.7	---
	Lighting fixtures	15	8,823	669	7.6	---
	Incandescent lamps	18	9,218	807	8.9	---
	Not analyzed in detail	4	309	201	65.0	---
44	Electrical apparatus and equipment	6	7,674	406	5.3	2.1
45	Radios, appliances, and specialties	41	18,824	11,775	62.6	60.9
	Radios, parts, and accessories	21	10,951	2,269	20.7	---
	Electric household refrigerators	13	14,007	4,269	30.5	---
	Electric washing machines	8	8,476	352	4.2	---
	Other electrical appliances	27	16,910	3,737	22.1	---
	Not analyzed in detail	3	1,223	1,148	93.9	---
	All other commodities	---	---	1,034	---	5.3
	Service receipts	---	---	151	---	.8

Percent column A—Percent of *total* sales of establishments reporting that they sell such commodity.
Percent column B—Percent which stated commodity bears to *total* sales of all establishments in this kind of business reporting their sales by commodities.

SERVICE AND LIMITED-FUNCTION WHOLESALERS

TABLE 8.—COMMODITY SALES, BY KIND-OF-BUSINESS GROUPS

By Geographic Divisions and 5 Selected Cities—Continued

[Limited to establishments which report an analysis of their sales by commodities. Ratio of commodity coverage indicates sales represented by sample]

Commodity No.	KIND OF BUSINESS AREA AND COMMODITY	ESTABLISHMENTS REPORTING COMMODITY DATA: Number	ESTABLISHMENTS REPORTING COMMODITY DATA: Sales of such establishments (add 000)	REPORTED SALES OF STATED COMMODITY: Amount reported (add 000)	REPORTED SALES OF STATED COMMODITY: Percent column A (See note)	Percent column B (See note)
	ELECTRICAL GOODS TRADES—Con.					
	San Francisco					
	All establishments 60; Sales $17,890,000; Commodity coverage 96.5 percent					
	Total analyzed	57	$17,269	$17,269	---	100.0
43	Wiring supplies and electrical construction materials	30	12,248	6,481	52.9	37.5
	Interior	19	8,004	2,323	29.0	---
	Outside	8	7,614	1,761	23.1	---
	Lighting fixtures	17	7,912	700	8.8	---
	Incandescent lamps	17	9,928	1,063	10.7	--
	Not analyzed in detail	---	---	634	--	---
44	Electrical apparatus and equipment	14	7,172	620	8.6	3.6
45	Radios, appliances, and specialties	34	15,041	8,485	56.4	49.1
	Radios, parts, and accessories	26	13,677	3,772	27.6	---
	Electric household refrigerators	11	11,643	1,958	16.8	---
	Electric washing machines	9	11,075	577	5.2	---
	Other electrical appliances	24	13,671	2,178	15.9	---
57	Industrial machinery	3	1,385	209	15.1	1.2
	All other commodities	---	---	1,474	---	8.6
	FARM PRODUCTS—RAW MATERIALS TRADES					
	New England Division					
	All establishments 155; Sales $170,032,000; Commodity coverage 95.9 percent					
	Total analyzed	147	163,121	163,121	---	100.0
17	Cotton, raw	6	9,961	9,961	100.0	6.1
19	Grain	7	884	640	72.4	.4
	Corn	4	681	258	37.9	---
	Wheat	3	445	62	13.9	---
	Other (except rice)	4	611	196	32.1	---
	Not analyzed in detail	---	---	124	--	---
20	Hides, skins, and raw furs	21	4,123	2,478	60.1	1.5
	Hides and skins	15	3,890	2,198	56.5	--
	Raw furs	8	436	280	64.2	--
21	Livestock	11	792	719	90.8	.4
	Cattle (including calves)	9	557	397	71.3	---
	Other	---	---	86	---	---
	Not analyzed in detail	--	---	236	---	--
24	Leaf tobacco	16	3,541	3,537	99.9	2.2
25	Wool, raw	84	143,420	141,104	98.4	86.5
26	Other farm products—raw materials	10	5,935	2,510	42.3	1.5
	All other commodities	---	---	2,172	---	1.4
	Middle Atlantic Division					
	All establishments 667; Sales $378,452,000; Commodity coverage 86.3 percent					
	Total analyzed	613	326,692	326,692	---	100.0
11	Groceries (miscellaneous)	9	8,006	1,856	23.2	.6
17	Cotton, raw	8	2,304	2,304	100.0	.7
18	Feed	24	9,006	1,122	12.5	.3
19	Grain	49	71,129	68,163	95.8	20.8
	Corn	27	55,529	15,589	28.1	---
	Wheat	37	55,961	29,828	53.3	---
	Other (except rice)	29	56,402	11,453	20.3	---
	Not analyzed in detail	5	12,057	11,293	93.7	---
20	Hides, skins, and raw furs	352	103,546	91,266	88.2	27.9
	Hides and skins	96	38,211	29,362	76.8	---
	Raw furs	252	74,210	57,893	78.0	---
	Not analyzed in detail	30	4,563	4,011	87.9	---
	FARM PRODUCTS—RAW MATERIALS TRADES—Con.					
	Middle Atlantic Division—Con.					
21	Livestock	38	$2,114	$1,948	92.1	.6
	Cattle (including calves)	31	1,502	1,257	83.7	---
	Hogs	8	205	37	18.0	---
	Horses and mules	12	650	372	57.2	---
	Other	-	--	234	--	---
	Not analyzed in detail	-	---	48	---	---
24	Leaf tobacco	63	12,186	13,155	99.8	4.0
25	Wool, raw	34	22,854	17,611	80.6	5.4
26	Other farm products—raw materials	93	128,566	113,509	87.6	34.7
29	Furs and fur clothing	41	16,471	5,262	31.9	1.6
31	Piece goods	4	7,481	1,390	18.6	.4
	All other commodities	---	---	8,763	---	2.8
	Service receipts	5	4,824	343	7.1	.1
	East North Central Division					
	All establishments 261; Sales $153,842,000; Commodity coverage 76.4 percent					
	Total analyzed	237	117,583	117,583	---	100.0
08	Flour	10	1,863	233	12.5	.2
11	Groceries (miscellaneous)	5	663	113	17.0	.1
18	Feed	38	8,304	1,387	16.7	1.2
	Hay, straw, and alfalfa	11	1,566	186	11.9	---
	Mixed and other feeds	33	7,771	1,201	15.5	---
19	Grain	66	60,172	55,692	92.6	47.4
	Corn	59	56,125	24,860	42.8	--
	Wheat	52	57,829	18,615	32.2	--
	Other (except rice)	45	59,113	12,217	20.7	--
20	Hides, skins, and raw furs	98	41,047	38,563	93.9	32.8
	Hides and skins	63	36,109	33,198	91.9	--
	Raw furs	55	9,602	4,846	50.5	---
	Not analyzed in detail	10	624	519	83.2	--
21	Livestock	21	1,463	1,400	95.7	1.2
	Cattle (including calves)	17	1,271	1,120	88.1	--
	Hogs	6	275	102	37.1	---
	Horses and mules	4	77	50	64.9	---
	Sheep and lambs	4	242	31	12.8	---
	Not analyzed in detail	---	---	97	--	---
22	Seeds	15	2,478	137	5.5	.1
24	Leaf tobacco	24	3,063	3,053	99.7	2.6
25	Wool, raw	36	12,193	8,098	66.4	6.9
26	Other farm products—raw materials	40	30,788	6,469	21.0	5.5
64	Iron and steel scrap	12	651	87	13.4	.1
73	Coal and coke	13	2,174	147	6.8	.1
92	Junk and scrap (except iron)	14	1,117	166	14.8	.2
	All other commodities	-	-	1,551	--	1.2
	Service receipts	8	10,259	485	4.7	.4
	West North Central Division					
	All establishments 247; Sales $289,450,000; Commodity coverage 92.5 percent					
	Total analyzed	227	267,755	267,755	[illegible]	[illegible]
17	Cotton, raw	5	3,522	3,035	86.2	1.1
18	Feed	24	17,238	1,999	11.0	.7
	Hay, straw, and alfalfa	9	15,305	551	3.6	---
	Mixed and other feeds	21	6,356	646	10.2	--
	Not analyzed in detail	---	---	702	-	---
19	Grain	116	240,928	236,161	98.0	88.2
	Corn	85	211,609	52,235	24.7	--
	Wheat	101	235,865	142,305	60.3	--
	Other (except rice)	76	205,832	38,882	18.9	--
	Not analyzed in detail	5	4,496	2,766	61.5	---
20	Hides, skins, and raw furs	87	17,190	9,999	58.2	3.7
	Hides and skins	60	13,453	5,355	39.8	--
	Raw furs	65	12,787	4,301	33.6	---
	Not analyzed in detail	7	1,668	343	20.6	---

Percent column A—Percent [illegible] establishm[illegible] of such commodity.
Percent column B—Percent which [illegible] sales [illegible] establishments in this [illegible]

SERVICE AND LIMITED-FUNCTION WHOLESALERS

TABLE 8.—COMMODITY SALES, BY KIND-OF-BUSINESS GROUPS

By Geographic Divisions and 5 Selected Cities—Continued

[Limited to establishments which report an analysis of their sales by commodities. Ratio of commodity coverage indicates sales size of sample]

Commodity No.	KIND OF BUSINESS AREA AND COMMODITY	ESTABLISHMENTS REPORTING COMMODITY DATA: Number	ESTABLISHMENTS REPORTING COMMODITY DATA: Sales of such establishments (add 000)	REPORTED SALES OF STATED COMMODITY: Amount reported (add 000)	REPORTED SALES OF STATED COMMODITY: Percent (column A) (See note)	Percent (column B) (See note)
	FARM PRODUCTS—RAW MATERIALS TRADES—Con.					
	West North Central Division—Con.					
21	Livestock	10	$2,181	$1,653	75.8	.6
	Cattle (including calves)	8	2,083	1,478	71.0	---
	Hogs	5	760	148	19.5	---
	Not analyzed in detail	---	---	27	---	---
22	Seeds	[illegible]	1,242	322	25.9	.1
24	Leaf tobacco	3	158	158	100.0	.1
25	Wool, raw	56	14,878	6,293	42.9	2.4
26	Other farm products--raw materials	33	17,103	6,023	35.2	2.3
	All other commodities	---	---	1,514	---	.6
	Service receipts	11	11,730	708	6.0	.3
	South Atlantic Division					
	All establishments 201; Sales $121,944,000; Commodity coverage 87.1 percent					
	Total analyzed	179	106,167	106,167	---	100.0
11	Groceries (except as listed)	[illegible]	7,262	818	11.3	.8
	Nuts (all kinds)	6	1,879	590	31.4	---
	Other	---	---	228	---	---
17	Cotton, raw	51	40,086	38,931	97.2	36.7
18	Feed	18	2,454	396	16.1	.4
	Hay, straw, and alfalfa	[illegible]	869	30	3.5	---
	Mixed and other feeds	13	1,717	357	20.8	---
	Not analyzed in detail	---	---	9	---	---
19	Grain	26	3,084	1,635	53.0	1.5
	Corn	21	2,604	446	17.1	---
	Wheat	16	2,037	[illegible]	43.6	---
	Other (except rice)	7	1,127	163	14.5	---
	Not analyzed in detail	3	173	137	79.2	---
20	Hides, skins, and raw furs	[illegible]	5,314	3,963	74.6	3.7
	Hides and skins	24	4,332	2,662	61.4	---
	Raw furs	19	3,103	815	26.3	---
	Not analyzed in detail	---	---	486	---	---
21	Livestock	16	5,842	5,680	97.2	5.4
	Cattle (including calves)	8	801	302	37.7	---
	Hogs	6	630	191	30.3	---
	Horses and mules	[illegible]	5,194	5,170	99.5	---
	Other	---	---	17	---	---
22	Seeds	8	1,070	70	6.5	.1
24	Leaf tobacco	33	39,777	37,166	93.4	35.0
25	Wool, raw	9	2,850	2,166	76.0	2.0
26	Other farm products--raw materials	38	15,351	6,746	43.9	6.4
90	Fertilizer and fertilizer materials	12	1,514	260	17.2	.2
	All other commodities	---	---	5,689	---	5.3
	Service receipts	12	20,190	2,647	13.1	2.5
	East South Central Division					
	All establishments 116; Sales $120,953,000; Commodity coverage 85.9 percent					
	Total analyzed	110	103,846	103,846	---	100.0
11	Groceries (miscellaneous)	4	2,576	135	5.2	.1
12	Meats and meat products	3	1,827	201	11.0	.2
17	Cotton, raw	36	73,030	72,047	98.7	69.4
18	Feed	7	1,523	246	16.2	.2
19	Grain	16	2,846	1,450	50.9	1.4
	Corn	10	1,923	666	34.6	---
	Wheat	9	2,046	488	23.9	---
	Other (except rice)	8	1,631	267	16.4	---
	Not analyzed in detail	---	---	29	---	---
20	Hides, skins, and raw furs	18	6,655	4,011	60.3	3.9
	Hides and skins	16	6,325	3,380	53.4	---
	Raw furs	9	4,180	465	11.1	---
	Not analyzed in detail	---	---	166	---	---
21	Livestock	9	957	566	59.1	.5
	Cattle (including calves)	5	530	87	16.4	---
	Hogs	3	440	9	2.0	---
	Horses and mules	6	517	464	89.7	---
	Other	---	---	6	---	---
	FARM PRODUCTS—RAW MATERIALS TRADES—Con.					
	East South Central Division—Con.					
22	Seeds	7	$1,588	$281	17.7	.3
24	Leaf tobacco	32	21,498	20,258	94.2	19.5
25	Wool, raw	14	6,779	1,917	28.3	1.8
26	Other farm products--raw materials	10	3,448	468	13.6	.5
73	Coal and coke	4	815	53	6.5	.1
90	Fertilizer and fertilizer materials	6	998	114	11.4	.1
	All other commodities	---	---	1,261	---	1.2
	Service receipts	8	10,360	838	8.1	.8
	West South Central Division					
	All establishments 215; Sales $283,192,000; Commodity coverage 76.0 percent					
	Total analyzed	198	215,255	215,255	---	100.0
11	Groceries (miscellaneous)	7	5,658	550	9.7	.3
17	Cotton, raw	[illegible]	184,059	160,442	97.8	74.5
18	Feed	31	4,960	1,129	22.8	.5
19	Grain	57	44,646	38,921	87.2	18.1
	Corn	37	29,976	5,616	18.7	---
	Wheat	38	42,099	30,132	71.6	---
	Other (except rice)	39	34,279	2,877	8.4	---
	Not analyzed in detail	3	337	296	87.8	---
20	Hides, skins, and raw furs	31	6,340	5,710	90.1	2.7
	Hides and skins	19	2,685	1,560	58.1	---
	Raw furs	27	6,076	4,150	68.3	---
21	Livestock	14	1,913	1,319	68.9	.6
	Cattle (including calves)	7	757	126	16.6	---
	Hogs	6	1,033	548	53.0	---
	Horses and mules	[illegible]	892	636	71.3	---
	Other	---	---	9	---	---
22	Seeds	11	6,523	446	6.8	.2
25	Wool, raw	15	5,866	3,394	57.9	1.6
26	Other farm products--raw materials	12	5,563	1,925	34.6	.9
	All other commodities	---	---	1,419	---	.6
	Mountain Division					
	All establishments 72; Sales $23,577,000; Commodity coverage 97.9 percent					
	Total analyzed	68	23,076	23,076	---	100.0
17	Cotton, raw	5	7,673	7,673	100.0	33.5
18	Feed	13	3,543	518	14.6	2.2
	Hay, straw, and alfalfa	5	1,659	90	5.4	---
	Mixed and other feeds	10	3,200	428	13.4	---
19	Grain	20	8,545	3,213	49.1	13.9
	Corn	7	3,492	191	5.5	---
	Wheat	13	4,734	1,623	34.3	---
	Other (except rice)	13	3,921	952	24.3	---
	Not analyzed in detail	---	---	447	---	---
20	Hides, skins, and raw furs	36	6,832	5,161	75.5	22.4
	Hides and skins	29	6,124	3,879	63.3	---
	Raw furs	25	5,426	991	18.3	---
	Not analyzed in detail	3	291	291	100.0	---
21	Livestock	4	251	116	46.2	.5
	Cattle (including calves)	4	251	106	42.2	---
	Other	---	---	10	---	---
22	Seeds	7	2,254	111	4.9	.5
25	Wool, raw	26	6,274	1,567	25.0	6.8
26	Other farm products--raw materials	11	4,668	2,833	60.7	12.
64	Iron and steel products (scrap iron and steel)	6	550	82	14.9	.4
92	Junk and scrap (except iron)	9	843	113	13.4	.5
	All other commodities	---	---	1,689	---	7.2

Percent column A: Percent of total sales of establishments reporting that they have sales of commodity.

Percent column B: Percent which reported commodity bears to total sales of all establishments in this kind of business reporting their sales by commodities.

SERVICE AND LIMITED-FUNCTION WHOLESALERS

TABLE 8.—COMMODITY SALES, BY KIND OF BUSINESS GROUPS

By Geographic Division and 5 Selected Cities—Continued

[Limited to establishments which report an analysis of their sales by commodities. Rate of commodity average indicates sales [illegible] sample]

Commodity No.	Kind of business area and commodity	Establishments reporting commodity data: Number	Establishments reporting commodity data: Sales of such establishments (add 000)	Reported sales of stated commodity: Amount reported (add 000)	Reported sales of stated commodity: Percent column A (See note)	Percent column B (See note)
	FARM PRODUCTS—RAW MATERIALS TRADES—Con.					
	Pacific Division					
	All establishments 152; Sales $87,284,000; Commodity coverage 91.5 percent					
	Total analyzed	140	$79,848	$79,848	---	100.0
08	Flour	4	11,162	743	6.7	.9
09	Fruits and vegetables, fresh	4	2,350	99	4.2	.1
11	Groceries (miscellaneous)	3	1,611	121	7.5	.2
17	Cotton, raw	15	12,506	12,067	96.5	15.1
18	Feed	24	11,421	1,545	13.5	1.9
	Hay, straw, and alfalfa	14	4,516	416	9.2	---
	Mixed and other feeds	18	8,821	1,129	12.8	---
19	Grain	43	44,222	39,371	89.0	49.3
	Corn	23	22,430	2,025	9.0	---
	Wheat	35	41,904	23,693	56.5	---
	Other (except rice)	33	41,738	13,228	31.7	---
	Not analyzed in detail	3	587	425	72.4	---
20	Hides, skins, and raw furs	45	14,256	12,913	90.6	16.2
	Hides and skins	30	13,232	11,828	89.4	---
	Raw furs	22	2,107	1,016	48.2	---
	Not analyzed in detail	---	---	69	---	---
21	Livestock	9	707	603	85.3	.8
	Cattle (including calves)	6	489	306	62.6	---
	Hogs	3	280	61	21.8	---
	Other	---	---	236	---	---
22	Seeds	10	4,639	578	12.5	.7
24	Leaf tobacco	5	76	76	100.0	.1
25	Wool, raw	19	5,880	3,295	56.0	4.1
26	Other farm products—raw materials	34	10,850	6,671	61.5	8.4
31	Piece goods (jute fabrics)	4	3,782	365	9.7	.5
	All other commodities	---	---	1,138	---	1.4
	Service receipts	[illegible]	6,797	263	3.9	.3
	New York City					
	All establishments 488; Sales $312,985,000; Commodity coverage 87.9 percent					
	Total analyzed	448	275,194	275,194	---	100.0
11	Groceries (except as listed)	8	7,992	1,855	23.2	.7
	Extracts and spices	4	7,407	1,763	23.8	---
	Other	---	---	92	---	---
17	Cotton, raw	5	2,106	2,106	100.0	.8
19	Grain	18	49,296	48,966	99.3	17.8
	Corn	9	38,786	8,084	20.8	---
	Wheat	12	38,197	25,069	65.6	---
	Other (except rice)	14	39,755	7,662	19.3	---
	Not analyzed in detail	---	---	8,151	---	---
20	Hides, skins, and raw furs	308	100,052	88,336	88.3	32.1
	Hides and skins	69	35,533	27,090	76.2	---
	Raw furs	226	73,136	57,587	78.7	---
	Not analyzed in detail	26	4,138	3,659	88.4	---
21	Livestock	3	392	390	99.5	.1
24	Leaf tobacco	42	10,899	10,874	99.8	4.0
25	Wool, raw	8	3,839	364	9.5	.1
26	Other farm products—raw materials	63	124,792	110,015	88.2	40.0
29	Furs and fur clothing	40	16,466	5,258	31.9	1.9
31	Piece goods	4	7,481	1,390	18.6	.5
	All other commodities	---	---	5,640	---	2.0
	Chicago					
	All establishments 41; Sales $85,189,000; Commodity coverage 69.1 percent					
	Total analyzed	38	57,478	57,478	---	100.0
19	Grain	7	24,145	24,131	99.9	42.0
	Corn	6	24,115	12,378	52.2	---
	Wheat	5	24,101	6,893	28.6	---
	Other (except rice)	5	24,100	4,628	19.2	---
	Not analyzed in detail	---	---	31	---	---
	FARM PRODUCTS—RAW MATERIALS TRADES—Con.					
	Chicago—Con.					
20	Hides, skins, and raw furs	9	$25,738	$25,412	98.7	44.2
	Hides and skins	4	22,585	22,265	98.6	---
	Raw furs	3	2,993	2,987	99.8	---
	Not analyzed in detail	---	---	160	---	---
24	Leaf tobacco	7	384	384	100.0	.7
25	Wool, raw	[illegible]	7,586	5,795	76.4	10.1
26	Other farm products—raw materials	10	22,390	875	3.9	1.5
56	Industrial equipment and supplies	3	600	90	15.0	.2
	All other commodities	---	---	791	---	1.3
	Philadelphia					
	All establishments 37; Sales $38,162,000; Commodity coverage 68.0 percent					
	Total analyzed	33	25,974	25,974	---	100.0
17	Cotton, raw	3	198	198	100.0	.8
25	Wool, raw	18	15,789	15,460	97.9	59.5
26	Other farm products—raw materials	10	2,107	1,933	91.7	7.4
	All other commodities	---	---	8,383	---	32.3
	Boston					
	All establishments 102; Sales $153,883,000; Commodity coverage 96.1 percent					
	Total analyzed	100	147,815	147,815	---	100.0
17	Cotton, raw	5	9,932	9,932	100.0	6.7
20	Hides, skins, and raw furs	9	3,276	2,076	63.4	1.4
24	Leaf tobacco	3	186	186	100.0	.1
25	Wool, raw	80	135,086	132,514	98.1	89.6
26	Other farm products—raw materials	7	4,647	1,321	28.4	.9
	All other commodities	---	---	1,786	---	1.3
	San Francisco					
	All establishments 34; Sales $24,061,000; Commodity coverage 89.7 percent					
	Total analyzed	33	21,574	21,574	---	100.0
19	Grain	8	9,465	8,509	89.9	39.4
	Corn	5	7,577	310	4.1	---
	Wheat	6	8,280	2,034	24.6	---
	Other (except rice)	6	9,465	6,161	65.1	---
20	Hides, skins, and raw furs	8	5,827	5,748	98.6	26.6
	Hides and skins	5	5,705	5,626	98.6	---
	Not analyzed in detail	---	---	122	---	---
22	Seeds	3	1,059	127	12.0	.6
24	Leaf tobacco	3	36	36	100.0	.2
26	Other farm products—raw materials	15	5,995	4,394	73.3	20.4
	All other commodities	---	---	2,760	---	12.8
	FARM PRODUCTS—CONSUMER GOODS TRADES					
	New England Division					
	All establishments 709; Sales $144,354,000; Commodity coverage 98.5 percent					
	Total analyzed	695	142,189	142,189	---	100.0
01	Beer and other malt liquors	14	5,382	1,866	34.7	1.3
02	Butter and cheese	70	32,140	7,233	22.5	5.1
03	Canned foods	17	6,528	587	9.0	.4
05	Confectionery and ice cream	26	12,817	1,323	10.3	.9

Percent column A.—Percent of *total* sales of establishments reporting that they sell such commodity.

Percent column B.—Percent which stated commodity bears to *total* sales of all establishments in this kind of business reporting their sales by commodities.

SERVICE AND LIMITED-FUNCTION WHOLESALERS

TABLE 8.—COMMODITY SALES, BY KIND-OF-BUSINESS GROUPS

By Geographic Divisions and 5 Selected Cities—Continued

[Limited to establishments which report an analysis of their sales by commodities. Ratio of commodity coverage indicates sales size of sample]

Commodity No.	KIND OF BUSINESS AREA AND COMMODITY	ESTABLISHMENTS REPORTING COMMODITY DATA: Number	ESTABLISHMENTS REPORTING COMMODITY DATA: Sales of such establishment (add 000)	REPORTED SALES OF STATED COMMODITY: Amount reported (add 000)	REPORTED SALES OF STATED COMMODITY: Percent column A (See note)	Percent column B (See note)
	FARM PRODUCTS—CONSUMER GOODS TRADES—Con.					
	New England Division—Con.					
06	Dairy and poultry products (except butter and cheese)	198	$51,472	$39,707	77.1	27.9
	Eggs	75	23,806	7,246	30.4	---
	Milk and cream, fluid	97	25,400	21,127	83.2	---
	Poultry	56	14,876	9,461	64.5	---
	Other	32	17,644	1,873	10.6	---
08	Flour	3	2,786	153	5.5	.1
09	Fruits and vegetables, fresh	492	94,676	88,432	93.4	62.2
	Fresh fruits	368	67,591	40,692	60.2	---
	Fresh vegetables	390	61,614	30,836	50.0	---
	Not analyzed in detail	47	18,275	16,904	92.5	---
10	Fruits and vegetables, frozen	5	4,323	103	2.4	.1
11	Groceries (miscellaneous)	32	12,670	1,303	10.3	.9
12	Meats and meat products	8	3,499	243	6.9	.2
13	Soft drinks	15	5,875	297	5.1	.2
14	Sugar	7	2,715	164	6.0	.1
89	Tobacco products	5	2,909	186	6.4	.1
90	Fertilizer and fertilizer materials	5	394	76	19.3	.1
	All other commodities	---	---	516	---	.4
	Middle Atlantic Division					
	All establishments 2,953; Sales $745,667,000; Commodity coverage 98.7 percent					
	Total analyzed	2,917	735,861	735,861	---	100.0
01	Beer and other malt liquors	9	4,517	627	13.9	.1
02	Butter and cheese	542	226,740	116,576	51.4	15.8
03	Canned foods	74	44,606	5,490	12.3	.7
	Canned fruits	13	3,905	284	7.3	---
	Canned vegetables	21	5,167	446	8.6	---
	Canned fish and sea foods	13	5,039	127	2.5	---
	Canned meats	37	26,604	922	3.5	---
	Canned milk	22	22,823	2,946	12.9	---
	Other canned foods	16	13,563	349	2.6	---
	Not analyzed in detail	7	3,605	416	11.5	---
05	Confectionery and ice cream	53	11,421	2,703	23.7	.4
	Candy	7	1,942	17	.9	---
	Ice cream and ices	46	9,403	2,647	28.2	---
	Other confectionery	4	1,648	39	2.4	---
06	Dairy and poultry products (except butter and cheese)	1,126	372,492	274,974	73.8	37.4
	Eggs	598	175,460	66,272	37.8	---
	Milk and cream, fluid	396	163,252	133,748	81.9	---
	Poultry	247	86,925	62,458	71.9	---
	Other	103	69,371	7,634	11.0	---
	Not analyzed in detail	24	5,660	4,862	85.9	---
07	Fish and sea foods (except canned)	43	15,182	706	4.7	.1
09	Fruits and vegetables, fresh	1,684	329,851	323,173	98.0	43.9
	Fresh fruits	1,273	218,552	127,015	58.1	---
	Fresh vegetables	1,163	203,898	122,928	60.3	---
	Not analyzed in detail	165	73,230	73,230	100.0	---
10	Fruits and vegetables, frozen	38	27,356	1,648	6.0	.2
11	Groceries (except as listed)	79	37,640	2,364	6.3	.3
	Lard substitutes and cooking fats	24	20,055	704	3.5	---
	Nuts (all kinds)	15	7,585	336	4.4	---
	Butter substitutes	13	7,649	367	4.8	---
	Pickles, preserves, and sauces	20	10,755	89	.8	---
	Other	---	---	768	---	---
	Not analyzed in detail	4	463	100	21.6	---
12	Meats and meat products	45	25,099	2,672	10.6	.4
	Lard	19	14,014	223	1.6	---
	Meats, fresh	7	6,013	1,398	23.2	---
	Meats, cured or smoked	18	9,378	540	5.8	---
	Other (including game)	3	5,924	101	1.7	---
	Not analyzed in detail	9	7,680	410	5.3	---
16	Other food and related products	14	6,272	453	7.2	.1
90	Fertilizer and fertilizer materials	17	4,786	878	18.3	.1
	All other commodities	---	---	3,395	---	.5
	FARM PRODUCTS—CONSUMER GOODS TRADES—Con.					
	East North Central Division					
	All establishments 2,497; Sales $505,983,000; Commodity coverage 97.6 percent					
	Total analyzed	2,431	$494,037	$494,037	---	100.0
01	Beer and other malt liquors	36	11,107	2,099	18.9	.4
02	Butter and cheese	478	158,786	77,011	48.5	15.6
03	Canned foods	66	24,711	3,150	12.7	.6
	Canned fruits	18	6,072	229	3.8	---
	Canned vegetables	17	6,795	157	2.3	---
	Canned fish and sea foods	10	5,056	44	.9	---
	Canned meats	20	10,794	1,629	15.1	---
	Canned milk	28	14,407	763	5.3	---
	Other canned foods	16	5,072	220	4.3	---
	Not analyzed in detail	12	1,219	108	8.9	---
05	Confectionery and ice cream	152	27,327	4,751	17.4	1.0
	Candy	19	4,833	138	2.9	---
	Chewing gum	7	1,509	42	2.8	---
	Ice cream and ices	126	20,954	4,325	20.6	---
	Other confectionery	14	2,222	100	4.5	---
	Not analyzed in detail	6	1,175	146	12.4	---
06	Dairy and poultry products (except butter and cheese)	1,197	224,956	152,692	67.9	30.9
	Eggs	572	143,411	40,534	28.3	---
	Milk and cream, fluid	551	77,503	58,406	75.4	---
	Poultry	430	94,014	44,117	46.9	---
	Other	143	30,368	5,899	19.4	---
	Not analyzed in detail	32	4,162	3,736	89.8	---
07	Fish and sea foods (except canned)	45	11,328	286	2.5	.1
09	Fruits and vegetables, fresh	1,170	266,539	240,730	90.3	48.7
	Fresh fruits	932	191,026	104,651	54.8	---
	Fresh vegetables	932	199,561	98,826	49.5	---
	Not analyzed in detail	115	39,027	37,253	95.5	---
10	Fruits and vegetables, frozen	25	10,615	580	5.5	.1
11	Groceries (except as listed)	108	34,678	4,146	12.0	.8
	Breakfast cereals	7	3,626	51	1.4	---
	Extracts and spices	4	798	11	1.4	---
	Lard substitutes and cooking fats	9	3,853	96	2.5	---
	Nuts (all kinds)	27	10,715	257	2.4	---
	Butter substitutes	30	9,266	311	3.4	---
	Pickles, preserves, and sauces	22	8,638	994	11.5	---
	Rice, polished	6	5,470	25	.5	---
	Other	---	---	2,299	---	---
	Not analyzed in detail	7	1,614	112	6.9	---
12	Meats and meat products	41	35,175	2,712	7.7	.6
	Meats, fresh	22	7,527	854	11.2	---
	Meats, cured or smoked	9	6,832	704	10.3	---
	Not analyzed in detail	10	20,415	1,154	5.7	---
14	Sugar	28	9,024	1,397	15.5	.3
15	Wines and liquors	7	2,057	483	23.5	.1
16	Other food and related products	23	10,362	420	4.1	.1
18	Feed	39	4,327	303	7.0	.1
21	Livestock	17	2,984	616	20.6	.1
	Cattle (including calves)	16	2,598	221	8.5	---
	Not analyzed in detail		---	395	---	---
89	Tobacco products	7	2,119	340	16.0	.1
	All other commodities	---	---	2,321	---	.5
	West North Central Division					
	All establishments 1,040; Sales $179,213,000; Commodity coverage 91.4 percent					
	Total analyzed	1,008	163,733	163,733	---	100.0
01	Beer and other malt liquors	38	15,810	2,003	12.7	1.2
02	Butter and cheese	153	33,448	7,680	23.0	4.7
03	Canned foods	45	20,663	2,338	11.3	1.4
	Canned fruits	30	15,127	605	4.0	---
	Canned vegetables	32	16,166	946	5.9	---
	Canned fish and sea foods	22	13,996	190	1.4	---
	Canned meats	14	7,231	40	.6	---
	Canned milk	25	13,369	244	1.8	---
	Other canned foods	26	15,047	281	1.9	---
	Not analyzed in detail	---	---	32	---	---

Percent column A: Percent of total sales of establishments reporting that they sell such commodity.
Percent column B: Percent which stated commodity bears of total sales of all establishments in this kind of business reporting their sales by commodities.

SERVICE AND LIMITED-FUNCTION WHOLESALERS

TABLE 8.—COMMODITY SALES, BY KIND-OF-BUSINESS GROUPS

By Geographic Divisions and 5 Selected Cities—Continued

[Limited to establishments which report an analysis of their sales by commodities. Ratio of commodity coverage indicates sales size of sample]

Commodity No.	Kind of business area and commodity	Establishments reporting commodity data: Number	Establishments reporting commodity data: Sales of such establishments (add 000)	Reported sales of stated commodity: Amount reported (add 000)	Reported sales of stated commodity: Percent column A (See note)	Percent column B (See note)
	FARM PRODUCTS—CONSUMER GOODS TRADES—Con.					
	West North Central Division—Con.					
05	Confectionery and ice cream	86	$27,193	$1,571	5.8	1.0
	Candy	32	16,922	382	2.3	---
	Chewing gum	24	11,587	91	.8	---
	Ice cream and ices	45	5,736	961	16.8	---
	Other confectionery	6	1,465	29	2.0	---
	Not analyzed in detail	[illegible]	4,511	108	2.4	---
06	Dairy and poultry products (except butter and cheese)	441	44,651	33,848	75.8	20.7
	Eggs	216	25,450	10,581	41.6	---
	Milk and cream, fluid	237	19,414	12,203	62.9	---
	Poultry	194	20,362	7,510	36.9	---
	Other	51	6,917	1,113	16.1	---
	Not analyzed in detail	7	2,862	2,441	85.3	---
08	Flour	17	6,642	[illegible]	1.5	.1
09	Fruits and vegetables, fresh	557	119,238	107,152	89.9	65.4
	Fresh fruits	452	99,993	50,216	50.2	---
	Fresh vegetables	479	95,508	43,963	46.0	---
	Not analyzed in detail	39	14,179	12,973	91.5	---
10	Fruits and vegetables, frozen	11	4,230	204	4.8	.1
11	Groceries (except as listed)	68	28,624	2,260	7.9	1.4
	Breakfast cereals	23	13,300	396	3.0	---
	Extracts and spices	9	6,192	24	.4	---
	Lard substitutes and cooking fats	9	5,724	58	1.0	---
	Nuts (all kinds)	31	18,158	208	1.1	---
	Butter substitutes	10	5,150	131	2.5	---
	Pickles, preserves, and sauces	21	11,908	175	1.5	---
	Rice, polished	15	10,898	49	.4	---
	Other	---	---	894	---	---
	Not analyzed in detail	10	3,586	325	9.1	---
12	Meats and meat products	17	2,410	420	17.4	.3
	Meats, fresh	8	974	285	29.3	---
	Meats, cured or smoked	7	966	28	2.9	---
	Not analyzed in detail	---	---	107	---	---
13	Soft drinks	45	18,997	338	1.8	.2
14	Sugar	31	15,731	2,559	16.3	1.6
16	Other food and related products	9	1,334	92	6.9	.1
18	Feed	33	5,966	509	8.5	.3
	Hay, straw, and alfalfa	4	252	24	9.5	---
	Mixed and other feeds	29	3,330	436	13.1	---
	Not analyzed in detail	3	2,551	[illegible]	1.9	---
21	Livestock (cattle)	4	1,522	254	16.7	.2
22	Seeds	11	2,517	387	15.4	.2
89	Tobacco products	18	8,816	668	7.6	.4
	All other commodities	--	---	1,351	---	.7
	South Atlantic Division					
	All establishments 956; Sales $129,547,000; Commodity coverage 96.5 percent					
	Total analyzed	936	124,972	124,972	---	100.0
01	Beer and other malt liquors	17	5,960	1,027	17.2	.8
02	Butter and cheese	[illegible]	25,942	5,047	19.5	4.0
03	Canned foods	30	8,768	599	6.8	.5
	Canned fruits	15	3,633	154	4.2	---
	Canned vegetables	17	5,115	259	5.1	---
	Canned fish and sea foods	5	1,500	12	.8	---
	Canned meats	14	4,946	113	2.3	---
	Canned milk	5	1,548	21	1.4	---
	Other canned foods	7	3,187	40	1.3	---
05	Confectionery and ice cream	35	6,560	1,596	24.3	1.3
	Candy	4	1,016	49	4.8	---
	Chewing gum	4	1,167	12	1.0	---
	Ice cream and ices	28	5,132	1,523	29.7	---
	Not analyzed in detail	---	---	12	---	---
06	Dairy and poultry products (except butter and cheese)	288	43,301	31,569	72.9	25.3
	Eggs	162	29,195	8,007	27.5	---
	Milk and cream, fluid	97	14,850	11,365	76.5	---
	Poultry	135	20,558	10,684	52.0	---
	Other	21	5,404	851	15.7	---
	Not analyzed in detail	8	864	862	99.7	---
07	Fish and sea foods (except canned)	21	4,775	211	4.4	.2
	Fresh fish	11	1,150	94	8.2	---
	Cured and processed fish	5	2,031	55	2.7	---
	Other sea foods	---	---	62	--	---
	FARM PRODUCTS—CONSUMER GOODS TRADES—Con.					
	South Atlantic Division—Con.					
08	Flour	6	$1,383	$104	7.5	.1
09	Fruits and vegetables, fresh	674	86,887	81,565	93.9	65.3
	Fresh fruits	537	69,083	34,247	49.6	---
	Fresh vegetables	546	64,450	33,966	52.7	---
	Not analyzed in detail	52	13,500	13,352	98.9	--
10	Fruits and vegetables, frozen	4	2,280	112	4.9	.1
11	Groceries (except as listed)	61	21,212	1,321	6.2	1.1
	Breakfast cereals	5	878	12	1.4	---
	Lard substitutes and cooking fats	[illegible]	2,522	98	3.9	---
	Nuts (all kinds)	35	11,832	272	2.3	---
	Butter substitutes	14	8,126	1[illegible]	1.6	---
	Pickles, preserves, and sauces	9	2,248	3[illegible]	1.6	---
	Rice, polished	4	1,611	21	1.3	---
	Other	---	---	75[illegible]	---	---
12	Meats and meat products	14	2,587	2[illegible]	8.5	.[illegible]
	Meats, fresh	6	461	141	3[illegible]	---
	Meats, cured or smoked	8	617	39	6.3	---
	Not analyzed in detail	---	---	23	---	---
16	Other food and related products	10	4,110	121	2.9	.1
18	Feed	7	1,536	394	25.7	.3
	Hay, straw, and alfalfa	5	1,237	192	15.5	---
	Mixed and other feeds	4	1,075	202	18.5	---
	All other commodities	---	---	1,103	---	.7
	East South Central Division					
	All establishments 407; Sales $51,756,000; Commodity coverage 99.2 percent					
	Total analyzed	400	51,337	51,337	---	100.0
01	Beer and other malt liquors	[illegible]	2,958	905	30.5	1.8
02	Butter and cheese	43	8,457	1,397	16.5	2.7
03	Canned foods	4	2,098	203	9.7	.4
05	Confectionery and ice cream	22	5,756	528	9.2	1.0
	Candy	6	2,346	43	1.8	---
	Chewing gum	4	1,860	18	1.0	---
	Ice cream and ices	15	1,[illegible]	455	23.9	---
	Not analyzed in detail	---	---	14	---	---
06	Dairy and poultry products (except butter and cheese)	158	17,957	14,743	82.1	28.7
	Eggs	87	10,100	3,218	31.9	---
	Milk and cream, fluid	61	7,880	5,545	70.4	---
	Poultry	87	9,166	5,32[illegible]	58.1	---
	Other	15	3,200	386	12.1	---
	Not analyzed in detail	6	293	266	90.8	---
07	Fish and sea foods (except canned)	5	2,163	84	3.9	.2
09	Fruits and vegetables, fresh	247	34,266	32,175	93.9	62.7
	Fresh fruits	220	25,453	14,226	55.9	---
	Fresh vegetables	202	21,932	10,103	46.1	---
	Not analyzed in detail	22	8,681	7,846	90.4	---
11	Groceries (miscellaneous)	18	5,538	278	5.0	.5
12	Meats and meat products	16	2,302	199	8.6	.4
13	Soft drinks	8	2,435	68	2.8	.1
18	Feed	17	2,186	121	5.5	.2
20	Hides, skins, and raw furs	11	815	30	3.7	.1
22	Seeds	7	1,122	62	5.5	.1
25	Wool, raw	6	1,442	52	3.6	.1
90	Fertilizer and fertilizer materials	4	928	40	4.3	.1
	All other commodities	---	---	452	---	.9
	West South Central Division					
	All establishments 631; Sales $95,669,000; Commodity coverage 98.0 percent					
	Total analyzed	618	93,727	93,727	---	100.0
01	Beer and other malt liquors	21	12,265	2,555	20.8	2.7
02	Butter and cheese	64	12,265	2,269	18.5	2.4
03	Canned foods	12	5,173	304	5.9	.3

Percent column A—Percent of total sales of establishments reporting that they sell such commodity

Percent column B—Percent which stated commodity bears to total sales of establishments on this page reporting sales by commodities

SERVICE AND LIMITED-FUNCTION WHOLESALERS

TABLE 8.—COMMODITY SALES, BY KIND-OF-BUSINESS GROUPS

By Geographic Divisions and 5 Selected Cities—Continued

[Limited to establishments which report an analysis of their sales by commodities. Ratio of commodity coverage indicates sales size of sample]

Commodity No.	KIND OF BUSINESS AREA AND COMMODITY	Establishments reporting commodity data: Number	Establishments reporting commodity data: Sales of such establishments (add 000)	Reported sales of stated commodity: Amount reported (add 000)	Reported sales of stated commodity: Percent column A (See note)	Percent column B (See note)
	FARM PRODUCTS—CONSUMER GOODS TRADES—Con.					
	West South Central Division—Con.					
05	Confectionery and ice cream	60	$11,315	$1,635	14.4	1.7
	Candy	10	4,780	30	.6	--
	Chewing gum	5	1,501	16	1.1	---
	Ice cream and ices	47	5,536	1,425	25.7	---
	Other confectionery	6	1,309	81	6.2	---
	Not analyzed in detail	3	999	83	8.3	---
06	Dairy and poultry products (except butter and cheese)	254	32,056	26,156	81.6	27.9
	Eggs	125	16,025	5,247	32.7	---
	Milk and cream, fluid	132	17,993	13,640	75.8	--
	Poultry	105	11,743	5,351	45.6	---
	Other	39	10,545	1,472	14.0	---
	Not analyzed in detail	---	---	446	---	---
07	Fish and sea foods (except canned)	12	3,469	191	5.5	.2
09	Fruits and vegetables, fresh	358	63,717	57,445	90.2	61.3
	Fresh fruits	304	56,800	31,946	56.2	---
	Fresh vegetables	297	51,358	21,018	40.9	---
	Not analyzed in detail	23	5,286	4,481	84.8	---
11	Groceries (miscellaneous)	47	18,374	1,201	6.5	1.3
15	Wines and liquors	4	3,615	1,113	30.8	1.2
18	Feed	7	579	80	13.8	.1
19	Grain	4	298	66	22.1	.1
	All other commodities	---	---	712	---	.8
	Mountain Division					
	All establishments 367; Sales $41,038,000; Commodity coverage 98.2 percent					
	Total analyzed	358	40,302	40,302	---	100.0
01	Beer and other malt liquors	13	4,461	739	16.6	1.8
02	Butter and cheese	45	6,453	2,388	37.0	5.9
03	Canned foods	7	2,655	285	10.7	.7
05	Confectionery and ice cream	38	6,223	592	9.5	1.5
06	Dairy and poultry products (except butter and cheese)	130	11,228	7,376	65.7	18.3
	Eggs	56	6,838	2,440	35.7	---
	Milk and cream, fluid	73	5,315	3,781	71.1	-
	Poultry	35	2,543	844	33.2	--
	Other	16	1,958	299	15.3	---
	Not analyzed in detail	---	---	12	---	---
07	Fish and sea foods (except canned)	5	1,405	83	5.9	.2
09	Fruits and vegetables, fresh	233	29,926	24,435	81.7	60.6
	Fresh fruits	162	17,595	9,188	52.2	---
	Fresh vegetables	177	20,042	10,038	50.1	---
	Not analyzed in detail	38	8,410	5,209	61.9	---
10	Fruits and vegetables, frozen	6	1,068	61	5.7	.2
11	Groceries (miscellaneous)	26	10,454	1,967	18.8	4.9
13	Soft drinks	7	2,698	92	3.4	.2
14	Sugar	17	6,866	1,001	14.6	2.5
18	Feed	8	1,056	73	6.9	.2
19	Grain	3	740	119	16.1	.3
69	Tobacco products	5	1,742	181	10.4	.4
	Cigarettes	4	1,591	132	8.3	---
	Other	---	---	49	---	---
	All other commodities	---	---	909	---	2.0
	Pacific Division					
	All establishments 1,385; Sales $217,539,000; Commodity coverage 97.9 percent					
	Total analyzed	1,361	213,042	213,042	---	100.0
01	Beer and other malt liquors	20	7,152	768	10.7	.4
02	Butter and cheese	161	59,872	19,604	32.7	9.2
03	Canned foods	20	5,564	336	6.0	.2
	Canned fruits	3	659	20	3.0	---
	Canned vegetables	4	1,212	120	9.9	---
	Canned meats	9	1,606	47	2.9	---
	Canned milk	4	2,350	97	4.1	---
	Not analyzed in detail	4	405	52	12.8	---
	FARM PRODUCTS—CONSUMER GOODS TRADES—Con.					
	Pacific Division—Con.					
05	Confectionery and ice cream	78	$14,300	$2,710	19.0	1.3
	Candy	5	749	11	1.5	---
	Ice cream and ices	71	13,403	2,627	19.6	---
	Other confectionery	4	1,007	33	3.3	---
	Not analyzed in detail	---	---	39	---	---
06	Dairy and poultry products (except butter and cheese)	420	97,247	67,614	69.5	31.7
	Eggs	216	65,211	18,302	28.1	---
	Milk and cream, fluid	205	52,708	30,453	57.8	---
	Poultry	104	22,774	13,639	59.9	---
	Other	54	23,628	5,092	21.6	---
	Not analyzed in detail	4	1,337	128	9.6	---
09	Fruits and vegetables, fresh	932	120,613	113,380	94.0	53.2
	Fresh fruits	575	86,703	48,386	55.8	---
	Fresh vegetables	680	84,050	51,140	60.8	---
	Not analyzed in detail	77	19,991	13,854	69.3	---
10	Fruits and vegetables, frozen	16	10,808	155	1.4	.1
11	Groceries (miscellaneous)	75	36,513	4,451	12.2	2.1
12	Meats and meat products	17	5,062	334	6.6	.2
	Meats, fresh	5	737	91	12.3	---
	Meats, cured or smoked	6	2,841	158	5.6	---
	Other	---	---	85	---	---
14	Sugar	30	13,227	1,575	11.9	.7
16	Other food and related products	13	3,751	134	3.6	.1
18	Feed	17	4,803	615	12.8	.3
	Hay, straw, and alfalfa	3	269	26	9.7	---
	Mixed and other feeds	13	3,612	340	9.4	---
	Not analyzed in detail	4	1,191	249	20.9	---
	All other commodities	---	---	1,366	---	.5
	New York City					
	All establishments 1,279; Sales $429,038,000; Commodity coverage 99.0 percent					
	Total analyzed	1,267	424,711	424,711	---	100.0
02	Butter and cheese	302	163,352	88,680	54.3	20.9
03	Canned foods	16	18,241	3,208	17.6	.8
	Canned vegetables	4	859	105	12.2	---
	Canned fish and sea foods	5	1,685	100	5.9	---
	Canned meats	7	8,941	111	1.2	---
	Canned milk	4	13,145	2,782	21.2	---
	Other	---	---	110	---	---
06	Dairy and poultry products (except butter and cheese)	564	255,758	191,051	74.7	45.0
	Eggs	319	114,048	49,528	43.4	---
	Milk and cream, fluid	152	106,321	86,981	81.8	---
	Poultry	106	56,959	48,458	85.1	---
	Other	36	50,432	4,566	9.1	---
	Not analyzed in detail	---	---	1,518	---	---
09	Fruits and vegetables, fresh	622	138,302	137,063	99.1	32.3
	Fresh fruits	450	98,816	56,753	57.4	---
	Fresh vegetables	394	93,535	61,994	66.3	---
	Not analyzed in detail	---	---	18,316	---	---
10	Fruits and vegetables, frozen	13	9,165	916	10.0	.2
11	Groceries (miscellaneous)	18	11,676	496	4.3	.1
12	Meats and meat products	16	12,075	1,982	16.4	.5
	Lard	8	8,351	79	.9	---
	Meats, fresh	3	5,672	1,329	23.4	---
	Meats, cured or smoked	5	6,313	234	3.7	---
	Other	---	---	79	---	---
	Not analyzed in detail	3	3,928	261	6.6	---
16	Other food and related products	5	2,024	242	12.0	.1
	All other commodities	---	---	1,071	---	.1
	Chicago					
	All establishments 506; Sales $202,365,000; Commodity coverage 98.5 percent					
	Total analyzed	494	199,515	199,315	---	100.0

Percent column A: Percent of total sales of establishments reporting that they sell such commodity.
Percent column B: Percent which stated commodity bears to total sales of all establishments in this kind of business reporting their sales by commodities.

SERVICE AND LIMITED-FUNCTION WHOLESALERS

TABLE 8.—COMMODITY SALES, BY KIND-OF-BUSINESS GROUP

By Commodity Division and Selected Commodity [illegible]

[Limited to establishments with [illegible] reported by [illegible] Ratios of commodity [illegible] to sales]

Commodity No.	Kind of business area and commodity	Establishments reporting commodity data: Number	Establishments reporting commodity data: Sales of establishments reporting commodity	Reported sales of stated commodity: Amount	Reported sales of stated commodity: Percent of column A sales	Percent of column B sales
	FARM PRODUCTS—CONSUMER GOODS TRADES—Con.					
	Chicago—Con.					
02	Butter and cheese	75	$74,804	$43,476	58.1	21.8
03	Canned foods	8	5,769	1,538	26.7	.8
	Canned meats	4	4,843	1,517	31.3	.8
	Other	--	---	21	---	---
05	Confectionery and ice cream	4	2,437	230	9.4	.1
06	Dairy and poultry products (except butter and cheese)	221	105,240	60,896	57.9	30.6
	Eggs	131	64,177	21,426	25.5	---
	Milk and cream, fluid	69	18,942	16,418	86.7	---
	Poultry	82	56,984	21,498	37.7	---
	Other	19	5,973	343	5.7	---
	Not analyzed in detail	6	1,211	1,211	100.0	---
09	Fruits and vegetables, fresh	273	105,152	89,442	85.1	44.9
	Fresh fruits	186	58,705	30,295	51.6	---
	Fresh vegetables	206	81,471	47,364	58.1	---
	Not analyzed in detail	18	13,378	11,783	88.1	---
10	Fruits and vegetables, frozen	7	2,301	328	14.3	.2
11	Groceries (miscellaneous)	5	1,698	485	28.6	.2
12	Meats and meat products	17	29,679	2,179	7.3	1.1
	All other commodities	---	---	741	---	.3
	Philadelphia					
	All establishments 294; Sales $54,900,000; Commodity coverage 99.0 percent					
	Total analyzed	291	54,372	54,372	---	100.0
02	Butter and cheese	41	11,478	6,895	60.1	12.7
06	Dairy and poultry products (except butter and cheese)	78	17,139	12,355	72.1	22.7
	Eggs	47	10,442	4,048	38.8	---
	Milk and cream, fluid	16	4,140	3,041	73.5	---
	Poultry	22	4,498	3,452	76.7	---
	Other	7	2,284	1,131	49.5	---
	Not analyzed in detail	4	[illegible]	683	85.4	---
09	Fruits and vegetables, fresh	208	35,062	34,853	99.4	64.1
	Fresh fruits	157	21,587	12,849	59.5	---
	Fresh vegetables	142	20,288	14,232	70.1	---
	Not analyzed in detail	25	7,772	7,772	100.0	---
11	Groceries (miscellaneous)	4	1,041	87	8.4	.2
	All other commodities	---	---	182	---	.3
	Boston					
	All establishments 170; Sales $57,479,000; Commodity coverage 99.2 percent					
	Total analyzed	165	57,017	57,017	---	100.0
02	Butter and cheese	20	15,426	3,489	22.6	6.1
06	Dairy and poultry products (except butter and cheese)	41	20,918	17,852	85.3	31.3
	Eggs	28	11,139	3,944	35.4	---
	Milk and cream, fluid	7	8,595	6,897	80.2	---
	Poultry	19	8,626	6,069	70.4	---
	Other	8	9,128	942	10.3	---
09	Fruits and vegetables, fresh	123	35,449	35,365	99.8	62.1
	Fresh fruits	89	26,535	18,840	71.0	---
	Fresh vegetables	104	21,758	12,581	57.8	---
	Not analyzed in detail	---	--	3,964	---	---
12	Meats and meat products	3	384	169	44.0	.3
	All other commodities	---	---	122	---	.2
	San Francisco					
	All establishments 151; Sales $40,608,000; Commodity coverage 95.7 percent					
	Total analyzed	145	38,864	38,864	---	100.0
	FARM PRODUCTS—CONSUMER GOODS TRADES—Con.					
	San Francisco—Con.					
02	Butter and cheese	18	$13,[illegible]	$4,935	35.5	12.7
06	Dairy and poultry products (except butter and cheese)	35	20,171	12,944	64.2	33.3
	Eggs	23	11,730	2,464	21.0	---
	Milk and cream, fluid	12	7,067	5,111	72.3	---
	Poultry	11	8,343	5,227	62.7	-
	Other	4	2,971	142	4.8	---
09	Fruits and vegetables, fresh	109	20,968	20,522	97.9	52.8
	Fresh fruits	60	15,964	9,044	56.8	---
	Fresh vegetables	94	16,407	10,792	65.8	---
	Not analyzed in detail	---	---	1,626	--	---
10	Fruits and vegetables, frozen	3	4,448	78	1.7	.2
11	Groceries (miscellaneous)	5	6,476	107	1.7	.3
	All other commodities	---	---	280	---	.7
	FARM SUPPLIES TRADES					
	New England Division					
	All establishments 41; Sales $13,675,000; Commodity coverage 95.7 percent					
	Total analyzed	37	13,084	13,084	---	100.0
08	Flour	3	733	54	7.4	.4
18	Feed	26	8,535	6,437	75.4	49.2
	Hay, straw, and alfalfa	14	4,158	689	16.6	---
	Mixed and other feeds	18	6,992	5,017	71.8	---
	Not analyzed in detail	5	1,016	731	71.9	---
19	Grain	12	6,264	1,537	24.5	11.7
	Corn	11	6,237	1,088	17.4	---
	Wheat	[illegible]	6,040	220	3.6	---
	Other (except rice)	7	3,543	229	6.5	---
22	Seeds	16	6,211	3,708	59.7	28.3
55	Farm and garden machinery and equipment	4	897	216	24.1	1.7
90	Fertilizer and fertilizer materials	11	1,671	171	10.2	1.3
	All other commodities	---	---	961	---	7.4
	Middle Atlantic Division					
	All establishments 200; Sales $43,438,000; Commodity coverage 91.8 percent					
	Total analyzed	182	39,886	39,886	---	100.0
03	Canned foods	5	3,087	520	16.8	1.3
08	Flour	34	6,757	855	12.7	2.1
11	Groceries (miscellaneous)	8	3,190	91	2.9	.2
14	Sugar	6	2,948	358	12.1	.9
18	Feed	105	22,574	14,851	65.8	37.2
	Hay, straw, and alfalfa	62	7,560	2,322	30.7	---
	Mixed and other feeds	84	19,429	10,279	52.9	---
	Not analyzed in detail	6	2,321	2,252	97.0	---
19	Grain	53	12,735	2,480	19.5	6.2
	Corn	43	8,160	1,132	13.9	---
	Wheat	40	8,815	567	6.4	---
	Other (except rice)	23	7,021	678	9.7	---
	Not analyzed in detail	3	2,076	103	5.0	---
22	Seeds	79	16,085	10,817	67.2	27.1
26	Other farm products—raw materials	6	1,219	88	7.2	.2
36	Automotive supplies (tires and tubes)	7	2,773	197	7.1	.5
40	Paints and varnishes	9	3,099	179	5.8	.4
55	Farm and garden machinery and equipment	18	4,093	521	12.7	1.3
66	Iron and steel--wire and wire products	8	2,919	129	4.4	.3
73	Coal and coke	8	1,621	96	5.9	.2
76	Petroleum and its products	7	2,819	750	26.6	1.9
87	Building materials (except as listed)	8	3,823	94	2.5	.2
90	Fertilizer and fertilizer materials	37	16,613	5,362	50.0	13.3
	All other commodities	---	---	2,507	---	6.6
	Service receipts	4	3,560	51	1.4	.1

Percent column A: Percent of sales of establishments reporting that [illegible] commodity.
Percent column B: Percent of sales of establishments reporting commodity data [illegible]

SERVICE AND LIMITED-FUNCTION WHOLESALERS

TABLE 8.—COMMODITY SALES, BY KIND-OF-BUSINESS GROUPS

By Geographic Divisions and 5 Selected Cities—Continued

[Limited to establishments which report an analysis of their sales by commodities. Ratio of commodity coverage indicates sales size of sample]

Commodity No.	KIND OF BUSINESS AREA AND COMMODITY	ESTABLISHMENTS REPORTING COMMODITY DATA: Number	ESTABLISHMENTS REPORTING COMMODITY DATA: Sales of such establishments (add 000)	REPORTED SALES OF STATED COMMODITY: Amount reported (add 000)	REPORTED SALES OF STATED COMMODITY: Percent column A (See note)	Percent column B (See note)
	FARM SUPPLIES TRADES—Con.					
	East North Central Division					
	All establishments 288; Sales $67,335,000; Commodity coverage 85.5 percent					
	Total analyzed	262	$57,572	$57,572	---	100.0
01	Beer and other malt liquors	3	815	136	16.7	.2
03	Canned foods	4	1,326	76	5.7	.1
06	Dairy and poultry products (except butter and cheese)	[redacted]	8,059	471	5.8	.8
08	Flour	54	8,914	955	10.7	1.7
09	Fruits and vegetables, fresh	5	8,190	352	4.3	.6
11	Groceries (except as listed)	12	3,898	129	3.3	.2
	Nuts (all kinds)	4	982	18	1.9	---
	Other	-	---	120	---	---
14	Sugar	10	1,953	255	13.1	.4
18	Feed	176	39,257	18,490	47.1	32.1
	Hay, straw, and alfalfa	52	6,849	719	10.5	--
	Mixed and other feeds	149	36,945	16,698	45.2	---
	Not analyzed in detail	14	1,950	1,073	55.0	---
19	Grain	86	21,429	2,563	12.0	4.5
	Corn	69	18,043	1,232	6.8	---
	Wheat	52	17,568	542	3.1	---
	Other (except rice)	38	13,660	636	4.7	---
	Not analyzed in detail	8	1,454	153	10.5	-
22	Seeds	135	44,930	21,819	48.6	37.9
25	Wool, raw	5	778	68	8.7	.1
26	Other farm products—raw materials	[redacted]	10,197	405	4.0	.7
35	Automobiles and other motor vehicles	3	13,047	163	1.2	.3
40	Paints and varnishes	4	13,359	167	1.3	.3
42	Other chemicals and related products	8	9,963	130	1.3	.2
45	Radios, appliances, and specialties	4	13,180	249	1.9	.4
50	Hardware	7	1,046	52	5.0	.1
55	Farm and garden machinery and equipment	16	17,230	656	3.9	1.1
56	Industrial equipment and supplies	10	10,157	181	1.8	.3
	Rope, cordage, and twine	9	9,315	100	1.1	---
	Not analyzed in detail	---	---	81	---	---
62	Building metal work	4	998	30	3.0	.1
66	Iron and steel—wire and wire products	17	17,824	724	4.1	1.3
72	Cement, lime, plaster, and stucco	4	6,998	166	2.4	.3
73	Coal and coke	16	15,753	684	4.3	1.2
76	Petroleum and its products	[redacted]	14,108	3,544	25.1	6.2
87	Building materials (except as listed)	6	14,289	355	2.5	.6
90	Fertilizer and fertilizer materials	42	21,710	3,215	14.8	5.6
	All other commodities	---	---	1,468	---	2.6
	Service receipts	8	3,792	66	1.7	.1
	West North Central Division					
	All establishments 237; Sales $51,958,000; Commodity coverage 96.0 percent					
	Total analyzed	213	49,900	49,900	---	100.0
05	Confectionery and ice cream	3	762	115	15.1	.2
06	Dairy and poultry products (except butter and cheese)	11	1,223	93	7.6	.2
	Eggs	7	690	57	8.3	---
	Milk and cream, fluid	5	381	15	3.9	---
	Poultry	8	693	21	3.0	---
08	Flour	47	7,486	786	10.5	1.6
09	Fruits and vegetables, fresh	5	443	51	11.5	.1
18	Feed	147	28,108	17,489	62.2	35.0
	Hay, straw, and alfalfa	38	5,237	433	8.3	---
	Mixed and other feeds	131	26,070	16,043	61.5	---
	Not analyzed in detail	9	1,866	1,013	54.3	---
19	Grain	64	10,505	1,985	18.9	4.0
	Corn	59	9,733	880	9.0	--
	Wheat	42	7,902	601	7.6	---
	Other (except rice)	21	4,093	309	7.5	---
	Not analyzed in detail	---	---	195	---	---
22	Seeds	107	33,199	27,407	82.6	54.9
26	Other farm products—raw materials	3	345	76	22.0	.2
42	Other chemicals and related products	5	2,221	83	3.7	.2
50	Hardware	4	893	24	2.7	.1
	FARM SUPPLIES TRADES—Con.					
	West North Central Division—Con.					
55	Farm and garden machinery and equipment	11	$5,958	$153	3.9	.3
	Farm machinery and equipment	9	2,132	113	5.3	---
	Other	---	---	40	---	---
56	Industrial equipment and supplies (rope, cordage, and twine)	10	2,560	211	8.2	.4
66	Iron and steel—wire and wire products	5	1,584	32	2.0	.1
73	Coal and coke	12	2,861	258	9.0	.5
	Bituminous	6	708	164	23.2	---
	Not analyzed in detail	4	1,614	94	5.8	---
76	Petroleum and its products	7	1,024	280	27.3	.6
90	Fertilizer and fertilizer materials	15	4,904	155	3.2	.3
	All other commodities	---	---	702	---	1.3
	South Atlantic Division					
	All establishments 237; Sales $65,251,000; Commodity coverage 93.1 percent					
	Total analyzed	216	60,753	60,753	---	100.0
03	Canned foods	14	2,686	289	10.8	.5
	Canned fruits	6	1,976	30	1.5	---
	Canned vegetables	7	2,087	69	3.3	---
	Canned fish and sea foods	4	1,841	13	.7	---
	Canned meats	4	1,841	11	.6	---
	Canned milk	6	2,077	61	2.9	---
	Other canned foods	6	1,779	105	5.9	---
06	Dairy and poultry products (except butter and cheese)	8	705	59	8.4	.1
	Eggs	4	512	21	4.1	---
	Poultry	6	303	38	12.5	---
08	Flour	44	7,127	924	13.0	1.5
11	Groceries (miscellaneous)	22	4,008	406	10.1	.7
14	Sugar	13	2,397	166	6.9	.3
18	Feed	169	40,537	20,438	50.4	33.6
	Hay, straw, and alfalfa	84	10,734	2,121	19.8	---
	Mixed and other feeds	143	32,456	14,907	45.9	---
	Not analyzed in detail	20	7,021	3,410	48.6	---
19	Grain	74	11,372	1,959	17.1	3.2
	Corn	68	10,763	1,078	10.0	---
	Wheat	36	7,716	464	6.0	---
	Other (except rice)	20	4,778	355	7.4	---
	Not analyzed in detail	5	283	42	14.8	---
22	Seeds	66	27,203	6,382	23.5	10.5
36	Chemicals, industrial and heavy	4	3,320	517	15.6	.9
42	Other chemicals and related products	12	5,521	459	8.3	.8
55	Farm and garden machinery and equipment	13	3,890	217	5.6	.4
	Dairy equipment and supplies	6	1,629	29	1.8	---
	Farm machinery and equipment	10	3,722	161	4.3	---
	Garden equipment and supplies	5	1,801	27	1.5	---
56	Industrial equipment and supplies	5	2,072	194	9.4	.3
66	Iron and steel—wire and wire products	[redacted]	2,747	130	4.7	.2
73	Coal and coke	6	670	124	18.5	.2
76	Petroleum and its products	3	16,619	410	2.5	.7
90	Fertilizer and fertilizer materials	71	41,489	22,127	53.3	36.4
	All other commodities	---	---	5,972	---	9.7
	East South Central Division					
	All establishments 94; Sales $21,633,000; Commodity coverage 86.4 percent					
	Total analyzed	85	18,687	18,687	---	100.0
06	Dairy and poultry products (except butter and cheese)	5	1,094	108	9.9	.6
08	Flour	16	2,004	307	15.3	1.6
11	Groceries (except as listed)	5	1,304	167	12.8	.9
	Pickles, preserves, and sauces	3	917	125	13.6	---
	Other	---	---	42	---	---
12	Meats and meat products	5	585	35	6.0	.2
18	Feed	55	8,740	5,220	59.7	27.9
	Hay, straw, and alfalfa	15	3,015	224	7.4	---
	Mixed and other feeds	44	6,236	3,392	54.4	---
	Not analyzed in detail	9	1,908	1,604	84.1	---

Percent column A—Percent [illegible] establishments reporting that they sell such commodity.
Percent column B—Percent which stated commodity bears to total sales of all establishments in this kind of business reporting their sales by commodities.

SERVICE AND LIMITED-FUNCTION WHOLESALERS

TABLE 8.—COMMODITY SALES, BY KIND-OF-BUSINESS GROUPS

By Geographic Divisions and 5 Selected Cities—Continued

[Limited to establishments which report in analyses of their sales by commodities. Ratio of commodity coverage indicates relative size of sample]

Commodity No.	Kind of business area and commodity	Establishments reporting commodity data: Number	Establishments reporting commodity data: Sales of establishment (add 000)	Reported sales of stated commodity: Amount reported (add 000)	Reported sales of stated commodity: Percent of column A (See note)	Percent of column B (See note)
	FARM SUPPLIES TRADES—Con.					
	East South Central Division—Con.					
19	Grain	29	$4,633	$666	14.4	3.6
	Corn	27	4,403	499	11.3	---
	Wheat	11	2,075	47	2.3	---
	Other (except rice)	11	2,454	120	4.9	---
22	Seeds	45	8,786	5,527	62.9	29.6
26	Other farm products—raw materials	3	863	37	4.3	.2
42	Other chemicals and related products	3	1,321	86	6.5	.5
66	Iron and steel—wire and wire products	3	726	112	15.4	.6
72	Cement, lime, plaster, and stucco	5	930	31	3.3	.2
90	Fertilizer and fertilizer materials	22	8,637	5,650	65.4	30.2
	All other commodities	---	---	741	---	3.9
	West South Central Division					
	All establishments 135; Sales $15,095,000; Commodity coverage 93.1 percent					
	Total analyzed	124	14,054	14,054	---	100.0
03	Canned foods	6	797	58	7.3	.4
06	Dairy and poultry products (except butter and cheese)	7	529	58	11.0	.4
08	Flour	50	4,784	917	19.2	6.5
11	Groceries (miscellaneous)	15	1,412	97	6.9	.7
14	Sugar	8	679	52	7.7	.4
16	Other food and related products	3	552	76	13.8	.5
18	Feed	109	13,063	9,417	72.1	67.0
	Hay, straw, and alfalfa	31	3,715	479	12.9	---
	Mixed and other feeds	[illegible]	11,534	7,820	69.0	---
	Not analyzed in detail	8	1,480	1,118	75.5	---
19	Grain	55	6,365	1,003	15.8	7.1
	Corn	41	5,091	562	11.0	---
	Wheat	21	3,413	147	4.3	---
	Other (except rice)	15	1,729	208	12.0	---
	Not analyzed in detail	6	375	[illegible]	22.9	---
22	Seeds	36	4,277	2,024	47.3	14.4
55	Farm and garden machinery and equipment	6	291	23	7.9	.2
90	Fertilizer and fertilizer materials	6	569	56	9.8	.4
	All other commodities	---	---	273	---	2.0
	Mountain Division					
	All establishments 55; Sales $7,497,000; Commodity coverage 88.2 percent					
	Total analyzed	44	6,615	6,615	---	100.0
08	Flour	5	704	39	5.5	.6
18	Feed	27	2,636	1,131	42.9	17.1
	Hay, straw, and alfalfa	12	1,286	210	16.3	---
	Mixed and other feeds	23	2,167	801	37.0	---
	Not analyzed in detail	3	313	120	38.3	---
19	Grain	15	1,644	342	20.8	5.2
	Corn	11	1,478	83	5.6	---
	Wheat	10	1,295	125	9.7	---
	Other (except rice)	6	964	94	9.8	---
	Not analyzed in detail	3	146	40	27.4	---
22	Seeds	28	5,864	4,688	79.9	70.9
26	Other farm products—raw materials	3	348	57	16.4	.9
42	Other chemicals and related products	3	770	18	2.3	.3
55	Farm and garden machinery and equipment	6	1,569	59	3.8	.9
	Dairy equipment and supplies	3	751	27	3.6	---
	Farm machinery and equipment	3	787	4	.5	---
	Garden equipment and supplies	5	1,479	28	1.9	---
73	Coal and coke	3	1,174	57	4.9	.9
90	Fertilizer and fertilizer materials	5	1,077	40	3.7	.6
	All other commodities	---	---	184	---	2.6
	Pacific Division					
	All establishments 190; Sales $47,962,000; Commodity coverage 86.0 percent					
	Total analyzed	168	41,248	41,248	---	100.0
	FARM SUPPLIES TRADES—Con.					
	Pacific Division—Con.					
06	Dairy and poultry products (except butter and cheese)	5	$1,030	$242	23.5	.6
	Eggs	3	724	214	29.6	---
	Other	---	---	28	---	---
08	Flour	8	3,409	126	3.7	.3
09	Fruits and vegetables, fresh	4	1,259	364	28.9	.9
18	Feed	93	20,070	11,756	58.5	28.5
	Hay, straw, and alfalfa	51	9,708	2,901	29.9	---
	Mixed and other feeds	67	16,850	8,378	49.7	---
	Not analyzed in detail	7	696	457	65.7	---
19	Grain	35	11,642	2,168	18.6	5.3
	Corn	17	5,402	258	4.8	---
	Wheat	26	7,092	1,038	14.6	---
	Other (except rice)	20	9,455	817	8.6	---
	Not analyzed in detail	3	208	55	26.4	---
22	Seeds	69	23,198	8,693	37.5	21.1
38	Chemicals, industrial and heavy	3	2,318	498	21.5	1.2
39	Oils, essential	3	2,908	712	24.5	1.7
42	Other chemicals and related products	10	10,794	458	4.3	1.1
55	Farm and garden machinery and equipment	16	3,486	553	15.9	1.3
	Farm machinery and equipment	4	1,365	73	5.3	---
	Garden equipment and supplies	13	2,462	470	19.1	---
	Other	---	---	10	---	---
66	Iron and steel—wire and wire products	4	12,215	188	1.5	.5
76	Petroleum and its products	3	9,815	1,072	10.9	2.6
80	Lumber—rough, dressed, and finished	4	12,368	4,874	39.4	11.8
90	Fertilizer and fertilizer materials	57	23,924	5,971	25.0	14.5
	All other commodities	---	---	3,463	---	8.3
	Service receipts	10	2,521	129	5.1	.3
	New York City					
	All establishments 38; Sales $10,639,000; Commodity coverage 94.5 percent					
	Total analyzed	36	10,049	10,049	---	100.0
18	Feed	9	2,462	1,214	49.3	12.1
	Hay, straw, and alfalfa	5	698	347	49.7	---
	Mixed and other feeds	8	2,379	867	36.4	---
22	Seeds	19	2,754	2,536	92.1	25.2
90	Fertilizer and fertilizer materials	8	4,833	4,343	89.9	43.2
	All other commodities	---	---	1,956	---	19.5
	Chicago					
	All establishments 19; Sales $5,413,000; Commodity coverage 100.0 percent					
	Total analyzed	19	5,413	5,413	---	100.0
18	Feed	5	2,410	569	23.6	10.5
22	Seeds	12	4,506	3,764	83.5	69.5
90	Fertilizer and fertilizer materials	4	782	411	52.6	7.6
	All other commodities	---	---	633	---	11.7
	Service receipts	---	---	36	---	.7
	Philadelphia					
	All establishments 15; Sales $3,312,000; Commodity coverage 90.4 percent					
	Total analyzed	13	2,994	2,994	---	100.0
18	Feed	[illegible]	1,362	1,123	82.5	37.5
	Hay, straw, and alfalfa	6	1,362	907	66.6	---
	Mixed and other feeds	[illegible]	1,288	216	16.8	---
19	Grain	4	1,290	236	18.3	7.9
	Corn	4	1,290	155	12.0	---
	Wheat	3	1,258	48	3.8	---
	Other (except rice)	---	---	33	---	---
22	Seeds	4	1,247	1,247	100.0	41.6
	All other commodities	---	---	388	---	13.0

Percent column A—Percent of total sales of establishments reporting that they handled such commodity.
Percent column B—Percent which total commodity bears to total sales of establishments in this kind of business reporting on that commodity line.

SERVICE AND LIMITED-FUNCTION WHOLESALERS

TABLE 8.—COMMODITY SALES, BY KINDS OF BUSINESS GROUPS

By Geographic Divisions and 5 Selected Cities: 1954

Limited to establishments which reported an analysis of their sales by commodities. Ratio of commodity coverage indicates sales size of sample

Commodity No.	KIND OF BUSINESS AREA AND COMMODITY	ESTABLISHMENTS REPORTING COMMODITY DATA: Number	ESTABLISHMENTS REPORTING COMMODITY DATA: Sales of such establishments (add 000)	REPORTED SALES OF STATED COMMODITY: Amount reported (add 000)	REPORTED SALES OF STATED COMMODITY: Percent (column A) (See note)	Percent (column B) (See note)
	FARM SUPPLIES TRADES—Con.					
	Boston					
	All establishments 7					
	Sales $4,603,000					
	Commodity coverage.. 100.0 percent					
	Total analyzed	7	$4,603	$4,603	---	100.0
18	Feed	7	3,643	2,903	79.7	63.1
	All other commodities	---	---	1,700	---	36.9
	San Francisco					
	All establishments 26					
	Sales $7,096,000					
	Commodity coverage.... 98.4 percent					
	Total analyzed	19	6,982	6,982	---	100.0
18	Feed	8	4,800	3,375	70.3	48.5
	Mixed and other feeds	7	4,540	3,080	67.8	---
	Other	---	---	295	---	---
19	Grain	3	3,009	128	4.3	1.8
22	Seeds	11	2,669	1,144	42.9	16.5
90	Fertilizer and fertilizer materials	5	5,126	876	17.1	12.6
	All other commodities	---	---	1,429	---	20.6
	FURNITURE AND HOUSE FURNISHINGS TRADES					
	New England Division					
	All establishments 119					
	Sales $19,485,000					
	Commodity coverage.... 86.6 percent					
	Total analyzed	113	16,876	16,876	---	100.0
31	Piece goods	17	3,411	3,116	91.4	18.5
	Linens	3	644	172	26.7	---
	Domestics	9	2,465	1,800	73.0	---
	Curtains, draperies, etc.	10	1,211	414	34.2	---
	Other	---	---	37	---	---
	Not analyzed in detail	---	---	693	---	---
43	Wiring supplies and electrical construction materials	3	1,492	25	1.7	.1
45	Radios, appliances, and specialties	3	1,332	458	34.4	2.7
46	China, glassware, and crockery	18	2,475	1,061	43.3	6.3
47	Furniture, wooden and metal	25	3,879	3,683	94.9	21.8
	Household furniture	22	2,121	1,950	91.9	---
	Not analyzed in detail	3	1,758	1,733	98.6	---
48	House furnishings	54	9,174	7,624	83.1	45.2
	Carpets and rugs	22	7,029	2,914	41.5	---
	Linoleum, felt base, etc.	23	7,903	4,262	53.9	---
	Other house furnishings	21	2,403	428	17.8	---
	Not analyzed in detail	---	---	20	---	---
49	Musical instruments and accessories	3	82	82	100.0	.5
51	Plumbing, heating, and air conditioning: Stoves, ranges, furnaces (except gas and electric)	3	1,531	139	9.1	.8
91	Jewelry, silverware, etc.	5	1,507	64	4.2	.4
	All other commodities	---	---	624	---	3.7
	Middle Atlantic Division					
	All establishments 1,202					
	Sales $154,394,000					
	Commodity coverage .. 95.4 percent					
	Total analyzed	1,157	135,911	135,911	---	100.0
28	Clothing and accessories, women's and children's	11	1,891	282	14.9	.2
29	Furs and fur clothing	4	1,495	547	36.6	.4

Commodity No.	KIND OF BUSINESS AREA AND COMMODITY	ESTABLISHMENTS REPORTING COMMODITY DATA: Number	ESTABLISHMENTS REPORTING COMMODITY DATA: Sales of such establishments (add 000)	REPORTED SALES OF STATED COMMODITY: Amount reported (add 000)	REPORTED SALES OF STATED COMMODITY: Percent (column A) (See note)	Percent (column B) (See note)
	FURNITURE AND HOUSE FURNISHINGS TRADES—Con.					
	Middle Atlantic Division—Con.					
31	Piece goods	161	$42,930	$39,525	92.1	21.3
	Cotton piece goods	13	4,329	1,376	31.8	---
	Linens	15	4,084	1,522	37.3	---
	Rayons	5	2,061	492	23.9	---
	Domestics	105	24,906	20,018	80.4	---
	Curtains, draperies, etc.	90	16,048	12,424	77.4	---
	Other	---	---	1,312	---	---
	Not analyzed in detail	10	3,077	2,381	77.4	---
34	Other dry goods and textile products	33	8,413	5,420	64.4	2.9
43	Wiring supplies and electrical construction materials	11	3,591	379	10.6	.2
45	Radios, appliances, and specialties	30	7,541	2,137	28.3	1.1
	Radios, parts, and accessories	8	5,161	794	15.4	---
	Electric household refrigerators	3	3,005	26	.9	---
	Electric washing machines	3	3,005	151	5.0	---
	Other electrical appliances	24	6,622	1,102	16.6	---
	Not analyzed in detail	3	308	64	20.8	---
46	China, glassware, and crockery	211	26,844	21,497	80.1	11.6
47	Furniture, wooden and metal	195	24,943	21,967	88.1	11.8
	Household furniture	158	20,604	17,852	85.9	---
	Office and store furniture, wooden	19	2,670	1,154	43.2	---
	Office and store furniture, metal	15	1,760	287	16.3	---
	Not analyzed in detail	13	3,272	2,674	81.7	---
48	House furnishings	525	86,999	79,107	90.9	42.6
	Carpets and rugs	221	56,642	39,189	69.2	---
	Linoleum, felt base, etc.	136	46,752	22,289	47.7	---
	Other house furnishings	235	20,007	13,360	66.8	---
	Not analyzed in detail	29	5,307	4,269	80.4	---
49	Musical instruments and accessories	41	7,260	6,481	89.3	3.5
50	Hardware	19	5,936	746	12.6	.4
	Builders' hardware	4	2,994	235	7.8	---
	Shelf or light hardware	5	2,944	99	3.4	---
	Tools and cutlery	5	4,235	91	2.1	---
	Wire screening	4	3,324	63	1.9	---
	Other	---	---	258	---	---
51	Plumbing, heating, and air conditioning	6	628	115	18.3	.1
53	Toys and games	9	5,448	396	7.3	.2
81	Paper and products (except stationery and wallpaper)	10	3,706	225	6.1	.1
91	Jewelry, silverware, etc.	17	3,447	757	22.0	.4
	Clocks and watches	6	1,928	147	7.6	---
	Jewelry	3	1,620	27	1.7	---
	Silverware and plated ware	12	3,052	515	16.9	---
	Not analyzed in detail	3	230	68	29.6	---
98	Second-hand merchandise	34	984	935	95.0	.5
	All other commodities	---	---	5,395	---	2.8
	East North Central Division					
	All establishments 379					
	Sales $62,843,000					
	Commodity coverage.... 94.8 percent					
	Total analyzed	355	59,577	59,577	---	100.0
31	Piece goods	35	5,946	3,373	56.7	5.7
	Cotton piece goods	5	594	121	20.4	---
	Linens	11	1,518	209	13.8	---
	Domestics	22	3,726	1,611	43.2	---
	Curtains, draperies, etc.	20	3,653	1,342	36.7	---
	Other	---	---	90	---	---
34	Other dry goods and textile products	6	724	370	51.1	.6
45	Radios, appliances, and specialties	19	3,870	975	25.2	1.6
46	China, glassware, and crockery	63	7,038	4,680	66.5	7.9
47	Furniture, wooden and metal	76	10,767	9,730	90.4	16.3
	Household furniture	59	9,804	8,556	87.3	---
	Office and store furniture, wooden	10	485	186	38.9	---
	Office and store furniture, metal	9	674	320	47.5	---
	Not analyzed in detail	7	763	666	87.3	---
48	House furnishings	156	38,223	32,772	85.7	55.0
	Carpets and rugs	68	26,834	17,925	66.8	---
	Linoleum, felt base, etc.	58	28,473	7,730	27.1	---
	Other house furnishings	73	7,470	5,279	70.7	---
	Not analyzed in detail	5	3,000	1,838	61.3	---
49	Musical instruments and accessories	18	5,101	4,828	94.6	8.1

Percent column A: Percent of establishments reporting that they sell such commodity.

Percent column B: Percent of stated commodity from the sales of all establishments in the kind of business reporting their sales of commodities.

SERVICE AND LIMITED-FUNCTION WHOLESALERS

TABLE 8. COMMODITY SALES, BY KIND OF BUSINESS GROUPS

By Geographic Division and 5 Selected [illegible]

[illegible] establishments which [illegible] analysis. Other [illegible] omitted. [illegible] Example

Commodity No.	KIND OF BUSINESS AREA AND COMMODITY	ESTABLISHMENTS REPORTING COMMODITY DATA: Number	ESTABLISHMENTS REPORTING COMMODITY DATA: Sales of establishments (add 000)	REPORTED SALES OF STATED COMMODITY: Amount reported (add 000)	REPORTED SALES OF STATED COMMODITY: Percent column A (See note)	Percent column B (See note)
	FURNITURE AND HOUSE FURNISHINGS TRADES—Con.					
	East North Central Division—Con.					
50	Hardware	6	$2,178	$496	22.8	.9
51	Plumbing (stoves and ranges)	11	1,759	221	12.6	.4
91	Jewelry (silverware and plated ware)	4	1,273	349	27.4	.6
98	Second-hand merchandise	23	352	315	89.5	.5
	All other commodities	---	---	1,406	---	2.4
	Service receipts	6	667	64	9.6	.1
	West North Central Division					
	All establishments 111					
	Sales $23,969,000					
	Commodity coverage 94.6 percent					
	Total analyzed	106	22,682	22,682	---	100.0
31	Piece goods	9	4,333	1,008	23.3	4.4
	Domestics	3	517	138	26.7	-
	Curtains, draperies, etc.	[illegible]	4,163	512	12.3	---
	Other	--	---	358	--	--
45	Radios, appliances, and specialties	3	1,343	39	2.9	.2
46	China, glassware, and crockery	18	1,847	1,614	87.4	7.1
47	Furniture, wooden and metal	34	11,682	7,232	62.0	31.9
	Household furniture	28	11,137	6,651	59.5	--
	Office and store furniture, wooden	7	4,069	79	1.9	---
	Office and store furniture, metal	4	2,238	110	4.9	---
	Not analyzed in detail	---	---	412	- -	- -
48	House furnishings	52	18,062	11,952	66.2	52.7
	Carpets and rugs	29	15,959	6,464	40.5	---
	Linoleum, felt base, etc.	27	15,898	3,617	22.8	---
	Other house furnishings	25	8,806	1,871	21.2	--
49	Musical instruments and accessories	8	499	497	99.6	2.2
51	Plumbing, heating, and air conditioning	4	736	35	4.8	.2
98	Second-hand merchandise	4	75	72	96.0	.3
	All other commodities	---	---	233	---	1.0
	South Atlantic Division					
	All establishments 89					
	Sales $14,825,000					
	Commodity coverage 95.8 percent					
	Total analyzed	84	14,206	14,206	---	100.0
31	Piece goods	9	2,085	931	44.7	6.6
	Domestics	6	1,729	461	26.7	---
	Curtains, draperies, etc.	6	1,679	378	22.5	---
	Other piece and yard goods	--	---	20	---	---
	Not analyzed in detail	---	---	72	---	---
45	Radios, appliances, and specialties	4	1,015	61	6.0	.4
	Radios, parts, and accessories	3	967	31	3.2	---
	Electric household refrigerators	3	967	17	1.8	---
	Other electrical appliances	--	---	13	- -	---
46	China, glassware, and crockery	11	1,426	464	32.5	3.3
47	Furniture, wooden and metal	25	4,075	2,806	68.9	19.8
	Household furniture	20	3,573	2,530	70.8	---
	Office and store furniture, wooden	4	925	12	1.3	---
	Office and store furniture, metal	3	519	31	6.0	---
	Not analyzed in detail	3	458	233	50.9	---
48	House furnishings	56	11,577	9,219	79.6	64.9
	Carpets and rugs	19	6,418	3,177	49.5	- -
	Linoleum, felt base, etc.	33	7,971	2,416	30.3	---
	Other house furnishings	23	3,915	1,557	39.8	--
	Not analyzed in detail	6	2,090	2,070	99.0	---
49	Musical instruments and accessories	3	320	320	100.0	2.3
51	Plumbing, heating, and air conditioning: Stoves, ranges, furnaces (except gas and electric)	5	536	127	23.7	.9
	All other commodities	---	---	278	---	1.8
	East South Central Division					
	All establishments 19					
	Sales $5,012,000					
	Commodity coverage 98.6 percent					
	Total analyzed	18	4,943	4,943	---	100.0
	FURNITURE AND HOUSE FURNISHINGS TRADES—Con.					
	East South Central Division—Con.					
45	Radios, appliances, and specialties	4	$3,36[illegible]	$7[illegible]	23.6	16.1
	Radios, parts, and accessories	4	3,3[illegible]	474	14.0	---
	Electric household refrigerators	3	2,156	157	7.3	--
	Electric washing machines	4	3,591	8[illegible]	2.4	---
	Other electrical appliances	3	2,150	87	4.0	---
47	Furniture (household)	4	2,486	1,019	41.0	21.6
48	House furnishings	15	3,538	1,810	51.2	38.6
	Carpets and rugs	6	1,716	462	26.9	---
	Linoleum, felt base, etc.	9	3,444	1,133	32.9	---
	Other house furnishings	6	1,526	215	14.1	---
	All other commodities	---	- -	1,922	---	24.6
	Service receipts	- -	---	54	---	1.9
	West South Central Division					
	All establishments 51					
	Sales $11,719,000					
	Commodity coverage 91.6 percent					
	Total analyzed	51	10,771	10,771	--	100.0
31	Piece goods	3	182	182	100.0	1.7
45	Radios, appliances, and specialties	3	717	147	20.5	1.4
46	China, glassware, and crockery	7	1,368	1,061	77.5	9.9
47	Furniture, wooden and metal	21	6,351	3,155	49.7	29.1
	Household furniture	19	6,277	2,981	47.5	---
	Office and store furniture, metal	4	857	[illegible]	13.0	---
	Other	---	---	42	---	---
48	House furnishings	27	7,151	4,495	62.8	41.7
	Carpets and rugs	13	5,813	1,937	33.3	---
	Linoleum, felt base, etc.	15	5,735	1,709	29.8	---
	Other house furnishings	17	4,382	809	18.5	---
	Not analyzed in detail	---	---	40	---	---
49	Musical instruments and accessories	3	973	973	100.0	9.1
51	Plumbing, heating, and air conditioning	4	1,180	89	7.5	.8
52	Sporting goods	3	368	34	6.0	.3
	All other commodities	---	---	655	---	6.1
	Mountain Division					
	All establishments 22					
	Sales $4,488,000					
	Commodity coverage 98.8 percent					
	Total analyzed	21	4,306	4,300	---	100.0
31	Piece goods	3	1,583	211	13.3	4.9
46	China, glassware, and crockery	6	687	687	100.0	16.0
47	Furniture (household)	7	2,368	763	32.2	17.7
48	House furnishings	15	3,476	2,515	72.3	58.3
	Carpets and rugs	8	3,138	1,288	41.0	---
	Linoleum, felt base, etc.	10	3,294	899	27.3	---
	Other house furnishings	7	1,977	318	16.1	---
	All other commodities	---	---	133	---	3.1
	Pacific Division					
	All establishments 216					
	Sales $36,228,000					
	Commodity coverage 98.0 percent					
	Total analyzed	216	35,504	35,504	--	100.0
28	Clothing and accessories, women's and children's	3	796	69	8.7	.2
31	Piece goods	38	12,934	4,212	32.6	12.1
	Cotton piece goods	4	522	108	20.6	---
	Linens	4	42	2	5.5	---
	Domestics	18	1,398	451	32.1	---
	Curtains, draperies, etc.	18	2,718	1,4[illegible]	54.7	--
	Other	- -	---	76	---	---
	Not analyzed in detail	6	8,469	2,122	25.1	---
34	Other dry goods and textile products	9	1,644	361	21.9	.8
45	Radios, appliances, and specialties	12	2,649	367	13.9	1.0
46	China, glassware, and crockery	37	4,606	2,2[illegible]	48.4	6.3

Percent column A — Percent of total sales of establishments reporting that they sell each commodity.
Percent column B — Percent which stated commodity bears to total sales of establishments in the [illegible]

SERVICE AND LIMITED-FUNCTION WHOLESALERS

TABLE 8.—COMMODITY SALES, BY KIND-OF-BUSINESS GROUPS

By Geographic Divisions and 5 Selected Cities Continued

[Limited to establishments which report an analysis of their sales by commodities. Ratio of commodity coverage indicates sales size of sample]

Commodity No	KIND OF BUSINESS AREA AND COMMODITY	ESTABLISHMENTS REPORTING COMMODITY DATA: Number	ESTABLISHMENTS REPORTING COMMODITY DATA: Sales of such establishments (add 000)	REPORTED SALES OF STATED COMMODITY: Amount reported (add 000)	REPORTED SALES OF STATED COMMODITY: Percent column A (See note)	Percent column B (See note)
	FURNITURE AND HOUSE FURNISHINGS TRADES—Con.					
	Pacific Division—Con.					
47	Furniture, wooden and metal	52	$13,973	$3,835	27.4	10.8
	Household furniture	44	13,717	3,570	26.0	---
	Office and store furniture, wooden	7	425	112	26.4	---
	Office and store furniture, metal	4	88	76	86.4	---
	Not analyzed in detail	---	---	77	---	---
48	House furnishings	102	27,657	21,197	76.6	59.7
	Carpets and rugs	43	22,084	12,159	55.1	---
	Linoleum, felt base, etc.	26	18,894	6,354	33.6	---
	Other house furnishings	59	11,825	2,650	22.4	---
	Not analyzed in detail	---	---	34	---	---
49	Musical instruments and accessories	18	1,521	1,487	97.8	4.2
51	Plumbing, heating, and air conditioning: Stoves, ranges, furnaces (except gas and electric)	7	1,833	103	5.6	.3
53	Toys and games	[illegible]	1,984	128	6.5	.4
91	Jewelry, silverware, etc.	8	2,291	195	8.5	.5
	Clocks and watches	6	1,832	63	3.4	---
	Silverware and plated ware	7	2,187	132	6.0	---
98	Second-hand merchandise	3	76	75	98.7	.2
	All other commodities	---	---	1,234	---	3.5
	New York City					
	All establishments 949; Sales $156,145,000; Commodity coverage 96.0 percent					
	Total analyzed	915	149,961	149,961	---	100.0
28	Clothing and accessories, women's and children's	[illegible]	1,133	238	21.0	.2
29	Furs and fur clothing	4	1,495	547	36.6	.4
31	Piece goods	138	38,099	35,879	94.2	23.9
	Cotton piece goods	11	4,131	1,372	33.2	---
	Linens	11	3,972	1,508	38.0	---
	Rayons	4	2,041	487	23.9	---
	Domestics	[illegible]	21,192	18,218	86.0	---
	Curtains, draperies, etc.	68	13,685	11,597	83.3	---
	Other	---	---	1,115	--	---
	Not analyzed in detail	9	2,482	1,782	71.8	---
34	Other dry goods and textile products	29	7,540	5,283	70.1	3.5
43	Wiring supplies and electrical construction materials	7	637	268	42.1	.2
	Lighting fixtures	[illegible]	570	221	38.8	---
	Other	---	---	47	---	---
45	Radios, appliances, and specialties	11	2,996	973	32.5	.6
	Radios, parts, and accessories	3	1,912	107	5.6	---
	Other electrical appliances	8	2,361	822	34.8	---
	Not analyzed in detail	---	---	44	---	---
46	China, glassware, and crockery	168	22,856	19,021	83.2	12.7
47	Furniture, wooden and metal	145	20,929	19,121	91.4	12.8
	Household furniture	121	17,448	15,700	90.0	---
	Office and store furniture, wooden	13	1,620	1,122	69.3	---
	Office and store furniture, metal	10	1,316	163	12.4	---
	Not analyzed in detail	[illegible]	2,709	2,136	78.8	---
48	House furnishings	401	60,193	55,926	92.9	37.3
	Carpets and rugs	173	42,536	30,626	72.0	---
	Linoleum, felt base, etc.	69	25,773	13,311	51.6	---
	Other house furnishings	188	10,990	10,160	92.4	---
	Not analyzed in detail	15	2,558	1,829	71.5	---
49	Musical instruments and accessories	35	6,921	6,177	89.3	4.1
78	Books, magazines, and other printed material	11	3,014	2,329	77.3	1.6
91	Jewelry, silverware, etc.	12	2,672	712	26.6	.5
	Clocks and watches	5	1,693	145	8.6	---
	Silverware and plated ware	9	2,483	497	20.0	---
	Not analyzed in detail	---	---	70	---	---
98	Second-hand merchandise	31	898	894	99.6	.6
	All other commodities	--	---	2,593	---	1.6
	Chicago					
	All establishments 190; Sales $34,412,000; Commodity coverage 92.8 percent					
	Total analyzed	175	31,946	31,946	---	100.0

Commodity No	KIND OF BUSINESS AREA AND COMMODITY	ESTABLISHMENTS REPORTING COMMODITY DATA: Number	ESTABLISHMENTS REPORTING COMMODITY DATA: Sales of such establishments (add 000)	REPORTED SALES OF STATED COMMODITY: Amount reported (add 000)	REPORTED SALES OF STATED COMMODITY: Percent column A (See note)	Percent column B (See note)
	FURNITURE AND HOUSE FURNISHINGS TRADES—Con.					
	Chicago—Con.					
31	Piece goods	20	$2,841	$2,478	87.2	7.8
	Cotton piece goods	3	215	48	22.3	---
	Linens	8	909	114	12.5	---
	Domestics	13	2,152	1,278	59.4	---
	Curtains, draperies, etc.	12	1,764	952	54.0	---
	Other	---	---	86	---	---
45	Radios, appliances, and specialties	5	245	52	21.2	.2
46	China, glassware, and crockery	28	3,331	2,184	65.6	6.8
47	Furniture, wooden and metal	35	7,232	6,385	88.3	20.0
	Household furniture	27	6,462	5,578	86.3	---
	Office and store furniture, wooden	3	196	41	20.9	---
	Office and store furniture, metal	3	254	123	48.4	---
	Not analyzed in detail	6	742	643	86.7	---
48	House furnishings	81	19,492	16,868	86.5	52.8
	Carpets and rugs	41	15,819	10,510	66.4	---
	Linoleum, felt base, etc.	26	14,840	3,121	21.0	---
	Other house furnishings	39	4,305	3,237	75.2	---
49	Musical instruments and accessories	6	3,183	2,971	93.3	9.3
98	Second-hand merchandise	15	196	176	89.8	.6
	All other commodities	---	---	832	---	2.5
	Philadelphia					
	All establishments 118; Sales $16,646,000; Commodity coverage 89.3 percent					
	Total analyzed	114	14,866	14,866	---	100.0
31	Piece goods	24	2,441	1,424	58.3	9.6
	Linens	4	112	14	12.5	---
	Domestics	21	1,806	678	37.5	---
	Curtains, draperies, etc.	[illegible]	497	108	21.7	---
	Other	---	---	28	---	---
	Not analyzed in detail	---	---	596	---	---
34	Other dry goods and textile products	3	837	134	16.0	.9
45	Radios, appliances, and specialties	8	514	136	26.5	.9
46	China, glassware, and crockery	21	1,795	1,490	83.0	10.0
47	Furniture, wooden and metal	36	2,381	2,014	84.6	13.5
	Household furniture	27	2,016	1,674	83.0	---
	Other	---	---	12	---	---
	Not analyzed in detail	7	354	328	92.7	---
48	House furnishings	47	9,487	8,957	94.4	60.3
	Carpets and rugs	21	6,788	4,676	68.9	---
	Linoleum, felt base, etc.	23	7,555	2,842	37.6	---
	Other house furnishings	18	2,675	952	35.6	---
	Not analyzed in detail	4	487	487	100.0	---
49	Musical instruments and accessories	3	248	213	85.9	1.4
50	Hardware	3	277	32	11.6	.2
53	Toys and games	3	243	51	21.0	.3
91	Jewelry, silverware, etc.	3	221	26	11.8	.2
	All other commodities	---	---	389	---	2.7
	Boston					
	All establishments 65; Sales $13,411,000; Commodity coverage 90.7 percent					
	Total analyzed	63	12,162	12,162	---	100.0
31	Piece goods	9	2,864	2,729	95.3	22.4
	Domestics	5	2,119	1,641	77.4	---
	Curtains, draperies, etc.	4	737	221	30.0	---
	Other	---	---	175	---	---
	Not analyzed in detail	---	---	692	---	---
46	China, glassware, and crockery	6	861	793	92.1	6.5
47	Furniture, wooden and metal	15	3,239	3,231	99.8	26.6
	Household furniture	14	1,630	1,622	99.5	---
	Not analyzed in detail	---	---	1,609	---	---
48	House furnishings	29	5,415	4,937	91.2	40.6
	Carpets and rugs	16	4,361	2,131	48.9	---
	Linoleum, felt base, etc.	11	4,531	2,622	57.9	---
	Other house furnishings	---	---	184	---	---
	All other commodities	---	---	472	---	3.9

Percent column A - Percent of *total* sales of establishments reporting that they sell such commodity.
Percent column B - Percent which stated commodity bears to *total* sales of all establishments in this kind of business reporting their sales by commodities.

SERVICE AND LIMITED-FUNCTION WHOLESALERS

TABLE 8.—COMMODITY SALES, BY KIND-OF-BUSINESS GROUPS

By Geographic Divisions and 5 Selected Cities—Continued

[Limited to establishments which report an analysis of their sales by commodities. Ratio of commodity coverage indicates sales size of sample]

Commodity No.	Kind of business area and commodity	Establishments reporting commodity data: Number	Establishments reporting commodity data: Sales of such establishments (add 000)	Reported sales of stated commodity: Amount reported (add 000)	Reported sales of stated commodity: Percent column A (See note)	Percent column B (See note)
	FURNITURE AND HOUSE FURNISHINGS TRADES—Con.					
	San Francisco					
	All establishments 62; Sales $9,830,000; Commodity coverage 95.7 percent					
	Total analyzed	57	$9,404	$9,404	---	100.0
31	Piece goods	8	4,040	1,275	31.6	13.6
34	Other dry goods and textile products	3	227	95	41.9	1.0
46	China, glassware, and crockery	11	929	437	47.0	4.6
47	Furniture, wooden and metal	14	6,511	1,139	17.5	12.1
	Household furniture	11	6,407	1,030	16.1	---
	Office and store furniture, wooden	3	164	55	33.5	---
	Not analyzed in detail	---	---	54	---	---
48	House furnishings	28	7,639	5,952	77.9	63.3
	Carpets and rugs	9	5,860	2,943	50.2	---
	Linoleum, felt base, etc.	5	5,982	1,935	32.3	-
	Other house furnishings	18	3,374	1,051	31.1	---
	Not analyzed in detail	---	---	23	---	---
49	Musical instruments and accessories	4	221	192	86.9	2.0
	All other commodities	---	---	314	---	3.4
	GROCERIES (GENERAL LINE) TRADE					
	New England Division					
	All establishments 177; Sales $107,585,000; Commodity coverage 72.2 percent					
	Total analyzed	139	77,720	77,720	---	100.0
00	Bakery products	12	16,044	89	.6	.1
01	Beer and other malt liquors	11	6,493	668	10.3	.9
02	Butter and cheese	39	20,222	1,364	6.7	1.9
03	Canned foods	132	61,957	24,712	39.9	31.8
	Canned fruits	117	54,346	4,969	9.1	---
	Canned vegetables	119	54,428	7,311	13.4	---
	Canned fish and sea foods	118	54,388	2,448	4.5	---
	Canned meats	109	49,909	1,512	2.6	---
	Canned milk	112	50,240	2,192	4.4	---
	Other canned foods	74	31,569	3,283	10.4	---
	Not analyzed in detail	13	7,529	3,197	42.5	---
04	Coffee	120	57,228	2,696	4.7	3.5
	Green	8	5,377	170	3.2	---
	Roasted	106	48,650	2,172	4.5	---
	Not analyzed in detail	10	5,427	354	6.5	---
05	Confectionery and ice cream	48	37,761	788	2.1	1.0
06	Dairy and poultry products (except butter and cheese)	11	4,187	146	3.5	.2
07	Fish and sea foods (except canned)	26	12,183	170	1.4	.2
08	Flour	107	47,151	3,047	6.5	3.9
09	Fruits and vegetables, fresh	18	9,791	838	8.6	1.1
	Fresh fruits	13	7,249	351	4.8	---
	Fresh vegetables	15	7,679	381	5.0	---
	Not analyzed in detail	---	---	106	---	---
10	Fruits and vegetables, frozen	11	8,662	205	2.4	.3
11	Groceries (except as listed)	137	76,188	21,608	28.4	27.8
	Breakfast cereals	115	52,110	2,477	4.8	---
	Extracts and spices	109	50,505	967	1.9	---
	Lard substitutes and cooking fats	85	38,481	1,101	2.9	---
	Nuts (all kinds)	69	38,795	442	1.1	---
	Butter substitutes	13	6,539	126	1.9	---
	Pickles, preserves, and sauces	106	48,073	1,569	3.3	---
	Rice, polished	37	38,865	520	1.3	---
	Teas	101	48,082	789	1.6	---
	Other	68	35,674	3,767	10.6	---
	Not analyzed in detail	14	20,920	9,850	47.1	---
12	Meats and meat products	20	8,208	342	4.2	.4
13	Soft drinks	54	29,150	599	2.1	.8
14	Sugar	118	53,182	6,235	11.7	8.0
15	Wines and liquors	3	14,841	5,056	34.1	6.5
16	Other food and related products	10	6,259	926	14.8	1.2
18	Feed	5	1,585	68	4.3	.1
19	Grain	4	1,468	95	6.5	.1
	GROCERIES (GENERAL LINE) TRADE—Con.					
	New England Division—Con.					
22	Seeds	3	$1,682	$85	5.1	.1
37	Drugs and drug sundries	11	17,151	761	4.4	1.0
39	Oils (cottonseed, linseed, etc.)	13	6,516	269	4.1	.3
41	Soaps	58	30,214	2,006	6.6	2.6
	Toilet soaps	44	21,807	420	1.9	---
	Other soaps	50	25,447	1,099	4.3	---
	Not analyzed in detail	7	4,685	487	10.4	---
81	Paper and products (except stationery and wallpaper)	26	13,315	323	2.4	.4
89	Tobacco products	35	31,455	4,435	14.1	5.7
	Cigars	25	15,366	253	1.6	---
	Cigarettes	29	17,232	2,234	13.0	---
	Other tobacco products	27	18,006	534	3.3	---
	Not analyzed in detail	8	14,064	1,414	10.1	---
	All other commodities	---	---	189	---	.2
	Middle Atlantic Division					
	All establishments 476; Sales $352,041,000; Commodity coverage 83.6 percent					
	Total analyzed	377	294,265	294,265	--	100.0
00	Bakery products	56	64,592	549	.3	.2
01	Beer and other malt liquors	11	17,815	1,187	6.7	.4
02	Butter and cheese	139	128,862	5,135	4.0	1.7
03	Canned foods	373	291,088	108,409	37.2	36.9
	Canned fruits	326	246,584	23,724	9.6	---
	Canned vegetables	302	244,950	34,486	14.1	---
	Canned fish and sea foods	282	238,478	9,806	4.1	---
	Canned meats	233	217,787	3,771	1.7	---
	Canned milk	321	245,117	10,879	4.4	---
	Other canned foods	198	153,034	7,346	4.8	---
	Not analyzed in detail	30	38,556	18,397	47.7	---
04	Coffee	295	270,426	10,883	4.0	3.7
	Green	25	33,282	340	1.0	---
	Roasted	255	233,506	8,842	3.8	---
	Not analyzed in detail	30	27,546	1,701	6.2	---
05	Confectionery and ice cream	163	151,852	3,311	2.2	1.1
	Candy	139	140,593	2,124	1.5	---
	Chewing gum	75	62,632	472	.8	---
	Other confectionery	26	25,401	173	.7	---
	Not analyzed in detail	23	10,127	542	5.4	---
06	Dairy and poultry products (except butter and cheese)	42	37,504	1,066	2.8	.4
07	Fish and sea foods (except canned)	53	51,398	1,402	2.7	.5
08	Flour	314	266,269	13,897	5.2	4.7
09	Fruits and vegetables, fresh	35	27,573	3,196	11.6	1.1
	Fresh fruits	27	18,292	1,448	7.9	---
	Fresh vegetables	28	24,555	1,589	6.5	---
	Not analyzed in detail	4	1,619	159	9.8	---
10	Fruits and vegetables, frozen	22	22,215	725	3.3	.2
11	Groceries (except as listed)	374	293,418	66,929	22.8	22.7
	Breakfast cereals	304	239,386	10,295	4.3	---
	Extracts and spices	246	228,530	2,568	1.1	---
	Lard substitutes and cooking fats	222	196,613	4,378	2.2	---
	Nuts (all kinds)	203	206,218	2,927	1.4	---
	Butter substitutes	37	21,858	411	1.9	---
	Pickles, preserves, and sauces	268	234,179	7,505	3.2	---
	Rice, polished	201	191,219	1,827	1.0	---
	Teas	230	221,582	4,031	1.9	---
	Other	168	174,363	22,298	12.9	---
	Not analyzed in detail	38	40,869	10,689	26.2	---
12	Meats and meat products	88	70,076	1,682	2.4	.6
	Lard	53	56,311	457	.8	---
	Meats, fresh	8	8,419	390	4.6	---
	Meats, cured or smoked	43	28,400	687	2.4	---
	Other (including game)	3	1,526	32	2.1	---
	Not analyzed in detail	5	2,682	116	4.3	---
13	Soft drinks	119	157,508	3,006	1.9	1.0
14	Sugar	346	282,188	29,991	10.6	10.2
15	Wines and liquors	9	29,441	8,006	27.2	2.7
	Liquors	7	27,469	7,354	26.8	---
	Wines	7	27,469	444	1.6	---
	Not analyzed in detail	---	---	208	---	---

Percent column A—Percent of total sales of establishments reporting that they sell such commodity.
Percent column B—Percent which stated commodity bears to total sales of all establishments in this kind of business reporting that they sell such commodities.

SERVICE AND LIMITED-FUNCTION WHOLESALERS

TABLE 8.—COMMODITY SALES, BY KIND-OF-BUSINESS GROUPS

By Geographic Divisions and 5 Selected Cities—Continued

[Limited to establishments which report an analysis of their sales by commodities. Ratio of commodity coverage indicates sales size of sample]

Commodity No.	KIND OF BUSINESS AREA AND COMMODITY	Establishments reporting commodity data: Number	Establishments reporting commodity data: Sales of such establishments (add 000)	Reported sales of stated commodity: Amount reported (add 000)	Reported sales of stated commodity: Percent column A (See note)	Percent column B (See note)
	GROCERIES (GENERAL LINE) TRADE—Con.					
	Middle Atlantic Division—Con.					
16	Other foods and related products	31	$44,953	$2,004	4.5	.7
18	Feed	17	15,913	453	2.8	.2
19	Grain	11	4,467	263	5.9	.1
24	Leaf tobacco	32	5,050	1,244	24.6	.4
26	Other farm products--raw materials	13	25,631	259	.9	.1
37	Drugs and drug sundries	43	47,164	302	.6	.1
39	Oils (cottonseed, linseed, etc.)	36	28,458	517	1.8	.2
41	Soaps	177	134,658	8,939	6.6	3.0
	Toilet soaps	123	123,190	2,559	2.1	---
	Other soaps	132	122,509	5,599	4.6	---
	Not analyzed in detail	41	8,407	781	9.3	---
81	Paper and products (except stationery and wallpaper)	102	108,041	1,719	1.6	.6
69	Tobacco products	107	88,016	10,504	11.9	3.6
	Cigars	72	57,023	811	1.4	---
	Cigarettes	86	61,978	5,857	9.5	---
	Other tobacco products	74	49,325	1,973	4.0	---
	Not analyzed in detail	16	22,445	1,863	8.3	---
	All other commodities	---	---	8,707	---	3.0
	East North Central Division					
	All establishments 585					
	Sales $370,538,000					
	Commodity coverage ..... 77.0 percent					
	Total analyzed	439	285,302	285,302	---	100.0
00	Bakery products	100	85,640	1,055	1.2	.4
01	Beer and other malt liquors	24	16,378	1,828	11.2	.6
02	Butter and cheese	122	124,610	2,374	1.9	.8
03	Canned foods	424	277,387	91,043	32.8	31.9
	Canned fruits	367	248,120	22,391	9.0	---
	Canned vegetables	380	246,841	33,523	13.6	---
	Canned fish and sea foods	328	237,174	7,686	3.2	---
	Canned meats	286	225,302	3,418	1.5	---
	Canned milk	365	236,328	9,129	3.9	---
	Other canned foods	227	166,305	6,355	3.8	---
	Not analyzed in detail	32	26,143	8,541	32.7	---
04	Coffee	354	265,752	13,967	5.3	4.9
	Green	15	20,933	505	2.4	---
	Roasted	341	237,036	12,019	5.2	---
	Not analyzed in detail	41	27,209	1,443	5.3	---
05	Confectionery and ice cream	321	[illegible],652	7,095	3.2	2.5
	Candy	285	96,724	4,932	2.5	---
	Chewing gum	205	154,876	1,149	.7	---
	Ice cream and ices	4	2,752	21	.8	---
	Other confectionery	50	54,988	467	.8	---
	Not analyzed in detail	30	18,997	526	2.8	---
06	Dairy and poultry products (except butter and cheese)	35	29,630	1,362	4.6	.5
	Eggs	29	27,960	570	2.0	---
	Milk and cream, fluid	10	5,089	97	1.9	---
	Poultry	13	8,133	581	7.1	---
	Other	---	---	91	---	---
	Not analyzed in detail	4	1,297	23	1.8	---
07	Fish and sea foods (except canned)	72	89,258	659	.7	.2
08	Flour	355	241,300	11,440	4.7	4.0
09	Fruits and vegetables, fresh	72	63,292	7,114	11.2	2.5
10	Fruits and vegetables, frozen	29	54,459	1,053	1.9	.4
11	Groceries (except as listed)	435	282,729	59,056	20.9	20.7
	Breakfast cereals	365	257,350	12,198	4.7	---
	Extracts and spices	288	242,373	2,787	1.1	---
	Lard substitutes and cooking fats	246	190,449	3,513	1.8	---
	Nuts (all kinds)	217	211,048	2,401	1.1	---
	Butter substitutes	84	69,108	1,048	1.5	---
	Pickles, preserves, and sauces	347	257,172	9,942	3.9	---
	Rice, polished	224	206,202	1,771	.9	---
	Teas	283	231,479	2,528	1.1	---
	Other	200	156,238	16,807	10.8	---
	Not analyzed in detail	34	15,832	6,061	38.3	---
12	Meats and meat products	84	55,121	3,568	6.7	1.3
	Lard	60	47,461	597	1.3	---
	Meats, fresh	15	10,361	1,659	16.0	---
	Meats, cured or smoked	37	22,583	1,218	5.4	---
	Other (including game)	5	1,727	70	4.1	---
	Not analyzed in detail	6	1,691	24	1.4	---
	GROCERIES (GENERAL LINE) TRADE—Con.					
	East North Central Division—Con.					
13	Soft drinks	132	$124,339	$1,428	1.1	.5
14	Sugar	401	260,477	28,788	11.1	10.1
15	Wines and liquors	15	18,487	2,227	12.0	.8
16	Other food and related products	32	27,595	2,210	8.0	.8
18	Feed	24	8,832	445	5.0	.2
24	Leaf tobacco	5	650	164	25.2	.1
27	Clothing and furnishings, men's and boys'	31	35,543	714	2.0	.3
	Furnishings (except shoes)	20	20,179	152	.8	---
	Work clothing	10	19,503	421	2.2	---
	Other	---	---	141	---	---
28	Clothing and accessories, women's and children's	10	17,777	190	1.1	.1
	Hosiery (women's and misses')	8	14,363	128	.9	---
	Other	---	---	62	---	---
36	Automotive supplies	6	10,262	519	5.1	.2
37	Drugs and drug sundries	93	88,855	615	.7	.2
39	Oils, vegetable	20	21,157	201	1.0	.1
	Cottonseed, linseed, etc.	17	18,425	187	1.0	---
	Essential oils	3	3,193	11	.3	-
	Not analyzed in detail	---	---	3	---	---
40	Paints and varnishes	20	16,918	358	2.1	.1
41	Soaps	249	156,400	11,835	7.6	4.1
	Toilet soaps	197	137,134	3,476	2.5	---
	Other soaps	215	133,011	7,122	5.4	---
	Not analyzed in detail	30	13,876	1,237	8.9	---
42	Other chemicals and related products	14	15,756	194	1.2	.1
45	Radios, appliances, and specialties	6	9,893	165	1.7	.1
47	Furniture, wooden and metal	4	9,530	392	4.1	.1
48	House furnishings	11	18,785	264	1.4	.1
50	Hardware	19	28,665	512	1.8	.2
56	Industrial equipment and supplies	38	47,918	347	.7	.1
66	Iron and steel--wire and wire products	15	13,074	444	3.4	.2
76	Petroleum and its products	15	13,739	355	2.6	.1
81	Paper and products (except stationery and wallpaper)	172	133,249	2,749	2.1	1.0
	Printing and writing papers	6	3,423	7	.2	---
	Wrapping or coarse paper	100	86,649	584	.7	---
	Paper products such as bags, boxes, cups, dishes, etc.	144	113,621	1,759	1.5	---
	Not analyzed in detail	22	18,059	399	2.2	---
89	Tobacco products	242	160,914	23,742	14.8	8.3
	Cigars	155	110,693	1,958	1.8	---
	Cigarettes	201	127,705	13,523	10.6	---
	Other tobacco products	187	118,111	5,678	4.8	---
	Not analyzed in detail	28	27,766	2,583	9.3	---
	All other commodities	---	---	4,830	---	1.4
	West North Central Division					
	All establishments 431					
	Sales $283,586,000					
	Commodity coverage ..... 81.7 percent					
	Total analyzed	360	231,590	231,590	---	100.0
00	Bakery products	143	99,257	1,580	1.6	.7
01	Beer and other malt liquors	60	53,324	3,290	6.2	1.4
02	Butter and cheese	121	96,294	1,661	1.7	.7
03	Canned foods	357	230,540	59,659	25.9	25.8
	Canned fruits	317	195,697	13,035	6.7	---
	Canned vegetables	326	194,680	21,440	11.0	---
	Canned fish and sea foods	297	185,869	5,019	2.7	---
	Canned meats	271	186,145	2,319	1.2	---
	Canned milk	306	191,316	4,975	2.6	---
	Other canned foods	220	138,162	4,448	3.2	---
	Not analyzed in detail	26	31,695	8,423	26.6	---
04	Coffee	336	225,361	11,050	4.9	4.8
	Green	14	9,550	153	1.6	---
	Roasted	303	205,790	10,089	4.9	---
	Not analyzed in detail	24	15,642	808	5.2	---
05	Confectionery and ice cream	316	214,490	8,236	3.8	3.6
	Candy	274	171,183	5,294	3.1	---
	Chewing gum	225	158,245	1,430	.9	---
	Other	---	---	299	---	---
	Not analyzed in detail	37	41,199	1,213	2.9	---

Percent column A—Percent of *total* sales of establishments reporting that they sell such commodity.

Percent column B—Percent which stated commodity bears to *total* sales of all establishments in this kind of business reporting their sales by commodities.

SERVICE AND LIMITED-FUNCTION WHOLESALERS

TABLE 8.—COMMODITY SALES, BY KIND-OF-BUSINESS GROUPS

By Geographic Division and 5 Selected Cities—Continued

[Limited to establishments which report an analysis of their sales by commodities. Ratio of commodity coverage indicates sales per establishment]

Commodity No.	KIND OF BUSINESS AREA AND COMMODITY	ESTABLISHMENTS REPORTING COMMODITY DATA: Number	ESTABLISHMENTS REPORTING COMMODITY DATA: Sales of such establishments (add 000)	REPORTED SALES OF STATED COMMODITY: Amount reported (add 000)	REPORTED SALES OF STATED COMMODITY: Percent column A (See note)	Percent column B (See note)
	GROCERIES (GENERAL LINE) TRADE—Con.					
	West North Central Division—Con.					
06	Dairy and poultry products (except butter and cheese)	30	$16,637	$1,932	11.6	.8
	Eggs	21	10,032	1,147	11.4	---
	Milk and cream, fluid	4	4,964	59	1.2	---
	Poultry	14	4,874	631	12.9	---
	Not analyzed in detail	7	5,171	95	1.8	---
07	Fish and sea foods (except canned)	62	57,428	512	.9	.2
	Fresh fish	9	5,286	20	.4	---
	Cured and processed fish	37	37,371	256	.7	---
	Frozen fish	18	22,560	196	.9	---
	Other sea foods	8	6,924	40	.6	---
08	Flour	229	146,405	5,163	3.5	2.2
09	Fruits and vegetables, fresh	148	113,562	17,546	15.4	7.6
	Fresh fruits	117	91,552	10,123	11.1	---
	Fresh vegetables	117	88,911	5,951	6.7	---
	Not analyzed in detail	19	13,666	1,472	10.8	---
10	Fruits and vegetables, frozen	11	11,684	194	1.7	.1
11	Groceries (except as listed)	359	230,743	50,858	22.0	22.0
	Breakfast cereals	318	194,697	11,046	5.7	---
	Extracts and spices	270	196,314	2,982	1.1	---
	Lard substitutes and cooking fats	223	148,212	2,021	1.4	---
	Nuts (all kinds)	211	156,909	1,701	1.1	---
	Butter substitutes	36	33,370	1,042	3.1	---
	Pickles, preserves, and sauces	310	204,246	4,691	2.3	---
	Rice, polished	220	159,055	1,234	.8	---
	Teas	242	185,857	1,397	.8	---
	Other	216	158,462	20,932	15.1	---
	Not analyzed in detail	18	15,585	4,712	30.2	---
12	Meats and meat products	42	22,804	777	3.4	.3
	Lard	31	17,045	176	1.0	---
	Meats, fresh	14	5,418	190	3.5	---
	Meats, cured or smoked	18	8,274	139	1.7	---
	Other (including game)	7	4,548	35	.8	---
	Not analyzed in detail	6	4,510	237	5.3	---
13	Soft drinks	139	116,918	1,868	1.6	.8
14	Sugar	352	224,734	27,999	12.5	12.1
15	Wines and liquors	6	12,101	1,368	11.3	.6
16	Other food and related products	27	19,187	2,050	10.7	.9
18	Feed	36	17,764	420	2.4	.2
27	Clothing and furnishings, men's and boys'	51	40,280	411	1.0	.2
37	Drugs and drug sundries	63	46,527	384	.8	.2
41	Soaps	226	143,102	8,715	6.1	3.8
	Toilet soaps	183	116,124	2,169	1.9	---
	Other soaps	205	119,659	6,546	5.5	---
50	Hardware	17	17,911	802	4.5	.3
52	Sporting goods	26	23,032	346	1.5	.1
66	Iron and steel—wire and wire products	23	8,658	347	4.0	.1
81	Paper and products (except stationery and wallpaper)	172	111,341	2,198	2.0	.9
	Printing and writing papers	3	1,786	10	.6	---
	Wrapping or coarse paper	103	74,324	584	.8	---
	Paper products such as bags, boxes, cups, dishes, etc.	147	95,212	1,409	1.5	---
	Not analyzed in detail	13	8,043	195	2.4	---
89	Tobacco products	253	162,812	17,844	11.0	7.7
	Cigars	171	127,117	1,396	1.1	---
	Cigarettes	220	147,908	9,598	6.8	---
	Other tobacco products	209	133,473	5,075	3.8	---
	Not analyzed in detail	17	14,434	1,775	12.3	---
	All other commodities	---	---	4,580	---	1.9
	South Atlantic Division					
	All establishments 708					
	Sales $283,145,000					
	Commodity coverage 77.9 percent					
	Total analyzed	599	220,575	220,575	---	100.0
00	Bakery products	252	98,505	1,202	1.2	.5
01	Beer and other malt liquors	37	21,920	1,829	8.3	.8
02	Butter and cheese	259	105,512	1,721	1.6	.8

Commodity No.	KIND OF BUSINESS AREA AND COMMODITY	ESTABLISHMENTS REPORTING COMMODITY DATA: Number	ESTABLISHMENTS REPORTING COMMODITY DATA: Sales of such establishments (add 000)	REPORTED SALES OF STATED COMMODITY: Amount reported (add 000)	REPORTED SALES OF STATED COMMODITY: Percent column A (See note)	Percent column B (See note)
	GROCERIES (GENERAL LINE) TRADE—Con.					
	South Atlantic Division—Con.					
03	Canned foods	590	$217,918	$56,962	26.1	25.8
	Canned fruits	518	200,543	9,864	4.9	-
	Canned vegetables	534	203,524	20,057	9.9	-
	Canned fish and sea foods	477	186,921	5,146	2.8	-
	Canned meats	490	194,494	5,138	2.6	-
	Canned milk	514	197,327	8,482	4.3	---
	Other canned foods	326	122,126	3,932	3.2	---
	Not analyzed in detail	36	11,874	4,373	36.8	---
04	Coffee	543	208,276	7,013	3.4	3.2
	Green	55	22,366	258	1.2	---
	Roasted	493	190,800	6,339	3.3	---
	Not analyzed in detail	42	14,635	418	2.8	---
05	Confectionery and ice cream	472	183,808	6,480	3.5	2.9
	Candy	401	157,465	3,874	2.5	---
	Chewing gum	369	154,904	1,694	1.1	---
	Ice cream and ices	4	1,689	12	.7	-
	Other confectionery	89	39,035	408	1.0	--
	Not analyzed in detail	41	13,910	492	3.5	---
06	Dairy and poultry products (except butter and cheese)	45	15,787	504	3.2	.2
	Eggs	30	10,566	240	2.3	---
	Milk and cream, fluid	3	534	4	.7	---
	Poultry	11	4,198	167	4.0	---
	Other	4	904	13	1.4	--
	Not analyzed in detail	10	3,405	97	2.4	---
07	Fish and sea foods (except canned)	91	52,357	391	.7	.2
	Fresh fish	6	2,692	13	.7	---
	Cured and processed fish	77	44,918	288	.6	---
	Frozen fish	5	2,567	46	1.7	---
	Other sea foods	4	3,487	18	.5	---
	Not analyzed in detail	---	---	21	---	---
08	Flour	490	186,351	18,524	9.9	8.4
09	Fruits and vegetables, fresh	130	55,370	3,184	5.7	1.4
	Fresh fruits	85	36,969	1,257	3.4	---
	Fresh vegetables	90	38,434	1,338	3.5	---
	Not analyzed in detail	18	5,621	572	10.2	---
10	Fruits and vegetables, frozen	7	4,281	130	3.0	.1
11	Groceries (except as listed)	592	218,025	31,996	14.7	14.5
	Breakfast cereals	498	196,008	5,179	2.6	---
	Extracts and spices	400	174,135	1,674	1.0	---
	Lard substitutes and cooking fats	393	159,467	4,930	3.1	---
	Nuts (all kinds)	180	97,181	642	.7	---
	Butter substitutes	65	29,414	393	1.3	---
	Pickles, preserves, and sauces	446	182,123	3,048	1.7	---
	Rice, polished	403	170,593	4,327	2.5	---
	Teas	343	154,243	1,341	.9	---
	Other	209	87,137	7,607	8.7	---
	Not analyzed in detail	37	12,705	2,848	22.4	--
12	Meats and meat products	371	123,732	6,732	5.4	3.1
	Lard	288	99,735	2,773	2.8	---
	Meats, fresh	31	13,350	724	5.2	---
	Meats, cured or smoked	237	82,584	2,751	3.3	--
	Other (including game)	25	6,564	101	1.5	---
	Not analyzed in detail	19	7,084	383	5.4	---
13	Soft drinks	59	34,856	581	1.7	.2
14	Sugar	521	206,466	22,091	10.7	10.0
15	Wines and liquors	5	2,121	118	5.4	.1
16	Other food and related products	41	10,895	857	7.9	.4
18	Feed	255	89,259	5,418	6.1	2.5
	Hay, straw, and alfalfa	60	29,414	512	1.7	---
	Mixed and other feeds	235	79,967	4,442	5.6	--
	Not analyzed in detail	18	8,282	464	5.8	---
19	Grain	111	41,860	957	2.3	.4
	Corn	88	34,062	515	1.5	---
	Wheat	24	9,519	147	1.5	---
	Other (except rice	34	14,620	183	1.3	---
	Not analyzed in detail	9	2,827	112	4.0	---
22	Seeds	66	26,219	325	1.2	.1
27	Clothing and furnishings, men's and boys'	67	33,909	558	1.6	.3
	Hats and caps	5	2,573	11	.4	---
	Furnishings (except shoes)	25	14,258	90	.6	---
	Suits and overcoats	3	1,897	56	2.9	---
	Work clothing	46	25,327	388	1.5	--
	Not analyzed in detail	4	1,257	13	1.0	---

Percent column A: Percent from [illegible] establishments [illegible] column B: [illegible]

Percent column B: Percent which stated commodity data [illegible] sales of [illegible]

SERVICE AND LIMITED-FUNCTION WHOLESALERS

TABLE 8.—COMMODITY SALES, BY KIND-OF-BUSINESS GROUPS

By Geographic Divisions and 5 Selected Cities—Continued

[Limited to establishments which report an analysis of their sales by commodities. Ratio of commodity coverage indicates sales size of sample]

Commodity No.	KIND OF BUSINESS AREA AND COMMODITY	ESTABLISHMENTS REPORTING COMMODITY DATA: Number	ESTABLISHMENTS REPORTING COMMODITY DATA: Sales of such establishments (add 000)	REPORTED SALES OF STATED COMMODITY: Amount reported (add 000)	REPORTED SALES OF STATED COMMODITY: Percent column A (See note)	Percent column B (See note)
	GROCERIES (GENERAL LINE) TRADE—Con.					
	South Atlantic Division—Con.					
28	Clothing and accessories, women's and children's	31	$16,996	$197	1.2	.1
30	Notions	57	28,692	244	.9	.1
37	Drugs and drug sundries	234	106,788	1,293	1.2	.6
	Drugs, chemicals, and pharmaceuticals	77	32,304	275	.9	---
	Proprietary medicines and toiletries	126	63,535	650	1.0	---
	Druggists' sundries	49	23,053	227	1.0	---
	Not analyzed in detail	26	8,941	141	1.6	---
39	Oils, vegetable	39	22,543	161	.7	.1
40	Paints and varnishes	58	26,352	317	1.2	.1
41	Soaps	373	150,165	8,041	5.4	3.6
	Toilet soaps	286	128,619	1,686	1.3	---
	Other soaps	344	140,852	5,622	4.0	---
	Not analyzed in detail	27	9,103	733	8.1	---
50	Hardware	98	46,158	1,463	3.2	.7
	Builders' hardware	23	8,542	217	2.5	---
	Heavy hardware	26	12,154	666	5.5	---
	Bolts, nuts, rivets, and screws	7	3,378	53	1.6	---
	Shelf or light hardware	23	12,931	158	1.2	---
	Tools and cutlery	8	3,383	54	1.0	---
	Wire screening	9	6,456	52	.8	---
	Other	37	16,410	195	1.2	---
	Not analyzed in detail	11	3,432	86	2.5	---
62	Building metal work	43	23,561	1,297	5.5	.6
	Metal roofing and siding	41	22,541	1,204	5.3	---
	Metal lath	3	1,425	8	.6	---
	Other building metal work	---	---	85	---	---
66	Iron and steel—wire and wire products	130	62,513	1,642	2.6	.7
	Woven wire fence	45	20,768	450	2.2	---
	Fence posts and fittings	6	3,940	37	.9	---
	Barbed and twisted wire	48	28,279	174	.6	---
	Nails (including staples and tacks)	111	58,588	891	1.5	---
	Wire rope and cable except insulated	3	849	4	.5	---
	Not analyzed in detail	---	---	86	---	---
81	Paper and products (except stationery and wallpaper)	297	124,248	2,289	1.8	1.0
	Printing and writing papers	20	8,989	45	.5	---
	Cardboard and paperboard	5	2,457	12	.5	---
	Wrapping or coarse paper	160	81,024	502	.6	---
	Paper products such as bags, boxes, cups, dishes, etc.	251	111,478	1,484	1.3	---
	Not analyzed in detail	30	7,575	243	3.2	---
83	Stationery and supplies	79	39,797	197	.5	.1
89	Tobacco products	422	163,093	30,881	18.9	14.0
	Cigars	290	124,189	2,467	2.0	---
	Cigarettes	374	148,649	16,806	11.3	---
	Other tobacco products	371	144,985	9,210	6.4	---
	Not analyzed in detail	58	11,506	2,398	20.8	---
90	Fertilizer and fertilizer materials	28	9,027	449	5.0	.2
	All other commodities	---	---	4,604	---	2.2
	East South Central Division					
	All establishments 425; Sales $193,492,000; Commodity coverage 83.7 percent					
	Total analyzed	361	161,932	161,932	---	100.0
00	Bakery products	183	92,713	964	1.0	.6
01	Beer and other malt liquors	12	6,581	148	2.2	.1
02	Butter and cheese	175	93,177	1,075	1.2	.7
03	Canned foods	553	160,151	32,844	20.5	20.3
	Canned fruits	298	138,977	6,274	4.5	---
	Canned vegetables	315	141,007	10,907	7.7	---
	Canned fish and sea foods	287	130,435	3,022	2.3	---
	Canned meats	266	125,840	2,318	1.8	---
	Canned milk	290	135,650	4,138	3.1	---
	Other canned foods	179	79,930	2,102	2.6	---
	Not analyzed in detail	31	17,091	4,063	23.9	---
04	Coffee	332	147,825	4,717	3.2	2.9
	Green	54	21,505	181	.8	---
	Roasted	288	128,499	3,735	2.9	---
	Not analyzed in detail	38	17,599	801	4.6	---
	GROCERIES (GENERAL LINE) TRADE—Con.					
	East South Central Division—Con.					
05	Confectionery and ice cream	326	$147,103	$4,331	2.9	2.7
	Candy	289	132,777	2,525	1.9	---
	Chewing gum	242	124,332	1,102	.9	---
	Other	---	---	189	---	---
	Not analyzed in detail	32	12,268	515	4.2	---
06	Dairy and poultry products (except butter and cheese)	34	16,565	325	2.0	.2
08	Flour	313	137,789	14,214	10.3	8.8
09	Fruits and vegetables, fresh	180	82,945	3,578	4.3	2.2
	Fresh fruits	135	60,834	1,179	1.9	---
	Fresh vegetables	127	64,374	1,489	2.3	---
	Not analyzed in detail	27	10,753	910	8.5	---
10	Fruits and vegetables, frozen	11	6,659	173	2.6	.1
11	Groceries (except as listed)	354	160,834	19,448	12.1	12.0
	Breakfast cereals	287	139,665	2,863	2.0	---
	Extracts and spices	232	125,071	1,226	1.0	---
	Lard substitutes and cooking fats	223	109,965	2,971	2.7	---
	Nuts (all kinds)	102	67,209	294	.4	---
	Butter substitutes	20	12,831	179	1.4	---
	Pickles, preserves, and sauces	255	126,609	2,098	1.7	---
	Rice, polished	220	113,422	1,165	1.0	---
	Teas	203	113,670	781	.7	---
	Other	149	75,395	5,374	7.1	---
	Not analyzed in detail	34	15,384	2,497	16.2	---
12	Meats and meat products	318	146,530	9,083	6.2	5.6
	Lard	263	124,244	4,932	4.0	---
	Meats, fresh	28	10,065	258	2.6	---
	Meats, cured or smoked	204	102,057	2,264	2.2	---
	Other (including game)	12	9,619	227	2.4	---
	Not analyzed in detail	34	16,128	1,402	8.7	---
13	Soft drinks	37	23,200	382	1.6	.2
14	Sugar	341	155,585	18,367	11.8	11.3
16	Other food and related products	58	36,143	1,514	4.2	.9
17	Cotton, raw	8	6,108	356	5.8	.2
18	Feed	231	100,720	5,346	5.3	3.3
	Hay, straw, and alfalfa	49	27,807	355	1.3	---
	Mixed and other feeds	203	88,402	4,530	5.1	---
	Not analyzed in detail	25	11,430	461	4.0	---
19	Grain	77	40,299	778	1.9	.5
22	Seeds	117	63,328	1,242	2.0	.8
27	Clothing and furnishings, men's and boys'	64	29,075	340	1.2	.2
30	Notions	56	29,730	293	1.0	.2
34	Other dry goods and textile products	17	10,345	280	2.7	.2
36	Automotive supplies	55	28,045	439	1.6	.3
37	Drugs and drug sundries	207	105,994	2,188	2.1	1.4
40	Paints and varnishes	76	40,095	462	1.2	.3
41	Soaps	260	122,490	4,677	3.8	2.9
	Toilet soaps	212	107,877	1,312	1.2	---
	Other soaps	239	112,272	2,978	2.7	---
	Not analyzed in detail	18	9,537	387	4.1	---
50	Hardware	85	37,969	835	2.2	.5
52	Sporting goods	40	16,630	247	1.5	.2
62	Building metal work	85	39,491	1,355	3.4	.8
65	Iron and steel products--flat	32	15,228	500	3.3	.3
66	Iron and steel—wire and wire products	167	83,297	2,851	3.4	1.7
	Woven wire fence	101	50,276	982	2.0	---
	Fence posts and fittings	9	5,549	43	.8	---
	Barbed and twisted wire	108	58,148	522	.9	---
	Nails (including staples and tacks)	141	74,157	1,149	1.5	---
	Other	---	---	67	---	---
	Not analyzed in detail	7	2,381	68	2.9	---
72	Cement, lime, plaster, and stucco	48	28,028	448	1.6	.3
75	Glass--sheet and containers	38	21,711	230	1.1	.1
81	Paper and products (except stationery and wallpaper)	205	103,826	1,730	1.7	1.1
	Printing and writing papers	12	4,525	21	.5	---
	Wrapping or coarse paper	119	65,797	377	.6	---
	Paper products such as bags, boxes, cups, dishes, etc.	178	91,978	1,178	1.3	---
	Other	---	---	95	---	---
	Not analyzed in detail	17	9,071	59	.7	---
83	Stationery and supplies	171	36,432	169	.5	.1
87	Building materials (except as listed)	46	19,691	341	1.7	.2

Percent column A—Percent of *total* sales of establishments reporting that they sell such commodity.
Percent column B—Percent which stated commodity bears to *total* sales of all establishments in this kind of business reporting their sales by commodities.

SERVICE AND LIMITED-FUNCTION WHOLESALERS

TABLE 8.—COMMODITY SALES, BY KIND-OF-BUSINESS GROUPS

By Geographic Divisions and 5 Selected Cities—Continued

[Limited to establishments which report an analysis of their sales by commodities. Ratio of commodity coverage indicates sales size of sample]

Commodity No.	KIND OF BUSINESS AREA AND COMMODITY	ESTABLISHMENTS REPORTING COMMODITY DATA: Number	ESTABLISHMENTS REPORTING COMMODITY DATA: Sales of such establishments (add 000)	REPORTED SALES OF STATED COMMODITY: Amount reported (add 000)	REPORTED SALES OF STATED COMMODITY: Percent col. A (See note)	Percent col. B (See note)
	GROCERIES (GENERAL LINE) TRADE—Con.					
	East South Central Division—Con.					
89	Tobacco products	305	$143,021	$20,707	14.5	12.8
	Cigars	233	119,494	1,601	1.3	---
	Cigarettes	[illegible]	127,322	10,187	8.0	---
	Other tobacco products	269	127,954	6,917	5.4	---
	Not analyzed in detail	31	14,524	2,002	13.8	---
90	Fertilizer and fertilizer materials	68	35,108	813	2.3	.5
	All other commodities	---	---	4,162	---	2.5
	West South Central Division					
	All establishments 664; Sales $297,396,000; Commodity coverage 83.0 percent					
	Total analyzed	540	246,917	246,917	---	100.0
00	Bakery products	216	117,817	960	.8	.4
01	Beer and other malt liquors	39	28,828	2,472	8.6	1.0
02	Butter and cheese	84	50,927	976	1.9	.4
03	Canned foods	550	244,575	63,399	25.9	25.7
	Canned fruits	467	224,048	13,334	6.0	---
	Canned vegetables	478	226,902	23,177	10.2	---
	Canned fish and sea foods	450	221,250	6,173	2.8	---
	Canned meats	425	216,893	3,457	1.6	---
	Canned milk	457	222,516	7,460	3.4	---
	Other canned foods	300	157,617	5,679	3.6	---
	Not analyzed in detail	45	15,682	4,119	26.3	---
04	Coffee	493	230,563	7,522	3.3	3.0
	Green	75	34,591	867	2.5	---
	Roasted	428	206,012	5,696	2.8	---
	Not analyzed in detail	49	18,711	959	5.1	---
05	Confectionery and ice cream	473	228,276	4,571	2.0	1.9
06	Dairy and poultry products (except butter and cheese)	34	20,208	592	2.9	.2
07	Fish and sea foods (except canned)	17	10,495	129	1.2	.1
08	Flour	459	204,157	17,688	8.7	7.2
09	Fruits and vegetables, fresh	182	98,980	7,208	7.3	2.9
	Fresh fruits	112	65,363	3,242	5.0	---
	Fresh vegetables	132	76,121	3,291	4.3	--
	Not analyzed in detail	18	10,066	675	6.7	---
11	Groceries (except as listed)	536	245,981	47,270	19.2	19.1
	Breakfast cereals	457	221,607	7,291	3.3	---
	Extracts and spices	384	205,765	1,893	.9	---
	Lard substitutes and cooking fats	434	208,779	8,979	4.3	---
	Nuts (all kinds)	172	116,085	802	.7	---
	Butter substitutes	59	35,709	543	1.5	---
	Pickles, preserves, and sauces	417	214,229	4,291	2.0	---
	Rice, polished	389	205,358	3,708	1.8	---
	Teas	536	191,196	1,850	1.0	---
	Other	279	141,053	14,753	10.5	---
	Not analyzed in detail	57	12,585	3,160	25.1	---
12	Meats and meat products	249	112,234	5,407	4.8	2.2
	Lard	174	74,464	2,525	3.4	---
	Meats, fresh	8	4,648	353	7.6	---
	Meats, cured or smoked	130	59,418	1,479	2.5	---
	Other (including game)	7	4,322	383	8.9	---
	Not analyzed in detail	18	8,945	667	7.5	---
13	Soft drinks	67	43,902	665	1.5	.3
14	Sugar	499	229,473	24,766	10.8	10.0
15	Wines and liquors	11	6,[illegible]46	1,454	17.8	.6
16	Other food and related products	102	55,902	3,299	5.9	1.3
18	Feed	215	88,138	6,187	7.0	2.5
19	Grain	104	46,926	1,519	3.2	.6
22	Seeds	[illegible]	28,921	237	.8	.1
26	Other farm products—raw materials	36	25,174	375	1.5	.2
27	Clothing and furnishings, men's and boys'	34	22,086	472	2.1	.2
28	Clothing and accessories, women's and children's	12	11,090	446	4.0	.2
30	Notions	39	20,920	189	.9	.1
31	Piece goods	6	6,585	448	6.8	.2
34	Other dry goods and textile products	36	18,812	240	1.3	.1
36	Automotive supplies	43	27,117	408	1.5	.2
37	Drugs and drug sundries	275	155,911	2,350	1.5	1.0
39	Oils, vegetable	26	16,489	189	1.1	.1
40	Paints and varnishes	23	16,017	149	.9	.1
	GROCERIES (GENERAL LINE) TRADE—Con.					
	West South Central Division—Con.					
41	Soaps	390	$190,094	$9,732	5.1	3.9
	Toilet soaps	289	181,517	2,418	1.5	---
	Other soaps	338	171,682	6,660	3.9	---
	Not analyzed in detail	43	13,957	654	4.7	---
42	Other chemicals and related products	13	14,375	135	.9	.1
50	Hardware	68	44,230	1,342	3.0	.5
52	Sporting goods	70	43,376	475	1.1	.2
56	Industrial equipment and supplies	81	51,577	189	.4	.1
62	Building metal work	70	33,291	736	2.2	.3
63	Copper and products	13	2,364	226	9.6	.1
65	Iron and steel products--flat	51	22,491	447	2.0	.2
66	Iron and steel--wire and wire products	147	72,754	1,913	2.6	.8
81	Paper and products (except stationery and wallpaper)	286	151,625	3,375	2.2	1.4
	Cardboard and paperboard	6	3,622	165	4.6	---
	Wrapping or coarse paper	165	102,415	632	.8	---
	Paper products such as bags, boxes, cups, dishes, etc.	248	132,390	2,227	1.7	---
	Not analyzed in detail	15	5,040	151	3.0	---
83	Stationery and supplies	75	45,859	202	.4	.1
89	Tobacco products	427	202,079	23,717	11.7	9.6
	Cigars	251	142,944	1,831	1.3	---
	Cigarettes	330	164,220	11,526	7.0	---
	Other tobacco products	363	178,022	7,943	4.5	---
	Not analyzed in detail	51	20,969	2,417	11.5	---
90	Fertilizer and fertilizer materials	34	14,986	597	4.0	.2
	All other commodities	---	---	2,244	---	.6
	Mountain Division					
	All establishments 183; Sales $88,994,000; Commodity coverage 95.6 percent					
	Total analyzed	172	85,035	85,035	--	100.0
00	Bakery products	88	50,672	587	1.2	.7
01	Beer and other malt liquors	41	22,604	1,427	6.3	1.7
02	Butter and cheese	62	35,731	619	1.7	.7
03	Canned foods	169	82,955	26,864	32.4	31.6
	Canned fruits	149	70,286	5,519	7.9	---
	Canned vegetables	150	70,033	8,079	11.5	---
	Canned fish and sea foods	140	68,774	2,047	3.0	---
	Canned meats	137	68,768	1,618	2.4	---
	Canned milk	149	69,587	3,887	5.6	---
	Other canned foods	117	54,382	2,727	5.0	---
	Not analyzed in detail	17	11,288	2,987	26.5	---
04	Coffee	157	80,593	2,405	3.0	2.8
	Green	[illegible]	3,914	50	1.3	---
	Roasted	135	66,443	1,660	2.5	---
	Not analyzed in detail	22	14,150	695	4.9	---
05	Confectionery	160	80,228	2,966	3.7	3.5
	Candy	139	69,830	1,834	2.6	---
	Chewing gum	118	62,148	664	1.1	---
	Not analyzed in detail	---	---	468	---	---
06	Dairy and poultry products (except butter and cheese)	16	8,474	376	4.4	.4
	Eggs	14	8,043	365	4.5	---
	Milk and cream, fluid	3	682	4	.6	---
	Not analyzed in detail	---	---	7	---	---
08	Flour	137	67,694	2,466	3.6	2.9
09	Fruits and vegetables, fresh	39	17,667	2,306	13.1	2.7
	Fresh fruits	32	15,488	1,323	8.5	---
	Fresh vegetables	36	16,874	983	5.8	---
10	Fruits and vegetables, frozen	12	11,448	57	.5	.1
11	Groceries (except as listed)	172	85,035	16,785	19.7	19.7
	Breakfast cereals	153	70,653	3,412	4.8	---
	Extracts and spices	121	63,283	605	1.0	---
	Lard substitutes and cooking fats	129	61,661	1,517	2.5	---
	Nuts (all kinds)	102	58,073	734	1.3	---
	Butter substitutes	17	6,460	246	3.8	---
	Pickles, preserves, and sauces	135	66,493	1,477	2.2	---
	Rice, polished	94	52,781	368	.7	---
	Teas	109	59,595	427	.7	---
	Other	91	41,615	3,745	9.0	---
	Not analyzed in detail	16	12,929	4,254	32.9	---

Percent column A—Percent of total sales of establishments reporting that they sell such commodity.
Percent column B—Percent which stated commodity bears to total sales of all establishments in this kind of business reporting sales of such commodity.

SERVICE AND LIMITED-FUNCTION WHOLESALERS

TABLE 8.—COMMODITY SALES, BY KIND-OF-BUSINESS GROUPS

By Geographic Divisions and 5 Selected Cities—Continued

[Limited to establishments which report an analysis of their sales by commodities. Ratio of commodity coverage indicates sales size of sample]

Commodity No.	KIND OF BUSINESS AREA AND COMMODITY	ESTABLISHMENTS REPORTING COMMODITY DATA: Number	ESTABLISHMENTS REPORTING COMMODITY DATA: Sales of such establishments (add 000)	REPORTED SALES OF STATED COMMODITY: Amount reported (add 000)	REPORTED SALES OF STATED COMMODITY: Percent column A (See note)	Percent column B (See note)
	GROCERIES (GENERAL LINE) TRADE—Con.					
	Mountain Division—Con.					
12	Meats and meat products	21	$9,797	$296	3.0	.3
	Lard	15	7,319	117	1.6	---
	Meats, fresh	5	1,278	63	4.9	---
	Meats, cured or smoked	13	5,342	64	1.2	---
	Not analyzed in detail	---	---	52	---	---
13	Soft drinks	44	28,494	222	.8	.3
14	Sugar	165	79,926	9,731	12.2	11.4
15	Wines and liquors	[illegible]	2,956	205	6.9	.2
	Liquors	5	1,518	85	5.6	---
	Wines	7	2,585	35	1.4	---
	Not analyzed in detail	---	---	85	---	---
16	Other food and related products	29	20,521	1,274	6.2	1.5
18	Feed	15	5,754	131	2.3	.2
	Hay, straw, and alfalfa	7	3,289	38	1.2	---
	Mixed and other feeds	9	3,187	67	2.1	---
	Not analyzed in detail	3	554	26	4.7	---
19	Grain	13	5,097	164	3.2	.2
20	Hides, skins, and raw furs	3	2,329	113	4.9	.1
21	Livestock (sheep and lambs)	3	2,329	181	7.8	.2
27	Clothing and furnishings, men's and boys'	10	8,551	216	2.5	.3
28	Clothing and accessories, women's and children's	[illegible]	4,097	218	5.3	.3
30	Notions	11	7,334	47	.6	.1
31	Piece goods	6	4,097	74	1.8	.1
32	Shoes and other footwear	5	2,623	53	2.0	.1
36	Automotive supplies (tires and tubes)	8	4,585	51	1.1	.1
37	Drugs and drug sundries	22	14,234	136	1.0	.2
40	Paints and varnishes	13	11,660	53	.5	.1
41	Soaps	112	59,187	4,019	6.8	4.7
	Toilet soaps	87	45,253	724	1.6	---
	Other soaps	97	46,644	2,553	5.5	---
	Not analyzed in detail	14	11,688	742	6.3	---
42	Other chemicals and related products	8	8,174	96	1.6	.1
45	Radios, appliances, and specialties	13	10,785	66	.6	.1
46	China, glassware, and crockery	15	12,700	51	.4	.1
48	House furnishings	15	11,263	587	5.2	.7
50	Hardware	22	14,772	159	1.1	.2
52	Sporting goods	16	11,726	95	.8	.1
66	Iron and steel--wire and wire products	17	13,995	100	.7	.1
75	Glass--sheet and containers	17	13,271	174	1.3	.2
81	Paper and products (except stationery and wallpaper)	99	56,324	1,465	2.6	1.7
	Cardboard and paperboard	3	1,547	7	.5	---
	Wrapping or coarse paper	67	40,368	398	1.0	---
	Paper products such as bags, boxes, cups, dishes, etc.	83	45,825	734	1.6	---
	Not analyzed in detail	---	---	326	---	---
83	Stationery and supplies	31	27,143	[illegible]	.2	.1
89	Tobacco products	142	71,908	7,147	9.9	8.4
	Cigars	74	40,653	519	1.3	---
	Cigarettes	103	52,149	3,872	7.4	---
	Other tobacco products	101	51,896	1,772	3.4	---
	Not analyzed in detail	84	17,745	984	5.5	---
	All other commodities	---	---	989	---	1.0
	Pacific Division					
	All establishments 293; Sales $208,959,000; Commodity coverage 87.5 percent					
	Total analyzed	271	182,851	182,851	---	100.0
00	Bakery products	55	74,783	1,680	2.2	.9
01	Beer and other malt liquors	130	126,969	5,693	4.5	3.1
02	Butter and cheese	36	34,888	1,089	3.1	.6
03	Canned foods	271	182,851	64,794	35.4	35.4
	Canned fruits	249	167,628	13,550	8.1	---
	Canned vegetables	249	167,629	20,072	12.0	---
	Canned fish and sea foods	237	166,427	6,429	3.9	---
	Canned meats	209	161,741	3,918	2.4	---
	Canned milk	245	163,903	9,123	5.6	---
	Other canned foods	213	151,430	7,828	5.2	---
	Not analyzed in detail	18	14,857	3,874	26.1	---

Commodity No.	KIND OF BUSINESS AREA AND COMMODITY	ESTABLISHMENTS REPORTING COMMODITY DATA: Number	ESTABLISHMENTS REPORTING COMMODITY DATA: Sales of such establishments (add 000)	REPORTED SALES OF STATED COMMODITY: Amount reported (add 000)	REPORTED SALES OF STATED COMMODITY: Percent column A (See note)	Percent column B (See note)
	GROCERIES (GENERAL LINE) TRADE—Con.					
	Pacific Division—Con.					
04	Coffee	246	$173,566	$6,652	3.8	3.6
	Green	10	25,116	1,382	5.5	---
	Roasted	220	147,184	4,506	3.1	---
	Not analyzed in detail	20	17,484	764	4.4	---
05	Confectionery and ice cream	229	161,159	3,448	2.1	1.9
	Candy	201	142,832	2,046	1.4	---
	Chewing gum	156	133,873	682	.5	---
	Other confectionery	10	6,769	33	.5	---
	Not analyzed in detail	25	17,004	687	4.0	---
06	Dairy and poultry products (except butter and cheese)	19	11,100	[illegible]	8.1	.5
07	Fish and sea foods (except canned)	19	23,092	179	.8	.1
08	Flour	249	173,348	5,870	3.4	3.2
09	Fruits and vegetables, fresh	15	9,816	1,077	11.0	.6
	Fresh fruits	10	8,290	494	6.0	---
	Fresh vegetables	12	8,078	536	6.6	---
	Not analyzed in detail	---	---	47	---	---
11	Groceries (except as listed)	270	182,796	37,236	20.4	20.4
	Breakfast cereals	[illegible]	161,559	7,475	4.6	---
	Extracts and spices	171	154,715	1,153	.7	---
	Lard substitutes and cooking fats	226	157,877	4,082	2.6	---
	Nuts (all kinds)	84	122,512	804	.7	---
	Butter substitutes	91	56,783	385	.7	---
	Pickles, preserves, and sauces	181	151,590	3,577	2.4	---
	Rice, polished	107	124,999	1,019	.8	---
	Teas	175	145,948	1,402	1.0	---
	Other	197	119,047	11,534	9.7	---
	Not analyzed in detail	17	16,622	5,807	34.9	---
12	Meats and meat products	16	10,533	362	3.4	.2
	Lard	8	5,997	69	1.2	---
	Meats, fresh	7	5,016	215	4.3	---
	Meats, cured or smoked	9	5,756	61	1.1	---
	Not analyzed in detail	---	---	17	---	---
13	Soft drinks	35	65,082	1,022	1.6	.6
14	Sugar	257	178,482	15,042	8.4	8.2
15	Wines and liquors	50	49,605	4,329	8.7	2.4
	Liquors	10	16,671	3,219	19.3	---
	Wines	23	45,304	986	2.2	---
	Not analyzed in detail	3	2,908	124	4.3	---
16	Other food and related products	25	28,477	1,589	5.6	.9
39	Oils, vegetable	28	54,563	336	.6	.2
	Cottonseed, linseed, etc.	27	54,475	295	.5	---
	Essential oils	3	20,974	45	.2	---
41	Soaps	112	120,811	6,382	5.3	3.5
	Toilet soaps	84	110,906	1,388	1.3	---
	Other soaps	98	112,174	4,584	4.1	---
	Not analyzed in detail	13	8,336	410	4.9	---
75	Glass containers	10	15,052	105	.7	.1
81	Paper and products (except stationery and wallpaper)	65	100,637	3,045	3.0	1.7
	Wrapping or coarse paper	39	79,614	590	.7	---
	Paper products such as bags, boxes, cups, dishes, etc.	59	94,051	2,223	2.4	---
	Other	---	---	127	---	---
	Not analyzed in detail	5	5,675	105	1.9	---
89	Tobacco products	201	139,617	14,050	10.1	7.7
	Cigars	160	121,549	1,885	1.6	---
	Cigarettes	199	138,937	9,469	6.8	---
	Other tobacco products	184	134,748	2,499	1.9	---
	Not analyzed in detail	---	---	197	---	---
	All other commodities	---	---	7,679	---	4.0
	Service receipts	---	---	276	---	.2
	New York City					
	All establishments 65; Sales $112,134,000; Commodity coverage 87.6 percent					
	Total analyzed	56	98,199	98,199	---	100.0
00	Bakery products	8	24,643	166	.7	.2
02	Butter and cheese	15	37,105	913	2.5	.9

Percent column A: Percent of *total* sales of establishments reporting that they sell such commodity.
Percent column B: Percent which stated commodity bears to *total* sales of all establishments in this kind of business reporting their sales by commodities.

SERVICE AND LIMITED-FUNCTION WHOLESALERS

TABLE 8.—COMMODITY SALES, BY KIND OF BUSINESS GROUPS

By Geographic Division, and 5 Selected Cities—Continued

[Limited to establishments which report an analysis of their sales by commodities. Ratio of commodity coverage indicates sales size of sample]

Commodity No.	Kind of business area and commodity	Establishments reporting commodity data: Number	Establishments reporting commodity data: Sales of establishments (add 000)	Reported sales of stated commodity: Amount reported (add 000)	Reported sales of stated commodity: Percent (column A) (See note)	Percent (column B) (See note)
	GROCERIES (GENERAL LINE) TRADE—Con.					
	New York City—Con.					
03	Canned foods	56	$98,199	$44,338	45.2	45.2
	Canned fruits	46	73,814	9,066	12.3	---
	Canned vegetables	50	74,991	14,606	19.5	---
	Canned fish and sea foods	47	72,154	4,207	5.8	---
	Canned meats	35	68,580	957	1.4	---
	Canned milk	47	72,533	2,274	3.1	---
	Other canned foods	28	37,655	1,711	4.5	---
	Not analyzed in detail	6	23,208	11,535	49.7	---
04	Coffee	45	94,762	3,779	4.0	3.6
	Green	6	17,861	[illegible]	.4	---
	Roasted	41	89,374	3,447	3.9	---
	Not analyzed in detail	---	---	252	---	---
05	Confectionery and ice cream	9	24,590	143	.6	.1
	Candy	8	23,458	128	.5	---
	Other confectionery	[illegible]	3,909	15	.4	---
06	Dairy and poultry products (except butter and cheese)	[illegible]	1,678	182	10.8	.2
	Eggs	3	607	91	15.0	---
	Other	---	---	91	---	---
07	Fish and sea foods (except canned)	7	21,675	1,071	4.9	1.1
08	Flour	45	88,496	3,519	4.0	3.6
11	Groceries (except as listed)	56	98,199	27,990	28.5	28.5
	Breakfast cereals	[illegible]	75,332	2,322	3.2	---
	Extracts and spices	42	72,420	951	1.3	---
	Lard substitutes and cooking fats	32	50,756	1,280	2.5	---
	Nuts (all kinds)	37	67,388	1,423	2.1	---
	Butter substitutes	6	4,821	97	2.0	---
	Pickles, preserves, and sauces	[illegible]	75,310	4,092	5.6	---
	Rice, polished	40	56,363	760	1.3	---
	Teas	37	70,816	2,297	3.2	---
	Other	31	66,990	9,779	14.6	---
	Not analyzed in detail	4	22,008	4,989	22.7	---
13	Soft drinks	[illegible]	44,280	1,323	3.0	1.3
14	Sugar	52	95,526	8,438	8.8	8.6
39	Oils (cottonseed, linseed, etc.)	7	6,402	234	3.7	.2
41	Soaps	18	28,755	1,484	5.2	1.5
	Toilet soaps	16	26,709	595	2.2	---
	Other soaps	15	26,360	695	2.6	---
	Not analyzed in detail	---	---	194	---	---
81	Paper and products (except stationery and wallpaper)	8	21,671	209	1.0	.2
	Paper products such as bags, boxes, cups, dishes, etc.	7	19,840	175	.9	---
	Not analyzed in detail	---	---	34	---	---
	All other commodities	---	---	4,410	---	4.6
	Chicago					
	All establishments 42; Sales $88,559,000; Commodity coverage 77.6 percent					
	Total analyzed	33	53,175	53,175	---	100.0
[illegible]	Bakery products	7	9,896	125	1.3	.2
02	Butter and cheese	13	28,517	473	1.7	.9
03	Canned foods	31	52,057	23,758	45.6	44.6
	Canned fruits	30	41,993	6,017	14.3	---
	Canned vegetables	29	40,864	8,822	21.6	---
	Canned fish and sea foods	26	39,818	1,788	4.5	---
	Canned meats	22	35,316	932	2.6	---
	Canned milk	22	31,737	1,036	3.3	---
	Other canned foods	22	29,546	1,268	4.3	---
	Not analyzed in detail	---	---	3,875	---	---
04	Coffee	27	49,228	3,164	6.4	6.0
	Green	3	6,791	119	1.8	---
	Roasted	24	45,195	3,027	6.7	---
	Not analyzed in detail	---	---	18	---	---
05	Confectionery and ice cream	13	40,758	660	1.6	1.2
	Candy	[illegible]	31,493	547	1.7	---
	Chewing gum	6	11,828	36	.3	---
	Not analyzed in detail	---	---	77	---	---
06	Dairy and poultry products (except butter and cheese)	6	7,008	479	6.8	.9
	Eggs	5	6,875	176	2.6	---
	Milk and cream, fluid	4	3,911	78	2.0	---
	Poultry	4	3,888	225	5.8	---

Commodity No.	Kind of business area and commodity	Establishments reporting commodity data: Number	Establishments reporting commodity data: Sales of establishments (add 000)	Reported sales of stated commodity: Amount reported (add 000)	Reported sales of stated commodity: Percent (column A) (See note)	Percent (column B) (See note)
	GROCERIES (GENERAL LINE) TRADE—Con.					
	Chicago—Con.					
07	Fish and sea foods (except canned)	11	$28,837	$176	.6	.3
	Cured and processed fish	7	19,050	77	.4	---
	Frozen fish	3	6,295	8	.1	---
	Other	---	---	91	---	---
08	Flour	25	41,319	1,819	4.4	3.4
09	Fruits and vegetables, fresh	4	4,389	535	12.2	1.0
	Fresh fruits	3	3,778	286	7.6	---
	Fresh vegetables	3	3,778	237	6.3	---
	Not analyzed in detail	---	---	10	---	---
10	Fruits and vegetables, frozen	4	16,359	285	1.7	.5
11	Groceries (except as listed)	33	53,175	13,947	26.2	26.2
	Breakfast cereals	28	51,179	1,586	3.1	---
	Extracts and spices	28	51,834	701	1.4	---
	Lard substitutes and cooking fats	20	36,983	809	2.2	---
	Nuts (all kinds)	23	43,803	611	1.4	---
	Butter substitutes	3	758	48	6.3	---
	Pickles, preserves, and sauces	32	53,074	3,798	7.2	---
	Rice, polished	19	43,790	395	.9	---
	Teas	20	46,646	472	1.0	---
	Other	25	45,702	5,527	12.1	---
12	Meats and meat products	7	7,406	1,101	14.9	2.1
	Lard	4	6,765	203	3.0	---
	Meats, fresh	4	3,911	435	11.1	---
	Meats, cured or smoked	7	7,406	433	5.8	---
	Other	---	---	32	---	---
13	Soft drinks	8	18,139	154	.8	.3
14	Sugar	26	41,881	3,150	7.5	5.9
15	Wines and liquors	5	6,700	1,170	17.5	2.2
	Liquors	4	6,631	846	12.8	---
	Wines	[illegible]	6,631	316	4.8	---
	Not analyzed in detail	---	---	[illegible]	---	---
16	Other food and related products	6	9,485	661	7.0	1.2
39	Oils (cottonseed, linseed, etc.)	5	7,068	124	1.8	.2
41	Soaps	8	10,269	425	4.1	.8
	Toilet soaps	7	8,335	72	.9	---
	Other soaps	8	10,269	353	3.4	---
[illegible]	Industrial equipment and supplies	4	7,491	233	3.1	.4
81	Paper and products (except stationery and wallpaper)	6	17,180	266	1.5	.5
	Paper products such as bags, boxes, cups, dishes, etc.	[illegible]	7,116	138	1.9	---
	Not analyzed in detail	---	---	128	---	---
89	Tobacco products	5	14,645	162	1.1	.3
	All other commodities	---	---	328	---	.9
	Philadelphia					
	All establishments 31; Sales $38,560,000; Commodity coverage 76.0 percent					
	Total analyzed	24	29,306	29,306	---	100.0
02	Butter and cheese	11	21,366	1,127	5.3	3.8
[illegible]	Canned foods	23	29,266	10,262	35.1	35.0
	Canned fruits	20	23,235	2,002	8.6	---
	Canned vegetables	20	23,235	2,691	11.6	---
	Canned fish and sea foods	19	23,138	588	3.8	---
	Canned meats	16	21,047	355	1.7	---
	Canned milk	20	23,235	681	2.9	---
	Other canned foods	14	20,891	1,184	5.7	---
	Not analyzed in detail	---	---	2,461	---	---
04	Coffee	19	28,657	1,851	6.2	5.6
	Roasted	16	20,900	874	4.2	---
	Not analyzed in detail	---	---	777	---	---
05	Confectionery and ice cream	5	15,564	273	1.7	.9
	Candy	5	15,564	132	.8	---
	Other	---	---	138	---	---
06	Dairy and poultry products (except butter and cheese)	7	18,109	253	1.4	.9
	Eggs	6	17,326	212	1.2	---
	Other	---	---	41	---	---
08	Flour	20	27,691	1,193	4.3	4.1

Percent column A—Percent of *total* sales of establishments reporting that they handled such commodity.
Percent column B—Percent which stated commodity bears to *total* sales of all establishments in this kind of business reporting that they handled commodity.

SERVICE AND LIMITED-FUNCTION WHOLESALERS

TABLE 8.—COMMODITY SALES, BY KIND-OF-BUSINESS GROUPS

By Geographic Divisions and 5 Selected Cities—Continued

[Limited to establishments which report an analysis of their sales by commodities. Ratio of commodity coverage indicates sales size of sample]

Commodity No.	KIND OF BUSINESS AREA AND COMMODITY	ESTABLISHMENTS REPORTING COMMODITY DATA: Number	ESTABLISHMENTS REPORTING COMMODITY DATA: Sales of such establishments (add 000)	REPORTED SALES OF STATED COMMODITY: Amount reported (add 000)	REPORTED SALES OF STATED COMMODITY: Percent column A (See note)	Percent column B (See note)
	GROCERIES (GENERAL LINE) TRADE—Con.					
	Philadelphia—Con.					
11	Groceries (except as listed)	23	$29,266	$8,346	28.5	28.5
	Breakfast cereals	17	21,876	1,160	5.3	---
	Extracts and spices	16	22,034	247	1.1	---
	Lard substitutes and cooking fats	15	19,970	693	3.5	---
	Nuts (all kinds)	14	21,363	317	1.5	---
	Pickles, preserves, and sauces	18	22,276	477	2.1	---
	Rice, polished	16	21,421	243	1.1	---
	Teas	15	20,802	267	1.3	---
	Other	15	22,748	3,468	15.2	---
	Not analyzed in detail	3	5,861	1,474	25.1	---
12	Meats and meat products	7	13,270	400	3.0	1.4
	Lard	5	12,740	69	.5	---
	Meats, cured or smoked	5	2,180	143	6.6	---
	Other	---	---	188	---	---
13	Soft drinks	4	17,898	142	.8	.5
14	Sugar	22	28,859	3,040	10.5	10.4
16	Other food and related products	3	11,272	139	1.2	.5
41	Soaps	6	14,885	1,096	7.4	3.7
	Toilet soaps	3	13,497	173	1.3	---
	Other soaps	6	14,885	923	6.2	---
81	Paper and products (except stationery and wallpaper)	3	13,119	206	1.6	.7
89	Tobacco products	3	17,148	809	4.7	2.8
	All other commodities	---	---	372	---	1.2
	Boston					
	All establishments 23; Sales $25,847,000; Commodity coverage 79.0 percent					
	Total analyzed	15	20,422	20,422	---	100.0
02	Butter and cheese	4	1,976	346	17.5	1.7
05	Canned foods	13	8,029	4,306	53.6	21.1
	Canned fruits	10	6,255	1,167	18.7	---
	Canned vegetables	10	6,255	1,458	23.3	---
	Canned fish and sea foods	10	6,255	356	5.7	---
	Canned meats	9	5,101	142	2.8	---
	Canned milk	8	4,912	142	2.9	---
	Other canned foods	8	5,234	1,041	19.9	---
04	Coffee	11	7,471	228	3.1	1.1
	Green	3	1,558	72	4.6	---
	Roasted	8	5,913	156	2.6	---
05	Confectionery (candy)	3	13,479	143	1.1	.7
08	Flour	7	2,906	177	6.3	.9
11	Groceries (except as listed)	15	20,422	7,643	37.4	37.4
14	Sugar	8	4,912	216	4.4	1.1
39	Oils (cottonseed, linseed, etc.)	5	3,063	54	1.8	.3
41	Soaps	4	1,693	95	5.6	.5
	All other commodities	---	---	7,214	---	35.2
	San Francisco					
	All establishments 20; Sales $26,302,000; Commodity coverage 100.0 percent					
	Total analyzed	20	26,302	26,302	---	100.0
00	Bakery products	6	3,060	203	6.6	.8
01	Beer and other malt liquors	9	21,533	503	2.3	1.9
02	Butter and cheese	6	2,725	116	4.3	.4
03	Canned foods	20	26,284	10,938	41.6	41.6
	Canned fruits	19	26,196	2,940	11.2	---
	Canned vegetables	18	26,122	4,575	17.5	---
	Canned fish and sea foods	19	26,196	1,252	4.8	---
	Canned meats	16	25,670	520	2.0	---
	Canned milk	15	24,943	810	3.2	---
	Other canned foods	14	23,786	841	3.5	---
04	Coffee	16	25,223	1,643	6.5	6.2
05	Confectionery and ice cream	13	17,207	140	.8	.5
	Candy	9	14,413	76	.5	---
	Not analyzed in detail	---	---	64	---	---
07	Fish and sea foods (except canned)	10	5,493	45	.8	.2
08	Flour	15	23,829	315	1.3	1.2
	GROCERIES (GENERAL LINE) TRADE—Con.					
	San Francisco—Con.					
11	Groceries (except as listed)	20	$26,284	$4,888	18.6	18.6
	Breakfast cereals	17	25,877	862	3.3	---
	Extracts and spices	17	25,549	141	.6	---
	Lard substitutes and cooking fats	15	25,055	580	2.3	---
	Nuts (all kinds)	12	24,415	260	1.1	---
	Pickles, preserves, and sauces	18	25,951	774	3.0	---
	Rice, polished	14	18,765	246	1.3	---
	Teas	13	22,597	177	.8	---
	Other	13	22,988	1,848	8.0	---
12	Meats and meat products	3	645	55	8.5	.2
14	Sugar	18	25,783	1,632	6.3	6.2
15	Wines and liquors	11	16,236	3,140	19.3	11.9
	Liquors	9	14,598	2,884	19.8	---
	Wines	6	14,434	256	1.8	---
16	Other food and related products	5	5,781	118	2.0	.4
39	Oils, vegetable	9	18,060	149	.8	.6
41	Soaps	11	21,549	877	4.1	3.3
	Toilet soaps	11	21,549	161	.8	---
	Other soaps	11	21,549	696	3.2	---
81	Paper and products (except stationery and wallpaper)	10	19,619	445	2.3	1.7
	Wrapping or coarse paper	6	17,869	116	.6	---
	Paper products such as bags, boxes, cups, dishes, etc.	9	18,688	329	1.8	---
89	Tobacco products	12	22,818	593	2.6	2.3
	Cigars	7	14,362	24	.2	---
	Cigarettes	12	22,818	530	2.3	---
	Other tobacco products	9	21,629	39	.2	---
	All other commodities	---	---	277	---	1.1
	Service receipts	---	---	225	---	.9
	GROCERIES AND FOODS (SPECIALTY LINES) TRADES					
	New England Division					
	All establishments 870; Sales $156,180,000; Commodity coverage 97.2 percent					
	Total analyzed	836	151,833	151,833	---	100.0
00	Bakery products	70	3,266	1,497	45.8	1.0
01	Beer and other malt liquors	8	1,787	382	21.4	.3
02	Butter and cheese	109	34,469	2,857	8.3	1.9
03	Canned foods	132	56,175	8,194	22.7	5.4
	Canned fruits	53	18,153	2,605	14.4	---
	Canned vegetables	59	17,883	1,412	7.9	---
	Canned fish and sea foods	52	11,201	734	6.6	---
	Canned meats	67	19,973	1,101	5.5	---
	Canned milk	35	9,369	694	7.4	---
	Other canned foods	42	7,661	1,067	13.9	---
	Not analyzed in detail	9	961	581	60.5	---
04	Coffee	61	20,768	8,868	42.7	5.8
	Green	10	10,553	1,010	9.6	---
	Roasted	52	18,623	7,192	38.6	---
	Not analyzed in detail	7	1,959	666	34.3	---
05	Confectionery and ice cream	158	13,018	8,917	68.5	5.9
	Candy	128	10,255	6,497	63.4	---
	Chewing gum	75	6,656	706	10.6	---
	Ice cream and ices	14	1,542	423	27.4	---
	Other confectionery	41	3,470	598	17.2	---
	Not analyzed in detail	18	2,063	693	33.6	---
06	Dairy and poultry products (except butter and cheese)	94	36,126	4,635	12.8	3.1
	Eggs	67	30,922	1,213	3.9	---
	Milk and cream, fluid	6	854	135	15.8	---
	Poultry	72	31,848	2,924	9.2	---
	Other	11	7,524	365	4.9	---
07	Fish and sea foods (except canned)	176	32,380	16,593	57.4	12.2
	Fresh fish	87	18,170	8,411	46.3	---
	Cured and processed fish	49	10,886	1,630	15.0	---
	Frozen fish	49	10,700	2,564	24.0	---
	Other sea foods	97	12,288	4,777	38.9	---
	Not analyzed in detail	8	6,082	1,211	19.9	---
08	Flour	50	12,387	7,475	60.3	4.9
09	Fruits and vegetables, fresh	16	5,782	309	5.3	.2

Percent column A—Percent of *total* sales of establishments reporting that they sell such commodity.
Percent column B—Percent which stated commodity bears to *total* sales of all establishments in this kind of business reporting their sales by commodities.

SERVICE AND LIMITED-FUNCTION WHOLESALERS

TABLE 8.—COMMODITY SALES, BY KIND-OF-BUSINESS GROUPS

By Geographic Divisions and 5 Selected Cities—Continued

[Limited to establishments which report an analysis of their sales by commodities. Ratios of commodity coverage [illegible]]

Commodity No.	Kind of business area and commodity	Establishments reporting commodity data: Number	Establishments reporting commodity data: Sales of such establishments (add 000)	Reported sales of stated commodity: Amount reported (add 000)	Reported sales of stated commodity: Percent of column A (See note)	Percent of column B (See note)
	GROCERIES AND FOODS (SPECIALTY LINES) TRADES—Con.					
	New England Division—Con.					
10	Fruits and vegetables, frozen	7	$7,750	$841	8.3	.4
11	Groceries (except as listed)	202	47,486	20,558	43.3	13.5
	Breakfast cereals	31	8,646	2,128	24.6	---
	Extracts and spices	52	12,006	1,115	9.3	---
	Lard substitutes and cooking fats	30	8,157	582	7.1	---
	Nuts (all kinds)	41	9,758	2,187	22.4	---
	Butter substitutes	12	4,426	146	3.3	---
	Pickles, preserves, and sauces	68	10,939	1,153	10.5	---
	Rice, polished	16	3,068	91	3.0	---
	Teas	51	22,169	8,134	36.7	---
	Other	65	10,744	2,870	26.7	---
	Not analyzed in detail	22	3,444	2,152	62.5	---
12	Meats and meat products	265	75,305	63,060	83.7	41.5
	Lard	71	33,666	596	1.8	---
	Meats, fresh	181	58,476	41,075	70.2	---
	Meats, cured or smoked	145	43,836	8,582	19.6	---
	Other (including game)	27	7,656	[illegible]	11.5	---
	Not analyzed in detail	42	13,225	11,927	90.2	---
13	Soft drinks	47	3,768	783	20.8	.5
14	Sugar	45	8,033	1,699	21.2	1.1
15	Wines and liquors	6	1,641	247	15.1	.2
16	Other foods and related products	23	5,039	769	15.3	.5
19	Grain	4	696	83	11.9	.1
26	Other farm products--raw materials	4	812	178	21.9	.1
39	Oils, vegetable	14	3,570	267	7.5	.2
	Cottonseed, linseed, etc.	11	2,748	259	9.4	---
	Essential oils	3	822	8	1.0	---
81	Paper and products (except stationery and wallpaper)	7	685	[illegible]	12.3	.1
89	Tobacco products	19	2,960	1,030	34.8	.7
	Cigars	10	1,501	92	6.1	---
	Cigarettes	14	1,761	353	20.0	---
	Other tobacco products	12	1,550	103	6.6	---
	Not analyzed in detail	---	---	482	---	---
	All other commodities	---	---	707	---	.4
	Middle Atlantic Division					
	All establishments 3,250					
	Sales $716,759,000					
	Commodity coverage 88.6 percent					
	Total analyzed	3,080	634,848	634,648	---	100.0
00	Bakery products	206	18,015	8,667	48.1	1.4
01	Beer and other malt liquors	24	4,062	1,407	34.6	.2
02	Butter and cheese	245	58,736	9,136	15.6	1.4
03	Canned foods	521	137,225	54,942	41.2	8.7
	Canned fruits	219	55,211	8,408	15.0	---
	Canned vegetables	226	44,954	9,821	21.8	---
	Canned fish and sea foods	196	51,200	9,978	19.5	---
	Canned meats	164	48,550	15,264	31.4	---
	Canned milk	119	37,205	2,978	8.0	---
	Other canned foods	142	32,865	3,774	11.6	---
	Not analyzed in detail	54	13,756	4,719	34.3	---
04	Coffee	384	95,497	57,432	60.1	9.0
	Green	68	39,949	23,722	59.4	---
	Roasted	299	60,128	25,460	42.3	---
	Not analyzed in detail	34	12,120	8,250	68.1	---
05	Confectionery and ice cream	650	86,777	38,362	67.6	6.0
	Candy	539	42,457	25,913	61.0	---
	Chewing gum	338	24,409	2,823	11.6	---
	Ice cream and ices	23	1,781	1,367	76.8	---
	Other confectionery	178	16,891	3,431	20.3	---
	Not analyzed in detail	51	9,315	4,828	51.8	---
06	Dairy and poultry products (except butter and cheese)	173	62,722	9,011	14.4	1.4
	Eggs	87	29,271	1,875	6.4	---
	Milk and cream, fluid	5	1,109	22	2.0	---
	Poultry	102	42,945	6,948	16.2	---
	Other	7	539	43	8.0	---
	Not analyzed in detail	11	4,508	122	2.7	---
07	Fish and sea foods (except canned)	355	59,559	42,075	70.6	6.6
	Fresh fish	165	27,944	21,291	76.2	---
	Cured and processed fish	119	20,940	6,376	30.4	---
	Frozen fish	102	20,208	3,825	18.9	---
	Other sea foods	91	9,213	3,220	35.0	---
	Not analyzed in detail	26	4,498	7,564	89.0	---
	GROCERIES AND FOODS (SPECIALTY LINES) TRADES—Con.					
	Middle Atlantic Division—Con.					
08	Flour	191	$40,371	$17,700	43.8	2.8
09	Fruits and vegetables, fresh	48	7,969	1,579	19.8	.2
10	Fruits and vegetables, frozen	28	9,875	2,755	27.7	.4
11	Groceries (except as listed)	925	217,591	115,765	53.2	18.2
	Breakfast cereals	90	24,641	8,198	33.3	---
	Extracts and spices	206	55,066	9,110	16.5	---
	Lard substitutes and cooking fats	115	25,677	3,463	13.5	---
	Nuts (all kinds)	181	45,152	13,051	28.9	---
	Butter substitutes	43	15,404	1,056	6.9	---
	Pickles, preserves, and sauces	291	54,005	7,235	13.4	---
	Rice, polished	95	29,658	2,304	7.8	---
	Teas	156	66,839	21,641	32.4	---
	Other	366	90,578	41,097	45.3	---
	Not analyzed in detail	72	13,985	8,700	62.2	---
12	Meats and meat products	774	216,779	183,793	84.8	29.0
	Lard	132	40,812	1,995	4.9	---
	Meats, fresh	532	165,974	134,739	81.2	---
	Meats, cured or smoked	403	110,706	29,002	26.2	---
	Other (including game)	81	23,679	7,328	31.0	---
	Not analyzed in detail	61	14,093	10,729	76.1	---
13	Soft drinks	236	15,105	5,992	39.7	.9
14	Sugar	150	70,015	47,374	67.6	7.5
15	Wines and liquors	16	8,191	1,197	14.6	.2
16	Other food and related products	200	42,887	17,954	41.9	2.8
18	Feed	31	6,014	556	9.2	.1
19	Grain	27	3,820	365	9.6	.1
[illegible]	Hides, skins, and raw furs	19	15,982	1,255	7.9	.2
26	Other farm products--raw materials	29	10,561	711	6.8	.1
39	Oils, vegetable	26	10,013	730	7.3	.1
41	Soaps	36	5,265	921	17.2	.1
	Toilet soaps	19	4,207	686	16.4	---
	Other soaps	26	4,015	195	4.9	---
	Not analyzed in detail	4	115	28	24.3	---
42	Other chemicals and related products	16	6,389	1,248	19.5	.2
81	Paper and products (except stationery and wallpaper)	72	7,535	754	10.0	.1
89	Tobacco products	107	12,191	3,231	26.5	.5
	Cigars	63	3,94[illegible]	42[illegible]	6.5	---
	Cigarettes	74	8,474	1,912	22.5	---
	Other tobacco products	50	5,420	624	11.5	---
	Not analyzed in detail	12	793	249	31.4	---
97	Rubber, crude	3	3,815	1,075	28.2	.2
	All other commodities	---	---	8,912	---	1.6
	East North Central Division					
	All establishments [illegible]					
	Sales [illegible]					
	Commodity coverage 94.[illegible] percent					
	Total analyzed	[illegible]	[illegible]	[illegible]		100.0
00	Bakery products	[illegible]	13,624	5,456	[illegible]	[illegible]
01	Beer and other malt liquors	[illegible]	8,021	1,631	20.3	[illegible]
02	Butter and cheese	[illegible]	[illegible]	[illegible]	9.7	[illegible]
03	Canned foods	3[illegible]	72,763	23,413	[illegible]	[illegible]
	Canned fruits	1[illegible]	32,976	4,430	13.4	---
	Canned vegetables	[illegible]	[illegible]	7,452	[illegible]	---
	Canned fish and sea foods	116	28,420	1,579	[illegible]	---
	Canned meats	116	35,141	3,195	9.1	---
	Canned milk	84	24,968	1,672	6.7	---
	Other canned foods	[illegible]	19,948	1,697	8.5	---
	Not analyzed in detail	50	8,999	3,368	37.5	---
04	Coffee	269	63,870	[illegible]	49.8	[illegible]
	Green	[illegible]	8,675	1,831	21.1	---
	Roasted	237	54,001	28,840	53.4	---
	Not analyzed in detail	46	8,713	1,127	[illegible]	---
05	Confectionery and ice cream	[illegible]	44,259	26,082	58.9	7.9
	Candy	4[illegible]	34,781	16,762	48.2	---
	Chewing gum	[illegible]	[illegible]	[illegible]	11.5	---
	Ice cream and ices	39	1,090	[illegible]	47.3	---
	Other confectionery	[illegible]	[illegible]	[illegible]	19.4	---
	Not analyzed in detail	41	5,704	[illegible]	[illegible]	---

[illegible]

[illegible]

SERVICE AND LIMITED-FUNCTION WHOLESALERS

TABLE 8.—COMMODITY SALES, BY KIND-OF-BUSINESS GROUPS

By Geographic Divisions and 5 Selected Cities—Continued

[Limited to establishments which report an analysis of their sales by commodities. Ratio of commodity coverage indicates sales size of sample]

Commodity No.	KIND OF BUSINESS AREA AND COMMODITY	ESTABLISHMENTS REPORTING COMMODITY DATA: Number	ESTABLISHMENTS REPORTING COMMODITY DATA: Sales of such establishments (add 000)	REPORTED SALES OF STATED COMMODITY: Amount reported (add 000)	REPORTED SALES OF STATED COMMODITY: Percent column A (See note)	Percent column B (See note)
	GROCERIES AND FOODS (SPECIALTY LINES) TRADES—Con.					
	East North Central Division					
06	Dairy and poultry products (except butter and cheese)	150	$32,906	$4,639	14.1	1.4
	Eggs	66	14,727	1,102	7.5	---
	Milk and cream, fluid	10	1,042	65	6.2	---
	Poultry	91	25,104	3,082	12.3	---
	Other	7	521	69	13.2	---
	Not analyzed in detail	21	2,779	321	11.6	---
07	Fish and sea foods (except canned)	266	31,448	22,055	70.1	6.7
	Fresh fish	179	18,045	10,449	57.9	---
	Cured and processed fish	100	14,696	2,676	18.2	---
	Frozen fish	96	14,947	3,837	25.7	---
	Other sea foods	57	9,206	1,062	11.5	---
	Not analyzed in detail	23	4,885	4,031	82.5	---
08	Flour	146	23,997	7,569	31.5	2.3
09	Fruits and vegetables, fresh	54	9,066	4,102	45.2	1.2
	Fresh fruits	32	6,939	2,344	33.8	---
	Fresh vegetables	34	6,966	1,461	21.0	---
	Not analyzed in detail	14	1,549	297	22.0	---
10	Fruits and vegetables, frozen	28	7,688	936	12.2	.3
11	Groceries (except as listed)	725	110,095	40,474	36.8	12.3
	Breakfast cereals	88	20,471	5,428	26.5	---
	Extracts and spices	174	37,728	6,110	16.2	---
	Lard substitutes and cooking fats	75	22,275	1,679	7.5	---
	Nuts (all kinds)	151	25,376	5,162	20.3	---
	Butter substitutes	65	14,112	1,065	7.5	---
	Pickles, preserves, and sauces	204	34,619	3,198	9.2	---
	Rice, polished	43	18,268	372	2.3	---
	Teas	148	41,721	4,804	11.5	---
	Other	304	40,129	9,797	24.4	---
	Not analyzed in detail	70	9,815	2,859	29.1	---
12	Meats and meat products	669	120,217	106,354	88.5	32.4
	Lard	171	37,692	4,268	11.3	---
	Meats, fresh	478	95,952	74,549	77.7	---
	Meats, cured or smoked	347	59,891	13,555	22.6	---
	Other (including game)	79	14,879	3,223	21.7	---
	Not analyzed in detail	74	12,531	10,759	85.9	---
13	Soft drinks	209	12,990	5,323	41.0	1.6
14	Sugar	141	51,245	28,370	51.5	8.0
15	Wines and liquors	18	5,102	1,088	21.3	.3
	Liquors	8	1,679	368	21.9	---
	Wine	12	2,498	260	10.4	---
	Not analyzed in detail	5	2,362	460	19.5	---
16	Other food and related products	131	14,438	4,990	34.6	1.5
18	Feed	46	5,826	1,350	23.2	.4
19	Grain	19	3,166	330	10.4	.1
20	Hides, skins, and raw furs	41	8,168	434	5.3	.1
37	Drugs and drug sundries	28	7,000	1,264	18.1	.4
39	Oils, vegetable	18	2,920	396	13.6	.1
41	Soaps	47	8,397	3,192	38.0	1.0
	Toilet soaps	24	6,006	2,058	34.3	---
	Other soaps	27	6,474	923	14.3	---
	Not analyzed in detail	13	1,237	231	18.7	---
42	Other chemicals and related products	14	2,267	187	8.2	.1
81	Paper and products (except stationery and wallpaper)	49	6,102	621	10.2	.2
89	Tobacco products	94	12,525	3,367	26.9	1.0
	Cigars	65	8,194	466	5.7	---
	Cigarettes	55	7,103	1,385	19.5	---
	Other tobacco products	41	6,638	532	8.0	---
	Not analyzed in detail	15	3,555	984	27.7	---
	All other commodities	---	---	1,499	---	.6
	Service receipts	8	4,270	168	3.9	.1
	West North Central Division					
	All establishments 973					
	Sales $119,122,000					
	Commodity coverage 95.8 percent					
	Total analyzed	937	114,084	114,084	---	100.0
00	Bakery products	79	4,952	1,827	36.9	1.6
01	Beer and other malt liquors	43	10,310	1,645	16.0	1.4
02	Butter and cheese	50	10,229	1,072	10.5	.9

Commodity No.	KIND OF BUSINESS AREA AND COMMODITY	ESTABLISHMENTS REPORTING COMMODITY DATA: Number	ESTABLISHMENTS REPORTING COMMODITY DATA: Sales of such establishments (add 000)	REPORTED SALES OF STATED COMMODITY: Amount reported (add 000)	REPORTED SALES OF STATED COMMODITY: Percent column A (See note)	Percent column B (See note)
	GROCERIES AND FOODS (SPECIALTY LINES) TRADES—Con.					
	West North Central Division—Con.					
03	Canned foods	142	$29,802	$6,306	2..2	5.5
	Canned fruits	71	13,408	1,406	10.5	---
	Canned vegetables	77	13,257	1,594	12.0	---
	Canned fish and sea foods	52	9,200	785	8.5	---
	Canned meats	42	9,463	351	3.7	---
	Canned milk	41	7,523	687	9.1	---
	Other canned foods	54	4,881	253	5.2	---
	Not analyzed in detail	23	7,087	1,231	17.5	---
04	Coffee	132	36,415	26,420	72.6	23.2
	Green	10	3,846	192	5.0	---
	Roasted	123	34,280	25,224	73.6	---
	Not analyzed in detail	8	2,049	1,004	49.0	---
05	Confectionery and ice cream	228	20,786	8,542	41.1	7.5
	Candy	147	14,431	5,447	37.7	---
	Chewing gum	104	8,969	843	9.4	---
	Ice cream and ices	19	2,884	504	17.5	---
	Other confectionery	69	5,252	897	17.1	---
	Not analyzed in detail	19	4,246	851	20.0	---
06	Dairy and poultry products (except butter and cheese)	45	7,699	674	8.8	.6
	Eggs	21	5,017	176	3.5	---
	Milk and cream, fluid	10	720	46	6.4	---
	Poultry	26	6,030	363	6.0	---
	Other	---	---	89	---	---
07	Fish and sea foods (except canned)	79	11,357	5,507	48.5	4.8
	Fresh fish	49	4,995	1,612	32.3	---
	Cured and processed fish	45	7,107	1,193	16.9	---
	Frozen fish	47	8,037	1,890	23.5	---
	Other sea foods	26	3,603	454	12.6	---
	Not analyzed in detail	[illegible]	640	358	55.9	---
08	Flour	81	12,774	4,812	37.7	4.2
09	Fruits and vegetables, fresh	41	9,510	2,609	27.4	2.3
	Fresh fruits	23	2,990	343	11.5	---
	Fresh vegetables	26	6,427	1,460	22.7	---
	Not analyzed in detail	12	2,876	806	28.0	---
10	Fruits and vegetables, frozen	19	7,270	393	5.1	.3
11	Groceries (except as listed)	312	55,352	20,956	37.9	18.4
	Breakfast cereals	51	9,759	3,277	33.6	---
	Extracts and spices	94	18,830	4,336	23.0	---
	Lard substitutes and cooking fats	32	9,143	452	4.9	---
	Nuts (all kinds)	57	11,168	4,644	41.6	---
	Butter substitutes	20	6,151	307	5.0	---
	Pickles, preserves, and sauces	76	13,728	1,054	7.7	---
	Rice, polished	15	3,629	52	1.4	---
	Teas	56	14,552	559	3.8	---
	Other	124	19,440	4,235	21.8	---
	Not analyzed in detail	41	8,755	2,040	23.5	---
12	Meats and meat products	210	19,533	16,303	83.5	14.3
	Lard	76	12,763	493	3.9	---
	Meats, fresh	153	15,545	10,691	68.8	---
	Meats, cured or smoked	124	14,733	3,578	24.3	---
	Other (including game)	27	3,352	364	10.9	---
	Not analyzed in detail	22	1,555	1,177	75.7	---
13	Soft drinks	110	10,577	3,279	31.0	2.9
14	Sugar	68	20,383	6,698	32.9	5.9
16	Other food and related products	40	3,530	1,702	48.2	1.5
18	Feed	43	4,849	795	16.4	.7
	Mixed and other feeds	39	4,108	637	15.5	---
	Not analyzed in detail	[illegible]	741	156	21.1	---
[illegible]	Grain	12	1,273	729	57.3	.6
41	Soaps	19	1,939	166	8.6	.1
81	Paper and products (except stationery and wallpaper)	27	4,195	286	6.8	.3
	Wrapping or coarse paper	[illegible]	2,241	113	5.0	---
	Paper products such as bags, boxes, cups, dishes, etc.	22	3,674	108	2.9	---
	Other	- -	---	65	---	---
89	Tobacco products	61	6,011	1,514	25.2	1.3
	Cigars	37	4,527	267	5.9	---
	Cigarettes	36	4,558	811	17.8	---
	Other tobacco products	30	4,159	309	7.4	---
	Not analyzed in detail	8	434	127	29.3	---
	All other commodities	- -	---	1,851	---	1.7

Percent column A—Percent of *total* sales of establishments reporting that they sell such commodity.
Percent column B—Percent which stated commodity bears to *total* sales of all establishments in this kind of business reporting their sales by commodities.

SERVICE AND LIMITED-FUNCTION WHOLESALERS

TABLE 8.—COMMODITY SALES, BY KIND-OF-BUSINESS GROUPS

By Geographic Divisions and 5 Selected Cities—Continued

[Limited to establishments which report an analysis of their sales by commodities. Ratio of commodity coverage indicates size of sample]

Commodity No.	KIND OF BUSINESS AREA AND COMMODITY	ESTABLISHMENTS REPORTING COMMODITY DATA: Number	ESTABLISHMENTS REPORTING COMMODITY DATA: Sales of such establishments (add 000)	REPORTED SALES OF STATED COMMODITY: Amount reported (add 000)	REPORTED SALES OF STATED COMMODITY: Percent column A (See note)	Percent column B (See note)
	GROCERIES AND FOODS (SPECIALTY LINES) TRADES—Con.					
	South Atlantic Division					
	All establishments 1,418					
	Sales $162,714,000					
	Commodity coverage 90.1 percent					
	Total analyzed	1,329	$146,625	$146,625	---	100.0
00	Bakery products	125	14,285	1,878	13.1	1.3
01	Beer and other malt liquors	21	3,749	731	19.5	.5
02	Butter and cheese	104	23,315	3,303	14.2	2.3
03	Canned foods	288	55,890	17,113	30.6	11.7
	Canned fruits	156	33,152	3,372	10.2	---
	Canned vegetables	187	37,108	5,702	15.4	---
	Canned fish and sea foods	126	29,179	981	3.4	---
	Canned meats	157	37,512	1,173	3.1	---
	Canned milk	138	29,699	2,865	9.6	---
	Other canned foods	107	25,942	906	3.5	---
	Not analyzed in detail	45	7,154	2,114	29.5	---
04	Coffee	232	41,957	11,402	27.2	7.8
	Green	19	3,647	375	10.3	---
	Roasted	198	36,559	10,352	28.3	---
	Not analyzed in detail	28	4,693	675	14.4	---
05	Confectionery and ice cream	440	41,936	16,584	39.5	11.3
	Candy	371	31,209	11,526	36.9	---
	Chewing gum	241	22,719	1,280	5.6	---
	Ice cream and ices	12	871	366	42.0	---
	Other confectionery	139	14,028	1,566	11.2	---
	Not analyzed in detail	43	6,077	1,846	30.4	---
06	Dairy and poultry products (except butter and cheese)	70	16,120	1,378	8.5	.9
	Eggs	46	11,896	601	5.1	---
	Milk and cream, fluid	4	645	19	2.9	---
	Poultry	33	8,644	455	5.3	---
	Other	8	1,330	143	10.8	---
	Not analyzed in detail	9	1,987	160	8.1	---
07	Fish and sea foods (except canned)	219	20,827	13,767	66.1	9.4
	Fresh fish	179	14,525	9,945	68.5	---
	Cured and processed fish	25	4,056	295	7.3	---
	Frozen fish	36	9,087	684	7.5	---
	Other sea foods	83	9,974	2,447	24.5	---
	Not analyzed in detail	11	1,068	396	37.1	---
08	Flour	125	17,017	4,046	23.8	2.8
09	Fruits and vegetables, fresh	51	9,872	1,322	13.4	.9
	Fresh fruits	54	6,614	466	7.0	---
	Fresh vegetables	35	6,985	352	5.0	---
	Not analyzed in detail	8	2,211	504	22.8	---
10	Fruits and vegetables, frozen	11	4,519	452	10.0	.3
11	Groceries (except as listed)	455	74,863	23,079	30.8	15.7
	Breakfast cereals	83	17,221	1,913	11.1	---
	Extracts and spices	123	26,972	847	3.1	---
	Lard substitutes and cooking fats	102	30,260	1,345	4.4	---
	Nuts (all kinds)	78	13,662	4,485	32.8	---
	Butter substitutes	78	23,223	1,434	6.2	---
	Pickles, preserves, and sauces	166	37,138	1,964	5.3	---
	Rice, polished	92	22,404	787	3.5	---
	Teas	127	31,809	1,712	5.4	---
	Other	133	16,100	5,204	32.3	---
	Not analyzed in detail	58	8,737	3,388	38.8	---
12	Meats and meat products	278	44,068	28,772	65.3	19.6
	Lard	104	20,776	965	4.8	---
	Meats, fresh	163	27,642	16,713	60.5	---
	Meats, cured or smoked	143	28,966	6,188	22.9	---
	Other (including game)	29	4,050	854	16.9	---
	Not analyzed in detail	39	7,418	4,242	57.2	---
13	Soft drinks	59	5,269	2,221	42.2	1.5
14	Sugar	133	29,568	6,327	21.4	4.3
15	Wines and liquors	3	1,309	131	10.0	.1
16	Other food and related products	65	9,745	5,857	39.6	2.6
18	Feed	66	8,777	1,731	19.7	1.2
	Hay, straw, and alfalfa	19	1,711	60	3.5	---
	Mixed and other feeds	57	7,334	1,480	20.2	---
	Not analyzed in detail	9	1,443	191	13.2	---
19	Grain	18	2,526	181	7.2	.1
22	Seeds	14	3,058	167	5.5	.1
	GROCERIES AND FOODS (SPECIALTY LINES) TRADES—Con.					
	South Atlantic Division—Con.					
37	Drugs and drug sundries	56	$5,315	$308	5.8	.2
	Drugs, chemicals, and pharmaceuticals	11	1,436	43	3.0	---
	Proprietary medicines and toiletries	24	1,953	102	5.2	---
	Druggists' sundries	16	1,841	51	2.8	---
	Not analyzed in detail	13	1,652	110	6.7	---
41	Soaps	44	6,638	381	5.7	.3
	Toilet soaps	25	4,627	76	1.6	---
	Other soaps	34	4,973	206	4.1	---
	Not analyzed in detail	7	1,112	99	8.9	---
50	Hardware	16	3,126	325	10.4	.2
	Builders' hardware	4	827	23	2.8	---
	Heavy hardware	6	1,571	112	7.1	---
	Bolts, nuts, rivets, and screws	5	650	25	3.8	---
	Shelf or light hardware	6	923	23	2.5	---
	Tools and cutlery	4	570	9	1.6	---
	Other	---	---	44	---	---
	Not analyzed in detail	3	909	89	9.8	---
81	Paper and products (except stationery and wallpaper)	67	7,063	479	6.8	.3
	Printing and writing papers	4	764	8	1.2	---
	Cardboard and paperboard	3	288	7	2.4	---
	Wrapping or coarse paper	17	2,695	69	2.6	---
	Paper products such as bags, boxes, cups, dishes, etc	58	5,758	369	6.4	---
	Not analyzed in detail	5	386	25	6.5	---
89	Tobacco products	149	20,156	4,524	22.4	3.1
	Cigars	94	10,727	785	7.3	---
	Cigarettes	80	9,642	1,566	16.2	---
	Other tobacco products	81	9,952	785	7.9	---
	Not analyzed in detail	27	6,468	1,388	21.5	---
	All other commodities	---	---	2,168	---	1.5
	East South Central Division					
	All establishments 477					
	Sales $46,250,000					
	Commodity coverage 83.4 percent					
	Total analyzed	438	38,578	38,578	---	100.0
00	Bakery products	50	3,442	719	20.9	1.9
01	Beer and other malt liquors	5	362	97	26.8	.3
02	Butter and cheese	20	3,755	399	10.6	1.0
03	Canned foods	86	13,248	4,060	30.6	10.5
	Canned fruits	39	8,018	1,059	13.2	---
	Canned vegetables	53	8,444	1,045	12.4	---
	Canned fish and sea foods	33	6,372	179	2.8	---
	Canned meats	30	5,413	282	5.2	---
	Canned milk	24	4,694	369	7.9	---
	Other canned foods	26	6,107	257	4.2	---
	Not analyzed in detail	13	2,169	869	40.1	---
04	Coffee	102	13,518	6,113	45.2	15.8
	Green	10	1,158	110	9.5	---
	Roasted	96	12,618	5,708	45.2	---
	Not analyzed in detail	5	861	295	34.3	---
05	Confectionery and ice cream	173	11,508	5,164	44.9	13.4
	Candy	154	9,367	4,082	43.6	---
	Chewing gum	97	6,783	498	7.3	---
	Ice cream and ices	5	216	37	17.1	---
	Other confectionery	48	2,309	273	11.8	---
	Not analyzed in detail	12	1,564	274	17.5	---
06	Dairy and poultry products (except butter and cheese)	19	3,527	303	8.6	.8
07	Fish and sea foods (except canned)	40	3,043	2,151	70.7	5.6
	Fresh fish	32	1,833	1,304	71.1	---
	Cured and processed fish	4	237	18	7.6	---
	Frozen fish	12	1,224	201	16.4	---
	Other sea foods	14	665	160	24.1	---
	Not analyzed in detail	5	491	468	95.3	---
08	Flour	49	5,949	2,195	36.9	5.7
09	Fruits and vegetables, fresh	17	1,936	203	10.5	.5
10	Fruits and vegetables, frozen	5	838	60	7.2	.2

Percent column A—Percent of total sales of establishments reporting that they sell such commodity.

Percent column B—Percent which stated commodity bears to total sales of all establishments in this kind-of-business reporting [illegible]

SERVICE AND LIMITED-FUNCTION WHOLESALERS

TABLE 8.—COMMODITY SALES, BY KIND-OF-BUSINESS GROUPS

By Geographic Divisions and 5 Selected Cities—Continued

[Limited to establishments which report an analysis of their sales by commodities. Ratio of commodity coverage indicates sales size of sample]

Commodity No.	KIND OF BUSINESS AREA AND COMMODITY	ESTABLISHMENTS REPORTING COMMODITY DATA: Number	ESTABLISHMENTS REPORTING COMMODITY DATA: Sales of such establishments (add 000)	REPORTED SALES OF STATED COMMODITY: Amount reported (add 000)	REPORTED SALES OF STATED COMMODITY: Percent col. A (See note)	Percent col. B (See note)
	GROCERIES AND FOODS (SPECIALTY LINES) TRADES—Con.					
	East South Central Division—Con.					
11	Groceries (except as listed)	146	$20,169	$5,446	27.0	14.1
	Breakfast cereals	29	5,791	1,053	18.2	---
	Extracts and spices	33	6,405	245	3.8	---
	Lard substitutes and cooking fats	28	5,269	117	2.2	---
	Nuts (all kinds)	34	3,213	529	16.5	---
	Butter substitutes	13	4,788	374	7.8	---
	Pickles, preserves, and sauces	46	9,232	417	4.5	---
	Rice, polished	15	3,709	19	.5	---
	Teas	35	8,136	385	4.7	---
	Other	37	4,967	1,410	28.4	---
	Not analyzed in detail	21	2,116	899	42.5	---
12	Meats and meat products	87	9,352	5,207	55.7	13.5
	Lard	51	6,602	717	10.9	---
	Meats, fresh	45	5,042	2,510	49.8	---
	Meats, cured or smoked	48	5,604	1,[illegible]	[illegible]	---
	Other (including game)	5	792	[illegible]	8.0	---
	Not analyzed in detail	9	987	[illegible]	56.5	---
13	Soft drinks	33	1,584	899	56.8	2.3
14	Sugar	55	9,400	2,336	24.9	6.1
16	Other food and related products	17	2,132	271	12.7	.7
18	Feed	38	4,573	678	14.8	1.8
19	Grain	12	1,196	58	4.8	.2
20	Hides, skins, and raw furs	4	1,741	144	13.3	.4
22	Seeds	9	1,363	100	7.3	.3
26	Other farm products—raw materials	5	542	73	13.5	.2
27	Clothing and furnishings, men's and boys'	9	1,265	47	3.7	.1
28	Clothing and accessories, women's and children's	7	722	24	3.3	.1
30	Notions	12	560	57	10.2	.1
32	Shoes and other footwear	5	346	49	14.2	.1
37	Drugs and drug sundries	18	2,362	85	3.6	.2
41	Soaps	11	1,425	72	5.1	.2
42	Other chemicals and related products	3	494	32	6.5	.1
45	Radios, appliances, and specialties	3	555	86	15.5	.2
81	Paper and products (except stationery and wallpaper)	15	1,781	87	4.9	.2
89	Tobacco products	56	4,299	798	18.6	2.1
	Cigars	20	2,410	91	3.8	---
	Cigarettes	20	3,101	472	15.2	---
	Other tobacco products	20	3,063	201	6.6	---
	Not analyzed in detail	3	428	34	8.0	---
90	Fertilizer and fertilizer materials	7	877	73	8.3	.2
	All other commodities	-	---	492	---	1.1
	West South Central Division					
	All establishments 962 Sales $1,[illegible],000 Commodity coverage [illegible] percent					
	Total analyzed	930	98,744	98,744	---	100.0
00	Bakery products	81	3,249	484	14.9	.5
01	Beer and other malt liquors	12	2,053	379	18.6	.4
02	Butter and cheese	46	7,643	1,315	17.2	1.3
03	Canned foods	133	21,581	4,407	20.4	4.5
	Canned fruits	47	9,342	910	9.7	---
	Canned vegetables	62	8,979	1,192	13.3	---
	Canned fish and sea foods	33	5,941	506	8.5	---
	Canned meats	40	9,129	273	3.0	---
	Canned milk	30	6,619	591	6.9	---
	Other canned foods	35	5,444	317	5.8	---
	Not analyzed in detail	20	3,396	618	18.2	---
4	Coffee	181	41,176	31,133	75.6	31.5
	Green	24	13,125	11,419	87.0	---
	Roasted	151	28,877	19,052	70.9	---
	Not analyzed in detail	11	1,619	662	40.9	---
05	Confectionery and ice cream	264	17,476	9,045	51.8	9.2
	Candy	247	16,022	6,640	41.4	---
	Chewing gum	137	10,816	860	8.0	---
	Ice cream and ices	8	253	156	62.4	---
	Other confectionery	60	5,109	1,389	27.2	---
06	Dairy and poultry products (except butter and cheese)	35	2,402	363	6.8	.4
	GROCERIES AND FOODS (SPECIALTY LINES) TRADES—Con.					
	West South Central Division—Con.					
07	Fish and sea foods (except canned	[illegible]	$6,579	$4,474	68.0	4.5
	Fresh fish	[illegible]	3,763	2,195	58.3	---
	Cured and processed fish	[illegible]	2,348	209	8.9	---
	Frozen fish	[illegible]	1,738	537	30.9	---
	Other sea foods	45	2,263	933	41.[illegible]	---
	Not analyzed in detail	8	667	600	90.0	---
08	Flour	102	11,802	3,716	31.[illegible]	3.[illegible]
09	Fruits and vegetables, fresh	24	[illegible]	238	7.3	.2
10	Fruits and vegetables, frozen	11	1,161	549	25.4	[illegible]
11	Groceries (except as listed)	287	[illegible]	14,615	35.9	24.[illegible]
	Breakfast cereals	31	[illegible]	733	11.6	---
	Extracts and spices	84	[illegible]	1,147	[illegible]	
	Lard substitutes and c[illegible]	81	15,021	[illegible]		
	Nuts (all kinds)	48	7,598	5,074		
	Butter substitutes	33	8,481	[illegible]		
	Pickles, preserves, and sauces	77	14,957	1,427		
	Rice, polished	22	5,166	[illegible]	1.	
	Teas	49	10,768	793	7.4	
	Other	101	12,633	2,454	19.4	
	Not analyzed in detail	30	3,578	1,671	46.7	---
12	Meats and meat products	163	25,133	16,086	64.0	16.[illegible]
	Lard	61	11,854	780	6.6	---
	Meats, fresh	124	16,195	8,994	55.5	---
	Meats, cured or smoked	106	16,396	3,682	[illegible]	---
	Other (including game)	18	3,132	371	[illegible]	---
	Not analyzed in detail	23	3,160	2,259	[illegible]	---
13	Soft drinks	46	2,134	1,034	[illegible]	1.[illegible]
14	Sugar	54	10,910	2,649	24.3	2.7
16	Other food and related products	33	4,127	1,238	[illegible]	[illegible]
18	Feed	73	9,265	2,609	28.2	[illegible]
19	Grain	38	6,558	438	6.7	.4
20	Hides, skins, and raw furs	10	2,428	63	2.6	.1
26	Other farm products—raw materials	8	2,568	370	14.4	.4
37	Drugs and drug sundries	20	2,946	172	5.8	.2
41	Soaps	15	2,863	57	2.0	.1
81	Paper and products (except stationery and wallpaper)	22	2,839	203	7.2	.2
83	Stationery and supplies	6	613	58	9.5	.1
89	Tobacco products	77	8,497	1,774	20.9	1.8
	Cigars	57	7,343	786	10.7	---
	Cigarettes	25	4,819	411	8.5	---
	Other tobacco products	30	5,234	444	8.5	---
	Not analyzed in detail	9	691	133	22.9	---
90	Fertilizer and fertilizer materials	6	2,538	90	3.5	.1
	All other commodities	---	---	1,181	---	1.0
	Mountain Division					
	All establishments 265 Sales $27,555,000 Commodity coverage 92.2 percent					
	Total analyzed	246	25,417	25,417	---	100.0
00	Bakery products	31	1,386	367	26.5	1.4
01	Beer and other malt liquors	6	1,65[illegible]	947	57.4	3.7
02	Butter and cheese	10	1,446	406	28.1	1.6
03	Canned foods	33	4,235	1,957	46.2	7.7
	Canned fruits	17	3,375	550	16.3	---
	Canned vegetables	19	3,144	699	22.2	---
	Canned fish or sea foods	7	2,362	149	6.3	---
	Canned meats	9	1,921	122	6.3	---
	Canned milk	10	2,517	136	5.5	---
	Other canned foods	5	353	142	40.2	---
	Not analyzed in detail	5	249	158	63.5	---
04	Coffee	46	5,123	3,463	67.6	13.6
	Roasted	37	4,876	3,415	70.0	---
	Not analyzed in detail	9	247	48	19.4	---
05	Confectionery and ice cream	58	3,687	1,619	44.0	6.4
	Candy	48	2,898	1,054	36.4	---
	Chewing gum	22	1,777	120	6.8	---
	Ice cream and ices	11	372	100	26.9	---
	Other confectionery	17	1,446	280	19.4	---
	Not analyzed in detail	9	432	65	15.0	---
06	Dairy and poultry products (except butter and cheese)	15	2,087	133	6.4	.5

SERVICE AND LIMITED-FUNCTION WHOLESALERS

TABLE 8.—COMMODITY SALES, BY KIND OF BUSINESS GROUPS

By Geographic Divisions and Selected Cities—Continued

[Limited to establishments which report an analysis of the sales by commodities. Ratio of commodity coverage indicates sales size of sample]

Commodity No.	KIND OF BUSINESS AREA AND COMMODITY	ESTABLISHMENTS REPORTING COMMODITY DATA: Number	ESTABLISHMENTS REPORTING COMMODITY DATA: Sales of such establishments (add 000)	REPORTED SALES OF STATED COMMODITY: Amount reported (add 000)	REPORTED SALES OF STATED COMMODITY: Percent column A (See note)	Percent column B (See note)
	GROCERIES AND FOODS (SPECIALTY LINES) TRADES—Con.					
	Mountain Division—Con.					
07	Fish and sea foods (except canned)	17	$1,032	$626	60.7	2.5
	Fresh fish	12	842	207	24.6	---
	Cured and processed fish	7	475	45	9.5	---
	Frozen fish	5	495	285	57.6	---
	Other sea foods	7	541	89	16.5	---
08	Flour	21	3,720	652	17.5	2.6
09	Fruits and vegetables, fresh	6	243	51	21.0	.2
	Fresh fruits	3	186	22	11.8	---
	Fresh vegetables	4	201	22	10.9	---
	Not analyzed in detail	---	---	7	---	---
11	Groceries (except as listed)	85	14,296	6,899	48.3	27.1
	Breakfast cereals	11	2,229	838	37.6	---
	Extracts and spices	25	1,591	133	8.4	---
	Lard substitutes and cooking fats	9	1,028	100	9.7	---
	Nuts (all kinds)	18	1,572	141	9.0	---
	Butter substitutes	4	726	22	3.0	---
	Pickles, preserves, and sauces	22	2,953	220	7.5	---
	Rice, polished	3	1,032	40	3.9	---
	Teas	15	2,090	183	8.8	---
	Other	30	6,927	4,856	70.1	---
	Not analyzed in detail	10	1,690	366	21.7	---
12	Meats and meat products	61	5,936	4,858	81.8	19.1
	Lard	14	2,065	56	2.7	---
	Meats, fresh	44	4,286	2,559	59.7	---
	Meats, cured or smoked	29	3,585	960	26.8	---
	Other (including game)	[illegible]	932	500	53.6	---
	Not analyzed in detail	10	975	783	80.3	---
13	Soft drinks	18	953	250	26.2	1.0
14	Sugar	12	3,712	788	21.2	3.1
16	Other food and related products	20	1,779	342	19.2	1.3
18	Feed	11	2,506	503	20.1	2.0
19	Grain	6	2,214	300	13.6	1.2
	Corn	5	2,165	105	4.9	---
	Wheat	[illegible]	2,152	76	3.5	---
	Other (except rice)	3	2,100	107	5.1	---
	Not analyzed in detail	---	---	12	---	---
20	Hides, skins, and raw furs	3	849	54	6.4	.2
22	Seeds	4	2,614	259	9.9	1.0
46	China, glassware, and crockery	[illegible]	228	52	22.8	.2
81	Paper and products (except stationery and wallpaper)	9	656	19	2.9	.1
89	Tobacco products	18	1,349	313	23.2	1.2
	Cigars	11	913	60	6.6	---
	Cigarettes	8	655	135	20.6	---
	Other tobacco products	3	317	24	7.8	---
	Not analyzed in detail	[illegible]	244	94	38.5	---
	All other commodities	---	---	559	---	2.3
	Pacific Division					
	All establishments 1,288					
	Sales $209,441,000					
	Commodity coverage 96.8 percent					
	Total analyzed	1,234	202,645	202,645	---	100.0
00	Bakery products	88	7,874	2,217	28.2	1.1
01	Beer and other malt liquors	37	5,985	797	13.3	.4
02	Butter and cheese	59	10,901	1,184	10.9	.6
03	Canned foods	213	46,652	18,965	40.7	9.4
	Canned fruits	88	19,133	3,534	18.5	---
	Canned vegetables	99	18,213	3,813	20.9	---
	Canned fish and sea foods	92	27,359	9,140	33.4	---
	Canned meats	61	15,162	509	3.4	---
	Canned milk	37	7,710	318	4.1	---
	Other canned foods	50	10,441	1,107	10.6	---
	Not analyzed in detail	22	1,816	544	30.0	---
04	Coffee	165	53,712	42,102	78.4	20.8
	Green	25	17,097	11,566	67.6	---
	Roasted	147	40,363	29,254	72.5	---
	Not analyzed in detail	9	1,964	1,282	65.3	---
05	Confectionery and ice cream	162	13,927	4,228	30.4	2.1
	Candy	116	8,165	2,325	28.5	---
	Chewing gum	[illegible]	3,003	391	13.0	---
	Ice cream and ices	12	186	154	82.8	---
	Other confectionery	41	5,367	1,022	19.0	---
	Not analyzed in detail	11	1,272	336	26.4	---

Commodity No.	KIND OF BUSINESS AREA AND COMMODITY	ESTABLISHMENTS REPORTING COMMODITY DATA: Number	ESTABLISHMENTS REPORTING COMMODITY DATA: Sales of such establishments (add 000)	REPORTED SALES OF STATED COMMODITY: Amount reported (add 000)	REPORTED SALES OF STATED COMMODITY: Percent column A (See note)	Percent column B (See note)
	GROCERIES AND FOODS (SPECIALTY LINES) TRADES—Con.					
	Pacific Division—Con.					
08	Dairy and poultry products (except butter and cheese)	67	$15,008	$1,844	12.3	.9
	Eggs	30	7,160	889	12.4	-
	Milk and cream, fluid	8	507	31	6.1	---
	Poultry	32	9,403	793	8.4	
	Other	5	2,460	81	3.3	
	Not analyzed in detail	8	728	50	6.9	---
07	Fish and sea foods (except canned)	205	35,036	20,819	59.4	10.3
	Fresh fish	123	20,738	11,139	53.7	---
	Cured and processed fish	74	14,553	2,638	18.1	---
	Frozen fish	62	20,926	3,660	17.5	---
	Other sea foods	79	11,222	2,507	22.3	---
	Not analyzed in detail	9	1,398	875	62.6	---
08	Flour	40	6,989	2,929	41.9	1.4
09	Fruits and vegetables, fresh	47	6,841	575	8.4	.3
	Fresh fruits	27	4,747	325	6.8	---
	Fresh vegetables	36	3,452	220	6.4	---
	Not analyzed in detail	---	---	30	---	---
10	Fruits and vegetables, frozen	12	6,502	304	4.7	.2
11	Groceries (except as listed)	450	78,730	36,933	46.9	18.2
	Breakfast cereals	33	8,339	2,339	28.0	---
	Extracts and spices	113	27,005	3,688	13.7	---
	Lard substitutes and cooking fats	44	11,878	960	8.1	---
	Nuts (all kinds)	73	14,505	4,452	30.7	---
	Butter substitutes	21	6,375	1,845	29.0	---
	Pickles, preserves, and sauces	108	19,882	1,940	9.8	---
	Rice, polished	82	17,537	2,402	13.7	---
	Teas	117	34,516	6,258	18.1	---
	Other	193	35,235	12,272	34.8	---
	Not analyzed in detail	32	2,228	777	34.9	---
12	Meats and meat products	368	57,754	50,146	86.8	24.7
	Lard	82	20,409	816	4.0	---
	Meats, fresh	305	50,661	39,981	78.9	---
	Meats, cured or smoked	218	38,386	5,454	14.2	---
	Other (including game)	38	4,838	824	17.0	---
	Not analyzed in detail	29	3,509	3,071	87.5	---
13	Soft drinks	60	4,456	2,880	64.6	1.4
14	Sugar	36	9,910	3,535	35.7	1.7
15	Wines and liquors	34	9,012	2,366	26.3	1.2
	Liquors	21	6,916	1,750	25.3	---
	Wines	18	5,692	421	7.4	---
	Not analyzed in detail	3	854	195	22.8	---
16	Other food and related products	105	13,181	4,216	32.0	2.1
39	Oils, vegetable	19	4,755	601	12.6	.3
	Cottonseed, linseed, etc.	15	3,844	526	13.7	---
	Essential oils	4	885	44	5.0	---
	Not analyzed in detail	---	---	31	---	---
41	Soaps	20	3,293	152	4.6	.1
46	China, glassware, and crockery	34	5,660	312	5.5	.2
81	Paper and products (except stationery and wallpaper)	34	6,446	379	5.9	.2
	Wrapping or coarse paper	5	1,552	58	3.7	--
	Paper products such as bags, boxes, cups, dishes, etc.	27	5,583	292	5.2	---
	Other	---	---	29	--	---
89	Tobacco products	27	3,593	743	20.7	.4
	Cigars	11	2,323	[illegible]	3.8	---
	Cigarettes	18	1,660	296	17.8	---
	Other tobacco products	10	2,247	250	11.1	---
	Not analyzed in detail	7	685	108	15.8	---
	All other commodities	---	---	4,418	---	2.0
	New York City					
	All establishments 1,505					
	Sales $483,997,000					
	Commodity coverage 90.3 percent					
	Total analyzed	1,420	436,915	436,915	---	100.0
00	Bakery products	66	5,629	3,811	67.7	.9
02	Butter and cheese	80	25,006	5,022	20.1	1.1

Percent column A.—Percent of *total* sales of establishments reporting that they sell such commodity.

Percent column B.—Percent which stated commodity bears to *total* sales of all establishments in this kind of business reporting such data on commodities.

SERVICE AND LIMITED-FUNCTION WHOLESALERS

TABLE 8.—COMMODITY SALES, BY KIND-OF-BUSINESS GROUPS

By Geographic Divisions and 5 Selected Cities—Continued

[Limited to establishments which report an analysis of their sales by commodities. Ratio of commodity coverage indicates sales size of sample]

Commodity No.	KIND OF BUSINESS AREA AND COMMODITY	ESTABLISHMENTS REPORTING COMMODITY DATA: Number	ESTABLISHMENTS REPORTING COMMODITY DATA: Sales of such establishments (add 000)	REPORTED SALES OF STATED COMMODITY: Amount reported (add 000)	REPORTED SALES OF STATED COMMODITY: Percent column A (See note)	Percent column B (See note)
	GROCERIES AND FOODS (SPECIALTY LINES) TRADES—Con.					
	New York City—Con.					
03	Canned foods	207	$82,479	$40,705	49.4	9.3
	Canned fruits	88	32,187	5,082	15.8	---
	Canned vegetables	91	23,234	5,863	25.2	---
	Canned fish and sea foods	96	32,347	8,691	26.9	---
	Canned meats	39	25,213	13,663	54.2	---
	Canned milk	41	20,539	2,199	10.7	---
	Other canned foods	55	17,373	2,694	15.5	---
	Not analyzed in detail	---	---	2,513	---	---
04	Coffee	165	61,629	43,516	70.3	9.9
	Green	46	36,367	23,276	64.0	---
	Roasted	133	32,413	14,739	45.5	---
	Not analyzed in detail	7	6,193	5,301	85.6	---
05	Confectionery and ice cream	146	29,177	11,593	39.7	2.7
	Candy	107	12,792	8,631	67.5	---
	Chewing gum	50	6,013	1,124	18.7	---
	Ice cream and ices	8	141	136	96.5	---
	Other confectionery	39	4,446	661	14.9	---
	Not analyzed in detail	14	4,603	1,041	22.6	---
06	Dairy and poultry products (except butter and cheese)	73	37,270	6,651	17.8	1.5
	Eggs	23	10,203	1,236	12.1	---
	Poultry	50	26,509	5,325	20.1	---
	Not analyzed in detail	---	---	90	---	---
07	Fish and sea foods (except canned)	201	42,100	31,597	75.1	7.2
	Fresh fish	102	20,764	16,829	81.0	---
	Cured and processed fish	74	16,010	5,401	33.7	---
	Frozen fish	48	13,567	2,396	17.9	---
	Other sea foods	31	4,163	1,365	32.8	---
	Not analyzed in detail	12	5,761	5,606	97.0	---
08	Flour	81	20,181	11,056	54.8	2.5
09	Fruits and vegetables, fresh	16	2,874	468	16.3	.1
	Fresh fruits	11	2,555	355	13.9	---
	Fresh vegetables	11	1,782	113	6.3	---
10	Fruits and vegetables, frozen	8	4,179	1,920	45.9	.4
11	Groceries (except as listed)	427	131,876	77,879	59.1	17.8
	Breakfast cereals	54	10,109	3,480	34.4	---
	Extracts and spices	92	34,510	7,562	21.9	---
	Lard substitutes and cooking fats	35	8,687	1,950	22.4	---
	Nuts (all kinds)	67	23,775	9,868	41.5	---
	Butter substitutes	8	6,784	329	4.9	---
	Pickles, preserves, and sauces	110	24,674	3,778	15.3	---
	Rice, polished	41	15,404	1,849	12.0	---
	Teas	90	33,969	12,600	37.1	---
	Other	159	58,765	32,150	54.7	---
	Not analyzed in detail	30	7,153	4,313	60.5	---
12	Meats and meat products	379	149,623	128,722	86.0	29.5
	Lard	37	19,230	795	4.1	---
	Meats, fresh	265	115,893	97,636	84.2	---
	Meats, cured or smoked	177	74,004	20,626	27.9	---
	Other (including game)	43	15,978	6,028	37.7	---
	Not analyzed in detail	17	5,011	3,637	72.6	---
13	Soft drinks	89	3,798	2,155	56.7	.5
14	Sugar	59	52,056	42,023	80.7	9.6
15	Wines and liquors	14	8,077	1,177	14.6	.5
	Liquors	3	930	235	25.3	---
	Wines	12	6,863	495	7.2	---
	Not analyzed in detail	---	---	447	---	---
16	Other food and related products	112	33,270	15,743	47.3	3.6
20	Hides, skins, and raw furs	7	14,554	1,129	7.8	.3
39	Oils, vegetable	18	5,572	600	10.8	.1
	Cottonseed, linseed, etc.	11	2,088	314	15.0	---
	Essential oils	7	3,561	286	8.0	---
89	Tobacco products	13	2,059	666	32.4	.2
	Cigars	8	1,161	36	3.1	---
	Cigarettes	9	1,821	595	32.6	---
	Other tobacco products	5	559	22	3.9	---
	Not analyzed in detail	---	---	17	---	---
	All other commodities	---	---	10,680	---	2.5
	Chicago					
	All establishments 615					
	Sales $151,597,000					
	Commodity coverage 95.8 percent					
	Total analyzed	586	145,158	145,158	---	100.0

Commodity No.	KIND OF BUSINESS AREA AND COMMODITY	ESTABLISHMENTS REPORTING COMMODITY DATA: Number	ESTABLISHMENTS REPORTING COMMODITY DATA: Sales of such establishments (add 000)	REPORTED SALES OF STATED COMMODITY: Amount reported (add 000)	REPORTED SALES OF STATED COMMODITY: Percent column A (See note)	Percent column B (See note)
	GROCERIES AND FOODS (SPECIALTY LINES) TRADES—Con.					
	Chicago—Con.					
00	Bakery products	17	$2,000	$394	19.7	.3
01	Beer and other malt liquors	3	1,105	86	7.8	.1
02	Butter and cheese	30	10,887	598	5.5	.4
03	Canned foods	83	21,186	8,145	38.4	5.6
	Canned fruits	35	6,690	926	13.8	---
	Canned vegetables	37	6,465	945	14.6	---
	Canned fish and sea foods	27	5,088	635	12.5	---
	Canned meats	21	9,478	2,233	23.6	---
	Canned milk	18	3,293	370	11.2	---
	Other canned foods	26	4,812	819	17.0	---
	Not analyzed in detail	10	3,071	2,217	72.2	---
04	Coffee	69	21,686	18,046	83.2	12.4
	Green	5	4,256	1,601	37.6	---
	Roasted	63	20,491	16,187	79.0	---
	Not analyzed in detail	5	465	258	55.5	---
05	Confectionery and ice cream	61	12,447	8,806	70.7	6.1
	Candy	49	11,031	5,722	51.9	---
	Chewing gum	18	7,153	1,108	15.5	---
	Ice cream and ices	5	221	44	19.9	---
	Other confectionery	14	6,257	1,532	24.5	---
	Not analyzed in detail	---	---	400	---	---
06	Dairy and poultry products (except butter and cheese)	45	17,851	3,067	17.2	2.1
	Eggs	13	6,113	455	7.4	---
	Milk and cream, fluid	3	455	[illegible]	1.1	---
	Poultry	33	16,443	2,324	14.1	---
	Not analyzed in detail	7	1,033	283	27.4	---
07	Fish and sea foods (except canned)	76	14,945	13,495	90.3	9.3
	Fresh fish	41	8,163	5,634	69.0	---
	Cured and processed fish	34	6,602	1,849	28.0	---
	Frozen fish	26	7,803	2,265	29.0	---
	Other sea foods	14	3,310	578	17.5	---
	Not analyzed in detail	11	3,621	3,169	87.5	---
08	Flour	30	8,069	3,138	38.9	2.2
09	Fruits and vegetables, fresh	15	1,205	198	16.4	.1
11	Groceries (except as listed)	176	33,994	15,198	44.7	10.5
	Breakfast cereals	8	3,213	1,593	49.6	---
	Extracts and spices	41	9,714	2,095	21.6	---
	Lard substitutes and cooking fats	12	3,225	415	12.9	---
	Nuts (all kinds)	33	9,791	3,289	33.6	---
	Butter substitutes	4	367	40	10.9	---
	Pickles, preserves, and sauces	36	4,626	720	15.6	---
	Rice, polished	[illegible]	2,635	42	1.6	---
	Teas	39	14,056	3,248	23.1	---
	Other	66	10,746	2,505	23.3	---
	Not analyzed in detail	23	2,045	1,259	61.6	---
12	Meats and meat products	183	59,263	52,649	88.8	36.3
	Lard	25	11,984	2,134	17.8	---
	Meats, fresh	125	48,751	40,128	82.3	---
	Meats, cured or smoked	64	26,844	5,954	22.2	---
	Other (including game)	18	4,674	487	10.4	---
	Not analyzed in detail	21	6,321	3,946	62.4	---
13	Soft drinks	57	2,026	1,118	55.2	.8
14	Sugar	25	18,158	14,621	80.5	10.1
15	Wines and liquors	7	1,002	188	18.8	.1
16	Other food and related products	28	6,106	2,120	34.7	1.5
18	Feed	[illegible]	2,722	803	29.5	.6
39	Oils, vegetable	6	1,266	187	14.8	.1
41	Soaps	8	779	249	32.0	.2
	Toilet soaps	4	209	112	53.6	---
	Other soaps	5	673	105	15.6	---
	Not analyzed in detail	---	---	32	---	---
89	Tobacco products	[illegible]	1,920	696	36.4	.5
	Cigars	5	1,357	168	12.4	---
	Cigarettes	5	1,236	228	18.4	---
	Other tobacco products	4	1,191	109	9.2	---
	Not analyzed in detail	---	---	193	---	---
	All other commodities	---	---	1,208	---	.8
	Service receipts	3	3,382	146	4.3	.1
	Philadelphia					
	All establishments 287					
	Sales $47,371,000					
	Commodity coverage 92.4 percent					
	Total analyzed	271	43,771	43,771	---	100.0

Percent column A—Percent of *total* sales of establishments reporting that they sell such commodity.
Percent column B—Percent which stated commodity bears to *total* sales of all establishments in this kind of business reporting their sales by commodities.

SERVICE AND LIMITED-FUNCTION WHOLESALERS

TABLE 8.—COMMODITY SALES, BY KIND OF BUSINESS GROUPS

By Geographic Division and 5 Selected Cities—Continued

Limited to establishments which [illegible] analyzed their sales by commodities. Ratios of commodity average indicate [illegible] sample

Commodity No.	KIND OF BUSINESS AREA AND COMMODITY	Establishments reporting commodity data: Number	Establishments reporting commodity data: Sales of establishments (add 000)	Reported sales of stated commodity: Amount reported (add 000)	Reported sales of stated commodity: Percent col. umn A (See note)	Percent column B (See note)
	GROCERIES AND FOODS (SPECIALTY LINES) TRADES—Con.					
	Philadelphia—Con.					
00	Bakery products	23	$3,572	$1,881	52.7	4.3
02	Butter and cheese	13	2,619	269	10.3	.6
03	Canned foods	36	7,426	2,523	34.0	5.8
	Canned fruits	18	4,589	1,072	23.4	---
	Canned vegetables	18	4,195	685	16.3	---
	Canned fish and sea foods	13	3,252	375	11.5	---
	Canned meats	[illegible]	1,764	79	4.5	---
	Canned milk	10	3,007	5	.2	---
	Other canned foods	5	1,315	30	2.3	---
	Not analyzed in detail	[illegible]	277	277	100.0	---
04	Coffee	34	3,371	2,072	52.2	4.7
	Green	7	1,564	320	20.5	---
	Roasted	27	3,271	1,601	48.9	---
	Not analyzed in detail	6	696	151	21.7	---
05	Confectionery and ice cream	53	4,271	2,712	63.5	6.2
	Candy	42	3,207	1,942	60.6	---
	Chewing gum	18	1,124	83	7.4	---
	Ice cream and ices	3	398	331	83.6	---
	Other confectionery	12	1,372	152	11.1	---
	Not analyzed in detail	5	204	204	100.0	---
06	Dairy and poultry products (except butter and cheese)	14	3,072	272	8.9	.6
	Eggs	4	912	7	.8	---
	Poultry	12	2,894	255	8.5	---
	Other	---	---	10	---	---
07	Fish and sea foods (except canned)	41	5,439	4,965	91.3	11.3
	Fresh fish	21	1,998	1,768	88.5	---
	Cured and processed fish	5	1,087	679	62.5	---
	Frozen fish	9	1,172	78	6.7	---
	Other sea foods	14	1,748	1,132	64.8	---
	Not analyzed in detail	3	1,308	1,308	100.0	---
08	Flour	17	4,260	1,354	31.8	3.1
09	Fruits and vegetables, fresh	4	376	125	33.2	.3
10	Fruits and vegetables, frozen	5	1,377	225	16.3	.5
11	Groceries (except as listed)	[illegible]	17,559	10,659	60.7	24.4
	Breakfast cereals	10	3,598	2,267	63.2	---
	Extracts and spices	25	5,259	735	14.0	---
	Lard substitutes and cooking fats	13	2,542	334	13.1	---
	Nuts (all kinds)	21	5,308	1,994	37.6	---
	Pickles, preserves, and sauces	21	5,141	805	15.7	---
	Rice, polished	10	1,782	225	12.6	---
	Teas	26	5,078	1,639	32.3	---
	Other	35	2,339	2,198	28.4	---
	Not analyzed in detail	4	462	462	100.0	---
12	Meats and meat products	61	15,358	14,441	94.0	33.0
	Lard	18	5,030	473	9.4	---
	Meats, fresh	50	11,979	9,921	82.8	---
	Meats, cured or smoked	34	6,547	1,112	17.0	---
	Other (including game)	12	3,185	487	15.3	---
	Not analyzed in detail	6	2,448	2,448	100.0	---
13	Soft drinks	7	434	87	20.0	.2
14	Sugar	13	3,556	638	19.0	1.5
16	Other food and related products	22	2,283	766	34.0	1.8
41	Soaps	7	516	42	8.1	.1
89	Tobacco products	10	569	127	22.3	.3
	All other commodities	---	---	813	---	1.3
	Boston					
	All establishments 226; Sales $78,648,000; Commodity coverage 98.0 percent					
	Total analyzed	217	77,108	77,108	--	100.0
00	Bakery products	4	405	144	35.6	.2
02	Butter and cheese	19	10,403	691	6.6	.9
03	Canned foods	31	11,700	2,597	22.2	3.4
	Canned fruits	16	9,459	448	4.7	---
	Canned vegetables	17	9,099	465	5.1	---
	Canned fish and sea foods	15	3,806	382	10.0	---
	Canned meat	9	2,597	234	9.0	---
	Canned milk	7	3,056	237	7.8	---
	Other canned foods	14	3,428	623	18.2	---
	Not analyzed in detail	---	---	210	---	---

Commodity No.	KIND OF BUSINESS AREA AND COMMODITY	Establishments reporting commodity data: Number	Establishments reporting commodity data: Sales of establishments (add 000)	Reported sales of stated commodity: Amount reported	Reported sales of stated commodity: Percent (See note)	Percent column B (See note)
	GROCERIES AND FOODS (SPECIALTY LINES) TRADES—Con.					
	Boston—Con.					
04	Coffee	29	$13,920	$7,357	52.9	9.5
	Green	7	9,142	970	10.6	---
	Roasted	25	13,546	6,210	46.5	---
	Not analyzed in detail	---	---	177	---	---
05	Confectionery and ice cream	17	1,675	616	36.8	.8
	Candy	12	1,241	488	39.3	---
	Other confectionery	---	---	74	---	---
	Not analyzed in detail	3	368	54	14.7	---
06	Dairy and poultry products (except butter and cheese)	14	10,094	1,666	16.5	2.2
	Eggs	9	9,132	356	3.9	---
	Poultry	12	9,305	1,294	13.9	---
	Other	---	---	13	---	---
07	Fish and sea foods (except canned)	55	20,072	11,662	58.1	15.1
	Fresh fish	32	10,366	5,582	53.8	---
	Cured and processed fish	25	8,005	1,224	15.3	---
	Frozen fish	27	8,416	2,217	26.3	---
	Other sea foods	24	6,902	1,536	22.3	---
	Not analyzed in detail	5	5,936	1,101	18.5	---
08	Flour	14	6,571	4,571	69.6	5.9
09	Fruits and vegetables, fresh	5	5,183	219	4.2	.3
	Fresh fruits	4	5,030	131	2.6	---
	Fresh vegetables	3	4,996	88	1.8	---
10	Fruits and vegetables, frozen	3	6,067	543	9.0	.7
11	Groceries (except as listed)	71	27,605	15,640	56.7	20.3
	Breakfast cereals	10	3,941	1,802	45.7	---
	Extracts and spices	20	6,369	624	9.8	---
	Lard substitutes and cooking fats	7	1,879	180	9.6	---
	Nuts (all kinds)	17	6,842	2,095	30.6	---
	Pickles, preserves, and sauces	21	5,219	727	13.9	---
	Rice, polished	8	1,723	63	3.7	---
	Teas	27	17,245	7,866	45.6	---
	Other	24	6,774	1,756	25.9	---
	Not analyzed in detail	4	527	527	100.0	---
12	Meats and meat products	73	34,033	28,941	85.7	38.7
	Lard	10	7,674	132	1.7	---
	Meats, fresh	37	21,833	16,437	75.0	---
	Meats, cured or smoked	20	10,071	2,264	22.5	---
	Other (including game)	4	1,722	509	29.6	---
	Not analyzed in detail	29	11,972	10,499	94.8	---
13	Soft drinks	9	259	107	41.3	.1
14	Sugar	29	2,103	378	18.0	.4
16	Other food and related products	9	3,296	364	11.0	.5
	All other commodities	---	---	812	---	1.0
	San Francisco					
	All establishments 267; Sales $74,162,000; Commodity coverage 96.9 percent					
	Total analyzed	213	71,895	71,895	--	100.0
00	Bakery products	9	2,723	451	16.6	.6
01	Beer and other malt liquors	5	1,669	141	8.4	.2
02	Butter and cheese	10	3,820	611	16.0	.8
03	Canned foods	62	19,262	7,733	40.1	10.8
	Canned fruits	34	10,516	2,169	20.6	---
	Canned vegetables	35	8,809	1,828	21.0	---
	Canned fish and sea foods	32	11,629	2,745	23.6	---
	Canned meats	13	4,544	147	3.2	---
	Canned milk	10	3,559	142	4.0	---
	Other canned foods	12	3,756	395	10.6	---
	Not analyzed in detail	10	795	111	14.0	---
04	Coffee	36	26,733	22,316	83.5	31.0
	Green	13	14,783	11,194	75.7	---
	Roasted	27	15,329	10,943	71.4	---
	Not analyzed in detail	4	377	183	48.5	---
05	Confectionery and ice cream	19	4,457	726	16.3	1.0
06	Dairy and poultry products (except butter and cheese)	10	1,442	52	3.6	.1
07	Fish and sea foods (except canned)	49	5,283	2,786	44.3	3.9
	Fresh fish	6	1,592	924	58.0	---
	Cured and processed fish	17	3,929	311	7.9	---
	Frozen fish	6	1,954	384	19.7	---
	Other sea foods	25	4,381	891	20.3	---
	Not analyzed in detail	---	--	276	---	---

Percent column A: Percent of establishments reporting that they sold stated commodity.
Percent column B: Percent which stated commodity bears to total sales of establishments in this kind of business [illegible]

SERVICE AND LIMITED-FUNCTION WHOLESALERS

TABLE 8.—COMMODITY SALES, BY KIND-OF-BUSINESS GROUPS

By Geographic Divisions and 5 Selected Cities—Continued

[Limited to establishments which report an analysis of their sales by commodities. Ratio of commodity coverage indicates sales size of sample]

Commodity No.	KIND OF BUSINESS AREA AND COMMODITY	ESTABLISHMENTS REPORTING COMMODITY DATA: Number	ESTABLISHMENTS REPORTING COMMODITY DATA: Sales of such establishments (add 000)	REPORTED SALES OF STATED COMMODITY: Amount reported (add 000)	REPORTED SALES OF STATED COMMODITY: Percent column A (See note)	Percent column B (See note)
	GROCERIES AND FOODS (SPECIALTY LINES) TRADES—Con.					
	San Francisco—Con.					
08	Flour	13	$3,558	$1,836	51.6	2.6
09	Fruits and vegetables, fresh	19	3,895	201	5.2	.3
	Fresh fruits	7	2,593	101	3.9	---
	Fresh vegetables	15	1,842	100	5.4	---
10	Fruits and vegetables, frozen	5	3,517	46	1.3	.1
11	Groceries (except as listed)	104	33,556	14,736	43.9	20.5
	Breakfast cereals	7	2,701	683	25.3	---
	Extracts and spices	23	13,031	2,230	17.1	---
	Lard substitutes and cooking fats	12	4,830	292	6.0	---
	Nuts (all kinds)	17	5,634	1,539	27.3	---
	Butter substitutes	4	1,613	153	9.5	---
	Pickles, preserves, and sauces	20	10,830	693	6.4	---
	Rice, polished	39	9,348	1,624	17.4	---
	Teas	42	19,405	5,484	28.3	---
	Other	47	13,445	1,914	14.2	---
	Not analyzed in detail	3	282	124	44.0	---
12	Meats and meat products	51	16,307	13,747	84.3	19.1
	Lard	7	3,436	69	2.0	---
	Meats, fresh	38	13,691	11,879	86.8	---
	Meats, cured or smoked	26	8,975	1,250	13.9	---
	Other (including game)	4	903	273	30.2	---
	Not analyzed in detail	---	---	276	---	---
13	Soft drinks	[redacted]	1,048	869	82.9	1.2
14	Sugar	7	2,714	275	10.1	.4
15	Wines and liquors	13	3,056	610	20.0	.8
	Liquors	11	2,759	482	17.5	---
	Wines	5	1,955	128	6.5	---
16	Other food and related products	26	6,661	1,495	22.4	2.1
39	Oils, vegetable	12	3,766	547	14.5	.8
	Cottonseed, linseed, etc.	[redacted]	3,325	497	14.9	---
	Not analyzed in detail	---	---	50	---	---
46	China, glassware, and crockery	12	2,851	152	5.3	.2
89	Tobacco products	3	1,696	359	21.2	.5
	All other commodities	---	---	2,205	---	2.9
	HARDWARE TRADES					
	New England Division					
	All establishments 71; Sales $19,869,000; Commodity coverage 87.0 percent					
	Total analyzed	61	17,284	17,284	---	100.0
36	Automotive supplies	6	3,988	514	12.9	3.0
40	Paints and varnishes	16	5,395	472	8.7	2.7
43	Wiring supplies and electrical construction materials	9	3,666	135	3.7	.8
45	Radios, appliances, and specialties	8	5,434	316	5.8	1.8
	Radios, parts, and accessories	5	2,734	64	2.3	---
	Electric household refrigerators	4	3,158	26	.8	---
	Electric washing machines	5	3,974	53	1.3	---
	Other electrical appliances	6	4,462	148	3.3	---
	Not analyzed in detail	---	---	27	---	---
50	Hardware	61	17,284	13,286	76.9	76.9
	Builders' hardware	27	9,665	1,667	17.2	---
	Heavy hardware	20	4,350	958	22.0	---
	Bolts, nuts, rivets, and screws	29	9,696	630	6.5	---
	Shelf or light hardware	26	9,570	906	9.5	---
	Tools and cutlery	28	8,759	1,264	14.4	---
	Wire screening	20	8,894	481	5.4	---
	Other	36	10,007	3,277	32.7	---
	Not analyzed in detail	11	5,178	4,103	79.2	---
51	Plumbing, heating, and air conditioning	8	3,407	280	8.2	1.6
	Pipe fittings, valves, brass goods, etc.	5	2,623	88	3.4	---
	Stoves, ranges, furnaces (except gas and electric)	3	784	73	9.3	---
	Other	---	---	119	---	---
52	Sporting goods	[redacted]	4,635	431	9.3	2.5
55	Farm and garden machinery and equipment	7	3,340	55	1.6	.3
	HARDWARE TRADES—Con.					
	New England Division—Con.					
56	Industrial equipment and supplies	13	$5,108	$464	9.1	2.7
	Belting, hose, packing, etc.	4	921	19	2.1	---
	Mechanical power transmission equipment	4	921	20	2.2	---
	Metal-working tools	5	1,088	175	16.1	---
	Rope, cordage, and twine	9	4,513	96	2.1	---
	Other	---	---	46	---	---
	Not analyzed in detail	---	---	108	---	---
57	Industrial machinery	5	1,265	93	7.4	.5
63	Copper and products	4	1,358	19	1.4	.1
65	Iron and steel products--flat	4	970	82	8.5	.5
66	Iron and steel--wire and wire products	13	5,461	355	6.5	2.1
	Woven wire fence	10	4,584	51	1.1	---
	Fence posts and fittings	3	2,371	8	.3	---
	Barbed and twisted wire	6	4,120	25	.6	---
	Nails (including staples and tacks)	12	4,741	230	4.9	---
	Wire rope and cable except insulated	5	2,052	27	1.3	---
	Other	---	---	14	---	---
75	Glass--sheet and containers	8	3,156	49	1.6	.3
87	Building materials (except as listed)	8	2,479	161	6.5	.9
91	Jewelry (clocks and watches)	3	2,840	23	.8	.1
	All other commodities	---	---	549	---	3.2
	Middle Atlantic Division					
	All establishments 432; Sales $92,535,000; Commodity coverage 88.7 percent					
	Total analyzed	401	82,043	82,043	---	100.0
31	Piece goods	3	2,103	328	15.6	.4
36	Automotive supplies	24	17,582	1,275	7.3	1.6
	Batteries	8	8,472	[redacted]	.8	---
	Automotive accessories	17	15,167	611	4.0	---
	Automotive parts	6	3,865	213	5.5	---
	Tires and tubes	12	11,363	385	3.4	---
40	Paints and varnishes	69	23,862	1,664	7.0	2.0
42	Other chemicals and related products	9	3,926	95	2.4	.1
43	Wiring supplies and electrical construction materials	60	24,829	1,168	4.7	1.4
	Interior	31	12,145	372	3.1	---
	Outside	6	3,463	34	1.0	---
	Lighting fixtures	12	8,489	281	3.3	---
	Incandescent lamps	42	20,014	349	1.7	---
	Not analyzed in detail	7	1,252	132	8.0	---
45	Radios, appliances, and specialties	50	24,008	1,104	4.6	1.3
	Radios, parts, and accessories	16	12,229	232	1.9	---
	Electric household refrigerators	19	8,120	173	2.1	---
	Electric washing machines	21	13,162	116	.9	---
	Other electrical appliances	39	22,299	534	2.4	---
	Not analyzed in detail	4	439	[redacted]	11.2	---
46	China, glassware, and crockery	26	11,902	202	1.7	.2
47	Furniture, wooden and metal	7	2,507	100	4.0	.1
48	House furnishings	38	25,542	2,658	10.4	3.2
50	Hardware	393	81,342	53,887	66.2	65.7
	Builders' hardware	157	39,163	6,468	16.5	---
	Heavy hardware	132	42,107	7,239	17.2	---
	Bolts, nuts, rivets, and screws	164	41,972	4,567	10.9	---
	Shelf or light hardware	149	39,212	4,560	11.6	---
	Tools and cutlery	170	43,623	8,577	19.7	---
	Wire screening	88	32,096	1,330	4.1	---
	Other	162	37,472	8,198	21.9	---
	Not analyzed in detail	47	15,292	12,948	84.7	---
51	Plumbing, heating, and air conditioning	79	22,307	2,726	12.2	3.3
	Air-conditioning equipment	4	1,246	16	1.3	---
	Gas appliances and supplies	13	4,723	114	2.4	---
	Oil burners	7	2,750	18	.7	---
	Oil burner-furnace combinations	4	1,538	59	3.8	---
	Pipe fittings, valves, brass goods, etc.	56	14,023	883	6.3	---
	Plumbing fixtures, equipment, and supplies	38	10,850	788	7.3	---
	Stoves, ranges, furnaces (except gas and electric)	36	12,942	737	5.7	---
	Not analyzed in detail	7	958	111	11.6	---

Percent column A—Percent of *total* sales of establishments reporting that they sell such commodity.
Percent column B—Percent which stated commodity bears to *total* sales of all establishments in this kind of business reporting their sales by commodities.

SERVICE AND LIMITED-FUNCTION WHOLESALERS

TABLE 8.—COMMODITY SALES, BY KIND OF BUSINESS GROUPS

By Geographic Divisions and 5 Selected Cities—Continued

[Limited to establishments which report an analysis of their sales by commodities. Ratio of commodity coverage indicates sale size of sample]

Commodity No.	Kind of business area and commodity	Establishments reporting commodity data: Number	Establishments reporting commodity data: Sales of such establishments (add 000)	Reported sales of stated commodity: Amount reported (add 000)	Reported sales of stated commodity: Percent column A (See note)	Percent column B (See note)
	HARDWARE TRADES—Con.					
	Middle Atlantic Division—Con.					
52	Sporting goods	33	$15,818	$1,573	9.9	1.9
53	Toys and games	8	7,919	63	.8	.1
55	Farm and garden machinery and equipment	43	18,985	580	3.1	.7
	Dairy equipment and supplies	12	6,045	38	.6	---
	Farm machinery and equipment	15	5,756	117	2.0	---
	Garden equipment and supplies	35	17,819	419	2.4	---
	Not analyzed in detail	---	---	8	---	---
56	Industrial equipment and supplies	66	27,959	2,331	8.3	2.8
	Belting, hose, packing, etc.	33	12,384	196	1.6	---
	Mechanical power transmission equipment	12	5,458	42	.8	---
	Metal-working tools	40	12,920	510	3.9	---
	Materials-handling equipment	19	7,244	102	1.4	---
	Rope, cordage, and twine	38	21,065	274	1.3	---
	Other	---	---	661	---	---
	Not analyzed in detail	5	1,388	546	39.3	---
57	Industrial machinery	32	11,027	931	8.4	1.1
	Road-building machinery	4	1,695	36	2.1	---
	Machine tools (power-driven)	26	10,004	380	3.8	---
	Mining, quarrying, etc.	5	2,334	75	3.2	---
	Power-plant machinery (except electrical)	3	1,540	232	15.1	---
	Other	---	---	208	---	---
58	Office and store equipment and supplies	10	6,135	70	1.1	.1
59	Railroad equipment and supplies	[illegible]	2,257	108	4.8	.1
62	Building metal work	28	14,669	1,088	7.4	1.3
	Metal roofing and siding	19	9,097	205	2.3	---
	Metal lath	6	5,633	323	5.7	---
	Other	---	---	237	---	---
	Not analyzed in detail	3	1,187	321	27.0	---
63	Copper and products	16	9,490	81	.9	.1
64	Iron and steel products—semi-finished	13	5,261	63	1.2	.1
65	Iron and steel products—flat	35	16,542	1,809	11.1	2.2
66	Iron and steel—wire and wire products	70	26,116	3,289	12.6	4.0
	Woven wire fence	29	13,849	240	1.7	---
	Fence posts and fittings	17	10,172	42	.4	---
	Barbed and twisted wire	28	13,824	113	.8	---
	Nails (including staples and tacks)	62	21,722	1,285	5.9	---
	Wire rope and cable except insulated	22	10,656	116	1.1	---
	Reinforcement mesh	[illegible]	4,455	86	1.9	---
	Drawn wire	16	10,794	566	5.2	---
	Other	---	---	501	---	---
	Not analyzed in detail	---	---	340	---	---
67	Iron and steel finished products—other than flat and wire	37	16,887	1,305	7.7	1.6
	Rails, tie plates, splice bars, etc.	[illegible]	2,032	40	2.0	---
	Bars and small shapes except reinforcing	12	4,277	89	2.1	---
	Concrete reinforcing bars, all types	9	6,188	753	12.2	---
	Structural shapes	4	1,428	28	2.0	---
	Cast-iron pipe	14	5,289	54	1.0	---
	Steel pipe	20	8,051	245	3.0	---
	Seamless steel tubing	3	2,272	11	.5	---
	Not analyzed in detail	---	---	85	---	---
75	Glass—sheet and containers	25	10,830	228	2.1	.3
87	Building materials (except as listed)	39	16,672	1,313	7.9	1.6
91	Jewelry, silverware, etc.	15	6,974	357	5.1	.4
	All other commodities	---	---	1,591	---	2.2
	Service receipts	5	817	58	7.1	.1
	East North Central Division					
	All establishments 247; Sales $117,929,000; Commodity coverage 63.1 percent					
	Total analyzed	228	74,466	74,466	---	100.0
35	Automobiles and other motor vehicles	4	5,798	217	3.7	.3
36	Automotive supplies	30	33,894	1,751	5.2	2.4
	Batteries	15	25,543	118	.5	---
	Automotive accessories	15	24,385	784	3.2	---
	Automotive parts	9	5,111	137	2.7	---
	Tires and tubes	16	26,926	375	1.4	---
	Not analyzed in detail	4	3,048	337	11.1	---
39	Oils, vegetable	17	14,139	179	1.3	.2
	HARDWARE TRADES—Con.					
	East North Central Division—Con.					
40	Paints and varnishes	51	$32,017	$1,689	5.3	2.3
42	Other chemicals and related products	8	4,861	125	2.6	.2
43	Wiring supplies and electrical construction materials	51	46,919	2,385	5.1	3.2
	Interior	37	33,249	785	2.4	---
	Outside	6	6,898	69	1.0	---
	Lighting fixtures	12	16,312	128	.8	---
	Incandescent lamps	34	31,817	361	1.1	---
	Not analyzed in detail	6	10,701	1,042	9.7	---
45	Radios, appliances, and specialties	[illegible]	43,927	3,117	7.1	4.2
	Radios, parts, and accessories	22	28,058	986	3.5	---
	Electric household refrigerators	19	19,317	503	2.6	---
	Electric washing machines	25	30,286	455	1.5	---
	Other electrical appliances	40	34,885	873	2.5	---
	Not analyzed in detail	3	7,793	300	3.8	---
46	China, glassware, and crockery	13	18,989	53	.3	.1
47	Furniture (household)	7	15,462	823	6.1	1.1
48	House furnishings	21	32,026	2,175	6.8	2.9
50	Hardware	219	72,883	36,212	49.7	48.6
	Builders' hardware	93	45,952	4,660	10.1	---
	Heavy hardware	68	29,543	2,608	8.8	---
	Bolts, nuts, rivets, and screws	101	44,627	3,449	7.7	---
	Shelf or light hardware	85	39,894	6,235	15.6	---
	Tools and cutlery	87	44,431	2,272	5.1	---
	Wire screening	58	40,495	668	1.6	---
	Other	116	35,611	8,576	24.1	---
	Not analyzed in detail	16	13,985	7,744	55.4	---
51	Plumbing, heating, and air conditioning	71	52,959	4,694	8.9	6.3
	Air-conditioning equipment	7	12,889	44	.3	---
	Gas appliances and supplies	9	6,675	65	1.0	---
	Oil burners	10	15,572	188	1.2	---
	Oil burner-furnace combinations	3	3,965	7	.2	---
	Pipe fittings, valves, brass goods, etc.	44	30,898	976	3.2	---
	Plumbing fixtures, equipment, and supplies	27	25,481	560	2.2	---
	Stoves, ranges, furnaces (except gas and electric)	28	24,835	745	3.0	---
	Not analyzed in detail	---	---	2,109	---	---
52	Sporting goods	35	38,241	3,649	9.5	4.9
53	Toys and games	12	16,424	252	1.5	.3
55	Farm and garden machinery and equipment	27	19,145	487	2.5	.7
	Dairy equipment and supplies	9	9,428	59	.6	---
	Farm machinery and equipment	11	9,622	232	2.4	---
	Garden equipment and supplies	28	10,965	146	1.3	---
	Not analyzed in detail	4	3,712	50	1.3	---
56	Industrial equipment and supplies	58	45,495	5,003	11.0	6.7
	Belting, hose, packing, etc.	35	24,101	394	1.6	---
	Mechanical power transmission equipment	12	10,909	240	2.2	---
	Metal-working tools	36	30,338	1,114	3.7	---
	Materials-handling equipment	16	14,607	167	1.1	---
	Rope, cordage, and twine	37	32,651	299	.9	---
	Other	---	---	1,463	---	---
	Not analyzed in detail	5	8,016	1,326	16.5	---
57	Industrial machinery	20	9,549	215	2.3	.3
	Machine tools (power-driven)	17	9,061	166	1.8	---
	Other	---	---	49	---	---
62	Building metal work	25	17,646	577	3.3	.8
	Ventilators and air-conditioning ducts	3	1,461	[illegible]	.5	---
	Metal roofing and siding	20	15,895	433	2.7	---
	Metal storage tanks, etc.	6	5,412	12	.2	---
	Metal lath	6	6,688	28	.4	---
	Other	---	---	96	---	---
63	Copper and products	12	7,225	78	1.1	.1
64	Iron and steel products—semi-finished	7	5,677	130	2.3	.2
65	Iron and steel products—flat	31	31,724	1,531	4.8	2.1
66	Iron and steel—wire and wire products	55	40,519	3,518	8.7	4.7
	Woven wire fence	32	32,963	743	2.3	---
	Fence posts and fittings	18	23,757	165	.7	---
	Barbed and twisted wire	32	32,541	415	1.3	---
	Nails (including staples and tacks)	45	36,816	1,336	3.6	---
	Wire rope and cable except insulated	29	29,551	326	1.1	---
	Strand, galvanized	6	7,837	39	.5	---
	Reinforcement mesh	4	4,854	77	1.6	---
	Drawn wire	13	19,325	178	.9	---
	Other	8	7,479	125	1.7	---
	Not analyzed in detail	4	1,075	114	10.6	---

Percent column A—Percent [illegible] sales of establishments [illegible] that [illegible] such commodity

Percent column B—Percent [illegible] stated commodity [illegible] sales of all establishments in this kind of business [illegible] manufacture

GEOGRAPHY DEPARTMENT
UNIVERSITY OF MARYLAND
COLL

SERVICE AND LIMITED-FUNCTION WHOLESALERS

TABLE 8.—COMMODITY SALES, BY KIND-OF-BUSINESS GROUPS

By Geographic Divisions and Selected Cities—Continued

[Limited to establishments which reported an analysis of their sales by commodities. Ratio of commodity coverage indicates sales size of sample]

Commodity No.	Kind of business area and commodity	Establishments reporting commodity data: Number	Establishments reporting commodity data: Sales of such establishments (add 000)	Reported sales of stated commodity: Amount reported (add 000)	Reported sales of stated commodity: Percent column A (See note)	Percent column B (See note)
	HARDWARE TRADES—Con.					
	East North Central Division—Con.					
67	Iron and steel finished products--other than flat and wire	34	$22,506	$1,019	4.5	1.4
68	Lead (metallic) and zinc	8	5,703	47	.8	.1
75	Glass, sheet	26	24,970	212	.8	.3
76	Petroleum and its products	6	13,776	338	2.5	.5
80	Lumber--rough, dressed, and finished	4	1,411	640	45.4	.9
81	Paper and products (except stationery and wallpaper)	10	12,034	159	1.3	.2
87	Building materials (except as listed)	19	18,915	787	4.2	1.1
90	Fertilizer and fertilizer materials	[illegible]	8,551	138	1.3	.1
91	Jewelry, silverware, etc.	17	24,180	273	1.1	.4
94	Luggage, saddlery, harness, etc.	6	9,614	395	4.1	.9
	All other commodities	---	---	1,580	---	1.9
	Service receipts	6	3,098	50	1.6	.1
	West North Central Division					
	All establishments 101; Sales $82,191,000; Commodity coverage 94.5 percent					
	Total analyzed	95	77,649	77,649	---	100.0
36	Automotive supplies	35	57,774	2,982	5.2	3.8
	Batteries	24	43,524	188	.4	---
	Automotive accessories	26	46,857	1,014	2.2	---
	Automotive parts	20	17,285	398	2.3	---
	Tires and tubes	30	49,638	668	1.3	---
	Not analyzed in detail	---	---	714	---	---
40	Paints and varnishes	28	58,161	2,285	3.9	2.9
42	Other chemicals and related products	6	10,071	342	3.4	.4
43	Wiring supplies and electrical construction materials	22	58,191	1,979	3.4	2.5
	Interior	14	42,897	845	2.0	---
	Outside	[illegible]	28,378	202	.7	---
	Lighting fixtures	7	35,081	100	.3	---
	Incandescent lamps	19	47,171	469	1.0	---
	Not analyzed in detail	---	---	363	---	---
45	Radios, appliances, and specialties	28	65,304	3,011	4.6	3.9
	Radios, parts, and accessories	19	43,958	519	1.2	---
	Electric household refrigerators	11	36,483	622	1.7	---
	Electric washing machines	15	41,901	319	.8	---
	Other electrical appliances	18	43,364	678	1.6	---
	Not analyzed in detail	4	17,756	873	4.9	---
46	China, glassware, and crockery	8	23,908	400	1.7	.5
47	Furniture, wooden and metal	6	29,501	438	1.5	.6
	Household furniture	[illegible]	18,302	284	1.6	---
	Not analyzed in detail	---	---	154	---	---
48	House furnishings	16	50,038	3,291	6.6	4.2
[illegible]	Hardware	95	77,649	31,881	41.1	41.1
	Builders' hardware	54	56,982	3,950	6.9	---
	Heavy hardware	46	46,005	4,852	10.5	---
	Bolts, nuts, rivets, and screws	56	56,268	1,500	2.7	---
	Shelf or light hardware	47	43,826	2,606	5.9	---
	Tools and cutlery	58	60,425	6,311	10.4	---
	Wire screening	41	55,186	1,693	3.0	---
	Other	54	53,363	4,242	7.9	-
	Not analyzed in detail	[illegible]	13,751	6,727	48.9	---
51	Plumbing, heating, and air conditioning	34	67,331	4,350	6.5	5.6
	Air-conditioning equipment	3	11,423	42	.4	---
	Gas appliances and supplies	6	8,301	146	1.8	---
	Oil burner-furnace combinations	3	2,943	17	.6	---
	Pipe fittings, valves, brass goods, etc.	18	44,707	346	.8	---
	Plumbing fixtures, equipment, and supplies	15	41,964	513	1.2	---
	Stoves, ranges, furnaces (except gas and electric)	25	51,924	2,229	4.3	---
	Not analyzed in detail	---	---	1,057	---	---
52	Sporting goods	29	63,243	8,788	13.9	11.3
53	Toys and games	7	38,535	380	1.0	.5
55	Farm and garden machinery and equipment	29	39,900	2,030	5.1	2.7
	Dairy equipment and supplies	20	33,535	677	2.0	---
	Farm machinery and equipment	20	18,439	757	4.1	---
	Garden equipment and supplies	11	20,153	598	3.0	---
	HARDWARE TRADES—Con.					
	West North Central Division—Con.					
56	Industrial equipment and supplies	41	$52,375	$2,038	3.9	2.6
	Belting, hose, packing, etc.	15	41,923	302	.7	---
	Metal-working tools	27	40,116	756	1.9	---
	Materials-handling equipment	5	8,074	67	.8	---
	Rope, cordage, and twine	21	46,469	790	1.7	---
	Other	---	---	123	---	---
58	Office and store equipment and supplies	10	32,077	273	.9	.4
	Garage and filling station equipment	6	14,781	76	.5	---
	Store fixtures and equipment	4	17,296	197	1.1	---
62	Building metal work	14	24,432	476	1.9	.6
	Metal roofing and siding	9	14,936	93	.6	---
	Metal storage tanks, etc.	7	12,239	128	1.0	---
	Other	---	---	255	---	---
63	Copper and products	5	9,100	189	2.1	.2
[illegible]	Iron and steel products--semi-finished	4	1,156	[illegible]	5.7	.1
65	Iron and steel products--flat	36	43,189	1,856	4.3	2.4
	Plates	13	7,501	117	1.6	---
	Strip--hot-rolled	14	14,229	102	.7	---
	Strip--cold-rolled	12	7,361	55	.7	---
	Sheets--continuous-mill	14	9,063	290	3.2	---
	Sheets--hand-mill	13	5,458	268	4.9	---
	Sheets--galvanized or otherwise coated	29	26,014	704	2.7	---
	Other	---	---	230	---	---
	Not analyzed in detail	---	---	90	---	---
66	Iron and steel--wire and wire products	32	59,952	3,775	6.3	4.9
	Woven wire fence	20	41,145	705	1.7	---
	Fence posts and fittings	14	35,094	107	.3	---
	Barbed and twisted wire	18	37,090	356	1.0	---
	Nails (including staples and tacks)	22	43,289	1,572	3.6	---
	Wire rope and cable except insulated	13	16,336	52	.3	---
	Other	---	---	81	---	---
	Not analyzed in detail	5	13,905	902	6.5	---
67	Iron and steel finished products--other than flat and wire	33	35,388	1,278	3.6	1.6
	Rails, tie plates, splice bars, etc.	3	3,445	52	1.5	---
	Bars and small shapes except reinforcing	17	8,277	674	8.1	---
	Concrete reinforcing bars, all types	3	5,862	22	.4	---
	Cast-iron pipe	10	10,534	127	1.2	---
	Steel pipe	14	29,609	227	.8	---
	Other	---	---	176	---	---
75	Glass--sheet and containers	8	20,955	126	.6	.2
76	Petroleum and its products	5	11,708	347	3.0	.4
87	Building materials (except as listed)	11	30,313	797	2.6	1.0
91	Jewelry, silverware, etc.	17	45,421	573	1.3	.7
	Clocks and watches	17	45,421	319	.7	---
	Silverware and plated ware	8	39,778	235	.6	---
	Other	---	---	19	---	---
94	Luggage, saddlery, harness, etc.	14	39,875	817	2.0	1.1
	All other commodities	---	---	2,881	---	3.8
	South Atlantic Division					
	All establishments 158; Sales $64,302,000; Commodity coverage 94.7 percent					
	Total analyzed	147	60,919	60,919	---	100.0
22	Seeds	6	1,927	173	9.0	.3
35	Automobiles and other motor vehicles	[illegible]	3,552	55	1.5	.1
36	Automotive supplies	36	25,453	1,385	5.4	2.2
	Batteries	16	12,097	73	.6	---
	Automotive accessories	17	13,235	426	3.2	---
	Automotive parts	10	8,582	290	3.4	---
	Tires and tubes	31	23,126	542	2.3	---
	Not analyzed in detail	---	---	34	---	---
39	Oils, vegetable	15	10,266	67	.7	.1
	Cottonseed, linseed, etc.	12	7,624	51	.7	---
	Other	---	---	16	---	---
40	Paints and varnishes	62	34,020	2,137	6.3	3.5

Percent column A—Percent of *total* sales of establishments reporting that they sell such commodity.
Percent column B—Percent and indicated commodity bears to *total* sales of all establishments in this kind of business reporting their sales by commodities.

SERVICE AND LIMITED-FUNCTION WHOLESALERS

TABLE 8.—COMMODITY SALES, BY KIND-OF-BUSINESS GROUPS

By Geographic Division and Selected States: 1939

[Large: establishments which reported annually. Table by [illegible] Ratios: [illegible] Dash: [illegible]]

Commodity No.	KIND OF BUSINESS AREA AND COMMODITY	ESTABLISHMENTS REPORTING COMMODITY DATA: Number	ESTABLISHMENTS REPORTING COMMODITY DATA: Sales of such establishments (add 000)	REPORTED SALES OF STATED COMMODITY: Amount reported (add 000)	REPORTED SALES OF STATED COMMODITY: Per cent col. umn A (See note)	Per cent col. umn B (See note)
	HARDWARE TRADES—Con.					
	South Atlantic Division—Con.					
43	Wiring supplies and electrical construction materials	50	$30,126	$1,239	4.1	2.0
	Interior	31	21,143	601	2.8	---
	Outside	11	9,300	151	1.6	---
	Lighting fixtures	15	11,633	130	1.1	---
	Incandescent lamps	36	25,569	272	1.1	---
	Not analyzed in detail	[illegible]	2,055	105	5.1	---
44	Electrical apparatus and equipment	[illegible]	5,252	60	1.1	.1
[illegible]	Radios, appliances, and specialties	42	27,356	2,065	7.5	3.4
	Radios, parts, and accessories	29	19,365	636	3.3	---
	Electric household refrigerators	22	17,228	620	3.6	---
	Electric washing machines	18	15,604	122	.8	---
	Other electrical appliances	31	22,697	487	2.1	---
	Not analyzed in detail	3	1,607	200	12.4	---
46	China, glassware, and crockery	20	13,078	151	1.2	.2
47	Furniture, wooden and metal	8	5,111	372	7.3	.6
48	House furnishings	31	21,036	781	3.7	1.3
	Carpets and rugs	4	1,653	25	1.5	---
	Linoleum, felt base, etc.	23	16,224	351	2.2	---
	Other house furnishings	8	4,922	218	4.4	---
	Not analyzed in detail	---	---	187	---	---
50	Hardware	147	60,919	32,788	53.8	53.9
	Builders' hardware	111	46,615	5,293	11.4	---
	Heavy hardware	102	45,688	8,240	18.0	---
	Bolts, nuts, rivets, and screws	94	42,150	1,370	3.3	---
	Shelf or light hardware	96	39,334	4,115	10.5	---
	Tools and cutlery	98	44,177	2,349	5.3	---
	Wire screening	76	38,729	920	2.4	---
	Other	71	33,696	3,913	11.6	---
	Not analyzed in detail	16	10,335	6,588	63.7	---
51	Plumbing, heating, and air conditioning	83	41,590	3,185	7.7	5.2
	Air-conditioning equipment	6	6,545	20	.3	---
	Gas appliances and supplies	15	9,212	177	1.9	---
	Oil burners	9	5,461	62	1.1	---
	Oil burner-furnace combinations	3	1,529	14	.9	---
	Pipe fittings, valves, brass goods, etc.	50	25,336	620	2.4	---
	Plumbing fixtures, equipment, and supplies	32	17,371	429	2.5	---
	Stoves, ranges, furnaces (except gas and electric)	64	36,026	1,555	4.3	---
	Not analyzed in detail	5	1,511	308	20.4	---
52	Sporting goods	63	36,170	2,454	6.8	4.0
53	Toys and games	12	8,415	120	1.4	.2
55	Farm and garden machinery and equipment	65	34,703	1,903	5.5	3.1
	Dairy equipment and supplies	12	7,695	42	.5	---
	Farm machinery and equipment	43	22,114	1,517	6.9	---
	Garden equipment and supplies	37	21,104	290	1.4	---
	Not analyzed in detail	4	2,037	54	2.7	---
56	Industrial equipment and supplies	70	33,654	1,872	5.6	3.1
	Belting, hose, packing, etc.	35	18,220	413	2.3	---
	Mechanical power transmission equipment	12	6,783	189	2.8	---
	Metal-working tools	31	18,281	423	2.3	---
	Materials-handling equipment	12	7,986	107	1.3	---
	Rope, cordage, and twine	52	24,924	338	1.4	---
	Other	---	--	327	---	---
	Not analyzed in detail	4	1,687	75	4.4	---
57	Industrial machinery	16	10,107	229	2.3	.4
	Road-building machinery	4	5,020	71	1.4	---
	Machine tools (power-driven)	10	7,206	63	.9	---
	Oil-well and oil-refining	4	4,622	35	.8	---
	Other	---	---	60	--	---
58	Office and store equipment and supplies	13	11,402	137	1.2	.2
	Garage and filling station equipment	9	7,449	65	.9	---
	Store machines	3	2,427	7	.3	---
	Store fixtures and equipment	5	6,987	61	.9	---
	Other	---	---	4	---	---
62	Building metal work	39	25,101	1,023	4.1	1.7
	Ventilators and air-conditioning ducts	3	2,320	12	.5	---
	Metal roofing and siding	37	24,018	771	3.2	---
	Metal storage tanks, etc.	4	2,711	16	.6	---
	Metal lath	12	9,763	149	1.5	---
	Other	---	---	75	---	---
63	Copper and products	15	10,687	105	1.0	.2
[illegible]	Iron and steel products—semi-finished	11	6,358	[illegible]	1.3	.1
	HARDWARE TRADES—Con.					
	South Atlantic Division—Con.					
65	Iron and steel products—flat	36	$22,741	$872	3.0	1.1
	Sheets—continuous-mill	3	1,838	26	1.4	---
	Sheets—galvanized or otherwise coated	29	19,452	340	1.7	---
	Black plate	4	2,766	21	.8	---
	Tin plate	6	4,244	124	2.9	---
	Other	---	---	146	---	---
	Not analyzed in detail	--	---	15	---	---
66	Iron and steel—wire and wire products	67	37,297	3,500	9.4	5.7
	Woven wire fence	46	29,698	714	2.4	---
	Fence posts and fittings	19	15,651	66	.4	---
	Barbed and twisted wire	46	27,632	352	1.2	---
	Nails (including staples and tacks)	56	31,941	1,401	4.5	---
	Wire rope and cable except insulated	22	14,897	198	1.3	---
	Strand, galvanized	4	3,052	18	.6	---
	Reinforcement mesh	4	2,986	20	.7	---
	Drawn wire	7	5,704	24	.4	---
	Other	11	5,276	156	3.0	---
	Not analyzed in detail	8	3,871	571	14.8	---
67	Iron and steel finished products—other than flat and wire	42	22,715	936	4.1	1.5
	Rails, tie plates, splice bars, etc.	7	6,316	114	1.8	---
	Bars and small shapes except reinforcing	[illegible]	3,516	41	1.2	---
	Concrete reinforcing bars, all types	9	6,930	74	1.1	---
	Cast-iron pipe	20	11,374	190	1.7	---
	Steel pipe	28	13,818	433	3.1	---
	Seamless steel tubing	4	2,468	10	.4	---
	Other	4	1,958	74	3.8	---
68	Lead (metallic) and zinc	5	2,839	66	2.3	.1
70	Brick, tile, and terra cotta	13	6,933	104	1.5	.2
72	Cement, lime, plaster, and stucco	17	10,208	516	5.1	.9
75	Glass—sheet and containers	23	14,851	147	1.0	.2
	Sheet glass	22	12,634	129	1.0	---
	Glass containers	5	3,309	9	.3	---
	Not analyzed in detail	3	2,317	9	.4	---
87	Building materials (except as listed)	41	22,877	1,392	6.1	2.3
91	Jewelry, silverware, etc.	15	10,338	94	.9	.2
	Clocks and watches	15	7,843	[illegible]	1.1	---
	Silverware and plated ware	5	2,263	10	.5	---
94	Luggage, saddlery, harness, etc.	21	11,007	154	1.4	.2
	All other commodities	---	---	972	---	1.8
	East South Central Division					
	All establishments ... 69					
	Sales ... $68,981,000					
	Commodity coverage ... 96.1 percent					
	Total analyzed	62	66,241	66,281	--	100.0
27	Clothing and furnishings, men's and boys'	5	29,369	110	.4	.2
32	Shoes and other footwear	3	10,338	81	.8	.1
36	Automotive supplies	23	58,387	2,561	4.9	3.9
	Batteries	14	41,203	168	.4	---
	Automotive accessories	13	38,425	327	.9	---
	Automotive parts	9	29,885	238	.8	---
	Tires and tubes	17	41,331	1,090	2.6	---
	Not analyzed in detail	3	7,447	746	10.0	---
40	Paints and varnishes	28	51,063	1,472	2.9	2.2
43	Wiring supplies and electrical construction materials	32	54,824	2,474	4.5	3.7
	Interior	28	51,354	997	1.9	---
	Outside	18	42,820	770	1.8	---
	Lighting fixtures	16	44,676	196	.4	---
	Incandescent lamps	24	50,234	354	.7	---
	Not analyzed in detail	-	--	155	-	---
44	Electrical apparatus and equipment	8	[illegible]	530	1.4	.8
45	Radios, appliances, and specialties	24	55,516	4,494	8.1	6.8
	Radios, parts, and accessories	2[illegible]	[illegible]	1,603	3.1	---
	Electric household refrigerators	13	46,007	1,028	2.2	---
	Electric washing machines	15	46,901	282	.6	---
	Other electrical appliances	24	50,212	1,368	2.7	---
	Not analyzed in detail	3	3,683	212	5.7	---
46	China, glassware, and crockery	18	42,885	393	.9	.8

Percent column A.—Percent of total sales of establishments reporting that they sell such commodity.

Percent column B.—Percent which stated commodity bears to total sales of all establishments in this kind of business reporting that they sell [illegible]

SERVICE AND LIMITED-FUNCTION WHOLESALERS

TABLE 8.—COMMODITY SALES, BY KIND-OF-BUSINESS GROUPS

By Geographic Divisions and 5 Selected Cities—Continued

[Limited to establishments which report an analysis of their sales by commodities Ratio of commodity coverage indicates sales size of sample]

Commodity No.	KIND OF BUSINESS AREA AND COMMODITY	ESTABLISHMENTS REPORTING COMMODITY DATA: Number	ESTABLISHMENTS REPORTING COMMODITY DATA: Sales of such establishments (add 000)	REPORTED SALES OF STATED COMMODITY: Amount reported (add 000)	REPORTED SALES OF STATED COMMODITY: Percent column A (See note)	Percent column B (See note)
	HARDWARE TRADES—Con.					
	East South Central Division—Con.					
47	Furniture, wooden and metal	13	$42,533	$2,284	5.4	3.4
	Household furniture	11	39,065	1,973	5.1	---
	Other	---	---	31	---	---
	Not analyzed in detail	---	---	280	---	---
48	House furnishings	17	49,462	1,504	3.0	2.3
50	Hardware	62	66,281	21,644	32.7	32.7
	Builders' hardware	40	57,082	2,706	4.7	---
	Heavy hardware	44	61,126	7,161	11.7	---
	Bolts, nuts, rivets, and screws	47	54,395	1,387	2.5	---
	Shelf or light hardware	42	34,341	1,658	4.8	---
	Tools and cutlery	41	58,508	3,209	5.5	---
	Wire screening	38	54,808	789	1.4	---
	Other	34	48,272	2,700	5.6	---
	Not analyzed in detail	6	2,362	2,054	87.0	---
51	Plumbing, heating, and air conditioning	38	56,506	6,026	10.7	9.1
	Gas appliances and supplies	4	7,022	125	1.8	---
	Pipe fittings, valves, brass goods, etc.	28	46,915	772	1.6	---
	Plumbing fixtures, equipment, and supplies	23	48,627	1,085	2.2	---
	Stoves, ranges, furnaces (except gas and electric)	29	50,623	2,956	5.8	---
	Other	---	---	37	---	---
	Not analyzed in detail	5	4,927	1,051	21.3	---
52	Sporting goods	30	54,838	3,470	6.3	5.2
53	Toys and games	14	40,922	839	2.1	1.3
55	Farm and garden machinery and equipment	29	46,896	2,544	5.4	3.8
	Dairy equipment and supplies	6	7,267	32	.4	---
	Farm machinery and equipment	25	37,924	1,137	3.0	---
	Garden equipment and supplies	14	33,678	1,269	3.8	---
	Not analyzed in detail	4	8,972	106	1.2	---
56	Industrial equipment and supplies	37	54,015	1,977	3.7	3.0
	Belting, hose, packing, etc.	23	44,978	632	1.4	---
	Mechanical power transmission equipment	8	13,471	170	1.3	---
	Metal-working tools	17	44,160	323	.7	---
	Rope, cordage, and twine	27	50,079	412	.8	---
	Other	---	---	440	---	---
57	Industrial machinery	13	18,548	310	1.7	.5
58	Office and store equipment and supplies	7	15,225	70	.5	.1
62	Building metal work	30	43,582	2,021	4.6	3.0
	Metal roofing and siding	29	43,256	1,997	4.6	---
	Not analyzed in detail	---	---	24	---	---
63	Copper and products	10	17,634	188	1.1	.3
64	Iron and steel products—semi-finished	4	4,070	104	2.6	.2
65	Iron and steel products—flat	21	40,903	597	1.5	.9
	Strip—hot-rolled	4	2,777	15	.5	---
	Sheets—galvanized or otherwise coated	15	38,581	314	.8	---
	Black plate	4	11,024	67	.6	---
	Other	---	---	97	---	---
	Not analyzed in detail	---	---	104	---	---
66	Iron and steel—wire and wire products	38	55,057	3,980	7.2	6.0
	Woven wire fence	31	49,942	684	1.4	---
	Barbed and twisted wire	26	48,264	662	1.4	---
	Nails (including staples and tacks)	35	51,008	1,867	3.7	---
	Wire rope and cable except insulated	18	24,167	298	1.2	---
	Other	7	22,394	302	1.3	---
	Not analyzed in detail	---	---	167	---	---
67	Iron and steel finished products—other than flat and wire	38	48,159	1,730	3.6	2.6
	Rails, tie plates, splice bars, etc.	8	15,579	158	1.0	---
	Bars and small shapes except reinforcing	17	24,219	158	.7	---
	Cast-iron pipe	15	38,845	673	1.7	---
	Steel pipe	18	24,329	525	2.2	---
	Seamless steel tubing	3	2,598	25	1.0	---
	Other	---	---	191	---	---
70	Brick, tile, and terra cotta	12	18,716	169	.9	.3
72	Cement, lime, plaster, and stucco	18	17,251	330	1.9	.5
75	Glass—sheet and containers	12	40,589	225	.6	.3
	Sheet glass	9	35,382	178	.5	---
	Not analyzed in detail	---	---	47	---	---
76	Petroleum and its products	5	14,918	77	.5	.1
81	Paper and products (except stationery and wallpaper)	7	16,337	151	.9	.2
82	Wallpaper	10	$9,230	$79	.9	.1
[illegible]	Building materials (except as listed)	21	40,220	1,948	4.8	2.9
91	Jewelry, silverware, etc.	8	27,635	278	1.0	.4
94	Luggage, saddlery, harness, etc.	21	51,889	1,188	2.3	1.8
	All other commodities	---	---	455	---	.7
	West South Central Division					
	All establishments 83					
	Sales $57,818,000					
	Commodity coverage 90.4 percent					
	Total analyzed	77	52,279	52,279	---	100.0
32	Shoes and other footwear	3	3,685	193	5.2	.4
36	Automotive supplies	26	30,545	2,247	7.4	4.3
	Batteries	8	6,143	65	1.1	---
	Automotive accessories	10	9,031	472	5.2	---
	Automotive parts	8	5,181	378	7.3	---
	Tires and tubes	23	27,300	762	2.8	---
	Not analyzed in detail	---	---	570	---	---
40	Paints and varnishes	30	28,611	749	2.6	1.4
43	Wiring supplies and electrical construction materials	29	26,956	1,041	3.9	2.0
	Interior	19	19,389	526	2.7	---
	Outside	3	2,194	14	.6	---
	Lighting fixtures	3	2,680	29	1.1	---
	Incandescent lamps	19	21,147	137	.6	---
	Not analyzed in detail	5	3,461	335	9.7	---
45	Radios, appliances, and specialties	32	36,869	2,075	5.6	4.0
	Radios, parts, and accessories	17	20,836	845	4.1	---
	Electric household refrigerators	8	15,521	388	2.9	---
	Electric washing machines	12	22,695	198	.9	---
	Other electrical appliances	23	26,695	388	1.5	---
	Not analyzed in detail	---	---	259	---	---
46	China, glassware, and crockery	20	14,079	289	2.1	.6
47	Furniture, wooden and metal (household)	7	3,547	265	7.5	.5
48	House furnishings	31	29,773	2,714	9.1	5.2
50	Hardware	77	52,279	21,821	41.4	41.4
	Builders' hardware	52	37,883	3,408	9.0	---
	Heavy hardware	44	35,058	6,686	19.1	---
	Bolts, nuts, rivets, and screws	44	32,479	1,051	3.2	---
	Shelf or light hardware	42	32,571	2,107	6.5	---
	Tools and cutlery	45	31,578	963	3.0	---
	Wire screening	37	32,985	548	1.7	---
	Other	37	28,839	2,175	7.5	---
	Not analyzed in detail	11	9,465	4,685	49.5	---
51	Plumbing, heating, and air conditioning	55	45,695	4,370	9.6	8.4
	Gas appliances and supplies	23	25,194	783	3.1	---
	Oil burners	6	9,956	104	1.0	---
	Pipe fittings, valves, brass goods, etc.	35	24,820	1,044	4.2	---
	Plumbing fixtures, equipment, and supplies	12	12,132	837	6.9	---
	Stoves, ranges, furnaces (except gas and electric)	35	32,560	1,033	3.2	---
	Other	---	---	12	---	---
	Not analyzed in detail	4	5,013	557	11.1	---
52	Sporting goods	38	31,548	3,095	9.8	5.9
53	Toys and games	7	4,884	127	2.6	.2
55	Farm and garden machinery and equipment	28	24,744	1,048	4.2	2.0
	Dairy equipment and supplies	6	11,872	30	.3	---
	Farm machinery and equipment	18	17,666	538	3.0	---
	Garden equipment and supplies	16	17,194	185	1.0	---
	Not analyzed in detail	5	3,980	315	7.9	---
56	Industrial equipment and supplies	40	32,845	1,464	4.5	2.8
	Belting, hose, packing, etc.	17	20,114	259	1.2	---
	Mechanical power transmission equipment	7	15,903	121	.8	---
	Metal-working tools	18	20,856	214	1.0	---
	Materials-handling equipment	5	3,414	14	.4	---
	Rope, cordage, and twine	33	30,140	453	1.5	---
	Other industrial equipment	5	8,413	212	2.5	---
	Not analyzed in detail	4	2,140	211	9.9	---
57	Industrial machinery	11	17,514	1,144	6.5	2.2

Percent column A—Percent of *total* sales of establishments reporting that they sell such commodity.
Percent column B—Percent which stated commodity bears to *total* sales of all establishments in this kind of business reporting their sales by commodities.

SERVICE AND LIMITED-FUNCTION WHOLESALERS

TABLE 8.—COMMODITY SALES, BY KIND-OF-BUSINESS GROUPS

By Geographic Divisions and 5 Selected Cities—Continued

[Limited to establishments which report an analysis of their sales by commodities. Ratio of commodity coverage indicates sales size of sample.]

Commodity No.	KIND OF BUSINESS AREA AND COMMODITY	Establishments reporting commodity data: Number	Establishments reporting commodity data: Sales of such establishments (add 000)	Reported sales of stated commodity: Amount reported (add 000)	Reported sales of stated commodity: Percent col. A (See note)	Percent col. B (See note)
	HARDWARE TRADES—Con.					
	West South Central Division—Con.					
58	Office and garage equipment and supplies	7	$5,245	$80	1.5	.2
62	Building metal work	23	18,734	748	4.0	1.4
63	Copper and products	5	8,027	[illegible]	1.4	.2
65	Iron and steel products—flat	[illegible]	23,202	1,501	6.5	2.9
66	Iron and steel—wire and wire products	41	35,022	2,978	8.5	5.7
	Woven wire fence	31	25,114	667	2.7	---
	Fence posts and fittings	9	11,740	43	.4	---
	Barbed and twisted wire	29	30,124	571	1.9	---
	Nails (including staples and tacks)	32	30,364	1,099	3.6	---
	Wire rope and cable except insulated	12	9,332	66	.7	---
	Strand, galvanized	3	6,626	91	1.4	---
	Drawn wire	7	5,182	45	.9	---
	Other	---	---	[illegible]	---	---
	Not analyzed in detail	[illegible]	2,863	315	11.0	---
67	Iron and steel finished products—other than flat and wire	[illegible]	29,540	2,760	9.3	5.3
	Rails, tie plates, splice bars, etc.	[illegible]	7,690	83	1.1	---
	Bars and small shapes except reinforcing	8	8,960	279	3.1	---
	Concrete reinforcing bars, all types	9	16,101	671	4.2	---
	Cast-iron pipe	5	6,246	398	6.4	---
	Steel pipe	20	22,247	899	4.0	---
	Seamless steel tubing	5	7,402	161	2.2	---
	[illegible]	---	---	196	---	---
	Not analyzed in detail	---	---	73	---	---
[illegible]	[illegible] products (except stationery and wrapping paper)	6	4,561	155	3.4	.3
88	Power, motor, sail, and steam	3	7,695	135	1.8	.3
87	Building materials (except as listed)	10	18,364	299	1.6	.6
91	Jewelry, silverware, etc.	13	10,815	186	1.7	.4
94	Luggage, saddlery, harness, etc.	12	10,248	158	1.5	.3
	All other commodities	---	---	757	---	1.1
	Mountain Division					
	All establishments 36; Sales $23,794,000; Commodity coverage 70.9 percent					
	Total analyzed	25	16,871	16,871	--	100.0
36	Automotive supplies	11	11,431	884	7.7	5.2
40	Paints and varnishes	17	14,102	519	3.7	3.1
42	Other chemicals and related products	3	5,140	237	4.6	1.4
43	Wiring supplies and electrical construction materials	13	7,862	401	5.1	2.4
44	Electrical apparatus and equipment	7	4,689	127	2.7	.8
45	Radios, appliances, and specialties	13	11,015	678	6.2	4.0
	Radios, parts, and accessories	8	7,656	274	3.6	---
	Electric household refrigerators	6	4,925	58	1.2	---
	Electric washing machines	7	7,808	202	2.6	---
	Other electrical appliances	9	6,760	144	2.1	---
46	China, glassware, and crockery	7	7,229	157	2.2	.9
48	House furnishings	11	10,087	666	6.6	3.9
	Linoleum, felt base, etc.	6	6,752	422	6.3	---
	Other	---	---	244	---	---
50	Hardware	25	16,871	4,621	27.4	27.4
	Builders' hardware	17	11,247	345	3.1	---
	Heavy hardware	16	10,920	670	6.1	---
	Bolts, nuts, rivets, and screws	15	11,279	314	2.8	---
	Shelf or light hardware	11	6,037	296	4.9	---
	Tools and cutlery	14	11,143	267	2.4	---
	Wire screening	13	10,030	74	.7	---
	Other	12	8,170	1,051	12.9	---
	Not analyzed in detail	6	4,742	1,604	33.8	---
51	Plumbing, heating, and air conditioning	20	13,858	1,323	9.7	7.8
	Air-conditioning equipment	5	4,666	22	.5	---
	Pipe fittings, valves, brass goods, etc.	15	12,113	418	3.5	---
	Plumbing fixtures, equipment, and supplies	7	4,132	347	8.4	---
	Stoves, ranges, furnaces (except gas and electric)	10	7,091	257	3.6	---
	Not analyzed in detail	---	---	279	---	---
	HARDWARE TRADES—Con.					
	Mountain Division—Con.					
52	Sporting goods	16	$13,646	$1,089	8.0	6.5
53	Toys and games	5	6,178	517	8.4	3.1
55	Farm and garden machinery and equipment	7	5,190	186	3.6	1.1
56	Industrial equipment and supplies	18	11,940	661	5.5	3.9
	Belting, hose, packing, etc.	13	10,894	166	1.5	---
	Mechanical power transmission equipment	7	5,780	32	.6	---
	Metal-working tools	10	8,110	122	1.5	---
	Materials-handling equipment	3	1,942	5	.3	---
	Rope, cordage, and twine	12	10,270	94	.9	---
	Other industrial equipment	5	4,921	82	1.7	---
	Not analyzed in detail	---	---	160	---	---
57	Industrial machinery	11	9,782	637	6.5	3.8
	Construction machinery (except road-building)	[illegible]	3,540	31	.9	---
	Machine tools (power-driven)	7	5,127	78	1.5	---
	Mining, quarrying, etc.	5	5,377	358	6.7	---
	Not analyzed in detail	---	---	170	---	---
62	Building metal work	11	8,780	187	2.1	1.1
	Metal roofing and siding	[illegible]	7,497	120	1.6	---
	Metal storage tanks, etc.	5	3,031	11	.4	---
	Metal lath	6	6,653	25	.4	---
	Not analyzed in detail	---	---	31	---	---
63	Copper and products	[illegible]	6,946	119	1.7	.7
65	Iron and steel products—flat	17	12,705	705	5.5	4.2
	Plates	6	5,866	90	1.5	---
	Strip—hot-rolled	3	1,942	12	.6	---
	Sheets—continuous-mill	3	3,855	16	.4	---
	Sheets—galvanized or otherwise coated	12	8,940	[illegible]	2.7	---
	Black plate	3	1,800	[illegible]	.3	---
	Not analyzed in detail	---	---	338	---	---
66	Iron and steel—wire and wire products	15	11,486	1,228	10.7	7.3
	Woven wire fence	9	8,224	121	1.5	---
	Fence posts and fittings	7	6,391	34	.5	---
	Barbed and twisted wire	11	9,461	213	2.3	---
	Nails (including staples and tacks)	13	9,343	417	4.5	---
	Wire rope and cable except insulated	12	9,015	151	1.5	---
	Strand, galvanized	5	5,051	14	.3	---
	Reinforcement mesh	4	3,179	10	.3	---
	Drawn wire	6	5,359	56	1.0	---
	Other	8	7,875	152	1.9	---
	Not analyzed in detail	---	---	60	---	---
67	Iron and steel finished products—other than flat and wire	16	11,993	1,319	11.0	7.8
	Rails, tie plates, splice bars, etc.	5	4,291	118	2.7	---
	Bars and small shapes except reinforcing	11	8,874	309	3.5	---
	Concrete reinforcing bars, all types	9	8,033	122	1.5	---
	Structural shapes	6	6,158	56	.9	---
	Cast-iron pipe	9	4,675	134	2.9	---
	Steel pipe	10	7,756	393	5.1	---
	Not analyzed in detail	---	---	167	---	---
68	Lead (metallic) and zinc	6	4,120	17	.4	.1
72	Cement, lime, plaster, and stucco	3	3,464	75	2.2	.4
87	Building materials (except as listed)	8	7,797	77	1.0	.5
91	Jewelry, silverware, etc.	7	7,383	48	.7	.3
	All other commodities	---	---	393	---	2.3
	Pacific Division					
	All establishments 146; Sales $64,581,000; Commodity coverage 91.1 percent					
	Total analyzed	133	58,832	58,832	---	100.0
36	Automotive supplies	14	34,878	1,527	4.4	2.6
	Batteries	11	29,452	85	.3	---
	Automotive accessories	10	23,672	541	2.3	---
	Automotive parts	[illegible]	9,871	227	2.3	---
	Tires and tubes	11	29,039	497	1.7	---
	Not analyzed in detail	---	---	179	---	---
40	Paints and varnishes	27	37,879	911	2.4	1.5

Percent column A.—Percent of dollar sales of establishments reporting that they sell such commodity.

Percent column B.—Percent which stated commodity bears to total sales of establishments in the kind-of-business [illegible] column A.

SERVICE AND LIMITED-FUNCTION WHOLESALERS

TABLE 8.—COMMODITY SALES, BY KIND-OF-BUSINESS GROUPS

By Geographic Divisions and Selected Cities—Continued

[Limited-function establishments which report an analysis of their sales by commodities. Ratio of commodity coverage indicates sales size of sample]

Commodity No.	KIND OF BUSINESS AREA AND COMMODITY	ESTABLISHMENTS REPORTING COMMODITY DATA: Number	ESTABLISHMENTS REPORTING COMMODITY DATA: Sales of such establishments (add 000)	REPORTED SALES OF STATED COMMODITY: Amount reported (add 000)	REPORTED SALES OF STATED COMMODITY: Percent column A (See note)	Percent column B (See note)
	HARDWARE TRADES—Con.					
	Pacific Division—Con.					
43	Wiring supplies and electrical construction materials	29	$40,380	$1,684	4.2	2.9
	Interior	21	35,193	914	2.6	---
	Outside	8	17,918	147	.8	---
	Lighting fixtures	8	19,967	129	.6	---
	Incandescent lamps	26	40,010	481	1.2	---
	Not analyzed in detail	---	---	13	---	---
45	Radios, appliances, and specialties	27	40,384	2,160	5.3	3.7
	Radios, parts, and accessories	19	38,147	587	1.5	---
	Electric household refrigerators	14	29,758	611	2.1	---
	Electric washing machines	16	30,464	130	.4	---
	Other electric appliances	20	33,072	832	2.5	---
46	China, glassware, and crockery	16	36,142	590	1.6	1.0
48	Household furnishings	12	19,301	1,018	5.3	1.7
50	Hardware	130	58,807	28,946	49.2	49.2
	Builders' hardware	57	44,257	4,357	9.8	---
	Heavy hardware	47	43,998	4,843	11.0	---
	Bolts, nuts, rivets, and screws	57	42,472	1,686	4.0	---
	Shelf or light hardware	48	39,591	4,410	11.1	---
	Tools and cutlery	56	43,395	3,820	8.8	---
	Wire screening	32	30,277	336	1.1	---
	Other	54	29,232	3,578	12.2	---
	Not analyzed in detail	5	7,842	5,916	75.4	---
51	Plumbing, heating, and air conditioning	37	43,528	2,701	6.2	4.6
	Air-conditioning equipment	4	9,751	105	1.1	---
	Pipe fittings, valves, brass goods, etc.	30	37,224	1,143	3.1	---
	Plumbing fixtures, equipment, and supplies	15	21,451	631	2.9	---
	Stoves, ranges, furnaces (except gas and electric)	18	20,176	492	2.4	---
	Not analyzed in detail	---	---	330	---	---
52	Sporting goods	25	44,889	5,950	13.3	10.1
53	Toys and games	[illegible]	15,635	313	2.0	.5
55	Farm and garden machinery and equipment	22	26,630	826	3.1	1.4
	Dairy equipment and supplies	3	1,525	117	7.7	---
	Farm machinery and equipment	7	8,008	124	1.5	---
	Garden equipment and supplies	17	20,676	533	2.6	---
	Not analyzed in detail	---	---	52	---	---
56	Industrial equipment and supplies	39	39,600	2,252	5.6	3.8
	Belting, hose, packing, etc.	24	25,500	394	1.5	---
	Mechanical power transmission equipment	6	8,869	120	1.4	---
	Metal-working tools	21	30,443	600	2.0	---
	Materials-handling equipment	15	18,504	[illegible]	.5	---
	Rope, cordage, and twine	28	37,598	521	1.4	---
	Other industrial equipment	9	11,707	499	4.3	---
57	Industrial machinery	[illegible]	16,947	[illegible]	2.2	.6
	Machine tools (power-driven)	12	15,801	262	1.7	---
	Other	---	---	118	---	---
58	Office and store equipment and supplies	7	14,625	166	1.1	.3
	Garage and filling station equipment	5	8,514	[illegible]	1.0	---
	Other	---	---	79	---	---
62	Building metal work	11	13,945	280	2.0	.5
	Metal roofing and siding	11	13,945	236	1.7	---
	Metal storage tanks, etc.	3	1,793	14	.8	---
	Other	---	---	30	---	---
63	Copper and products	[illegible]	17,385	282	1.6	.5
64	Iron and steel products—semi-finished	6	12,087	92	.8	.2
65	Iron and steel products—flat	[illegible]	38,542	2,361	6.2	4.0
	Plates	15	27,426	390	1.4	---
	Strip—hot-rolled	11	19,166	211	1.1	---
	Strip—cold-rolled	5	8,473	195	2.3	---
	Sheets—continuous-mill	5	15,432	148	1.0	---
	Sheets—hand-mill	3	3,766	30	.8	---
	Sheets—galvanized or otherwise coated	18	29,648	759	2.6	---
	Black plate	3	8,485	68	.8	---
	Other	6	7,311	170	2.3	---
	Not analyzed in detail	---	---	390	---	---
	HARDWARE TRADES—Con.					
	Pacific Division—Con.					
66	Iron and steel—wire and wire products	31	$37,246	$3,051	[illegible]	5.2
	Woven wire fence	22	33,867	271	.8	---
	Fence posts and fittings	8	21,512	87	.4	---
	Barbed and twisted wire	20	33,929	253	.7	---
	Nails (including staples and tacks)	29	36,694	1,802	4.9	---
	Wire rope and cable except insulated	23	33,866	319	.9	---
	Drawn wire	7	11,074	100	.9	---
	Other	---	---	129	---	---
	Not analyzed in detail	---	---	90	---	---
67	Iron and steel finished products—other than flat and wire	26	35,265	1,777	5.0	3.0
	Bars and small shapes except reinforcing	16	29,425	674	2.3	---
	Structural shapes	8	13,922	151	1.1	---
	Cast-iron pipe	7	13,611	69	.5	---
	Steel pipe	19	24,015	705	2.9	---
	Seamless steel tubing	3	8,172	52	.6	---
	Other	---	---	126	---	---
68	Lead (metallic) and zinc	6	14,734	32	.2	.1
75	Glass, sheet	10	19,898	95	.5	.2
87	Building materials (except as listed)	13	21,722	382	1.8	.6
91	Jewelry, silverware, etc.	11	17,111	115	.7	.2
	Clocks and watches	9	16,161	83	.5	---
	Silverware and plated ware	8	12,304	32	.3	---
	All other commodities	---	---	961	---	1.6
	New York City					
	All establishments 246					
	Sales $41,173,000					
	Commodity coverage 92.7 percent					
	Total analyzed	232	38,186	38,186	---	100.0
40	Paints and varnishes	12	3,514	101	2.9	.3
43	Wiring supplies and electrical construction materials	17	4,929	[illegible]	9.9	1.3
	Interior	3	821	117	14.3	---
	Incandescent lamps	12	3,796	147	3.9	---
	Other	---	---	226	---	---
45	Radios, appliances, and specialties	10	5,063	136	2.7	.4
48	House furnishings	[illegible]	7,858	1,168	14.9	3.1
50	Hardware	227	37,648	30,205	80.2	79.1
	Builders' hardware	67	14,499	3,652	25.2	---
	Heavy hardware	57	17,883	4,651	26.0	---
	Bolts, nuts, rivets, and screws	72	16,900	2,780	16.3	---
	Shelf or light hardware	69	15,321	2,547	16.6	---
	Tools and cutlery	79	19,053	6,755	35.5	---
	Wire screening	24	9,329	631	6.8	---
	Other	[illegible]	16,828	5,261	31.3	---
	Not analyzed in detail	---	---	3,948	---	---
51	Plumbing, heating, and air conditioning	25	5,448	385	7.1	1.0
	Pipe fittings, valves, brass goods, etc.	18	3,028	110	3.6	---
	Plumbing fixtures, equipment, and supplies	[illegible]	1,691	130	7.7	---
	Stoves, ranges, furnaces (except gas and electric)	10	2,984	110	3.7	---
	Other	---	---	35	---	---
52	Sporting goods	3	3,473	458	13.2	1.2
55	Farm and garden machinery and equipment	6	6,031	225	3.7	.6
56	Industrial equipment and supplies	19	8,705	766	8.8	2.0
	Belting, hose, packing, etc.	[illegible]	1,606	[illegible]	4.3	---
	Mechanical power transmission equipment	3	675	5	.7	---
	Metal-working tools	12	2,567	195	7.6	---
	Materials-handling equipment	6	2,332	60	2.6	---
	Rope, cordage, and twine	10	7,677	135	1.8	---
	Other	---	---	302	---	---
57	Industrial machinery	12	4,495	478	10.6	1.3
	Machine tools (power-driven)	10	4,389	223	5.1	---
	Other	---	---	255	---	---
62	Building metal work	5	2,829	615	21.7	1.6
64	Iron and steel products—semi-finished	5	2,492	40	1.6	.1
65	Iron and steel products—flat	7	3,188	[illegible]	2.8	.2

Percent column A—Percent of *total* sales of establishments reporting that they sell such commodity.
Percent column B—Percent which stated commodity bears to *total* sales of all establishments in this kind of business reporting their sales by commodities.

SERVICE AND LIMITED-FUNCTION WHOLESALERS

TABLE 8.—COMMODITY SALES, BY KIND-OF-BUSINESS GROUPS

By Geographic Divisions and Selected States and Cities

Limited to establishments which [illegible] analyze their sales by commodities. Relative commodity coverage [illegible]

Commodity No.	KIND OF BUSINESS AREA AND COMMODITY	ESTABLISHMENTS REPORTING COMMODITY DATA: Number	ESTABLISHMENTS REPORTING COMMODITY DATA: Sales of such establishments (add 000)	REPORTED SALES OF STATED COMMODITY: Amount reported (add 000)	REPORTED SALES OF STATED COMMODITY: Percent of column A (See note)	Percent of column B (See note)
	HARDWARE TRADES—Con.					
	New York City—Con.					
66	Iron and steel--wire and wire products	18	$7,820	$1,821	23.3	4.8
	Woven wire fence	6	3,115	82	2.6	---
	Fence posts and fittings	3	2,427	8	.3	---
	Barbed and twisted wire	3	2,041	4	.2	---
	Nails (including staples and tacks)	15	5,839	652	11.2	---
	Wire rope and cable except insulated	7	3,135	53	1.7	---
	Reinforcement mesh	3	2,427	71	2.9	---
	Drawn wire	6	4,596	547	11.9	---
	Other	---	---	404	---	---
67	Iron and steel finished products--other than flat and wire	5	3,404	37	1.1	.1
87	Building materials (except as listed)	3	2,245	310	13.8	.8
91	Jewelry, silverware, etc.	4	499	312	62.5	.8
	All other commodities	---	---	551	---	1.3
	Chicago					
	All establishments 72; Sales $25,674,000; Commodity coverage 40.3 percent					
	Total analyzed	68	10,343	10,343	---	100.0
40	Paints and varnishes	5	751	123	16.4	1.2
43	Wiring supplies and electrical construction materials	6	1,133	104	9.2	1.0
	Interior	5	1,083	66	6.1	---
	Lighting fixtures	3	592	20	3.4	---
	Incandescent lamps	4	949	18	1.9	---
45	Radios, appliances, and specialties	[illegible]	[illegible]	140	14.5	1.4
	Radios, parts, and accessories	3	862	23	2.7	---
	Electric household refrigerators	3	862	73	8.5	---
	Other	---	---	44	---	---
50	Hardware	65	10,288	8,619	83.8	83.3
	Builders' hardware	18	2,497	781	31.3	---
	Heavy hardware	16	3,057	465	15.2	---
	Bolts, nuts, rivets, and screws	26	4,314	1,353	31.4	---
	Shelf or light hardware	18	2,292	279	12.2	---
	Tools and cutlery	20	3,499	555	15.9	---
	Wire screening	6	1,140	20	1.8	---
	Other	31	6,129	4,325	70.6	---
	Not analyzed in detail	3	841	841	100.0	---
51	Plumbing, heating, and air conditioning	10	1,646	215	13.1	2.1
	Pipe fittings, valves, brass goods, etc.	9	1,623	129	7.9	---
	Plumbing fixtures, equipment, and supplies	6	1,115	43	3.9	---
	Other	---	---	43	---	---
56	Industrial equipment and supplies	5	1,724	529	30.7	5.1
	Belting, hose, packing, etc.	4	1,556	58	3.8	---
	Metal-working tools	5	1,724	[illegible]	5.7	---
	Rope, cordage, and twine	3	862	10	1.2	---
	Other	---	---	363	---	---
57	Industrial machinery (machine tools--power-driven)	3	901	79	8.8	.8
66	Iron and steel--wire and wire products	4	996	57	5.7	.6
75	Glass, sheet	3	782	[illegible]	3.6	.5
	All other commodities	---	---	[illegible]	---	4.2
	Philadelphia					
	All establishments 28; Sales $5,614,000; Commodity coverage 98.9 percent					
	Total analyzed	25	5,551	5,551	---	100.0
50	Hardware	25	5,551	4,650	83.8	83.8
	Builders' hardware	11	1,115	595	53.4	---
	Heavy hardware	6	825	99	12.0	---
	Bolts, nuts, rivets, and screws	12	1,374	373	27.1	---
	Shelf or light hardware	10	985	140	14.2	---
	Tools and cutlery	9	1,054	264	25.0	---
	Wire screening	4	741	34	4.6	---
	Other	11	1,070	181	16.9	---
	Not analyzed in detail	---	---	2,964	---	---
	All other commodities	---	---	901	---	16.2

Commodity No.	KIND OF BUSINESS AREA AND COMMODITY	ESTABLISHMENTS REPORTING COMMODITY DATA: Number	ESTABLISHMENTS REPORTING COMMODITY DATA: Sales of such establishments (add 000)	REPORTED SALES OF STATED COMMODITY: Amount reported (add 000)	REPORTED SALES OF STATED COMMODITY: Percent of column A (See note)	Percent of column B (See note)
	HARDWARE TRADES—Con.					
	Boston					
	All establishments 15; Sales $5,200,000; Commodity coverage 95.0 percent					
	Total analyzed	14	$4,942	$4,942	---	100.0
50	Hardware	14	4,942	4,259	86.2	86.2
	Builders' hardware	6	4,287	800	18.7	---
	Heavy hardware	6	1,165	222	19.1	---
	Bolts, nuts, rivets, and screws	7	4,345	295	6.8	---
	Shelf or light hardware	8	4,365	321	7.4	---
	Tools and cutlery	4	3,985	930	23.3	---
	Wire screening	5	4,060	328	8.1	---
	Other	12	4,719	1,363	28.9	---
	All other commodities	---	---	683	---	13.8
	San Francisco					
	All establishments 33; Sales $14,078,000; Commodity coverage 91.1 percent					
	Total analyzed	30	12,821	12,821	---	100.0
40	Paints and varnishes	3	4,602	97	2.1	.8
43	Wiring supplies and electrical construction materials	6	9,585	434	4.5	3.4
	Interior	4	8,622	214	2.5	---
	Incandescent lamps	5	9,501	[illegible]	.9	---
	Other	---	---	136	---	---
45	Radios, appliances, and specialties	6	9,530	343	3.6	2.7
46	China, glassware, and crockery	3	8,340	272	3.3	2.1
50	Hardware	30	12,821	6,260	48.8	48.8
	Builders' hardware	14	10,685	1,126	10.5	---
	Heavy hardware	11	10,830	1,290	11.9	---
	Bolts, nuts, rivets, and screws	13	7,516	452	6.2	---
	Shelf or light hardware	8	9,976	935	9.4	---
	Tools and cutlery	15	11,015	1,511	13.7	---
	Wire screening	6	5,742	137	2.4	---
	Other	10	5,767	809	14.0	---
51	Plumbing, heating, and air conditioning	7	9,215	1,049	11.4	[illegible]
	Pipe fittings, valves, brass goods, etc.	7	9,215	654	7.1	
	Plumbing fixtures, equipment, and supplies	3	4,297	[illegible]	4.8	[illegible]
	Other	---	---	[illegible]		---
52	Sporting goods	3	9,141	1,492	[illegible]	[illegible]
55	Farm and garden machinery and equipment	6	10,008	295	2.9	2.2
	Garden equipment and supplies	3	9,126	214	2.3	---
	Other	---	---	71	---	---
56	Industrial equipment and supplies	10	10,628	[illegible]	6.1	5.1
	Belting, hose, packing, etc.	4	5,757	126	2.2	---
	Metal-working tools	3	5,353	203	3.8	---
	Materials-handling equipment	4	5,479	51	.9	---
	Rope, cordage, and twine	7	10,337	181	1.8	---
	Other	---	---	87	---	---
57	Industrial machinery (machine tools--power-driven)	4	5,332	110	2.1	.9
[illegible]	Iron and steel products--flat	3	4,475	462	10.3	3.6
66	Iron and steel--wire and wire products	5	5,940	658	11.1	5.1
	Woven wire fence	4	5,416	47	.9	---
	Barbed and twisted wire	3	5,373	59	1.1	---
	Nails (including staples and tacks)	5	5,940	413	7.0	---
	Wire rope and cable except insulated	3	5,673	28	.5	---
	Other	---	---	111	---	---
67	Iron and steel finished products--other than flat and wire	[illegible]	5,825	473	8.1	3.7
	Steel pipe	3	5,673	255	4.5	---
	Other	---	---	218	---	---
	All other commodities	---	---	238	---	1.9

Percent column A.—Percent of *total* sales of establishments reporting that they sell such commodity.

Percent column B.—Percent which reported commodity sales of *total* sales of all establishments in this kind-of-business reporting [illegible] commodities.

SERVICE AND LIMITED-FUNCTION WHOLESALERS

TABLE 8.—COMMODITY SALES, BY KIND-OF-BUSINESS GROUPS

By Geographic Divisions and 5 Selected Cities—Continued

[Limited to establishments which report an analysis of their sales by commodities. Ratio of commodity coverage indicates sales size of sample]

Commodity No.	KIND OF BUSINESS AREA AND COMMODITY	ESTABLISHMENTS REPORTING COMMODITY DATA: Number	ESTABLISHMENTS REPORTING COMMODITY DATA: Sales of such establishments (add 000)	REPORTED SALES OF STATED COMMODITY: Amount reported (add 000)	REPORTED SALES OF STATED COMMODITY: Percent column A (See note)	Percent column B (See note)
	JEWELRY TRADES					
	New England Division					
	All establishments 78					
	Sales $10,508,000					
	Commodity coverage 99.6 percent					
	Total analyzed	76	$10,469	$10,469	---	100.0
91	Jewelry, silverware, etc.	76	10,469	10,065	96.1	96.1
	Clocks and watches	29	6,041	2,332	38.6	---
	Jewelry	42	7,153	2,044	28.6	---
	Precious stones and metals	37	6,387	2,443	38.4	---
	Silverware and plated ware	21	6,037	904	15.0	---
	Not analyzed in detail	22	2,542	2,342	100.0	---
	All other commodities	---	---	383	---	3.7
	Service receipts	5	154	21	13.6	.2
	Middle Atlantic Division					
	All establishments 1,215					
	Sales $152,917,000					
	Commodity coverage 98.5 percent					
	Total analyzed	1,188	150,690	150,690	---	100.0
45	Radios, appliances, and specialties	10	5,378	830	15.4	.6
91	Jewelry, silverware, etc.	1,174	149,187	146,844	98.4	97.4
	Clocks and watches	254	53,212	40,390	75.9	---
	Jewelry	376	32,893	18,702	56.9	---
	Precious stones and metals	496	55,292	45,112	81.6	---
	Silverware and plated ware	100	19,928	7,383	37.0	---
	Not analyzed in detail	318	35,257	35,257	100.0	---
94	Luggage, saddlery, harness, etc.	5	1,470	117	8.0	.1
96	Optical goods (except photographic)	4	1,168	130	11.1	.1
	All other commodities	---	---	2,682	---	1.7
	Service receipts	11	4,619	87	1.9	.1
	East North Central Division					
	All establishments 231					
	Sales $34,398,000					
	Commodity coverage 94.8 percent					
	Total analyzed	224	32,603	32,603	---	100.0
45	Radios, appliances, and specialties	13	2,286	323	14.3	1.0
	Radios, parts, and accessories	5	1,940	43	2.2	---
	Other	---	---	280	---	---
52	Sporting goods	5	1,621	169	10.4	.5
91	Jewelry, silverware, etc.	223	32,354	30,271	93.6	92.8
	Clocks and watches	110	23,555	11,967	50.8	---
	Jewelry	129	20,015	6,197	31.0	---
	Precious stones and metals	110	19,797	6,699	33.8	---
	Silverware and plated ware	63	15,230	2,335	15.3	---
	Not analyzed in detail	42	3,073	3,073	100.0	---
94	Luggage, saddlery, harness, etc.	11	2,356	236	10.0	.7
96	Optical goods (except photographic)	5	3,624	187	5.2	.6
	All other commodities	---	---	1,417	---	4.4
	West North Central Division					
	All establishments 57					
	Sales $7,626,000					
	Commodity coverage 99.2 percent					
	Total analyzed	55	7,565	7,565	---	100.0
56	Industrial equipment and supplies	3	703	122	17.4	1.6
91	Jewelry, silverware, etc.	54	7,529	7,013	93.1	92.7
	Clocks and watches	31	6,374	2,416	37.9	---
	Jewelry	40	5,794	1,374	23.7	---
	Precious stones and metals	43	6,560	1,979	30.2	---
	Silverware and plated ware	17	4,544	865	19.0	---
	Not analyzed in detail	4	379	379	100.0	---
	All other commodities	---	---	430	---	5.7
	JEWELRY TRADES—Con.					
	South Atlantic Division					
	All establishments 34					
	Sales $7,907,000					
	Commodity coverage 98.3 percent					
	Total analyzed	31	$7,773	$7,773	---	100.0
91	Jewelry, silverware, etc.	31	7,773	7,170	92.2	92.2
	Clocks and watches	16	7,353	1,930	26.2	---
	Jewelry	20	7,418	2,572	34.7	---
	Precious stones and metals	14	7,110	1,877	26.4	---
	Silverware and plated ware	16	7,364	581	7.9	---
	Not analyzed in detail	7	210	210	100.0	---
	All other commodities	---	---	603	---	7.8
	East South Central Division					
	All establishments 9					
	Sales $761,000					
	Commodity coverage 100.0 percent					
	Total analyzed	9	761	761	---	100.0
91	Jewelry, silverware, etc.	9	761	693	91.1	91.1
	Clocks and watches	5	381	140	36.7	---
	Jewelry	3	313	64	20.4	---
	Precious stones and metals	4	319	117	36.7	---
	Other	---	---	62	---	---
	Not analyzed in detail	3	310	310	100.0	---
	All other commodities	---	---	68	---	8.9
	West South Central Division					
	All establishments 20					
	Sales $3,603,000					
	Commodity coverage 97.1 percent					
	Total analyzed	19	3,497	3,497	---	100.0
91	Jewelry, silverware, etc.	19	3,497	3,372	96.4	96.4
	Clocks and watches	11	3,170	1,641	51.8	---
	Jewelry	14	3,270	794	24.3	---
	Precious stones and metals	10	1,785	403	22.6	---
	Silverware and plated ware	9	1,822	487	26.7	---
	Not analyzed in detail	---	---	47	---	---
	All other commodities	---	---	125	---	3.6
	Mountain Division					
	All establishments 10					
	Sales $791,000					
	Commodity coverage 100.0 percent					
	Total analyzed	10	791	791	---	100.0
91	Jewelry, silverware, etc.	10	791	742	93.8	93.8
	Clocks and watches	6	633	242	38.2	---
	Jewelry	8	689	202	29.3	---
	Precious stones and metals	6	653	116	18.3	---
	Silverware and plated ware	5	619	99	16.0	---
	Not analyzed in detail	3	103	85	80.6	---
	All other commodities	---	---	49	---	6.2
	Pacific Division					
	All establishments 153					
	Sales $15,543,000					
	Commodity coverage 91.6 percent					
	Total analyzed	141	14,238	14,238	---	100.0
45	Radios, appliances, and specialties	5	1,587	192	12.1	1.3
56	Industrial equipment and supplies	3	1,038	102	9.8	.7

Percent column A—Percent of *total* sales of establishments reporting that they sell such commodity

Percent column B—Percent which stated commodity bears to *total* sales of all establishments in this kind of business reporting their sales by commodities

SERVICE AND LIMITED-FUNCTION WHOLESALERS

TABLE 8.—COMMODITY SALES, BY KIND-OF-BUSINESS GROUPS

By Geographic Divisions and 5 Selected Cities—Continued

[Limited to establishments which report an analysis of their sales by commodities. Rates of commodity coverage indicates sales size of sample]

Commodity No.	KIND OF BUSINESS AREA AND COMMODITY	ESTABLISHMENTS REPORTING COMMODITY DATA: Number	ESTABLISHMENTS REPORTING COMMODITY DATA: Sales of such establishments (add 000)	REPORTED SALES OF STATED COMMODITY: Amount reported (add 000)	REPORTED SALES OF STATED COMMODITY: Percent (column A) (See note)	Percent (column B) (See note)
	JEWELRY TRADES—Con.					
	Pacific Division—Con.					
91	Jewelry, silverware, etc.	141	$14,238	$13,749	96.6	96.6
	Clocks and watches	39	7,056	3,042	43.1	---
	Jewelry	62	8,889	3,231	36.3	---
	Precious stones and metals	72	10,166	3,966	39.0	---
	Silverware and plated ware	21	6,164	1,371	22.2	---
	Not analyzed in detail	33	2,155	2,139	99.3	---
	All other commodities	---	---	195	---	1.4
	New York City					
	All establishments 1,067					
	Sales $158,265,000					
	Commodity coverage 98.2 percent					
	Total analyzed	1,036	155,818	155,818	---	100.0
45	Radios, appliances, and specialties	5	3,966	679	17.1	.5
91	Jewelry, silverware, etc.	1,030	155,758	152,972	97.9	97.9
	Clocks and watches	174	44,498	36,286	81.5	---
	Jewelry	285	22,917	15,515	67.7	---
	Precious stones and metals	409	46,149	41,164	89.2	---
	Silverware and plated ware	55	13,244	6,593	49.8	---
	Not analyzed in detail	---	---	33,414	---	---
	All other commodities	---	---	2,167	---	1.6
	Chicago					
	All establishments 144					
	Sales $24,265,000					
	Commodity coverage 92.3 percent					
	Total analyzed	139	22,404	22,404	---	100.0
45	Radios, appliances, and specialties	6	621	107	17.2	.5
52	Sporting goods	3	714	148	20.7	.7
91	Jewelry, silverware, etc.	139	22,404	20,722	92.5	92.5
	Clocks and watches	54	15,897	8,999	56.6	---
	Jewelry	72	12,519	3,526	28.2	---
	Precious stones and metals	69	14,250	5,029	35.3	---
	Silverware and plated ware	37	9,891	1,372	13.9	---
	Not analyzed in detail	26	1,786	1,786	100.0	---
94	Luggage, saddlery, harness, etc.	6	1,095	181	16.5	.8
96	Optical goods (except photographic)	4	3,465	186	5.4	.8
	All other commodities	---	---	1,060	---	4.7
	Philadelphia					
	All establishments 73					
	Sales $7,074,000					
	Commodity coverage 100.0 percent					
	Total analyzed	73	7,074	7,074	---	100.0
91	Jewelry, silverware, etc.	73	7,074	6,939	98.1	98.1
	Clocks and watches	43	4,670	2,242	48.0	---
	Jewelry	43	5,342	1,196	22.4	---
	Precious stones and metals	53	5,761	2,752	47.8	---
	Silverware and plated ware	21	3,348	398	11.9	---
	Not analyzed in detail	7	351	351	100.0	---
	All other commodities	---	---	135	---	1.9
	Boston					
	All establishments 41					
	Sales $5,905,000					
	Commodity coverage 99.6 percent					
	Total analyzed	39	5,879	5,879	---	100.0
91	Jewelry, silverware, etc.	39	5,879	5,712	97.2	97.2
	Clocks and watches	19	4,605	1,752	38.0	---
	Jewelry	27	5,230	1,295	24.8	---
	Precious stones and metals	25	5,060	1,795	35.5	---
	Silverware and plated ware	14	4,660	764	16.4	---
	Not analyzed in detail	---	---	106	---	---
	JEWELRY TRADES—Con.					
	Boston—Con.					
	All other commodities	---	---	$167	---	2.8
	San Francisco					
	All establishments 46					
	Sales $4,336,000					
	Commodity coverage 99.6 percent					
	Total analyzed	45	$4,317	4,317	---	100.0
91	Jewelry, silverware, etc.	45	4,317	4,171	96.6	96.6
	Clocks and watches	12	2,148	961	44.7	---
	Jewelry	19	2,770	921	33.2	---
	Precious stones and metals	19	2,557	726	28.4	---
	Silverware and plated ware	7	1,987	494	24.[illegible]	---
	Not analyzed in detail	11	1,089	1,069	98.[illegible]	---
	All other commodities	---	---	146	---	3.4
	LUMBER AND CONSTRUCTION MATERIALS TRADES					
	New England Division					
	All establishments 166					
	Sales $45,543,000					
	Commodity coverage 91.5 percent					
	Total analyzed	158	41,657	41,657	---	100.0
40	Paints and varnishes	[illegible]	3,335	314	9.4	.8
50	Hardware	12	5,126	307	6.0	.7
51	Plumbing, heating, and air conditioning	3	1,117	230	20.6	.6
62	Building metal work	9	2,399	156	6.5	.4
	Metal lath	7	1,658	75	4.5	---
	Other	---	---	81	---	---
63	Copper and products	4	1,315	117	8.9	.3
66	Iron and steel—wire and wire products	7	5,361	208	3.9	.5
	Nails (including staples and tacks)	6	5,175	205	4.0	---
	Other	---	---	3	---	---
70	Brick, tile, and terra cotta	22	7,115	475	6.7	1.1
71	Building stone, slate, and concrete products	7	1,136	281	24.7	.7
72	Cement, lime, plaster, and stucco	23	7,490	1,528	20.4	3.7
73	Coal and coke	3	993	240	24.2	.6
75	Glass—sheet and containers	23	5,836	1,507	25.8	3.6
	Sheet glass	21	5,133	1,482	47.3	---
	Not analyzed in detail	---	---	25	---	---
77	Sand, gravel, and crushed stone	4	699	30	4.3	.1
79	Logs, ties, pulpwood, etc.	8	726	62	8.5	.1
80	Lumber—rough, dressed, and finished	82	26,805	24,543	91.6	58.9
84	Planing-mill products	23	9,303	5,551	59.7	13.3
87	Building materials (except as listed)	46	13,340	4,964	37.2	11.9
	All other commodities	---	---	1,144	---	2.7
	Middle Atlantic Division					
	All establishments 924					
	Sales $238,407,000					
	Commodity coverage 91.8 percent					
	Total analyzed	872	218,829	218,829	---	100.0
40	Paints and varnishes	54	9,079	430	4.7	.2
50	Hardware	54	10,625	556	5.2	.3
51	Plumbing, heating, and air conditioning	33	5,526	388	5.9	.2
56	Industrial equipment and supplies	8	3,385	397	11.8	.2
62	Building metal work	91	25,814	2,335	9.0	1.1
	Fire escapes, elevator cages, etc.	5	937	7	.7	---
	Ventilators and air-conditioning ducts	5	1,798	10	.6	---
	Metal roofing and siding	24	5,049	386	7.6	---
	Fabricated structural work	7	1,265	58	4.6	---
	Metal lath	60	18,499	1,091	5.6	---
	Other building metal work	25	6,483	529	8.2	---
	Not analyzed in detail	[illegible]	647	254	39.5	---

Percent column A—Percent of *total* sales of establishments reporting that they sold such commodities.
Percent column B—Percent which stated commodity bears to *total* sales of establishments in the same business category [illegible] tabulated.

SERVICE AND LIMITED-FUNCTION WHOLESALERS

TABLE 8.—COMMODITY SALES, BY KIND-OF-BUSINESS GROUPS

By Geographic Divisions and 5 Selected Cities—Continued

[Limited to establishments which report an analysis of their sales by commodities. Ratio of commodity coverage indicates sales size of sample]

Commodity No.	KIND OF BUSINESS AREA AND COMMODITY	ESTABLISHMENTS REPORTING COMMODITY DATA: Number	ESTABLISHMENTS REPORTING COMMODITY DATA: Sales of such establishments (add 000)	REPORTED SALES OF STATED COMMODITY: Amount reported (add 000)	REPORTED SALES OF STATED COMMODITY: Percent column A (See note)	Percent column B (See note)
	LUMBER AND CONSTRUCTION MATERIALS TRADES—Con.					
	Middle Atlantic Division—Con.					
63	Copper and products	29	$5,812	$441	7.6	.2
65	Iron and steel products—flat	28	5,971	697	11.7	.3
66	Iron and steel—wire and wire products	56	11,271	827	7.3	.4
67	Iron and steel finished products—other than flat and wire	31	5,549	450	8.1	.2
70	Brick, tile, and terra cotta	155	37,634	15,274	40.6	7.0
71	Building stone, slate, and concrete products	104	22,145	7,801	35.2	3.6
72	Cement, lime, plaster, and stucco	156	38,651	17,593	45.5	8.0
73	Coal and coke	25	5,448	761	14.0	.3
74	Crude non-metallic minerals and products	4	3,273	2,974	90.9	1.4
75	Glass—sheet and containers	90	15,103	9,611	63.6	4.4
	Sheet glass	82	13,375	9,172	68.6	---
	Glass containers	6	956	439	45.9	---
76	Petroleum and its products	10	3,304	674	20.4	.3
77	Sand, gravel, and crushed stone	101	37,453	18,224	43.5	7.4
79	Logs, ties, pulpwood, etc.	14	3,242	774	23.9	.4
80	Lumber—rough, dressed, and finished	337	110,301	88,852	80.5	40.6
84	Planing-mill products	128	29,342	20,887	71.2	9.5
87	Building materials (except as listed)	263	58,367	28,046	48.1	12.8
	All other commodities	---	---	2,417	---	1.0
	Service receipts	7	2,514	437	17.4	.2
	East North Central Division					
	All establishments 718; Sales $160,160,000; Commodity coverage 97.4 percent					
	Total analyzed	673	155,970	155,970	---	100.0
18	Feed	[illegible]	1,292	127	9.8	.1
19	Grain	4	1,065	133	12.5	.1
40	Paints and varnishes	27	6,892	418	6.1	.3
48	House furnishings	3	1,314	419	31.9	.3
50	Hardware, builders'	27	7,182	190	2.6	.1
51	Plumbing, heating, and air conditioning	9	1,404	202	14.4	.1
	Air-conditioning equipment	4	601	17	2.8	---
	Gas appliances and supplies	3	265	7	2.6	---
	Pipe fittings, valves, brass goods, etc.	3	400	18	4.5	---
	Stoves, ranges, furnaces (except gas and electric)	5	414	35	8.5	---
	Not analyzed in detail	---	---	125	---	---
62	Building metal work	35	11,818	497	4.2	.3
	Ventilators and air-conditioning ducts	3	345	13	3.8	---
	Metal roofing and siding	11	4,836	215	4.4	---
	Metal lath	13	5,149	65	1.2	---
	Other	---	---	183	---	---
	Not analyzed in detail	---	---	23	---	---
64	Iron and steel products—semi-finished	3	443	97	21.9	.1
65	Iron and steel products—flat	6	1,799	219	12.2	.1
66	Iron and steel—wire and wire products	29	9,980	597	6.0	.4
[illegible]	Iron and steel finished products—other than flat and wire	15	5,888	532	9.0	.3
	Concrete reinforcing bars, all types	6	3,329	9	.3	---
	Other	---	---	523	---	---
70	Brick, tile, and terra cotta	[illegible]	24,885	5,847	23.5	3.7
71	Building stone, slate, and concrete products	34	6,511	702	10.8	.5
72	Cement, lime, plaster, and stucco	72	25,464	7,711	30.3	4.9
73	Coal and coke	26	18,425	3,094	16.8	2.0
75	Glass—sheet and containers	80	12,370	8,346	67.5	5.4
76	Petroleum and its products	4	3,828	[illegible]	9.3	.2
77	Sand, gravel, and crushed stone	51	18,132	6,398	35.3	4.1
79	Logs, ties, pulpwood, etc.	7	1,545	[illegible]	29.1	.3
80	Lumber—rough, dressed, and finished	[illegible]	89,662	76,965	85.8	49.3
84	Planing-mill products	113	31,723	16,407	51.7	10.5
87	Building materials (except as listed)	193	62,494	24,753	39.6	15.9
98	Second-hand merchandise	[illegible]	157	92	58.6	.1
	All other commodities	---	---	1,457	---	.9
	LUMBER AND CONSTRUCTION MATERIALS TRADES—Con.					
	West North Central Division					
	All establishments 273; Sales $80,476,000; Commodity coverage 87.1 percent					
	Total analyzed	256	$70,133	$70,133	---	100.0
38	Chemicals, industrial and heavy	3	2,672	192	7.2	.3
40	Paints and varnishes	27	6,135	400	6.5	.6
50	Hardware	15	5,568	173	3.2	.2
62	Building metal work	21	5,035	264	5.2	.4
	Metal roofing and siding	7	1,053	68	6.5	---
	Metal lath	7	2,789	134	4.8	---
	Other	---	---	62	---	---
66	Iron and steel—wire and wire products	19	6,272	351	5.6	.5
	Woven wire fence	11	2,281	115	5.1	---
	Fence posts and fittings	7	2,965	48	1.6	---
	Barbed and twisted wire	6	897	22	2.5	---
	Nails (including staples and tacks)	13	4,765	107	2.2	---
	Other	---	---	59	---	---
67	Iron and steel finished products—other than flat and wire	9	3,893	480	12.3	.7
70	Brick, tile, and terra cotta	25	5,807	1,947	33.5	2.8
71	Building stone, slate, and concrete products	12	2,107	234	11.1	.3
72	Cement, lime, plaster, and stucco	27	8,389	3,339	39.8	4.8
73	Coal and coke	11	3,497	340	9.7	.5
	Bituminous	9	2,995	287	9.6	---
	Not analyzed in detail	---	---	53	---	---
75	Glass, sheet	35	4,481	2,161	48.2	3.1
77	Sand, gravel, and crushed stone	20	5,037	1,233	24.5	1.8
79	Logs, ties, pulpwood, etc.	17	5,939	647	16.4	.9
80	Lumber—rough, dressed, and finished	111	48,930	43,874	89.7	62.6
84	Planing-mill products	39	10,091	4,636	45.9	6.6
87	Building materials (except as listed)	[illegible]	20,124	9,088	45.2	13.0
	All other commodities	---	---	775	---	.9
	South Atlantic Division					
	All establishments 361; Sales $76,028,000; Commodity coverage 93.2 percent					
	Total analyzed	333	70,834	70,834	---	100.0
40	Paints and varnishes	36	7,781	506	6.5	.7
50	Hardware	30	6,699	859	12.8	1.2
	Builders' hardware	22	5,006	[illegible]	8.0	---
	Heavy hardware	7	2,395	281	11.7	---
	Bolts, nuts, rivets, and screws	3	1,577	63	4.0	---
	Shelf or light hardware	4	1,020	18	1.8	---
	Wire screening	7	2,590	25	1.0	---
	Other	---	---	74	---	---
51	Plumbing, heating, and air conditioning	[illegible]	1,442	115	8.0	.2
62	Building metal work	30	7,961	508	6.4	.7
	Metal roofing and siding	14	2,800	176	6.8	---
	Metal lath	16	6,104	97	1.6	---
	Other	---	---	235	---	---
63	Copper and products	[illegible]	1,260	73	5.8	.1
65	Iron and steel products—flat	8	1,019	124	12.2	.2
	Sheets—galvanized or otherwise coated	7	896	105	11.7	---
	Not analyzed in detail	---	---	19	---	---
66	Iron and steel—wire and wire products	21	6,787	[illegible]	3.9	.4
	Woven wire fence	5	972	11	1.1	---
	Nails (including staples and tacks)	20	6,518	159	2.4	---
	Reinforcement mesh	7	4,005	61	1.5	---
	Other	---	---	33	---	---
67	Iron and steel finished products—other than flat and wire	12	7,935	673	8.5	1.0
	Bars and small shapes except reinforcing	4	1,430	13	.9	---
	Concrete reinforcing bars, all types	11	7,473	[illegible]	8.6	---
	Structural shapes	[illegible]	1,579	14	.9	---

Percent column A—Percent of *total* sales of establishments reporting that they sell such commodity.
Percent column B—Percent which stated commodity bears to *total* sales of all establishments in this kind of business reporting their sales by commodities.

SERVICE AND LIMITED-FUNCTION WHOLESALERS

TABLE 8.—COMMODITY SALES, BY KIND OF BUSINESS GROUPS

By Geographic Divisions and States: [illegible]

[illegible]

Commodity No.	Kind of business area and commodity	Establishments reporting commodity data: Number	Establishments reporting commodity data: Sales of establishments reporting (add 000)	Reported sales of stated commodity: Amount reported (add 000)	Reported sales of stated commodity: Percent of total (Col. A See note)	Percent of total (Col. B See note)
	LUMBER AND CONSTRUCTION MATERIALS TRADES—Con.					
	South Atlantic Division—Con.					
70	Brick, tile, and terra cotta	49	$11,807	$1,304	11.0	1.8
71	Building stone, slate, and concrete products	32	8,434	2,298	27.2	3.2
72	Cement, lime, plaster, and stucco	55	13,464	3,171	23.8	4.5
75	Glass—sheet and containers	38	5,770	1,909	33.1	2.7
	Sheet glass	33	5,171	1,576	30.5	---
	Not analyzed in detail	5	[illegible]	333	55.5	---
77	Sand, gravel, and crushed stone	48	11,695	4,531	38.7	6.4
79	Logs, ties, pulpwood, etc.	13	1,330	387	29.1	.5
80	Lumber—rough, dressed, and finished	204	49,447	40,797	82.5	57.6
81	Paper and products (except stationery and wallpaper)	8	1,587	177	11.2	.2
84	Planing-mill products	57	17,496	7,558	43.2	10.7
87	Building materials (except as listed)	75	19,826	4,617	23.3	6.5
	All other commodities	---	---	963	---	1.4
	East South Central Division					
	All establishments 178; Sales $32,282,000; Commodity coverage 84.8 percent					
	Total analyzed	162	27,372	27,372	---	100.0
40	Paints and varnishes	8	2,454	190	7.3	.7
50	Hardware	8	3,980	134	3.4	.5
62	Building metal work	[illegible]	4,367	476	10.9	1.7
66	Iron and steel—wire and wire products	7	3,331	139	4.2	.5
67	Iron and steel finished products—other than flat and wire	5	2,958	276	9.4	1.0
70	Brick, tile, and terra cotta	16	5,170	334	6.5	1.2
71	Building stone, slate, and concrete products	6	2,106	805	38.2	2.9
72	Cement, lime, plaster, and stucco	21	7,196	843	11.7	3.1
75	Glass—sheet and containers	20	2,439	790	32.4	2.9
	Sheet glass	19	2,292	758	33.1	---
	Not analyzed in detail	---	---	32	---	---
77	Sand, gravel, and crushed stone	13	4,037	499	12.4	1.8
79	Logs, ties, pulpwood, etc.	3	111	71	64.0	.3
80	Lumber—rough, dressed, and finished	111	19,172	17,212	89.8	62.9
84	Planing-mill products	20	5,811	2,295	39.5	8.4
87	Building materials (except as listed)	33	8,098	2,800	34.6	10.2
	All other commodities	---	---	518	---	1.9
	West South Central Division					
	All establishments 257; Sales $50,105,000; Commodity coverage 98.3 percent					
	Total analyzed	249	48,240	48,240	---	100.0
39	Oils (cottonseed, linseed, etc.)	[illegible]	1,190	58	4.9	.1
40	Paints and varnishes	16	2,685	240	8.9	.5
50	Hardware	38	9,599	424	4.4	.9
51	Plumbing, heating, and air conditioning	[illegible]	619	117	18.9	.2
62	Building metal work	34	10,183	784	7.7	1.6
	Metal roofing and siding	[illegible]	5,647	[illegible]	8.8	---
	Metal lath	26	8,430	240	2.8	---
	Other	---	---	48	---	---
66	Iron and steel—wire and wire products	29	7,777	656	8.4	1.4
67	Iron and steel finished products—other than flat and wire	14	3,592	250	7.0	.5
70	Brick, tile, and terra cotta	35	8,435	1,519	18.0	3.1
71	Building stone, slate, and concrete products	8	2,229	169	7.6	.4
72	Cement, lime, plaster, and stucco	26	6,550	1,854	28.3	3.8
75	Glass—sheet and containers	[illegible]	11,371	1,647	14.5	3.4
	Sheet glass	51	10,901	1,618	14.8	---
	Not analyzed in detail	3	490	29	5.9	---
76	Petroleum and its products	3	751	364	48.5	.9
77	Sand, gravel, and crushed stone	28	5,841	1,962	33.6	4.1
79	Logs, ties, pulpwood, etc.	7	534	153	28.7	.3
80	Lumber—rough, dressed, and finished	118	27,721	20,139	72.6	41.7
	LUMBER AND CONSTRUCTION MATERIALS TRADES—Con.					
	West South Central Division—Con.					
84	Planing-mill products	55	$12,679	$6,675	52.6	13.8
87	Building materials (except as listed)	79	19,313	9,457	49.0	19.6
	All other commodities	---	-	1,772	---	3.6
	Mountain Division					
	All establishments 59; Sales $19,796,000; Commodity coverage 95.2 percent					
	Total analyzed	55	18,841	18,841	---	100.0
40	Paints and varnishes	9	2,899	112	3.9	.6
48	House furnishings (linoleum, felt base, etc.)	4	989	47	4.8	.2
50	Hardware	17	10,841	454	4.2	2.5
	Builders' hardware	11	8,010	211	2.6	---
	Wire screening	5	1,340	26	1.9	---
	Other	---	---	197	---	---
51	Plumbing, heating, and air conditioning	3	872	66	7.6	.4
62	Building metal work	20	6,174	599	9.7	3.2
	Metal roofing and siding	12	3,590	207	5.8	---
	Metal lath	15	5,755	118	2.1	---
	Other	---	---	274	---	---
65	Iron and steel products—flat	5	2,503	85	3.4	.5
	Sheets—galvanized or otherwise coated	3	1,002	75	7.5	---
	Other	---	---	10	---	---
66	Iron and steel—wire and wire products	16	5,723	623	10.9	3.3
67	Iron and steel finished products—other than flat and wire	8	3,796	826	21.8	4.4
	Concrete reinforcing bars, all types	6	3,356	785	23.4	---
	Other	---	---	41	---	---
72	Cement, lime, plaster, and stucco	15	7,827	279	3.6	1.5
75	Glass—sheet and containers	16	5,841	579	9.9	3.1
	Sheet glass	13	4,530	487	10.8	---
	Not analyzed in detail	3	1,311	92	7.0	---
79	Logs, ties, pulpwood, etc.	8	2,882	63	2.2	.3
80	Lumber—rough, dressed, and finished	33	12,254	7,808	63.7	41.4
84	Planing-mill products	15	7,068	1,110	15.7	5.9
87	Building materials (except as listed)	29	11,969	5,696	47.6	30.2
	All other commodities	---	---	514	---	2.7
	Pacific Division					
	All establishments 367; Sales $101,575,000; Commodity coverage 89.7 percent					
	Total analyzed	331	91,111	91,111	---	100.0
40	Paints and varnishes	16	4,571	262	5.7	.5
50	Hardware	20	8,772	607	6.9	.7
	Builders' hardware	14	6,694	341	5.1	---
	Other	---	---	234	---	---
	Not analyzed in detail	---	---	32	---	---
62	Building metal work	21	5,758	393	6.8	.4
65	Iron and steel products—flat	6	1,472	105	7.1	.1
66	Iron and steel—wire and wire products	18	4,912	477	9.7	.5
	Woven wire fence	3	572	29	5.1	---
	Nails (including staples and tacks)	13	4,024	[illegible]	8.4	---
	Reinforcement mesh	4	1,090	16	1.5	---
	Other	---	---	94	---	---
67	Iron and steel finished products—other than flat and wire	8	2,517	411	16.3	.5
	Concrete reinforcing bars, all types	6	1,385	214	15.5	---
	Other	---	---	197	---	---
70	Brick, tile, and terra cotta	25	3,791	536	14.1	.6
71	Building stone, slate, and concrete products	9	1,010	433	42.9	.5
72	Cement, lime, plaster, and stucco	33	8,812	2,612	29.6	2.9
75	Glass—sheet and containers	48	7,551	3,636	48.3	4.0
	Sheet glass	[illegible]	7,127	3,502	49.1	---
	Not analyzed in detail	---	---	134	---	---

Percent column A. Percent of *total* sales of establishments reporting that they sell such commodity.
Percent column B. Percent which stated commodity bears to *total* sales of all establishments in this kind of business reporting that they sell such commodities.

SERVICE AND LIMITED-FUNCTION WHOLESALERS

TABLE 8.—COMMODITY SALES, BY KIND-OF-BUSINESS GROUPS

By Geographic Divisions and 5 Selected Cities—Continued

[Limited to establishments which report an analysis of their sales by commodities. Ratio of commodity coverage indicates sales size of sample]

Commodity No.	KIND OF BUSINESS AREA AND COMMODITY	ESTABLISHMENTS REPORTING COMMODITY DATA: Number	ESTABLISHMENTS REPORTING COMMODITY DATA: Sales of such establishments (add 000)	REPORTED SALES OF STATED COMMODITY: Amount reported (add 000)	REPORTED SALES OF STATED COMMODITY: Percent column A (See note)	Percent column B (See note)
	LUMBER AND CONSTRUCTION MATERIALS TRADES—Con.					
	Pacific Division—Con.					
77	Sand, gravel, and crushed stone	26	$4,51	$1,180	28.4	1.3
79	Logs, ties, pulpwood, etc.	9	4,80	281	6.9	.3
80	Lumber—rough, dressed, and finished	162	67,87	61,176	90.6	67.1
84	Planing-mill products	48	13,615	7,068	51.9	7.8
87	Building materials (except as listed)	82	21,288	8,455	39.6	9.3
	All other commodities	---	---	3,302	---	3.3
	Service receipts	11	2,625	197	7.5	.2
	New York City					
	All establishments 390; Sales $103,658,000; Commodity coverage 96.2 percent					
	Total analyzed	366	99,736	99,736	---	100.0
62	Building metal work	37	14,342	1,356	9.5	1.4
	Metal roofing and siding	8	1,825	186	10.2	---
	Metal lath	24	11,884	709	6.0	---
	Other	---	---	324	---	---
	Not analyzed in detail	---	---	157	---	---
63	Copper and products	9	1,213	178	14.7	.2
64	Iron and steel products—semi-finished	5	561	118	21.0	.1
65	Iron and steel products—flat	[illegible]	1,305	366	28.0	.4
	Sheets—galvanized or otherwise coated	6	1,051	298	28.4	---
	Other	---	---	68	---	---
66	Iron and steel—wire and wire products	11	2,003	139	6.9	.1
	Nails (including staples and tacks)	8	1,498	80	5.3	---
	Other	---	---	59	---	---
67	Iron and steel finished products—other than flat and wire	5	1,516	127	8.4	.1
70	Brick, tile, and terra cotta	67	20,007	9,525	47.6	9.6
71	Building stone, slate, and concrete products	40	10,897	5,367	49.3	5.4
72	Cement, lime, plaster, and stucco	46	19,486	11,180	57.4	11.2
75	Glass—sheet and containers	38	6,884	5,694	82.7	5.7
	Sheet glass	36	6,591	5,364	81.4	---
	Not analyzed in detail	---	---	330	---	---
77	Sand, gravel, and crushed stone	36	24,677	12,673	51.4	12.7
79	Logs, ties, pulpwood, etc.	4	1,217	512	42.1	.5
80	Lumber—rough, dressed, and finished	115	31,981	29,527	92.3	29.6
84	Planing-mill products	40	8,780	8,321	94.8	8.3
87	Building materials (except as listed)	79	21,102	9,611	45.5	9.6
	All other commodities	---	---	4,721	---	4.8
	Service receipts	---	---	321	---	.3
	Chicago					
	All establishments 155; Sales $56,668,000; Commodity coverage 98.2 percent					
	Total analyzed	149	55,635	55,635	---	100.0
50	Hardware	3	2,753	44	1.6	.1
70	Brick, tile, and terra cotta	16	14,358	1,825	12.7	3.3
71	Building stone, slate, and concrete products	5	2,756	134	4.9	.2
72	Cement, lime, plaster, and stucco	6	13,261	3,982	30.0	7.2
73	Coal and coke	3	15,034	1,867	14.3	3.4
	Anthracite	3	13,034	1,503	11.5	---
	Other	---	---	364	---	---
75	Glass, sheet	15	1,913	1,909	99.8	3.4
77	Sand, gravel, and crushed stone	11	14,146	4,484	31.7	8.1
80	Lumber—rough, dressed, and finished	64	30,770	28,002	91.0	50.3
84	Planing-mill products	18	8,345	2,943	35.3	5.3
87	Building materials (except as listed)	28	25,768	8,996	34.9	16.2
	All other commodities	---	---	1,449	---	2.5
	LUMBER AND CONSTRUCTION MATERIALS TRADES—Con.					
	Philadelphia					
	All establishments 79; Sales $23,718,000; Commodity coverage 91.0 percent					
	Total analyzed	72	$21,573	$21,573	---	100.0
50	Hardware	3	691	30	4.3	.1
51	Plumbing, heating, and air conditioning: Stoves, ranges, furnaces (except gas and electric)	5	1,683	137	8.1	.6
62	Building metal work	4	739	220	29.8	1.0
63	Copper and products	4	1,474	116	7.9	.5
65	Iron and steel products—flat	5	1,683	182	10.8	.8
	Sheets—galvanized or otherwise coated	[illegible]	1,054	114	10.8	---
	Tin plate	3	1,068	[illegible]	4.0	---
	Other	---	---	25	---	---
66	Iron and steel—wire and wire products	7	1,928	92	4.8	.4
	Nails (including staples and tacks)	6	1,696	83	4.9	---
	Other	---	---	9	---	---
67	Iron and steel finished products—other than flat and wire	[illegible]	1,024	123	12.0	.6
71	Building stone, slate, and concrete products	5	314	108	34.4	.5
75	Glass, sheet	5	1,200	1,126	93.8	5.2
80	Lumber—rough, dressed, and finished	40	15,866	14,939	94.2	69.2
84	Planing-mill products	14	4,107	2,058	50.1	9.5
87	Building materials (except as listed)	13	4,323	2,195	50.8	10.2
	All other commodities	---	---	247	---	1.4
	Boston					
	All establishments 41; Sales $13,185,000; Commodity coverage 80.8 percent					
	Total analyzed	38	10,659	10,659	---	100.0
72	Cement, lime, plaster, and stucco	3	1,107	640	57.8	6.0
75	Glass, sheet	6	767	757	98.7	7.1
80	Lumber—rough, dressed, and finished	17	5,223	5,170	99.0	48.5
84	Planing-mill products	3	2,110	2,110	100.0	19.8
87	Building materials (except as listed)	10	1,925	1,115	57.9	10.5
	All other commodities	---	---	867	---	8.1
	San Francisco					
	All establishments 49; Sales $17,335,000; Commodity coverage 77.4 percent					
	Total analyzed	45	13,410	13,410	---	100.0
75	Glass—sheet and containers	5	347	347	100.0	2.6
80	Lumber—rough, dressed, and finished	26	10,686	9,979	93.4	74.4
84	Planing-mill products	[illegible]	1,859	884	47.6	6.6
87	Building materials (except as listed)	6	1,752	1,254	71.6	9.4
	All other commodities	---	---	851	---	6.3
	Service receipts	---	---	95	---	.7
	MACHINERY—EQUIPMENT—SUPPLIES TRADES					
	New England Division					
	All establishments 563; Sales $59,464,000; Commodity coverage 83.4 percent					
	Total analyzed	489	49,622	49,622	---	100.0
22	Seeds	3	1,267	129	10.2	.3

Percent column A — Percent of *total* sales of establishments reporting that they sell such commodity

Percent column B — Percent which stated commodity bears to *total* sales of all establishments in this kind of business reporting their sales by commodities.

SERVICE AND LIMITED-FUNCTION WHOLESALERS

TABLE 8.—COMMODITY SALES, BY KIND-OF-BUSINESS GROUPS

By Geographic Divisions and 5 Selected Cities—Continued

[Limited to establishments which report an analysis of their sales by commodities. Ratio of commodity coverage indicates sales size of sample

Commodity No.	KIND OF BUSINESS AREA AND COMMODITY	ESTABLISHMENTS REPORTING COMMODITY DATA: Number	ESTABLISHMENTS REPORTING COMMODITY DATA: Sales of such establishments (dollars omitted)	REPORTED SALES OF STATED COMMODITY: Amount reported (dollars omitted)	REPORTED SALES OF STATED COMMODITY: Percent column A (See note)	Percent column B (See note)
	MACHINERY—EQUIPMENT—SUPPLIES TRADES—Con.					
	New England Division—Con.					
31	Piece goods	16	$1,298	$797	61.4	1.6
	Cotton piece goods	7	760	160	21.1	---
	Curtains, draperies, etc.	9	655	541	82.6	---
	Not analyzed in detail	---	---	96	---	---
34	Other dry goods and textile products	5	952	153	16.1	.3
36	Automotive supplies	8	2,546	215	8.4	.4
	Batteries	3	814	16	2.0	---
	Automotive accessories	4	1,368	97	7.1	---
	Tires and tubes	3	1,305	32	2.5	---
	Other	---	---	68	---	---
37	Drugs and drug sundries	11	627	212	33.8	.4
38	Chemicals, industrial and heavy	7	695	253	36.4	.5
40	Paints and varnishes	15	3,091	305	9.8	.6
41	Soaps	13	2,052	210	10.2	.4
42	Other chemicals and related products	18	3,001	796	26.5	1.6
43	Wiring supplies and electrical construction materials	7	2,394	54	2.3	.1
45	Radios, appliances, and specialties	10	1,698	336	19.8	.7
46	China, glassware, and crockery	13	2,327	1,071	46.0	2.2
47	Furniture, wooden and metal	9	1,390	429	30.9	.9
	Office and store furniture, wooden	3	625	70	11.2	---
	Office and store furniture, metal	7	923	122	13.2	---
	Other	---	---	63	---	---
	Not analyzed in detail	---	---	174	---	---
50	Hardware	30	7,976	1,586	19.9	3.2
	Builders' hardware	4	1,645	182	11.1	---
	Heavy hardware	10	2,990	240	8.1	---
	Bolts, nuts, rivets, and screws	18	5,959	487	8.2	---
	Shelf or light hardware	9	2,746	256	9.3	---
	Tools and cutlery	8	2,846	131	4.6	---
	Wire screening	4	1,645	6	.4	---
	Other	9	2,534	151	6.0	---
	Not analyzed in detail	3	649	133	20.5	---
51	Plumbing, heating, and air conditioning	8	986	220	22.3	.4
	Pipe fittings, valves, brass goods, etc.	6	879	103	11.7	---
	Plumbing fixtures, equipment, and supplies	3	336	81	24.1	---
	Other	---	---	36	---	---
54	Barber and beauty parlor equipment	46	2,191	2,010	91.7	4.1
55	Farm and garden machinery and equipment	14	2,894	732	25.3	1.5
	Dairy equipment and supplies	9	1,347	445	33.0	---
	Farm machinery and equipment	4	1,048	68	6.5	---
	Not analyzed in detail	---	---	219	---	---
56	Industrial equipment and supplies	158	21,410	13,419	62.7	27.0
	Belting, hose, packing, etc.	37	6,712	955	14.2	---
	Mechanical power transmission equipment	20	4,884	475	9.7	---
	Printing equipment and supplies (except paper)	4	157	157	100.0	---
	Metal-working tools	24	5,510	1,497	27.2	---
	Materials-handling equipment	12	4,588	146	3.2	---
	Rope, cordage, and twine	23	5,783	899	15.5	---
	Other industrial equipment	95	13,190	7,168	54.3	---
	Not analyzed in detail	16	2,482	2,122	85.5	---
57	Industrial machinery	123	16,164	10,136	62.7	20.4
	Construction machinery (except road-building)	21	2,708	1,179	43.5	---
	Road-building machinery	24	3,910	2,317	59.3	---
	Machine tools (power-driven)	20	5,834	2,025	34.7	---
	Mining, quarrying, etc.	11	996	437	43.9	---
	Textile machinery	31	3,066	2,092	68.2	---
	Other	---	---	1,666	---	---
	Not analyzed in detail	9	506	420	83.0	---
58	Office and store equipment and supplies	47	4,836	2,681	55.4	5.4
	Office machines and equipment	5	176	101	57.4	---
	Garage and filling station equipment	8	1,210	486	40.2	---
	Store machines	5	849	130	15.3	---
	Store fixtures and equipment	30	1,876	1,380	73.5	---
	Not analyzed in detail	3	1,512	584	38.6	---
60	Dental equipment and supplies	24	2,617	2,523	96.4	5.1
61	Surgical and hospital equipment	16	1,811	1,602	88.5	3.2
65	Iron and steel products—flat	5	2,407	150	6.2	.3
66	Iron and steel—wire and wire products	16	4,851	259	5.6	.5
	Nails (including staples and tacks)	7	2,255	61	2.7	---
	Wire rope and cable except insulated	11	3,184	76	2.4	---
	Other	---	---	68	---	---
	Not analyzed in detail	---	---	54	---	---
	MACHINERY—EQUIPMENT—SUPPLIES TRADES—Con.					
	New England Division—Con.					
67	Iron and steel finished products--other than flat and wire	7	$2,606	$836	32.1	1.7
	Bars and small shapes except reinforcing	3	1,530	545	35.6	---
	Structural shapes	3	1,416	42	3.0	---
	Steel pipe	3	865	28	3.2	---
	Other	---	---	221	---	---
75	Glass containers	11	1,659	955	57.6	1.9
81	Paper and products (except stationery and wallpaper)	8	658	66	10.0	.1
83	Stationery and supplies (commercial)	3	273	79	28.9	.2
91	Jewelry, silverware, etc.	6	1,523	64	4.2	.1
98	Second-hand merchandise	17	2,005	1,344	67.0	2.7
	All other commodities	---	---	5,741	---	11.7
	Service receipts	29	5,369	263	4.9	.5
	Middle Atlantic Division					
	All establishments 2,647					
	Sales $331,425,000					
	Commodity coverage 90.3 percent					
	Total analyzed	2,305	299,325	299,325	---	100.0
31	Piece goods	125	19,658	16,179	82.3	5.4
	Cotton piece goods	52	4,580	1,155	25.9	---
	Jute fabrics	8	1,066	243	22.8	---
	Linens	7	1,506	393	26.1	---
	Rayons	10	917	210	22.9	---
	Silks and velvets	8	1,389	124	8.9	---
	Woolens and worsteds	5	1,289	643	49.9	---
	Domestics	6	3,395	2,314	68.2	---
	Curtains, draperies, etc.	75	11,031	10,339	93.7	---
	Other piece and yard goods	9	686	230	33.5	---
	Not analyzed in detail	6	579	548	94.6	---
33	Yarns	9	772	490	63.5	.2
34	Other dry goods and textile products	28	3,666	1,281	34.9	.4
35	Automobiles and other motor vehicles	9	2,842	740	26.0	.2
36	Automotive supplies	34	6,417	1,034	16.1	.3
37	Drugs and drug sundries	79	8,013	2,088	26.1	.7
38	Chemicals, industrial and heavy	29	7,079	2,496	35.3	.9
40	Paints and varnishes	39	7,036	724	10.3	.2
41	Soaps	60	8,990	1,402	15.6	.5
42	Other chemicals and related products	51	6,932	2,701	39.0	.9
43	Wiring supplies and electrical construction materials	43	10,774	857	8.0	.3
44	Electrical apparatus and equipment	38	7,990	913	11.4	.3
45	Radios, appliances, and specialties	51	14,180	1,197	8.4	.4
46	China, glassware, and crockery	106	12,324	4,816	39.1	1.6
47	Furniture, wooden and metal	58	9,165	2,173	23.7	.7
48	House furnishings	29	6,605	1,073	16.2	.4
50	Hardware	143	26,375	7,177	27.2	2.4
	Builders' hardware	12	3,174	1,022	32.2	---
	Heavy hardware	29	5,745	1,190	20.7	---
	Bolts, nuts, rivets, and screws	54	15,731	1,169	7.4	---
	Shelf or light hardware	15	2,504	162	6.5	---
	Tools and cutlery	50	10,309	1,171	11.4	---
	Wire screening	7	782	20	2.6	---
	Other	84	8,547	2,011	23.5	---
	Not analyzed in detail	9	1,056	432	40.9	---
51	Plumbing, heating, and air conditioning	84	23,225	3,786	16.3	1.3
	Air-conditioning equipment	5	1,475	52	3.5	---
	Gas appliances and supplies	11	5,613	174	3.1	---
	Pipe fittings, valves, brass goods, etc.	50	11,672	1,930	16.5	---
	Plumbing fixtures, equipment, and supplies	16	3,869	625	16.1	---
	Stoves, ranges, furnaces (except gas and electric)	22	4,787	550	11.5	---
	Not analyzed in detail	5	1,334	455	34.1	---
54	Barber and beauty parlor equipment	185	12,118	11,623	95.9	3.9
55	Farm and garden machinery and equipment	57	10,921	5,410	49.5	1.8
	Dairy equipment and supplies	21	2,666	1,734	65.0	---
	Farm machinery and equipment	31	6,273	2,463	39.3	---
	Garden equipment and supplies	11	2,639	409	15.5	---
	Not analyzed in detail	---	---	804	---	---

Percent column A - Percent of *total* sales of establishments reporting that stated such commodity

Percent column B - Percent which stated commodity bears to total sales of all establishments in this kind of business reporting sales by commodities

SERVICE AND LIMITED-FUNCTION WHOLESALERS

TABLE 8.—COMMODITY SALES, BY KIND-OF-BUSINESS GROUPS

By Geographic Divisions and 5 Selected Cities—Continued

[Limited to establishments which report an analysis of their sales by commodities. Ratio of commodity coverage indicates sales size of sample]

Commodity No.	KIND OF BUSINESS AREA AND COMMODITY	ESTABLISHMENTS REPORTING COMMODITY DATA: Number	ESTABLISHMENTS REPORTING COMMODITY DATA: Sales of such establishments (add 000)	REPORTED SALES OF STATED COMMODITY: Amount reported (add 000)	REPORTED SALES OF STATED COMMODITY: Percent column A (See note)	Percent column B (See note)
	MACHINERY—EQUIPMENT—SUPPLIES TRADES—Con.					
	Middle Atlantic Division—Con.					
56	Industrial equipment and supplies	592	$83,045	$58,080	69.9	19.4
	Belting, hose, packing, etc.	128	22,664	7,215	31.8	---
	Mechanical power transmission equipment	69	18,199	3,320	18.2	---
	Printing equipment and supplies (except paper)	24	4,859	3,697	76.1	---
	Metal-working tools	73	18,892	4,134	21.9	---
	Materials-handling equipment	47	12,495	908	7.3	---
	Rope, cordage, and twine	74	21,861	6,202	28.4	---
	Other industrial equipment	362	46,289	28,109	60.7	---
	Not analyzed in detail	25	5,378	4,495	83.6	---
57	Industrial machinery	380	65,954	44,848	68.0	15.0
	Construction machinery (except road-building)	41	9,013	3,023	33.5	---
	Road-building machinery	34	15,339	8,916	58.1	---
	Machine tools (power-driven)	65	17,796	4,396	24.7	---
	Mining, quarrying, etc.	34	8,775	3,343	38.1	---
	Oil-well and oil-refining	34	6,490	6,133	94.5	---
	Power-plant machinery (except electrical)	22	6,820	3,523	51.7	---
	Printing machinery	12	2,005	784	39.1	---
	Textile machinery	40	2,960	2,651	89.6	---
	Other industrial machinery	147	19,553	11,538	59.0	---
	Not analyzed in detail	11	858	541	64.6	---
58	Office and store equipment and supplies	275	29,720	23,385	78.7	7.8
	Office machines and equipment	54	11,290	9,914	87.8	---
	Garage and filling station equipment	36	4,169	1,837	44.1	---
	Store machines	36	3,235	2,042	63.1	---
	Store fixtures and equipment	127	8,937	6,578	73.6	---
	Not analyzed in detail	32	3,537	3,014	90.3	---
59	Railroad equipment and supplies	14	4,868	2,923	60.0	1.0
60	Dental equipment and supplies	79	9,583	9,557	99.7	3.2
61	Surgical and hospital equipment	119	13,192	12,425	94.2	4.2
63	Copper and products	17	5,949	322	5.4	.1
64	Iron and steel products—semi-finished	14	7,684	1,250	16.3	.4
	Scrap iron and steel	4	1,481	1,157	78.1	---
	Wire rods	3	2,305	16	.7	---
	Rough castings and foundry products	3	3,484	23	.7	---
	Not analyzed in detail	---	---	54	---	---
65	Iron and steel products—flat	16	11,781	657	5.6	.2
66	Iron and steel—wire and wire products	58	17,864	1,253	7.0	.4
67	Iron and steel finished products—other than flat and wire	47	23,406	10,431	44.6	3.5
	Rails, tie plates, splice bars, etc.	12	10,458	5,720	54.7	---
	Bars and small shapes except reinforcing	15	8,316	887	10.7	---
	Concrete reinforcing bars, all types	8	3,027	112	3.7	---
	Structural shapes	6	3,059	87	2.8	---
	Piling and bearing piles	4	6,189	1,376	22.2	---
	Cast-iron pipe	8	4,073	105	2.6	---
	Steel pipe	28	18,601	1,535	8.3	---
	Seamless steel tubing	5	2,960	45	1.5	---
	Other	11	6,170	536	8.7	---
	Not analyzed in detail	---	---	29	---	---
75	Glass—sheet and containers	43	12,677	11,358	89.6	3.8
	Sheet glass	6	244	23	9.4	---
	Glass containers	36	12,421	11,335	91.3	---
81	Paper and products (except stationery and wallpaper)	82	11,307	2,698	23.9	.9
	Printing and writing papers	8	2,640	696	26.4	---
	Cardboard and paperboard	11	2,779	537	19.3	---
	Wrapping or coarse paper	12	2,006	134	6.7	---
	Paper products such as bags, boxes, cups, dishes, etc.	60	7,015	1,135	16.2	---
	Not analyzed in detail	7	642	196	30.5	---
83	Stationery and supplies	27	4,001	1,104	27.6	.4
85	Aircraft and parts	4	16,557	16,557	100.0	5.5
88	Cameras and supplies	10	3,702	2,920	78.9	1.0
91	Jewelry, silverware, etc.	39	6,859	775	11.3	.3
93	Leather and cut stock	10	1,787	457	25.6	.2
98	Second-hand merchandise	100	8,083	5,378	66.5	1.8
	All other commodities	---	---	23,212	---	7.7
	Service receipts	73	12,546	1,575	12.6	.5

Commodity No.	KIND OF BUSINESS AREA AND COMMODITY	ESTABLISHMENTS REPORTING COMMODITY DATA: Number	ESTABLISHMENTS REPORTING COMMODITY DATA: Sales of such establishments (add 000)	REPORTED SALES OF STATED COMMODITY: Amount reported (add 000)	REPORTED SALES OF STATED COMMODITY: Percent column A (See note)	Percent column B (See note)
	MACHINERY—EQUIPMENT—SUPPLIES TRADES—Con.					
	East North Central Division					
	All establishments 2,017 Sales $259,777,000 Commodity coverage 87.4 percent					
	Total analyzed	1,787	$226,956	$226,956	---	100.0
18	Feed	4	1,150	279	24.3	.1
22	Seeds	9	1,693	132	7.8	.1
30	Notions	7	625	193	30.9	.1
31	Piece goods	58	9,457	7,747	81.9	3.4
34	Other dry goods and textile products	20	4,508	614	13.6	.3
35	Automobiles and other motor vehicles	10	3,450	716	20.8	.3
	Tractors	7	656	145	22.1	---
	Not analyzed in detail	---	---	571	---	---
36	Automotive supplies	21	4,842	524	10.8	.2
37	Drugs and drug sundries	62	5,326	3,088	58.0	1.4
38	Chemicals, industrial and heavy	20	5,017	1,697	33.8	.7
40	Paints and varnishes	36	10,899	391	3.6	.2
41	Soaps	58	5,119	896	17.5	.4
42	Other chemicals and related products	88	8,599	4,386	51.0	1.9
43	Wiring supplies and electrical construction materials	31	9,970	1,685	16.9	.7
44	Electrical apparatus and equipment	28	6,817	643	9.4	.3
45	Radios, appliances, and specialties	41	7,008	567	8.1	.2
46	China, glassware, and crockery	41	3,589	1,960	54.6	.9
47	Furniture, wooden and metal	51	5,276	2,513	47.6	1.1
50	Hardware	91	24,402	3,962	16.2	1.7
	Builders' hardware	12	3,955	451	11.4	---
	Heavy hardware	19	8,405	640	7.6	---
	Bolts, nuts, rivets, and screws	45	16,350	1,112	6.8	---
	Shelf or light hardware	14	6,098	128	2.1	---
	Tools and cutlery	30	6,784	620	7.1	---
	Wire screening	7	3,011	31	1.0	---
	Other	25	5,861	401	6.8	---
	Not analyzed in detail	7	3,297	579	17.6	---
51	Plumbing, heating, and air conditioning	73	22,783	3,473	15.2	1.5
	Air-conditioning equipment	7	3,053	73	2.4	---
	Gas appliances and supplies	3	324	10	3.1	---
	Pipe fittings, valves, brass goods, etc.	53	16,816	2,080	12.4	---
	Plumbing fixtures, equipment, and supplies	19	5,556	523	9.4	---
	Stoves, ranges, furnaces (except gas and electric)	17	4,512	287	6.4	---
	Other	---	---	80	---	---
	Not analyzed in detail	5	3,427	420	12.3	---
54	Barber and beauty parlor equipment	168	8,275	7,803	94.3	3.4
55	Farm and garden machinery and equipment	83	22,234	16,807	75.4	7.4
	Dairy equipment and supplies	37	7,358	4,760	64.7	---
	Farm machinery and equipment	34	12,155	10,892	89.6	---
	Garden equipment and supplies	12	821	174	21.2	---
	Not analyzed in detail	9	2,669	981	36.8	---
56	Industrial equipment and supplies	531	80,943	57,142	70.6	25.2
	Belting, hose, packing, etc.	155	30,397	5,313	17.5	---
	Mechanical power transmission equipment	79	23,755	3,835	16.1	---
	Printing equipment and supplies (except paper)	23	954	680	71.3	---
	Metal-working tools	107	28,906	9,849	34.1	---
	Materials-handling equipment	47	19,462	734	4.0	---
	Rope, cordage, and twine	53	23,701	3,106	13.1	---
	Other industrial equipment	325	51,426	28,030	54.5	---
	Not analyzed in detail	31	8,908	5,545	62.3	---
57	Industrial machinery	319	57,667	39,653	68.8	17.5
	Construction machinery (except road-building)	29	6,275	3,208	51.1	---
	Road-building machinery	39	9,190	3,947	42.9	---
	Machine tools (power-driven)	72	17,309	8,014	46.3	---
	Mining, quarrying, etc.	25	5,644	1,952	34.6	---
	Oil-well and oil-refining	73	16,566	15,194	91.7	---
	Power-plant machinery (except electrical)	16	2,416	693	28.7	---
	Printing machinery	7	657	440	67.0	---
	Textile machinery	10	1,391	1,368	98.3	---
	Other industrial machinery	74	7,697	3,218	41.8	---
	Not analyzed in detail	13	2,610	1,619	62.0	---

Percent column A—Percent of *total* sales of establishments reporting that they sell such commodity.
Percent column B—Percent which stated commodity bears to *total* sales of all establishments in this kind of business reporting their sales by commodities.

SERVICE AND LIMITED-FUNCTION WHOLESALERS

TABLE 8. COMMODITY SALES, BY KIND OF BUSINESS GROUPS

By Geographic Division and Selected Cities—Continued

[Limited to establishments which report on sales [illegible] Rank in parenthesis. Average indicates [illegible] size of sample]

Commodity No.	KIND OF BUSINESS AREA AND COMMODITY	ESTABLISHMENTS REPORTING COMMODITY DATA: Number	ESTABLISHMENTS REPORTING COMMODITY DATA: Sales of establishments reporting (Thousands)	REPORTED SALES OF STATED COMMODITY: Amount (Thousands)	REPORTED SALES OF STATED COMMODITY: Percent of total (See column A note)	Percent of total (See column B note)
	MACHINERY—EQUIPMENT—SUPPLIES TRADES—Con.					
	East North Central Division—Con.					
58	Office and store equipment and supplies	214	$17,744	$13,024	73.4	5.7
	Office machines and equipment	42	5,318	3,677	69.1	[illegible]
	Garage and filling station equipment	33	3,645	2,288	62.8	[illegible]
	Store machines	29	1,469	1,196	64.0	---
	Store fixtures and equipment	96	5,913	4,453	79.3	---
	Not analyzed in detail	23	1,993	1,410	70.7	---
59	Railroad equipment and supplies	30	15,048	12,869	85.5	5.7
60	Dental equipment and supplies	47	3,533	3,428	97.0	1.5
61	Surgical and hospital equipment	49	9,757	8,611	88.3	3.8
63	Copper and products	7	4,088	164	4.0	.1
65	Iron and steel products—flat	8	4,531	640	14.3	.3
66	Iron and steel—wire and wire products	67	19,644	1,562	8.0	.7
	Woven wire fence	6	2,549	158	6.2	---
	Fence posts and fittings	4	2,029	60	3.0	[illegible]
	Barbed and twisted wire	5	2,447	38	1.6	---
	Nails (including staples and tacks)	23	11,736	321	2.7	---
	Wire rope and cable except insulated	46	15,937	694	4.4	---
	Strand, galvanized	8	4,298	35	.0	---
	Reinforcement mesh	3	1,580	32	2.1	---
	Other	---	---	157	---	---
	Not analyzed in detail	3	607	67	11.0	---
67	Iron and steel finished products—other than flat and wire	50	15,416	3,040	19.7	1.3
	Nails, tie plates, splice bars, etc.	5	2,813	289	10.3	---
	Bars and small shapes except reinforcing	12	5,408	125	2.3	---
	Concrete reinforcing bars, all types	4	2,137	79	3.7	---
	Structural shapes	5	1,644	88	5.4	---
	Cast-iron pipe	7	2,025	129	6.4	---
	Steel pipe	31	10,743	1,420	13.2	---
	Seamless steel tubing	10	4,466	376	8.4	---
	Other	---	---	229	---	---
	Not analyzed in detail	3	737	305	41.4	---
75	Glass containers	29	8,017	4,944	82.2	2.2
76	Petroleum and its products	12	4,112	651	15.8	.3
78	Books, magazines, and other printed material	8	1,052	174	16.5	.1
81	Paper and products (except stationery and wallpaper)	42	5,382	1,273	23.7	.6
	Printing and writing papers	7	736	50	6.8	---
	Cardboard and paperboard	6	789	162	20.5	---
	Wrapping or coarse paper	6	476	77	16.2	---
	Paper products such as bags, boxes, cups, dishes, etc.	32	2,689	765	28.4	---
	Not analyzed in detail	4	1,846	219	11.9	---
83	Stationery and supplies	23	2,469	1,104	44.7	.5
85	Aircraft and parts	3	407	407	100.0	.2
87	Building materials (except as listed)	8	4,952	154	3.1	.1
90	Fertilizer and fertilizer materials	9	1,592	151	10.8	.1
91	Jewelry, silverware, etc.	21	1,602	266	16.6	.1
98	Second-hand merchandise	57	2,148	1,299	60.5	.5
	All other commodities	---	---	15,210	---	9.5
	Service receipts	78	10,736	1,108	10.3	.5
	West North Central Division					
	All establishments 893					
	Sales $107,187,000					
	Commodity coverage 90.8 percent					
	Total analyzed	787	97,291	97,291	---	100.0
27	Clothing and furnishings, men's and boys'	5	4,060	181	4.5	.2
31	Piece goods	16	2,603	1,425	54.7	1.5
	Cotton piece goods	5	646	112	17.3	---
	Rayons	4	419	69	16.5	---
	Woolens and worsteds	3	315	100	31.7	---
	Curtains, draperies, etc.	7	1,401	558	39.8	---
	Other	---	---	586	---	---
34	Other dry goods and textile products	12	3,558	558	9.8	.5
35	Automobiles and other motor vehicles	11	7,852	729	9.5	.7
	Trucks, busses, taxicabs, etc.	5	5,138	234	4.6	---
	Tractors	6	3,254	484	14.9	---
	Other	---	---	11	---	---
	MACHINERY—EQUIPMENT—SUPPLIES TRADES—Con.					
	West North Central Division—Con.					
36	Automotive supplies	13	$5,814	$553	9.5	.6
	Batteries	3	2,583	20	.8	---
	Automotive accessories	6	3,907	197	5.0	---
	Automotive parts	7	3,413	282	8.3	---
	Other	---	---	54	---	---
37	Drugs and drug sundries	34	4,407	1,183	26.8	1.2
	Drugs, chemicals, and pharmaceuticals	15	1,398	605	43.3	---
	Proprietary medicines and toiletries	17	3,373	421	12.5	---
	Not analyzed in detail	3	230	157	68.3	---
38	Chemicals, industrial and heavy	19	2,670	341	12.8	.4
40	Paints and varnishes	16	5,860	242	4.1	.2
41	Soaps	33	5,599	505	9.0	.5
	Toilet soaps	10	2,573	104	4.0	---
	Other soaps	26	3,988	401	10.1	---
42	Other chemicals and related products	47	10,493	1,901	18.1	2.0
44	Wiring supplies and electrical construction materials	10	5,247	156	3.0	.2
	Interior	3	1,938	78	4.0	---
	Incandescent lamps	5	2,907	31	1.1	---
	Other	---	---	47	---	---
44	Electrical apparatus and equipment	20	4,711	324	6.9	.3
45	Radios, appliances, and specialties	18	7,271	267	3.7	.3
	Radios, parts, and accessories	4	2,015	23	1.1	---
	Electric household refrigerators	3	345	76	22.0	---
	Electric washing machines	3	1,206	38	3.0	---
	Other electrical appliances	14	6,064	132	2.2	---
46	China, glassware, and crockery	14	4,305	492	11.4	.5
47	Furniture, wooden and metal	26	6,946	803	11.6	.8
	Household furniture	3	2,927	32	1.1	---
	Office and store furniture, wooden	14	2,237	509	22.8	---
	Office and store furniture, metal	20	6,873	228	3.4	---
	Not analyzed in detail	3	153	39	25.5	---
49	Musical instruments and accessories	5	2,753	382	13.9	.4
50	Hardware	37	11,486	1,039	9.0	1.1
	Heavy hardware	6	3,663	331	9.0	---
	Bolts, nuts, rivets, and screws	14	7,876	105	1.3	---
	Shelf or light hardware	7	2,805	75	2.7	---
	Tools and cutlery	13	3,702	129	3.5	---
	Other	---	---	186	---	---
	Not analyzed in detail	5	462	213	46.1	---
51	Plumbing, heating, and air conditioning	44	11,551	1,160	10.0	1.2
	Air-conditioning equipment	9	2,013	97	4.8	---
	Gas appliances and supplies	4	2,961	21	.7	---
	Pipe fittings, valves, brass goods, etc.	28	6,870	528	7.7	---
	Plumbing fixtures, equipment, and supplies	6	3,130	233	7.4	---
	Stoves, ranges, furnaces (except gas and electric)	9	3,772	153	4.1	---
	Not analyzed in detail	3	1,890	128	6.8	---
52	Sporting goods	7	6,400	187	2.9	.2
53	Toys and games	3	3,572	421	11.8	.4
54	Barber and beauty parlor equipment	58	3,356	3,188	95.0	3.3
55	Farm and garden machinery and equipment	55	11,850	7,012	59.2	7.2
	Dairy equipment and supplies	25	6,397	4,004	62.6	---
	Farm machinery and equipment	31	6,124	2,932	47.9	---
	Garden equipment and supplies	5	2,094	76	3.6	---
56	Industrial equipment and supplies	205	29,440	13,411	47.2	13.9
	Belting, hose, packing, etc.	59	13,861	2,152	15.5	---
	Mechanical power transmission equipment	35	9,423	759	8.1	---
	Printing equipment and supplies (except paper)	9	693	189	27.3	---
	Metal-working tools	26	8,987	1,296	14.4	---
	Materials-handling equipment	15	5,583	167	3.0	---
	Rope, cordage, and twine	24	10,692	1,046	9.7	---
	Other industrial equipment	130	18,706	7,518	40.2	---
	Not analyzed in detail	8	789	296	37.5	---
57	Industrial machinery	179	34,161	22,271	65.2	22.9
	Construction machinery (except road-building)	29	9,280	2,536	27.3	---
	Road-building machinery	43	16,803	9,228	54.9	---
	Machine tools (power-driven)	26	9,580	1,314	13.7	---
	Mining, quarrying, etc.	21	7,171	1,085	15.1	---
	Oil-well and oil-refining	51	6,513	4,913	75.4	---
	Power-plant machinery (except electrical)	11	3,983	348	8.7	---
	Other	---	---	2,001	---	---
	Not analyzed in detail	18	895	546	34.5	---

Percent column A — Percent of *total* sales of establishments reporting that they sell such commodity

Percent column B — Percent which stated commodity bears to *total* sales of all establishments in this kind of business reporting their sales of commodities

SERVICE AND LIMITED-FUNCTION WHOLESALERS

TABLE 8.—COMMODITY SALES, BY KIND-OF-BUSINESS GROUPS

By Geographic Divisions and 5 Selected Cities—Continued

[Limited to establishments which report an analysis of their sales by commodities. Ratio of commodity coverage indicates sales size of sample]

Commodity No	KIND OF BUSINESS AREA AND COMMODITY	ESTABLISHMENTS REPORTING COMMODITY DATA: Number	ESTABLISHMENTS REPORTING COMMODITY DATA: Sales of such establishments (add 000)	REPORTED SALES OF STATED COMMODITY: Amount reported (add 000)	REPORTED SALES OF STATED COMMODITY: Percent column A (See note)	Percent column B (See note)
	MACHINERY—EQUIPMENT—SUPPLIES TRADES—Con.					
	West North Central Division—Con.					
58	Office and store equipment and supplies	109	$13,981	$7,820	55.9	8.0
	Office machines and equipment	16	3,085	476	15.4	---
	Garage and filling station equipment	27	2,897	837	28.9	---
	Store machines	16	2,273	1,171	51.5	---
	Store fixtures and equipment	50	6,268	5,012	80.0	---
	Not analyzed in detail	6	358	324	95.9	---
59	Railroad equipment and supplies	14	6,118	1,164	19.0	1.2
60	Dental equipment and supplies	33	4,444	3,989	89.8	4.1
61	Surgical and hospital equipment	32	6,917	6,283	90.8	6.5
62	Building metal work	8	5,474	263	4.8	.3
	Ventilators and air-conditioning ducts	3	1,473	22	1.5	---
	Metal roofing and siding	3	2,405	21	.9	---
	Metal storage tanks, etc.	5	2,924	135	4.6	---
	Other	---	---	85	---	---
64	Iron and steel products--semi-finished	7	2,917	229	7.9	.2
66	Iron and steel--wire and wire products	28	11,770	562	4.8	.6
	Barbed and twisted wire	3	3,196	58	1.8	---
	Nails (including staples and tacks)	7	3,779	55	1.5	---
	Wire rope and cable except insulated	21	8,882	212	2.4	---
	Strand, galvanized	6	4,144	50	.7	---
	Other	---	---	207	---	---
67	Iron and steel finished products--other than flat and wire	41	11,501	1,903	16.5	2.0
	Nails, tie plates, splice bars, etc.	4	2,557	112	4.4	---
	Bars and small shapes except reinforcing	4	2,411	72	3.0	---
	Concrete reinforcing bars, all types	3	2,662	211	7.9	---
	Cast-iron pipe	4	3,375	83	2.5	---
	Steel pipe	25	8,800	766	8.7	---
	Seamless steel tubing	4	1,484	75	5.1	---
	Other	---	---	106	---	---
	Not analyzed in detail	6	691	478	69.2	---
75	Glass--sheet and containers	12	4,397	2,276	51.8	2.3
76	Petroleum and its products	14	5,516	452	8.2	.5
78	Books, magazines, and other printed material	10	7,557	1,231	16.3	1.3
81	Paper and products (except stationery and wallpaper)	27	5,349	705	13.2	.7
	Printing and writing papers	5	2,677	96	3.6	---
	Cardboard and paperboard	4	1,396	36	2.3	---
	Wrapping or coarse paper	6	1,588	53	3.3	---
	Paper products such as bags, boxes, cups, dishes, etc.	21	4,159	370	8.9	---
	Not analyzed in detail	---	---	150	---	---
83	Stationery and supplies	15	6,849	1,274	18.6	1.3
	Commercial stationery	11	6,320	1,011	16.0	---
	Social stationery	3	3,530	34	1.0	---
	Not analyzed in detail	4	529	229	43.3	---
84	Planing-mill products	5	3,056	179	5.9	.2
85	Aircraft equipment and supplies	3	518	487	94.0	.5
88	Cameras and supplies	4	1,047	294	28.1	.3
94	Luggage, saddlery, harness, etc.	4	3,623	213	5.9	.2
98	Second-hand merchandise	31	7,168	1,364	19.0	1.4
	All other commodities	---	---	7,652	---	7.7
	Service receipts	44	7,021	435	6.2	.5
	South Atlantic Division					
	All establishments 663 Sales $97,256,000 Commodity coverage 77.9 percent					
	Total analyzed	551	75,775	75,775	---	100.0
03	Canned foods	6	1,191	116	9.7	.2
11	Groceries (miscellaneous)	4	1,112	178	16.0	.2
31	Piece goods	20	3,577	1,685	47.1	2.2
	Cotton piece goods	11	1,568	605	38.6	---
	Jute fabrics	8	1,057	33	3.2	---
	Linens	3	256	14	5.5	---
	Rayons	4	316	44	13.9	---
	Silks and velvets	3	197	9	4.6	---
	Woolens and worsteds	3	223	50	22.4	---
	Curtains, draperies, etc.	9	1,518	836	55.1	---
	Other	---	---	94	---	---
	MACHINERY—EQUIPMENT—SUPPLIES TRADES—Con.					
	South Atlantic Division—Con.					
34	Other dry goods and textile products	8	$1,439	$231	16.1	.3
35	Automobiles and other motor vehicles	4	1,760	460	26.1	.6
	Tractors	3	1,740	456	26.2	---
	Other	---	---	4	---	---
36	Automotive supplies	15	4,938	705	14.3	.9
	Batteries	6	2,555	27	1.1	---
	Automotive accessories	6	2,551	63	2.5	---
	Automotive parts	7	2,822	372	14.2	---
	Tires and tubes	8	3,856	96	2.5	---
	Not analyzed in detail	---	---	147	---	---
37	Drugs and drug sundries	15	453	168	36.3	.2
38	Chemicals, industrial and heavy	12	1,938	399	20.6	.5
40	Paints and varnishes	22	7,224	256	3.5	.3
41	Soaps	24	3,461	308	8.9	.4
42	Other chemicals and related products	25	3,917	1,168	29.8	1.5
43	Wiring supplies and electrical construction materials	18	8,172	689	8.4	.9
	Interior	14	5,554	370	6.7	---
	Outside	6	4,094	125	3.1	---
	Lighting fixtures	5	2,598	33	1.3	---
	Incandescent lamps	13	7,839	161	2.1	---
44	Electrical apparatus and equipment	19	7,514	692	9.2	.9
45	Radios, appliances, and specialties	13	4,515	290	6.4	.4
46	China, glassware, and crockery	11	2,618	809	30.9	1.1
47	Furniture, wooden and metal	14	2,777	285	10.3	.4
	Office and store furniture, wooden	7	2,188	57	2.6	---
	Office and store furniture, metal	8	1,925	122	6.3	---
	Not analyzed in detail	3	352	106	30.1	---
48	House furnishings	7	2,701	265	9.8	.3
50	Hardware	66	19,713	3,176	16.1	4.2
	Builders' hardware	8	5,270	262	5.0	---
	Heavy hardware	21	9,391	461	4.9	---
	Bolts, nuts, rivets, and screws	47	16,074	720	4.5	---
	Shelf or light hardware	22	8,156	308	3.8	---
	Tools and cutlery	16	7,725	120	1.6	---
	Wire screening	6	3,904	25	.6	---
	Other	25	7,420	1,071	14.4	---
	Not analyzed in detail	5	854	211	24.7	---
51	Plumbing, heating, and air conditioning	57	17,918	2,357	13.2	3.1
	Air-conditioning equipment	3	874	22	3.3	---
	Oil burners	3	482	7	1.5	---
	Pipe fittings, valves, brass goods, etc.	38	12,374	1,216	9.8	---
	Plumbing fixtures, equipment, and supplies	17	6,085	397	6.5	---
	Stoves, ranges, furnaces (except gas and electric)	13	5,439	207	3.8	---
	Other	---	---	12	---	---
	Not analyzed in detail	5	1,762	496	28.1	---
54	Barber and beauty parlor equipment	89	4,527	4,333	95.7	5.7
55	Farm and garden machinery and equipment	27	7,811	2,385	30.5	3.1
	Dairy equipment and supplies	15	3,826	1,345	35.2	---
	Farm machinery and equipment	12	3,339	954	28.6	---
	Garden equipment and supplies	7	3,001	45	1.5	---
	Not analyzed in detail	---	---	41	---	---
56	Industrial equipment and supplies	174	34,063	16,644	48.8	22.0
	Belting, hose, packing, etc.	66	19,408	1,760	9.1	---
	Mechanical power transmission equipment	47	16,030	777	4.8	---
	Printing equipment and supplies (except paper)	9	1,228	324	26.4	---
	Metal-working tools	46	16,864	1,024	6.1	---
	Materials-handling equipment	29	11,573	263	2.3	---
	Rope, cordage, and twine	51	15,605	1,038	6.7	---
	Other industrial equipment	99	18,854	6,054	32.1	---
	Not analyzed in detail	23	7,126	5,404	75.8	---
57	Industrial machinery	117	31,031	18,559	59.8	24.5
	Construction machinery (except road-building)	26	10,916	1,122	10.3	---
	Road-building machinery	32	13,671	8,750	64.0	---
	Machine tools (power-driven)	30	11,632	640	5.5	---
	Mining, quarrying, etc.	30	10,039	1,209	12.0	---
	Oil-well and oil-refining	18	4,621	2,847	61.6	---
	Power-plant machinery (except electrical)	11	4,980	431	8.7	---
	Textile machinery	8	1,684	1,132	67.2	---
	Other industrial machinery	42	10,929	2,293	21.0	---
	Not analyzed in detail	7	2,096	135	6.4	---

Percent column A.—Percent of *total* sales of establishments reporting that they sell such commodity.
Percent column B.—Percent which stated commodity bears to *total* sales of all establishments in this kind of business reporting their sales by commodities.

SERVICE AND LIMITED-FUNCTION WHOLESALERS

TABLE 8.—COMMODITY SALES, BY KIND-OF-BUSINESS GROUPS

By Geographic Divisions and 5 Selected Cities—Continued

[Limited to establishments which report an analysis of their sales by commodities. Ratio of commodity coverage indicates sales sized sample]

Commodity No.	KIND OF BUSINESS AREA AND COMMODITY	Establishments reporting commodity data: Number	Establishments reporting commodity data: Sales of such establishments (add 000)	Reported sales of stated commodity: Amount reported (add 000)	Reported sales of stated commodity: Percent column A (See note)	Percent column B (See note)
	MACHINERY—EQUIPMENT—SUPPLIES TRADES—Con.					
	South Atlantic Division—Con.					
58	Office and store equipment and supplies	88	$7,615	$3,367	44.2	4.4
	Office machines and equipment	6	485	315	64.9	---
	Garage and filling station equipment	12	3,310	218	6.6	---
	Store machines	6	293	[illegible]	18.4	---
	Store fixtures and equipment	45	2,695	1,894	70.3	---
	Not analyzed in detail	7	1,086	886	81.6	---
59	Railroad equipment and supplies	7	2,899	170	8.3	.2
60	Dental equipment and supplies	31	2,899	2,699	100.0	3.6
61	Surgical and hospital equipment	18	2,422	2,187	90.3	2.9
62	Building metal work	14	6,105	186	3.0	.2
	Metal roofing and siding	8	4,439	119	2.7	---
	Metal storage tanks, etc.	3	311	5	1.8	---
	Fabricated structural work	3	852	14	1.6	---
	Not analyzed in detail	---	---	[illegible]	---	---
63	Copper and products	14	5,428	407	7.5	.5
64	Iron and steel products--semi-finished	9	2,887	132	4.8	.2
	Scrap iron and steel	3	665	30	4.5	---
	Rough castings and foundry products	3	1,297	26	2.0	---
	Other	---	---	76	---	---
65	Iron and steel products—flat	26	10,364	653	6.3	.9
	Plates	13	5,317	71	1.3	---
	Strip—hot-rolled	8	2,477	55	2.2	---
	Strip—cold-rolled	6	1,417	58	4.1	---
	Sheets--continuous-mill	7	2,957	41	1.4	---
	Sheets--galvanized or otherwise coated	15	6,734	192	2.9	---
	Black plate	5	2,894	[illegible]	1.2	---
	Tin plate	4	2,826	[illegible]	.7	---
	Other	---	---	184	---	---
66	Iron and steel—wire and wire products	53	16,976	881	5.2	1.2
	Woven wire fence	7	3,671	28	.8	---
	Barbed and twisted wire	5	2,460	20	.8	---
	Nails (including staples and tacks)	21	10,354	145	1.4	---
	Wire rope and cable except insulated	44	15,415	514	3.3	---
	Other	---	---	67	---	---
	Not analyzed in detail	3	637	107	16.8	---
67	Iron and steel finished products—other than flat and wire	46	15,435	1,996	12.9	2.6
	Rails, tie plates, splice bars, etc.	9	4,413	150	3.4	---
	Bars and small shapes except reinforcing	20	8,527	319	3.7	---
	Concrete reinforcing bars, all types	7	2,834	47	1.7	---
	Structural shapes	15	6,827	104	1.5	---
	Cast-iron pipe	10	3,026	95	3.1	---
	Steel pipe	41	14,202	843	5.9	---
	Seamless steel tubing	7	3,142	124	3.9	---
	Other	7	1,714	55	3.2	---
	Not analyzed in detail	---	---	259	---	---
69	Other non-ferrous metals (except precious)	5	3,661	476	13.0	.6
75	Glass--sheet and containers	5	1,695	133	7.8	.2
76	Petroleum and its products	9	2,282	173	7.6	.2
81	Paper and products (except stationery and wallpaper)	17	4,499	333	7.4	.4
	Cardboard and paperboard	3	903	14	1.6	---
	Wrapping or coarse paper	4	2,082	65	3.1	---
	Paper products such as bags, boxes, cups, dishes, etc.	13	2,979	229	7.7	---
	Not analyzed in detail	---	---	25	---	---
83	Stationery (commercial)	4	301	116	38.5	.2
87	Building materials (except as listed)	[illegible]	4,957	176	3.6	.2
98	Second-hand merchandise	14	1,870	860	35.3	.9
	All other commodities	---	---	4,562	---	6.5
	Service receipts	22	4,051	310	7.7	.4
	East South Central Division					
	All establishments 289					
	Sales $45,076,000					
	Commodity coverage 80.6 percent					
	Total analyzed	246	36,338	36,338	---	100.0
31	Piece goods	4	584	220	37.7	.6
35	Automobiles and other motor vehicles	4	4,223	1,144	27.1	3.1
	Tractors	4	4,223	1,067	25.3	---
	Other	---	---	77	---	---

Commodity No.	KIND OF BUSINESS AREA AND COMMODITY	Establishments reporting commodity data: Number	Establishments reporting commodity data: Sales of such establishment (add 000)	Reported sales of stated commodity: Amount reported (add 000)	Reported sales of stated commodity: Percent column A (See note)	Percent column B (See note)
	MACHINERY—EQUIPMENT—SUPPLIES TRADES—Con.					
	East South Central Division—Con.					
36	Automotive supplies	[illegible]	$5,875	$1,180	20.1	3.2
	Automotive parts	4	4,883	[illegible]	19.7	---
	Other	---	---	72	---	---
	Not analyzed in detail	---	---	145	---	---
37	Drugs and drug sundries	6	611	127	20.8	.3
40	Paints and varnishes	9	3,673	78	2.1	.2
41	Soaps	7	1,163	93	8.0	.3
42	Other chemicals and related products	7	981	574	58.5	1.6
43	Wiring supplies and electrical construction materials	15	5,419	434	8.0	1.2
	Interior	[illegible]	3,874	229	5.9	---
	Outside	5	2,338	65	2.8	---
	Incandescent lamps	11	4,988	90	1.8	---
	Not analyzed in detail	---	---	50	---	---
44	Electrical apparatus and equipment	8	3,495	119	3.4	.3
45	Radios, appliances, and specialties	9	3,723	227	6.1	.6
46	China, glassware, and crockery	[illegible]	357	207	58.0	.6
47	Furniture, wooden and metal	5	885	145	16.4	.4
50	Hardware	28	11,544	3,320	28.8	9.1
	Builders' hardware	3	1,734	11	.6	---
	Heavy hardware	11	5,927	2,865	48.3	---
	Bolts, nuts, rivets, and screws	20	8,275	188	2.3	---
	Shelf or light hardware	5	2,695	26	1.0	---
	Tools and cutlery	9	2,612	66	2.5	---
	Other	---	---	164	---	---
[illegible]	Plumbing, heating, and air conditioning	27	9,102	1,388	15.2	3.8
	Air-conditioning equipment	4	1,402	150	10.7	---
	Pipe fittings, valves, brass goods, etc.	20	8,219	635	7.7	--
	Plumbing fixtures, equipment, and supplies	5	3,061	214	7.0	---
	Stoves, ranges, furnaces (except gas and electric)	6	2,592	80	3.1	---
	Other	---	---	53	---	---
	Not analyzed in detail	---	---	258	---	---
54	Barber and beauty parlor equipment	33	1,703	1,692	99.4	4.7
55	Farm and garden machinery and equipment	14	3,000	655	21.8	1.8
	Dairy equipment and supplies	3	708	[illegible]	28.0	---
	Farm machinery and equipment	9	2,248	434	19.3	---
	Other	---	---	23	---	---
56	Industrial equipment and supplies	70	15,453	5,820	37.7	16.0
	Belting, hose, packing, etc.	37	11,661	901	7.7	---
	Mechanical power transmission equipment	23	8,655	711	8.2	---
	Metal-working tools	24	10,094	417	4.1	---
	Materials-handling equipment	14	8,042	172	2.1	---
	Rope, cordage, and twine	21	9,317	175	1.9	---
	Other	---	---	3,115	---	---
	Not analyzed in detail	7	440	329	74.8	---
57	Industrial machinery	60	18,491	7,790	42.1	21.4
	Construction machinery (except road-building)	7	2,313	527	22.8	---
	Road-building machinery	15	7,664	4,802	62.7	---
	Machine tools (power-driven)	[illegible]	5,420	97	1.8	---
	Mining, quarrying, etc.	15	3,958	466	11.8	---
	Oil-well and oil-refining	14	1,127	1,127	100.0	---
	Power-plant machinery (except electrical)	4	336	82	24.4	---
	Other	---	---	624	---	---
	Not analyzed in detail	---	---	65	---	---
58	Office and store equipment and supplies	37	2,855	1,674	58.6	4.6
	Garage and filling station equipment	9	1,360	445	32.7	---
	Store machines	3	101	[illegible]	85.1	---
	Store fixtures and equipment	21	1,078	846	78.5	---
	Other	---	---	15	---	---
	Not analyzed in detail	4	291	282	96.9	---
60	Dental equipment and supplies	12	1,449	1,390	95.9	3.8
61	Surgical and hospital equipment	9	1,107	815	73.6	2.2
62	Building metal work	10	4,318	265	6.1	.7
	Metal roofing and siding	8	4,044	208	5.1	---
	Metal storage tanks, etc.	3	1,448	6	.4	---
	Other	---	---	51	---	---
63	Copper and products	4	3,211	75	2.3	.2
64	Iron and steel products—semi-finished	8	4,328	241	5.6	.7

Percent column A—Percent of total sales of establishments reporting that they sell such commodity

Percent column B—Percent which stated commodity bears of total sales of establishments in this kind of business reporting sales of such commodity

SERVICE AND LIMITED-FUNCTION WHOLESALERS

TABLE 8.—COMMODITY SALES, BY KIND-OF-BUSINESS GROUPS

By Geographic Divisions and 5 Selected Cities—Continued

[Limited to establishments which report an analysis of their sales by commodities. Ratio of commodity coverage indicates sales size of sample]

Commodity No.	KIND OF BUSINESS AREA AND COMMODITY	ESTABLISHMENTS REPORTING COMMODITY DATA: Number	ESTABLISHMENTS REPORTING COMMODITY DATA: Sales of such establishments (add 000)	REPORTED SALES OF STATED COMMODITY: Amount reported (add 000)	REPORTED SALES OF STATED COMMODITY: Percent column A (See note)	Percent column B (See note)
	MACHINERY—EQUIPMENT—SUPPLIES TRADES—Con.					
	East South Central Division—Con.					
65	Iron and steel products—flat	16	$7,716	$464	6.0	1.3
	Plates	6	3,605	72	2.0	---
	Strip—hot-rolled	3	1,770	37	2.1	---
	Sheets—continuous-mill	3	2,115	58	2.7	---
	Sheets—galvanized or otherwise coated	9	5,194	165	3.2	---
	Other	---	---	132	---	---
66	Iron and steel—wire and wire products	[illegible]	10,128	947	9.4	2.6
	Woven wire fence	6	3,266	228	7.0	---
	Barbed and twisted wire	6	2,146	28	1.3	---
	Nails (including staples and tacks)	13	5,086	94	1.8	---
	Wire rope and cable except insulated	19	7,365	419	5.7	---
	Reinforcement mesh	3	1,981	24	1.2	---
	Other	---	---	154	---	---
67	Iron and steel finished products—other than flat and wire	24	10,182	1,414	13.9	3.9
	Rails, tie plates, splice bars, etc.	8	2,891	304	10.5	---
	Bars and small shapes except reinforcing	11	6,062	186	3.1	---
	Concrete reinforcing bars, all types	6	3,320	249	7.5	---
	Structural shapes	6	2,647	102	3.9	---
	Cast-iron pipe	7	2,564	38	1.5	---
	Steel pipe	17	6,951	406	5.8	---
	Seamless steel tubing	5	2,978	28	.9	---
	Other	5	2,686	101	3.8	---
68	Lead (metallic) and zinc	5	2,892	43	1.5	.1
81	Paper and products (except stationery and wallpaper)	10	1,336	158	11.8	.4
83	Stationery and supplies (commercial)	3	485	57	11.8	.2
87	Building materials (except as listed)	9	4,913	349	7.1	1.0
	All other commodities	---	---	2,812	---	7.9
	Service receipts	5	3,161	421	13.3	1.2
	West South Central Division					
	All establishments 1,177; Sales $186,545,000; Commodity coverage 91.1 percent					
	Total analyzed	1,040	169,837	169,837	- -	100.0
31	Piece goods	13	2,866	1,271	47.6	.7
36	Automotive supplies	11	3,087	569	18.4	.5
37	Drugs and drug sundries	23	778	332	42.7	.2
38	Chemicals, industrial and heavy	17	3,186	543	17.0	.5
40	Paints and varnishes	24	6,626	393	5.9	.2
41	Soaps	31	4,021	301	7.5	.2
42	Other chemicals and related products	28	2,624	811	30.9	.5
43	Wiring supplies and electrical construction materials	14	10,396	257	2.5	.2
44	Electrical apparatus and equipment	13	9,705	248	2.6	.1
45	Radios, appliances, and specialties	10	3,688	415	11.3	.2
46	China, glassware, and crockery	15	2,018	562	27.8	.3
47	Furniture, wooden and metal	18	2,382	478	20.1	.3
	Office and store furniture, wooden	7	1,889	237	12.5	---
	Office and store furniture, metal	10	1,542	187	12.1	---
	Other	---	---	[illegible]	---	---
50	Hardware	54	21,621	1,380	6.4	.8
	Builders' hardware	9	10,312	95	.9	---
	Heavy hardware	20	11,264	281	2.5	---
	Bolts, nuts, rivets, and screws	32	17,399	373	2.1	---
	Shelf or light hardware	12	2,720	67	2.5	---
	Tools and cutlery	17	6,132	162	2.6	---
	Wire screening	9	7,715	153	2.0	---
	Other	11	2,746	249	9.1	---
51	Plumbing, heating, and air conditioning	[illegible]	26,237	3,068	11.7	1.8
54	Barber and beauty parlor equipment	62	2,626	2,395	91.2	1.4
55	Farm and garden machinery and equipment	26	4,451	2,045	45.9	1.2
	Dairy equipment and supplies	9	3,049	536	17.6	---
	Farm machinery and equipment	17	3,597	1,270	35.3	---
	Garden equipment and supplies	[illegible]	1,666	[illegible]	5.3	---
	Not analyzed in detail	3	204	150	73.5	---
	MACHINERY—EQUIPMENT—SUPPLIES TRADES—Con.					
	West South Central Division—Con.					
56	Industrial equipment and supplies	177	$38,010	$10,946	28.8	6.4
	Belting, hose, packing, etc.	75	27,883	1,734	6.2	---
	Mechanical power transmission equipment	52	20,391	1,513	7.4	---
	Printing equipment and supplies (except paper)	6	1,655	55	3.3	---
	Metal-working tools	39	18,853	924	4.9	---
	Materials-handling equipment	22	10,588	174	1.6	---
	Rope, cordage, and twine	45	18,602	546	2.9	---
	Other industrial equipment	104	15,609	5,938	38.0	---
	Not analyzed in detail	8	877	62	7.1	---
57	Industrial machinery	579	134,776	105,933	78.6	62.3
	Construction machinery (except road-building)	16	6,027	1,369	22.7	---
	Road-building machinery	27	7,600	2,872	37.8	---
	Machine tools (power-driven)	19	13,860	[illegible]	7.1	---
	Mining, quarrying, etc.	50	20,043	5,772	28.8	---
	Oil-well and oil-refining	458	109,276	90,675	83.0	---
	Power-plant machinery (except electrical)	[illegible]	11,875	817	6.9	---
	Textile machinery	3	1,535	22	1.4	---
	Other	---	---	1,284	---	---
	Not analyzed in detail	24	2,367	2,139	90.4	---
58	Office and store equipment and supplies	[illegible]	8,001	3,985	49.8	2.3
	Office machines and equipment	3	129	56	43.4	---
	Garage and filling station equipment	18	2,190	571	26.1	---
	Store machines	10	687	456	66.4	---
	Store fixtures and equipment	57	5,193	2,749	52.9	---
	Not analyzed in detail	4	154	153	99.4	---
59	Railroad equipment and supplies	3	5,833	393	6.7	.2
[illegible]	Dental equipment and supplies	21	2,137	2,065	96.6	1.2
61	Surgical and hospital equipment	20	2,717	1,828	67.3	1.1
62	Building metal work	9	3,691	332	9.0	.2
[illegible]	Iron and steel products—semi-finished	22	4,751	258	5.5	.2
65	Iron and steel products—flat	23	15,022	1,049	7.0	.6
66	Iron and steel—wire and wire products	[illegible]	37,028	2,070	5.6	1.2
67	Iron and steel finished products—other than flat and wire	113	38,022	15,960	42.0	9.4
	Rails, tie plates, splice bars, etc.	5	2,083	81	3.9	---
	Bars and small shapes except reinforcing	15	12,591	595	4.7	---
	Concrete reinforcing bars, all types	7	3,683	64	1.7	---
	Structural shapes	7	4,296	86	2.0	---
	Cast-iron pipe	13	11,931	849	7.1	---
	Steel pipe	80	30,949	7,750	25.0	---
	Seamless steel tubing	28	11,712	2,318	19.8	---
	Other	11	4,033	366	9.1	---
	Not analyzed in detail	22	5,371	3,871	72.1	---
81	Paper and products (except stationery and wallpaper)	19	2,382	230	9.7	.1
83	Stationery and supplies	9	1,136	185	16.3	.1
84	Planing-mill products	3	1,492	618	41.4	.4
86	Boats—motor, sail, and steam	[illegible]	943	438	46.2	.3
98	Second-hand merchandise	39	2,875	1,248	43.4	.7
	All other commodities	---	---	6,646	---	4.2
	Service receipts	29	4,684	687	14.7	.4
	Mountain Division					
	All establishments 275; Sales $35,823,000; Commodity coverage 83.2 percent					
	Total analyzed	220	29,813	29,813	---	100.0
11	Groceries (miscellaneous)	3	180	61	33.9	.2
31	Piece goods	4	258	31	12.0	.1
35	Automobiles and other motor vehicles	5	3,624	1,234	34.1	4.1
[illegible]	Automotive supplies	5	2,074	616	29.7	2.1
37	Drugs and drug sundries	8	602	240	39.9	.8
38	Chemicals, industrial and heavy	3	2,819	292	10.4	1.0
[illegible]	Paints and varnishes	[illegible]	1,236	57	4.6	.2
41	Soaps	7	1,232	172	14.0	.6
42	Other chemicals and related products	10	734	349	47.5	1.2

Percent column A—Percent of *total* sales of establishments reporting that they sell such commodity.
Percent column B—Percent which stated commodity bears to *total* sales of all establishments in this kind of business reporting their sales by commodities.

SERVICE AND LIMITED-FUNCTION WHOLESALERS

TABLE 8.—COMMODITY SALES, BY KIND-OF-BUSINESS GROUPS

By Geographic Divisions and 5 Selected Cities—Continued

[Limited to establishments which reported an analysis of their sales by commodities. Raised commodity coverage indicates also size of sample]

Commodity No	KIND OF BUSINESS AREA AND COMMODITY	ESTABLISHMENTS REPORTING COMMODITY DATA: Number	ESTABLISHMENTS REPORTING COMMODITY DATA: Sales of such establishments (add 000)	REPORTED SALES OF STATED COMMODITY: Amount reported (add 000)	REPORTED SALES OF STATED COMMODITY: Percent column A (See note)	Percent column B (See note)
	MACHINERY—EQUIPMENT—SUPPLIES TRADES—Con. Mountain Division—Con.					
43	Wiring supplies and electrical construction materials	5	$3,506	$323	9.2	1.1
	Interior	4	3,496	136	3.9	---
	Incandescent lamps	3	3,221	51	1.6	---
	Other	---	---	136	---	---
44	Electrical apparatus and equipment	8	4,007	490	12.2	1.6
45	Radios, appliances, and specialties	7	1,528	263	17.2	.9
46	China, glassware, and crockery	3	556	17	3.1	.1
47	Furniture, wooden and metal	[illegible]	1,085	265	24.4	.9
	Office and store furniture, wooden	3	879	116	13.2	---
	Office and store furniture, metal	[illegible]	861	49	5.7	---
	Other	---	---	100	---	---
50	Hardware	13	5,282	524	9.9	1.8
	Builders' hardware	3	3,221	79	2.5	---
	Heavy hardware	3	3,221	185	5.7	---
	Bolts, nuts, rivets, and screws	5	3,969	101	2.5	---
	Tools and cutlery	7	4,003	50	1.2	---
	Other	---	---	109	---	---
51	Plumbing, heating, and air conditioning	11	2,489	198	8.0	.7
	Air-conditioning equipment	3	774	19	2.5	--
	Pipe fittings, valves, brass goods, etc.	6	1,667	146	8.8	---
	Other	---	---	33	---	---
52	Sporting goods	3	1,179	143	12.1	.5
54	Barber and beauty parlor equipment	20	1,252	1,118	89.3	3.8
55	Farm and garden machinery and equipment	12	5,392	1,572	46.3	5.3
	Dairy equipment and supplies	4	1,400	347	24.8	---
	Farm machinery and equipment	9	2,605	1,179	45.3	---
	Garden equipment and supplies	3	1,657	46	2.8	---
56	Industrial equipment and supplies	58	9,214	2,939	31.9	9.9
	Belting, hose, packing, etc.	22	6,498	555	8.5	---
	Mechanical power transmission equipment	14	4,509	326	7.6	---
	Printing equipment and supplies (except paper)	4	466	55	11.8	--
	Metal-working tools	13	5,253	270	5.1	---
	Materials-handling equipment	9	1,946	81	5.2	--
	Rope, cordage, and twine	4	3,486	38	1.1	---
	Other industrial equipment	34	5,785	1,599	27.6	---
	Not analyzed in detail	---	---	15	---	---
57	Industrial machinery	81	19,413	11,933	61.5	40.0
	Construction machinery (except road-building)	14	4,909	957	19.5	---
	Road-building machinery	23	9,332	2,839	30.4	---
	Machine tools (power-driven)	6	3,992	145	3.6	---
	Mining, quarrying, etc.	31	8,155	2,512	30.8	---
	Oil-well and oil-refining	22	6,330	4,451	70.3	---
	Power-plant machinery (except electrical)	6	4,295	269	6.3	---
	Not analyzed in detail	---	---	700	---	---
58	Garage and store equipment and supplies	[illegible]	1,074	779	72.5	2.6
	Garage and filling station equipment	5	256	198	77.3	---
	Store machines	3	205	137	66.8	---
	Store fixtures and equipment	15	583	414	71.0	---
	Not analyzed in detail	---	---	30	---	---
60	Dental equipment and supplies	14	993	993	100.0	3.3
61	Surgical and hospital equipment	7	3,123	434	13.9	1.5
62	Building metal work	3	653	33	5.1	.1
63	Copper and products	[illegible]	3,480	43	1.2	.1
64	Iron and steel products—semi-finished	8	1,873	244	13.0	.5
65	Iron and steel products—flat	5	3,846	174	4.5	.6
66	Iron and steel—wire and wire products	19	8,527	302	3.6	1.0
	Woven wire fence	3	3,101	8	.3	---
	Barbed and twisted wire	[illegible]	3,463	11	.3	---
	Nails (including staples and tacks)	4	3,727	29	.8	---
	Wire rope and cable except insulated	18	8,159	218	2.7	---
	Other	---	---	56	---	---
67	Iron and steel finished products—other than flat and wire	16	6,009	1,256	20.9	4.2
	Rails, tie plates, splice bars, etc.	[illegible]	1,672	18	1.1	---
	Bars and small shapes except reinforcing	5	3,846	63	1.6	---
	Concrete reinforcing bars, all types	3	1,166	6	.5	---
	Structural shapes	3	763	20	2.6	---
	Cast-iron pipe	4	3,243	170	5.2	-
	Steel pipe	11	4,609	344	7.5	---
	Seamless steel tubing	3	3,221	26	.8	---
	Other	4	2,963	40	1.3	---
	Not analyzed in detail	3	853	589	68.7	---
	MACHINERY—EQUIPMENT—SUPPLIES TRADES—Con. Mountain Division—Con.					
75	Glass—sheet and containers	5	$3,358	$80	2.4	.3
	Glass containers	4	2,836	79	2.8	---
	Other	---	---	1	--	---
76	Petroleum and its products	5	922	68	7.4	.2
81	Paper and products (except stationery and wallpaper)	11	1,328	243	18.3	.8
83	Stationery and supplies	4	812	218	26.8	.7
92	Junk and scrap (except iron)	3	320	76	23.8	.3
98	Second-hand merchandise	6	625	206	33.0	.7
	All other commodities	---	---	1,736	---	5.6
	Service receipts	7	1,870	91	4.9	.3
	Pacific Division					
	All establishments 1,219					
	Sales $159,159,000					
	Commodity coverage 81.4 percent					
	Total analyzed	1,001	129,600	129,600	---	100.0
03	Canned foods	13	3,039	310	10.2	.2
11	Groceries (miscellaneous)	16	2,464	300	12.2	.2
12	Meats and meat products	8	1,621	232	14.3	.2
31	Piece goods	38	4,707	1,630	38.9	1.4
	Cotton piece goods	15	3,020	531	17.6	---
	Rayons	5	100	37	37.0	---
	Domestics	3	186	124	66.7	---
	Curtains, draperies, etc.	16	1,277	1,073	84.0	---
	Other	--	---	65	---	---
35	Automobiles and other motor vehicles	11	6,418	1,384	21.6	1.1
	Tractors	[illegible]	5,462	1,355	24.8	---
	Other	---	---	31	---	---
36	Automotive supplies	12	3,626	491	13.5	.4
	Automotive parts	5	1,726	255	14.8	---
	Tires and tubes	5	1,715	175	10.2	---
	Other	---	---	61	---	---
37	Drugs and drug sundries	28	2,848	1,282	48.4	1.0
38	Chemicals, industrial and heavy	19	6,496	1,941	29.9	1.5
40	Paints and varnishes	24	11,482	212	1.8	.2
41	Soaps	21	2,955	[illegible]	9.9	.2
42	Other chemicals and related products	[illegible]	8,661	3,206	37.0	2.5
43	Wiring supplies and electrical construction materials	21	4,902	130	2.7	.1
44	Electrical apparatus and equipment	16	2,727	260	9.5	.2
46	China, glassware, and crockery	19	1,511	388	25.7	.3
47	Furniture, wooden and metal	18	3,204	575	17.9	.4
48	House furnishings	12	1,241	230	18.5	.2
50	Hardware	60	17,118	3,624	21.2	2.8
	Builders' hardware	6	1,434	196	13.7	---
	Heavy hardware	14	2,104	356	16.9	---
	Bolts, nuts, rivets, and screws	16	9,765	606	6.2	---
	Shelf or light hardware	6	1,019	56	5.5	---
	Tools and cutlery	20	8,588	251	2.9	---
	Other	---	---	970	---	---
	Not analyzed in detail	[illegible]	2,547	1,189	46.7	---
51	Plumbing, heating, and air conditioning	45	19,936	1,555	7.8	1.2
	Air-conditioning equipment	6	1,455	71	4.9	---
	Pipe fittings, valves, brass goods, etc.	30	13,704	805	5.9	---
	Plumbing fixtures, equipment, and supplies	12	5,247	575	11.0	---
	Stoves, ranges, furnaces (except gas and electric)	6	1,614	39	2.4	---
	Not analyzed in detail	---	---	65	---	---
52	Sporting goods	6	2,197	[illegible]	11.1	.2
54	Barber and beauty parlor equipment	75	4,436	3,827	86.2	3.0
55	Farm and garden machinery and equipment	42	7,864	5,795	73.7	4.5
	Dairy equipment and supplies	15	4,037	2,307	57.1	---
	Farm machinery and equipment	28	5,489	3,242	59.1	---
	Garden equipment and supplies	8	781	246	31.5	---

Percent column A.—Percent of *total* sales of establishments reporting that they sell such commodity.

Percent column B.—Percent which stated commodity bears to *total* sales of all establishments in this kind of business reporting their sales by commodities.

SERVICE AND LIMITED-FUNCTION WHOLESALERS

TABLE 8.—COMMODITY SALES, BY KIND-OF-BUSINESS GROUPS

By Geographic Divisions and 5 Selected Cities—Continued

[Limited to establishments which report an analysis of their sales by commodities. Ratio of commodity coverage indicates sales size of sample]

Commodity No.	KIND OF BUSINESS AREA AND COMMODITY	ESTABLISHMENTS REPORTING COMMODITY DATA: Number	ESTABLISHMENTS REPORTING COMMODITY DATA: Sales of such establishments (add 000)	REPORTED SALES OF STATED COMMODITY: Amount reported (add 000)	REPORTED SALES OF STATED COMMODITY: Percent column A (See note)	Percent column B (See note)
	MACHINERY—EQUIPMENT—SUPPLIES TRADES—Con.					
	Pacific Division—Con.					
56	Industrial equipment and supplies	254	$43,901	$20,293	46.2	15.7
	Belting, hose, packing, etc.	70	13,236	2,787	21.1	---
	Mechanical power transmission equipment	[illegible]	7,344	1,436	19.6	---
	Printing equipment and supplies (except paper)	10	641	445	69.1	---
	Metal-working tools	33	13,951	2,622	18.8	---
	Materials-handling equipment	15	3,133	183	5.8	---
	Rope, cordage, and twine	34	7,718	2,176	28.2	---
	Other industrial equipment	143	29,564	10,312	34.9	---
	Not analyzed in detail	6	431	334	77.5	---
57	Industrial machinery	279	56,717	40,658	71.7	51.4
	Construction machinery (except road-building)	35	8,685	3,873	44.6	---
	Road-building machinery	25	8,377	3,913	46.7	---
	Machine tools (power-driven)	28	8,329	2,577	30.9	---
	Mining, quarrying, etc.	33	5,030	2,143	42.6	---
	Oil-well and oil-refining	94	24,004	21,622	90.1	---
	Power-plant machinery (except electrical)	10	1,037	517	49.9	---
	Printing machinery	7	205	175	85.4	---
	Other	---	---	3,993	---	---
	Not analyzed in detail	18	2,302	1,845	80.1	---
58	Office and store equipment and supplies	110	7,308	6,506	89.0	5.0
	Office machines and equipment	23	1,564	[illegible]	57.2	---
	Garage and filling station equipment	25	1,077	970	90.1	---
	Store machines	16	2,123	1,489	70.1	---
	Store fixtures and equipment	43	2,661	2,093	78.7	---
	Not analyzed in detail	10	1,266	1,174	92.7	---
59	Railroad equipment and supplies	8	716	144	20.1	.1
60	Dental equipment and supplies	43	4,061	4,055	99.9	3.1
61	Surgical and hospital equipment	35	3,516	3,451	97.8	2.6
63	Copper and products	10	8,113	1,170	14.4	.9
64	Iron and steel products—semi-finished	[illegible]	4,648	1,046	22.5	.8
	Pig iron	6	623	68	10.9	---
	Scrap iron and steel	13	3,203	881	27.5	---
	Wire rods	3	322	8	2.5	---
	Rough castings and foundry products	6	722	78	10.5	---
	Other	---	---	13	---	---
65	Iron and steel products—flat	15	9,396	1,211	12.9	.9
	Plates	8	7,219	264	3.7	---
	Strip—hot-rolled	3	406	21	5.2	---
	Sheets—continuous-mill	3	6,618	99	1.5	---
	Sheets—hand-mill	3	6,652	120	1.8	---
	Sheets—galvanized or otherwise coated	7	7,070	278	3.9	---
	Black plate	3	339	4	1.2	---
	Other	5	6,760	39	.6	---
	Not analyzed in detail	---	---	386	---	---
66	Iron and steel—wire and wire products	53	19,444	1,209	6.2	.9
	Nails (including staples and tacks)	10	2,786	58	2.1	---
	Wire rope and cable except insulated	42	10,875	865	8.1	---
	Strand, galvanized	3	651	8	1.3	---
	Reinforcement mesh	[illegible]	6,910	23	.3	---
	Drawn wire	3	442	17	3.8	---
	Other	---	---	238	---	---
67	Iron and steel finished products—other than flat and wire	38	14,433	3,858	26.7	3.0
	Rails, tie plates, splice bars, etc.	6	1,020	214	21.0	---
	Bars and small shapes except reinforcing	8	7,426	386	5.2	---
	Concrete reinforcing bars, all types	[illegible]	519	31	6.0	---
	Structural shapes	5	619	42	6.8	---
	Steel pipe	21	11,727	1,266	10.8	---
	Seamless steel tubing	[illegible]	6,823	616	9.0	---
	Other	---	---	1,241	---	---
	Not analyzed in detail	---	---	62	---	---
68	Lead (metallic) and zinc	9	9,267	65	.7	.1
69	Other non-ferrous metals (except precious)	4	6,526	214	3.3	.2
73	Coal and coke	[illegible]	881	336	38.1	.3
75	Glass containers	10	4,828	4,643	96.2	3.6
	MACHINERY—EQUIPMENT—SUPPLIES TRADES—Con.					
	Pacific Division—Con.					
81	Paper products (except stationery and wallpaper)	[illegible]	$5,528	$681	12.3	.5
	Printing and writing papers	3	628	35	5.6	---
	Cardboard and paperboard	7	3,124	106	3.4	---
	Wrapping or coarse paper	7	3,356	147	4.4	---
	Paper products such as bags, boxes, cups, dishes, etc.	19	3,971	377	9.5	---
	Not analyzed in detail	---	---	16	---	---
84	Planing-mill products	5	883	415	47.0	.5
86	Boats—motor, sail, and steam	5	949	335	35.3	.5
87	Building materials (except as listed)	9	2,945	461	15.7	.4
88	Cameras and supplies	3	308	229	74.8	.2
90	Fertilizer and fertilizer materials	6	1,694	204	12.0	.2
98	Second-hand merchandise	[illegible]	2,778	1,603	57.7	1.2
	All other commodities	---	---	7,542	---	5.6
	Service receipts	80	7,704	1,184	15.4	.9
	New York City					
	All establishments 1,372					
	Sales $186,861,000					
	Commodity coverage 90.9 percent					
	Total analyzed	1,204	169,894	169,894	---	100.0
31	Piece goods	[illegible]	16,560	14,163	85.5	8.3
	Cotton piece goods	20	2,930	703	24.0	---
	Jute fabrics	3	616	199	32.3	---
	Linens	3	1,092	383	35.1	---
	Rayons	5	345	123	35.9	---
	Silks and velvets	3	815	55	6.7	---
	Domestics	6	3,395	2,314	68.2	---
	Curtains, draperies, etc.	62	9,988	9,348	93.6	---
	Other	---	---	694	---	---
	Not analyzed in detail	4	367	344	93.7	---
33	Yarns	[illegible]	661	463	70.0	.3
34	Other dry goods and textile products	15	1,911	755	39.5	.4
35	Automobiles and other motor vehicles (tractors)	3	1,874	488	26.0	.3
36	Automotive supplies	8	2,654	450	17.3	.3
	Automotive accessories	[illegible]	612	205	33.5	---
	Automotive parts	5	2,276	197	8.7	---
	Other	---	---	58	---	---
37	Drugs and drug sundries	40	4,846	1,254	25.9	.7
	Drugs, chemicals, and pharmaceuticals	15	1,759	618	35.1	---
	Proprietary medicines and toiletries	23	2,624	390	14.9	---
	Druggists' sundries	7	884	246	27.8	---
38	Chemicals, industrial and heavy	12	5,045	2,028	40.2	1.2
40	Paints and varnishes	16	2,551	295	11.6	.2
41	Soaps	[illegible]	5,306	743	14.0	.4
	Toilet soaps	4	500	57	11.4	---
	Other soaps	19	4,949	686	13.9	---
42	Other chemicals and related products	22	2,958	1,522	51.5	.9
43	Wiring supplies and electrical construction materials	15	2,773	88	3.2	.1
44	Electrical apparatus and equipment	12	3,444	444	12.9	.3
45	Radios, appliances, and specialties	17	8,820	666	7.6	.4
46	China, glassware, and crockery	54	8,492	5,326	59.2	2.0
47	Furniture, wooden and metal	19	6,922	1,427	20.6	.8
	Household furniture	7	4,704	920	19.6	---
	Office and store furniture, wooden	5	2,199	91	4.1	---
	Office and store furniture, metal	8	2,271	146	6.4	---
	Not analyzed in detail	4	545	270	49.5	---
48	House furnishings	16	5,419	852	15.7	.5
	Carpets and rugs	6	4,596	311	6.8	---
	Linoleum, felt base, etc.	5	4,186	327	7.8	---
	Other house furnishings	7	513	181	35.3	---
	Not analyzed in detail	---	---	33	---	---
50	Hardware	[illegible]	6,525	2,941	45.1	1.7
	Builders' hardware	3	171	14	8.2	---
	Heavy hardware	8	1,310	363	27.7	---
	Bolts, nuts, rivets, and screws	10	1,804	202	11.2	---
	Shelf or light hardware	5	439	37	8.4	---
	Tools and cutlery	19	4,373	901	20.6	---
	Wire screening	3	171	6	3.5	---
	Other	29	3,527	1,418	40.2	---

Percent column A.—Percent of *total* sales of establishments reporting that they sell such commodity.
Percent column B.—Percent which stated commodity bears to *total* sales of all establishments in this kind of business reporting their sales by commodities.

SERVICE AND LIMITED-FUNCTION WHOLESALERS

TABLE 8.—COMMODITY SALES, BY KIND-OF-BUSINESS GROUPS

By Geographic Divisions and 5 Selected Cities—Continued

[Limited to establishments which report an analysis of their sales by commodities—Ratio of commodity coverage indicates sales size of sample]

Commodity No.	KIND OF BUSINESS AREA AND COMMODITY	ESTABLISHMENTS REPORTING COMMODITY DATA: Number	ESTABLISHMENTS REPORTING COMMODITY DATA: Sales of such establishments (add 000)	REPORTED SALES OF STATED COMMODITY: Amount reported (add 000)	REPORTED SALES OF STATED COMMODITY: Percent column A (See note)	Percent column B (See note)
	MACHINERY—EQUIPMENT—SUPPLIES TRADES—Con.					
	New York City—Con.					
51	Plumbing, heating, and air conditioning	21	$8,711	$709	8.1	.4
	Gas appliances and supplies	[illegible]	4,467	117	2.6	---
	Pipe fittings, valves, brass goods, etc.	[illegible]	[illegible]	223	29.8	---
	Plumbing fixtures, equipment, and supplies	[illegible]	167	21	12.6	---
	Stoves, ranges, furnaces (except gas and electric)	7	2,053	336	16.4	---
	Other	---	---	12	---	---
54	Barber and beauty parlor equipment	70	6,053	6,031	99.6	3.5
55	Farm and garden machinery and equipment	17	4,652	1,442	31.1	.8
	Dairy equipment and supplies	6	775	719	92.8	---
	Farm machinery and equipment	9	3,568	561	15.7	---
	Garden equipment and supplies	4	466	162	34.8	---
56	Industrial equipment and supplies	263	53,374	26,422	74.7	15.6
	Belting, hose, packing, etc.	32	2,683	1,783	66.5	---
	Mechanical power transmission equipment	10	1,280	956	74.7	---
	Printing equipment and supplies (except paper)	15	3,681	2,881	78.3	---
	Metal-working tools	12	2,085	399	19.1	---
	Materials-handling equipment	11	916	463	50.5	---
	Rope, cordage, and twine	31	6,017	3,610	60.0	---
	Other industrial equipment	163	19,544	14,660	75.0	---
	Not analyzed in detail	8	1,705	1,670	97.9	---
57	Industrial machinery	183	26,574	21,636	81.4	12.7
	Construction machinery (except road-building)	15	4,984	1,043	20.9	---
	Road-building machinery	6	5,959	3,451	58.8	---
	Machine tools (power-driven)	21	4,759	1,890	39.7	---
	Hoisting, conveying, etc.	11	3,884	524	13.5	---
	Oil-well and oil-refining	5	1,313	1,313	100.0	---
	Power-plant machinery (except electrical)	11	5,700	3,346	58.7	---
	Printing machinery	10	1,790	583	32.6	---
	Textile machinery	26	2,459	2,145	87.8	---
	Other industrial machinery	91	7,820	6,959	89.0	---
	Not analyzed in detail	5	[illegible]	402	85.7	---
[illegible]	[illegible] and store equipment and supplies	128	16,777	14,328	85.4	8.4
	[illegible] machines and equipment	35	9,907	8,806	88.9	---
	[illegible] and filling station equipment	13	[illegible]	520	81.1	---
	[illegible] machines	17	1,482	679	45.7	---
	[illegible] tures and equipment	51	4,375	3,236	74.0	---
	[illegible] and	16	1,133	1,095	96.0	---
59	[illegible] equipment and supplies	11	4,214	[illegible]	68.9	1.7
60	[illegible] equipment and supplies	39	4,526	4,505	99.5	2.7
61	[illegible] and hospital equipment	80	[illegible]	7,857	94.4	4.6
63	[illegible] products	[illegible]	[illegible]	90	20.0	.1
64	[illegible] products--semi-finished	10	6,803	1,027	15.1	.6
65	[illegible]	8	6,246	233	3.7	.1
66	[illegible] and wire products	13	2,896	216	8.0	.1
	Barbed and twisted wire	3	1,281	12	.9	---
	Nails (including staples and tacks)	[illegible]	567	11	1.9	---
	Wire rope and cable	10	2,541	181	7.0	---
	Other	---	---	12	---	---
67	Iron and steel finished products--other than flat and wire	16	9,854	4,817	49.0	2.8
	Rails, tie plates, splice bars, etc.	8	4,066	2,990	73.5	---
	Concrete reinforcing bars, all types	3	2,411	86	3.6	---
	Steel pipe	5	[illegible]	106	1.8	---
	Other	-	[illegible]	1,635	---	---
75	Glass--sheet and containers	28	6,109	5,166	84.6	3.0
	Sheet glass	4	93	7	7.6	---
	Glass containers	24	6,016	5,159	85.8	---
81	Paper and products (except stationery and wallpaper)	40	5,754	1,821	31.6	1.1
	Printing and writing papers	4	1,960	631	32.2	---
	Cardboard and paperboard	6	1,588	219	13.8	---
	Wrapping or coarse paper	10	1,840	125	6.8	---
	Paper products such as bags, boxes, cups, dishes, etc.	28	3,142	702	22.3	---
	Not analyzed in detail	---	---	144	---	---
83	Stationery and supplies	17	2,423	602	24.8	.4
	Commercial stationery	13	2,288	560	24.5	---
	Not analyzed in detail	5	[illegible]	[illegible]	95.5	---
86	Boats--motor, sail, and steam	4	938	209	22.3	.1
88	Cameras and supplies	5	3,287	2,581	78.5	1.5
91	Jewelry, silverware, etc.	18	$4,447	$458	10.3	.3
	Clocks and watches	5	166	136	81.9	---
	Jewelry	6	164	65	39.6	---
	Silverware and plated ware	5	4,117	241	5.9	---
	Not analyzed in detail	3	33	16	48.5	---
96	Optical goods (except photographic)	6	1,608	255	15.9	.2
98	Second-hand merchandise	53	5,042	3,213	63.7	1.9
	All other commodities	---	---	30,494	--	18.0
	Service receipts	54	9,148	986	10.6	.6
	Chicago					
	All establishments ... 558					
	Sales ... $[illegible],086,000					
	Commodity coverage ... 80.[illegible] percent					
	Total analyzed	500	80,623	80,623	---	100.0
31	Piece goods	26	4,720	4,002	84.8	5.0
	Cotton piece goods	8	1,871	[illegible]	29.3	---
	Jute fabrics	3	163	8	4.9	---
	Rayons	3	516	21	4.1	---
	Woolen and worsted	3	95	10	11.8	---
	Domestics	3	894	609	68.1	---
	Curtains, draperies, etc.	19	4,004	2,812	70.2	--
	Other	---	---	53	---	---
34	Other dry goods and textile products	12	2,695	405	15.0	.5
37	Drugs and drug sundries	17	1,349	530	39.3	.7
38	Chemicals, industrial and heavy	4	1,964	784	39.9	1.0
41	Soaps	14	2,070	304	14.7	.4
42	Other chemicals and related products	12	2,129	1,633	76.7	2.0
43	Wiring supplies and electrical construction materials	5	2,058	1,158	56.3	1.4
46	China, glassware, and crockery	14	1,276	691	54.2	.9
47	Furniture, wooden and metal	10	1,179	618	52.4	.8
	Office and store furniture, wooden	5	959	408	42.5	---
	Office and store furniture, metal	6	795	210	26.4	---
[illegible]	Hardware	21	5,843	1,340	22.9	1.7
	Builders' hardware	4	1,528	360	23.6	---
	Heavy hardware	[illegible]	2,731	159	5.8	---
	Bolts, nuts, rivets, and screws	8	3,254	311	9.6	---
	Shelf or light hardware	6	2,792	73	2.6	---
	Tools and cutlery	10	3,121	85	2.7	---
	Other	---	---	37	---	---
	Not analyzed in detail	3	1,367	312	22.8	---
51	Plumbing, heating, and air conditioning	11	4,101	254	5.7	.3
	Pipe fittings, valves, brass goods, etc.	7	2,242	158	7.0	---
	Plumbing fixtures, equipment, and supplies	3	967	[illegible]	.8	---
	Not analyzed in detail	-	---	66	---	---
54	Barber and beauty parlor equipment	33	2,060	1,839	92.3	2.3
55	Farm and garden machinery and equipment	14	5,009	4,461	89.1	5.5
	Dairy equipment and supplies	8	2,387	1,952	81.7	---
	Farm machinery and equipment	3	2,531	2,531	100.0	---
	Other	--	---	43	---	---
	Not analyzed in detail		--	137	---	---
56	Industrial equipment and supplies	142	28,306	19,963	85.0	23.5
	Belting, hose, packing, etc.	26	2,790	1,245	21.6	-
	Mechanical power transmission equipment	12	1,185	1,388	26.6	---
	Printing equipment and supplies (except paper	10	597	226	54.9	---
	Metal-working tools	23	7,937	4,306	54.3	- -
	Materials-handling equipment	[illegible]	4,834	121	2.5	---
	Rope, cordage, and twine	11	4,894	425	10.1	---
	Other industrial equipment	77	13,786	9,541	67.2	---
	Not analyzed in detail	13	[illegible]	1,849	86.4	---
57	Industrial machinery	63	10,811	7,410	68.5	9.1
	Construction machinery (except road-building)	6	2,025	867	42.8	
	Road-building machinery	4	1,360	136	10.0	-
	Machine tools (power-driven)	23	5,796	3,850	66.4	---
	Textile machinery	6	1,239	1,217	98.2	--
	Other	---	---	1,199	-	---
	Not analyzed in detail	---	---	141	---	---

Per[illegible] A—Percent [illegible]

Per[illegible] B—Percent [illegible]

SERVICE AND LIMITED-FUNCTION WHOLESALERS

TABLE 8.—COMMODITY SALES, BY KIND-OF-BUSINESS GROUPS

By Geographic Divisions and 5 Selected Cities—Continued

[Limited to establishments which report an analysis of their sales by commodities. Ratio of commodity coverage indicates sales size of sample]

Commodity No.	Kind of business area and commodity	Establishments reporting commodity data: Number	Establishments reporting commodity data: Sales of such establishments (add 000)	Reported sales of stated commodity: Amount reported (add 000)	Reported sales of stated commodity: Percent column A (See note)	Percent column B (See note)
	MACHINERY—EQUIPMENT—SUPPLIES TRADES—Con.					
	Chicago—Con.					
58	Office and store equipment and supplies	54	$6,454	$5,360	83.0	6.6
	Office machines and equipment	15	2,702	2,452	90.7	---
	Garage and filling station equipment	7	1,176	971	82.6	--
	Store machines	7	788	768	97.5	---
	Store fixtures and equipment	16	1,013	823	81.2	---
	Not analyzed in detail	10	796	346	43.5	---
59	Railroad equipment and supplies	23	13,093	12,582	96.1	15.6
60	Dental equipment and supplies	16	777	742	95.5	.9
61	Surgical and hospital equipment	20	4,488	4,197	93.5	5.2
66	Iron and steel—wire and wire products	9	2,847	184	6.5	.2
67	Iron and steel finished products—other than flat and wire	5	1,927	576	29.9	.7
75	Glass—sheet and containers	9	3,040	2,988	98.3	3.7
	Glass containers	7	2,973	2,973	100.0	---
	Other	---	---	15	---	---
81	Paper and products (except stationery and wallpaper)	15	1,959	340	17.5	.4
	Printing and writing papers	3	184	4	2.2	---
	Cardboard and paperboard	3	462	151	32.7	---
	Paper products such as bags, boxes, cups, dishes, etc.	9	309	60	19.4	---
	Other	---	---	15	---	---
	Not analyzed in detail	---	---	110	---	---
98	Second-hand merchandise	14	336	298	88.7	.4
	All other commodities	---	---	8,677	---	10.7
	Service receipts	15	3,141	307	9.8	.4
	Philadelphia					
	All establishments 317; Sales $35,747,000; Commodity coverage 85.8 percent					
	Total analyzed	274	30,668	30,668	---	100.0
31	Piece goods	16	1,846	1,295	70.2	4.2
	Cotton piece goods	5	918	337	36.7	---
	Curtains, draperies, etc.	9	583	550	94.3	---
	Other	---	---	202	---	---
	Not analyzed in detail	---	---	206	---	---
34	Other dry goods and textile products	6	1,482	453	30.6	1.5
36	Automotive supplies	10	1,724	260	15.1	.8
	Automotive accessories	3	797	104	13.0	---
	Automotive parts	8	1,018	71	7.0	---
	Other	---	---	85	---	---
37	Drugs and drug sundries	8	740	176	23.8	.6
38	Chemicals, industrial and heavy	3	749	253	33.8	.8
41	Soaps	5	1,909	432	22.6	1.4
42	Other chemicals and related products	6	2,485	634	25.5	2.1
44	Electrical apparatus and equipment	6	393	39	9.9	.1
45	Radios, appliances, and specialties	8	2,048	112	5.5	.4
46	China, glassware, and crockery	8	1,191	362	30.4	1.2
47	Furniture, wooden and metal	4	295	48	16.6	.2
50	Hardware	24	5,887	2,364	40.2	7.7
	Heavy hardware	4	1,464	277	18.9	---
	Bolts, nuts, rivets, and screws	9	2,446	271	11.1	---
	Shelf or light hardware	4	953	95	10.0	---
	Tools and cutlery	5	1,810	107	5.9	---
	Other	---	---	1,514	---	---
	Not analyzed in detail	3	558	500	88.8	---
51	Plumbing, heating, and air conditioning	7	1,634	56	3.4	.2
54	Barber and beauty parlor equipment	17	1,028	904	87.9	2.9
55	Farm and garden machinery and equipment	5	1,563	928	59.4	3.0
56	Industrial equipment and supplies	96	12,372	8,999	72.7	29.3
	Belting, hose, packing, etc.	17	2,010	699	34.8	---
	Mechanical power transmission equipment	13	2,837	465	16.4	---
	Printing equipment and supplies (except paper)	5	1,127	770	68.3	---
	Metal-working tools	12	2,745	839	30.6	---
	Materials-handling equipment	10	2,732	121	4.4	---
	Rope, cordage, and twine	12	4,607	2,018	43.8	---
	Other industrial equipment	56	5,872	3,173	54.0	---
	Not analyzed in detail	8	1,214	914	75.3	---
	MACHINERY—EQUIPMENT—SUPPLIES TRADES—Con.					
	Philadelphia—Con.					
57	Industrial machinery	42	$6,136	$3,006	49.0	9.8
	Construction machinery (except road-building)	5	930	525	56.5	---
	Machine tools (power-driven)	12	1,466	581	39.6	---
	Mining, quarrying, etc.	3	173	166	96.0	---
	Textile machinery	4	117	117	100.0	---
	Other	---	---	1,579	---	---
	Not analyzed in detail	---	---	38	---	---
58	Office and store equipment and supplies	21	3,030	1,765	58.3	5.8
	Garage and filling station equipment	7	1,758	488	27.8	---
	Store machines	4	378	378	100.0	---
	Store fixtures and equipment	9	541	541	100.0	---
	Not analyzed in detail	---	---	358	---	---
60	Dental equipment and supplies	9	1,716	1,716	100.0	5.6
61	Surgical and hospital equipment	8	1,109	1,105	99.6	3.6
66	Iron and steel—wire and wire products	13	2,869	125	4.4	.4
	Nails (including staples and tacks)	3	1,273	38	3.0	---
	Wire rope and cable except insulated	4	1,265	20	1.6	---
	Other	---	---	67	---	---
67	Iron and steel finished products—other than flat and wire	3	113	24	21.2	.1
75	Glass containers	3	1,177	1,177	100.0	3.8
81	Paper and products (except stationery and wallpaper)	10	2,726	327	12.0	1.1
	Paper products such as bags, boxes, cups, dishes, etc.	7	1,949	252	12.9	---
	Other	---	---	75	---	---
91	Jewelry, silverware, etc.	7	1,015	196	19.3	.6
98	Second-hand merchandise	26	1,463	925	63.2	3.0
	All other commodities	---	---	2,865	---	9.4
	Service receipts	12	1,262	121	9.6	.4
	Boston					
	All establishments 193; Sales $24,114,000; Commodity coverage 79.4 percent					
	Total analyzed	158	19,141	19,141	---	100.0
31	Piece goods	12	762	657	86.2	3.4
	Cotton piece goods	3	224	40	17.9	---
	Curtains, draperies, etc.	9	655	541	82.6	---
	Not analyzed in detail	---	---	76	---	---
37	Drugs and drug sundries	3	442	88	19.9	.5
41	Soaps	6	931	71	7.6	.4
47	Furniture, wooden and metal	3	907	291	32.1	1.5
50	Hardware	7	2,021	578	28.6	3.0
54	Barber and beauty parlor equipment	13	897	811	90.4	4.2
56	Industrial equipment and supplies	50	7,261	4,909	67.6	25.6
	Belting, hose, packing, etc.	8	534	295	55.2	---
	Printing equipment and supplies (except paper)	3	49	49	100.0	---
	Rope, cordage, and twine	5	743	237	31.9	---
	Other	---	---	4,300	---	---
	Not analyzed in detail	---	---	28	---	---
57	Industrial machinery	33	5,051	3,756	74.4	19.6
	Road-building machinery	3	1,349	959	71.1	---
	Machine tools (power-driven)	8	1,173	678	57.8	---
	Mining, quarrying, etc.	5	551	264	47.9	---
	Textile machinery	11	1,606	913	56.8	---
	Other	---	---	886	---	---
	Not analyzed in detail	---	---	56	---	---
58	Office and store equipment and supplies	14	2,714	1,459	53.8	7.6
	Office machines and equipment	4	121	96	79.3	---
	Store fixtures and equipment	6	852	545	64.0	---
	Other	---	---	337	---	---
	Not analyzed in detail	---	---	481	---	---
60	Dental equipment and supplies	11	1,372	1,297	94.5	6.8
61	Surgical and hospital equipment	7	1,209	1,000	82.7	5.2
66	Iron and steel—wire and wire products	3	516	13	2.5	.1
75	Glass containers	8	661	454	68.7	2.4
81	Paper and products (except stationery and wallpaper)	5	593	44	7.4	.2
98	Second-hand merchandise	4	229	49	21.4	.3
	All other commodities	---	---	3,561	---	18.7
	Service receipts	10	3,206	103	3.2	.5

Percent column A.—Percent of *total* sales of establishments reporting that they sell such commodity.
Percent column B.—Percent which stated commodity bears to *total* sales of all establishments in this kind of business reporting their sales by commodities.

SERVICE AND LIMITED-FUNCTION WHOLESALERS

TABLE 8.—COMMODITY SALES, BY KIND OF BUSINESS GROUPS

By Geographic Divisions and 5 Selected Cities—Continued

[Limited to establishments which reported an analysis of their sales by commodities. Ratio of commodity coverage indicates sales size of sample]

Commodity No.	KIND OF BUSINESS AREA AND COMMODITY	ESTABLISHMENTS REPORTING COMMODITY DATA: Number	ESTABLISHMENTS REPORTING COMMODITY DATA: Sales of such establishments (add 000)	REPORTED SALES OF STATED COMMODITY: Amount reported (add 000)	REPORTED SALES OF STATED COMMODITY: Percent column A (See note)	Percent column B (See note)
	MACHINERY—EQUIPMENT—SUPPLIES TRADES—Con.					
	San Francisco					
	All establishments 205; Sales $24,737,000; Commodity coverage 73.4 percent					
	Total analyzed	166	$18,156	$18,156	---	100.0
31	Piece goods	13	2,233	583	26.1	3.2
	Cotton piece goods	4	1,458	179	12.4	---
	Curtains, draperies, etc.	[illegible]	426	348	81.7	---
	Other	---	--	56	---	---
37	Drugs and drug sundries	3	327	166	50.8	.9
38	Chemicals, industrial and heavy	3	620	299	48.2	1.6
40	Paints and varnishes	9	3,080	79	2.6	.4
41	Soaps	[illegible]	988	178	18.0	1.0
42	Other chemicals and related products	6	1,258	905	71.9	5.0
43	Wiring supplies and electrical construction materials	6	1,705	39	2.3	.2
44	Electrical apparatus and equipment	3	328	15	4.6	.1
45	Radios, appliances, and specialties	4	565	54	9.6	.3
48	House furnishings	5	497	52	10.5	.5
50	Hardware	13	4,124	1,099	26.6	6.1
51	Plumbing, heating, and air conditioning	9	2,627	239	9.1	1.3
54	Barber and beauty parlor equipment	12	1,151	1,008	87.6	5.6
55	Farm and garden machinery and equipment	7	995	812	81.8	4.5
	Farm machinery and equipment	[illegible]	844	526	62.3	---
	Garden equipment and supplies	3	253	96	37.9	---
	Other	---	---	190	---	---
56	Industrial equipment and supplies	49	8,029	3,996	49.8	22.0
	Belting, hose, packing, etc.	9	2,013	647	32.1	---
	Mechanical power transmission equipment	7	676	112	16.6	---
	Printing equipment and supplies (except paper)	4	365	320	87.7	---
	Metal-working tools	7	2,132	236	11.1	---
	Materials-handling equipment	3	383	14	3.7	---
	Rope, cordage, and twine	9	2,657	786	29.6	---
	Other industrial equipment	25	3,551	1,651	46.5	---
	Not analyzed in detail	3	260	230	88.5	---
57	Industrial machinery	33	4,547	2,729	60.0	15.0
	Construction machinery (except road-building)	7	1,350	284	21.0	---
	Machine tools (power-driven)	5	1,147	611	53.3	---
	Mining, quarrying, etc.	[illegible]	[illegible]	494	72.2	---
	Printing machinery	3	111	93	83.8	---
	Other	---	---	1,030	---	---
	Not analyzed in detail	--	---	217	---	---
58	Office and store equipment and supplies	19	1,763	1,583	89.8	8.7
	Office machines and equipment	6	233	211	90.6	---
	Garage and filling station equipment	3	185	117	63.2	---
	Store fixtures and equipment	7	365	365	100.0	---
	Other	---	---	293	---	---
	Not analyzed in detail	---	---	597	---	---
60	Dental equipment and supplies	11	655	655	100.0	3.6
61	Surgical and hospital equipment	4	274	273	99.6	1.5
63	Copper and products	3	1,217	271	22.3	1.5
64	Iron and steel products--semi-finished	3	115	29	25.2	.2
65	Iron and steel products--flat	3	1,251	126	10.1	.7
66	Iron and steel--wire and wire products	7	2,382	92	3.9	.5
	Wire rope and cable except insulated	4	1,110	57	5.1	---
	Other	--	---	35	---	---
67	Iron and steel finished products--other than flat and wire	7	1,649	560	34.0	3.1
81	Paper and products (except stationery and wallpaper)	7	1,335	268	20.1	1.5
	Cardboard and paperboard	4	1,028	30	2.9	---
	Wrapping or coarse paper	3	[illegible]	34	3.8	---
	Paper products such as bags, boxes, cups, dishes, etc.	[illegible]	565	204	36.1	---
86	Boats--motor, sail, and steam	5	599	215	35.9	1.2
98	Second-hand merchandise	11	560	320	57.1	1.8
	All other commodities	---	---	1,356	---	7.5
	Service receipts	11	907	155	17.1	.9

Commodity No.	KIND OF BUSINESS AREA AND COMMODITY	ESTABLISHMENTS REPORTING COMMODITY DATA: Number	ESTABLISHMENTS REPORTING COMMODITY DATA: Sales of such establishments (add 000)	REPORTED SALES OF STATED COMMODITY: Amount reported (add 000)	REPORTED SALES OF STATED COMMODITY: Percent column A (See note)	Percent column B (See note)
	METALS AND METAL WORK (EXCEPT SCRAP) TRADES					
	New England Division					
	All establishments 57; Sales $17,647,000; Commodity coverage 89.2 percent					
	Total analyzed	52	$15,733	$15,733	---	100.0
50	Hardware	6	3,868	155	3.5	.9
	Heavy hardware	3	1,202	67	5.6	---
	Bolts, nuts, rivets, and screws	[illegible]	3,114	24	.8	---
	Other	---	---	44	---	---
51	Plumbing, heating, and air conditioning	4	1,221	93	7.6	.6
56	Industrial equipment and supplies	[illegible]	3,114	71	2.3	.5
	Metal-working tools	[illegible]	3,114	64	2.1	---
	Other	---	---	7	---	---
62	Building metal work	10	4,377	634	14.5	4.0
63	Copper and products	14	7,999	751	9.4	4.8
64	Iron and steel products--semi-finished	8	4,402	2,331	53.0	14.8
65	Iron and steel products--flat	19	7,698	2,702	35.1	17.2
	Plates	5	3,823	266	7.0	---
	Strip--hot-rolled	9	4,804	78	1.6	---
	Strip--cold-rolled	5	3,631	37	1.0	---
	Sheets--continuous-mill	3	2,344	150	6.4	---
	Sheets--galvanized or otherwise coated	9	4,719	560	11.9	---
	Tin plate	4	2,778	25	.9	---
	Other	---	---	919	---	---
	Not analyzed in detail	---	---	667	---	---
66	Iron and steel--wire and wire products	13	4,933	391	7.9	2.5
	Nails (including staples and tacks)	7	1,528	224	14.7	---
	Other	---	---	167	---	---
67	Iron and steel finished products--other than flat and wire	26	9,229	5,529	59.9	35.1
	Bars and small shapes except reinforcing	16	7,989	2,442	30.6	---
	Concrete reinforcing bars, all types	5	3,851	223	5.8	---
	Structural shapes	8	4,327	514	11.9	---
	Steel pipe	[illegible]	3,888	207	5.3	---
	Seamless steel tubing	8	4,098	596	14.5	---
	Other	---	---	1,295	---	---
	Not analyzed in detail	---	---	254	---	---
69	Other non-ferrous metals (except precious)	5	5,242	1,937	37.0	12.3
87	Building materials (except as listed)	3	446	192	43.0	1.2
98	Second-hand merchandise	3	219	219	100.0	1.4
	All other commodities	---	---	748	---	4.7
	Middle Atlantic Division					
	All establishments 376; Sales $311,212,000; Commodity coverage 98.3 percent					
	Total analyzed	345	305,927	305,927	---	100.0
50	Hardware	14	9,850	575	5.8	.1
51	Plumbing, heating, air conditioning	23	6,671	1,045	15.6	.3
56	Industrial equipment and supplies	16	14,047	542	3.9	.2
57	Industrial machinery	9	7,701	318	4.1	.1
62	Building metal work	88	29,788	6,137	20.6	2.0
	Fire escapes, elevator cages, etc.	7	2,050	28	1.4	---
	Ventilators and air-conditioning ducts	9	2,626	141	5.4	---
	Metal roofing and siding	34	9,266	1,364	14.7	---
	Metal storage tanks, etc.	12	7,640	1,172	15.3	---
	Fabricated structural work	18	11,951	1,007	8.4	---
	Metal lath	13	3,526	481	13.6	---
	Other	---	---	1,488	---	---
	Not analyzed in detail	3	466	456	97.9	---
63	Copper and products	69	173,747	80,196	46.2	26.2
64	Iron and steel products--semi-finished	55	95,374	26,724	28.0	8.7

Percent column A—Percent of total sales of establishments reporting that they sell such commodity.

Percent column B—Percent which stated commodity bears to total sales of all establishments in this kind of business reporting their sales by commodities.

SERVICE AND LIMITED-FUNCTION WHOLESALERS

TABLE 8.—COMMODITY SALES, BY KIND-OF-BUSINESS GROUPS

By Geographic Divisions and 5 Selected Cities—Continued

[Limited to establishments which report an analysis of their sales by commodities Ratio of commodity coverage indicates sales size of sample]

Commodity No	KIND OF BUSINESS AREA AND COMMODITY	ESTABLISHMENTS REPORTING COMMODITY DATA: Number	ESTABLISHMENTS REPORTING COMMODITY DATA: Sales of such establishments (add 000)	REPORTED SALES OF STATED COMMODITY: Amount reported (add 000)	REPORTED SALES OF STATED COMMODITY: Percent column A (See note)	Percent column B (See note)
	METALS AND METAL WORK (EXCEPT SCRAP) TRADES—Con.					
	Middle Atlantic Division—Con.					
65	Iron and steel products—flat	115	$108,973	$51,337	47.1	16.9
	Plates	34	18,630	1,518	8.1	---
	Strip—hot-rolled	34	17,156	760	4.4	---
	Strip—cold-rolled	26	14,930	1,235	8.3	---
	Sheets—continuous-mill	51	23,879	4,091	17.1	---
	Sheets—hand-mill	9	4,235	373	8.8	---
	Sheets—galvanized or otherwise coated	57	25,384	3,604	14.2	---
	Black plate	13	7,022	659	9.4	---
	Tin plate	24	14,383	1,249	8.7	---
	Other	46	20,456	5,733	28.1	---
	Not analyzed in detail	9	68,255	32,115	49.2	---
66	Iron and steel—wire and wire products	61	86,873	13,411	15.4	4.4
	Woven wire fence	9	3,156	135	4.5	---
	Fence posts and fittings	6	2,060	56	2.7	---
	Barbed and twisted wire	[illegible]	4,715	73	1.5	---
	Nails (including staples and tacks)	19	11,534	608	5.3	---
	Wire rope and cable except insulated	15	5,603	481	8.6	---
	Reinforcement mesh	16	11,903	429	3.6	---
	Drawn wire	17	13,983	2,244	16.2	---
	Other	---	---	1,156	---	---
	Not analyzed in detail	5	61,107	8,229	13.5	---
67	Iron and steel finished products—other than flat and wire	117	112,533	33,415	29.7	10.9
	Rails, tie plates, splice bars, etc.	6	9,233	88	1.0	---
	Bars and small shapes except reinforcing	53	30,317	6,851	22.6	---
	Concrete reinforcing bars, all types	26	17,557	1,930	11.0	--
	Structural shapes	38	19,600	3,217	16.4	---
	Piling and bearing piles	4	6,145	180	2.9	---
	Cast-iron pipe	5	1,520	33	2.2	---
	Steel pipe	32	22,486	3,665	16.3	---
	Seamless steel tubing	29	24,010	4,514	18.8	---
	Other	35	21,059	5,983	28.4	---
	Not analyzed in detail	[illegible]	63,901	6,954	10.9	---
68	Lead (metallic) and zinc	21	147,591	31,091	21.1	10.2
69	Other non-ferrous metals (except precious)	47	174,618	31,371	18.0	10.3
72	Cement, lime, plaster, and stucco	5	64,358	1,446	2.2	.5
87	Building materials (except as listed)	14	5,523	811	14.5	.5
91	Jewelry (precious stones and metals)	4	130,636	22,741	17.4	7.4
98	Second-hand merchandise	22	2,086	1,855	88.9	.6
	All other commodities	---	---	3,112	---	1.0
	East North Central Division					
	All establishments 255; Sales $114,882,000; Commodity coverage 95.4 percent					
	Total analyzed	240	109,594	109,594	--	100.0
4[illegible]	Paints and varnishes	4	8,518	57	.7	.1
50	Hardware	19	28,376	490	1.7	.4
	Builders' hardware	3	961	194	20.2	---
	Heavy hardware	4	7,335	[illegible]	.9	---
	Bolts, nuts, rivets, and screws	14	26,262	158	.5	--
	Tools and cutlery	3	6,623	16	.2	--
	Other	---	---	78	---	---
51	Plumbing, heating, and air conditioning	19	13,8[illegible]	581	4.3	.5
	Air-conditioning equipment	7	9,445	105	1.1	---
	Pipe fittings, valves, brass goods, etc.	4	8,246	33	.4	---
	Stoves, ranges, furnaces (except gas and electric)	13	10,798	324	3.0	---
	Not analyzed in detail	---	---	119	--	-
55	Farm and garden machinery and equipment	3	6,204	[illegible]	1.5	.1
56	Industrial equipment and supplies	19	27,895	1,190	4.3	1.1
5[illegible]	Industrial machinery	9	9,840	414	4.2	.4
58	Office and store equipment and supplies	7	3,820	378	9.9	.3

Commodity No	KIND OF BUSINESS AREA AND COMMODITY	ESTABLISHMENTS REPORTING COMMODITY DATA: Number	ESTABLISHMENTS REPORTING COMMODITY DATA: Sales of such establishments (add 000)	REPORTED SALES OF STATED COMMODITY: Amount reported (add 000)	REPORTED SALES OF STATED COMMODITY: Percent column A (See note)	Percent column B (See note)
	METALS AND METAL WORK (EXCEPT SCRAP) TRADES—Con.					
	East North Central Division—Con.					
62	Building metal work	61	$24,767	$2,988	12.1	2.7
	Fire escapes, elevator cages, etc.	5	664	34	5.1	---
	Ventilators and air-conditioning ducts	16	5,461	620	11.4	---
	Metal roofing and siding	17	4,804	569	11.8	---
	Metal storage tanks, etc.	8	6,222	62	1.0	---
	Fabricated structural work	12	15,954	516	3.2	---
	Metal lath	4	1,753	13	.7	---
	Other	---	---	956	---	---
	Not analyzed in detail	3	284	218	76.8	---
63	Copper and products	40	46,143	5,495	11.9	5.0
64	Iron and steel products—semi-finished	32	35,894	1,961	5.5	1.8
	Scrap iron and steel	[illegible]	1,919	59	3.1	---
	Ingots, blooms, billets, and slabs	3	6,533	194	3.0	---
	Wire rods	7	15,420	427	2.8	---
	Rough castings and foundry products	6	8,459	163	1.9	---
	Forgings	4	18,896	105	.5	---
	Other	---	---	1,015	---	---
65	Iron and steel products—flat	104	78,121	42,754	54.7	39.0
	Plates	31	43,254	4,976	11.5	---
	Strip—hot-rolled	30	35,637	3,602	10.1	---
	Strip—cold-rolled	[illegible]	40,052	2,585	6.5	---
	Sheets—continuous-mill	[illegible]	52,821	13,352	25.3	---
	Sheets—hand-mill	11	7,006	1,046	14.9	---
	Sheets—galvanized or otherwise coated	55	49,978	4,320	8.6	---
	Black plate	15	9,420	994	10.6	---
	Tin plate	19	22,704	925	4.1	---
	Other	33	36,452	7,013	19.2	---
	Not analyzed in detail	[illegible]	4,800	3,941	82.1	---
66	Iron and steel—wire and wire products	46	42,021	2,862	6.8	2.6
	Woven wire fence	10	2,008	199	9.9	---
	Fence posts and fittings	6	1,661	62	3.7	---
	Barbed and twisted wire	9	2,293	91	4.0	---
	Nails (including staples and tacks)	17	15,488	520	3.4	---
	Wire rope and cable except insulated	7	17,146	139	.8	---
	Reinforcement mesh	9	17,198	133	.8	---
	Drawn wire	10	17,639	223	1.3	---
	Other	---	---	1,308	---	--
	Not analyzed in detail	---	---	187	---	--
67	Iron and steel finished products—other than flat and wire	97	65,442	31,202	47.7	28.5
	Rails, tie plates, splice bars, etc.	6	21,829	186	.9	---
	Bars and small shapes except reinforcing	58	43,511	11,242	25.8	---
	Concrete reinforcing bars, all types	16	29,005	1,012	3.5	---
	Structural shapes	26	30,140	3,082	10.2	---
	Cast-iron pipe	3	1,198	87	7.3	---
	Steel pipe	21	28,985	2,627	9.1	---
	Seamless steel tubing	26	41,078	5,898	14.4	---
	Other		---	5,607	--	---
	Not analyzed in detail	8	1,911	1,461	76.5	---
68	Lead (metallic) and zinc	17	31,565	[illegible]	[illegible]	5.8
69	Other non-ferrous metals (except precious)	31	41,635	9,514	[illegible]	8.7
87	Building materials (except as listed)	16	11,994	724	6.0	.7
92	Junk and scrap (except iron)	4	755	254	33.6	.2
	All other commodities	--	---	2,196	---	2.0
	Service receipts	[illegible]	2,81[illegible]	79	3.8	.1
	West North Central Division					
	All establishments 54; Sales $21,665,000; Commodity coverage 98.3 percent					
	Total analyzed	52	21,296	21,296	--	100.0
50	Hardware (bolts, nuts, rivets, and screws)	2	2,381	81	3.4	.4
51	Plumbing, heating, and air conditioning	12	4,377	6[illegible]	15.7	2.8
	Air-conditioning equipment	5	2,534	347	13.7	---
	Pipe fittings, valves, brass goods, etc.	7	2,678	22[illegible]	8.4	--
	Other	-	-	27	---	---

SERVICE AND LIMITED-FUNCTION WHOLESALERS

TABLE 8.—COMMODITY SALES, BY KIND-OF-BUSINESS GROUPS

By Geographic Divisions and 5 Selected Cities—Continued

[Limited to establishments which report an analysis of their sales by commodities. Ratio of commodity coverage indicates sales size of sample.]

Commodity No.	Kind of business area and commodity	Establishments reporting commodity data: Number	Establishments reporting commodity data: Sales of such establishments (add 000)	Reported sales of stated commodity: Amount reported (add 000)	Reported sales of stated commodity: Percent column A (See note)	Percent column B (See note)
	METALS AND METAL WORK (EXCEPT SCRAP) TRADES—Con.					
	West North Central Division—Con.					
56	Industrial equipment and supplies	5	$2,791	$53	1.9	.2
57	Industrial machinery	4	2,260	354	15.7	1.7
	Oil-well and oil-refining	3	1,872	261	13.9	---
	Other	---	---	93	---	---
62	Building metal work	17	5,238	684	13.1	3.2
	Metal roofing and siding	4	1,599	311	22.2	---
	Metal storage tanks, etc.	3	805	67	8.3	---
	Fabricated structural work	6	2,871	173	6.0	---
	Other	---	---	133	---	---
63	Copper and products	8	4,078	733	18.0	3.4
64	Iron and steel products—semi-finished	10	8,087	1,088	13.5	5.1
	Scrap iron and steel	4	5,381	545	10.1	---
	Other	---	---	543	---	---
65	Iron and steel products—flat	12	9,963	4,260	42.7	20.0
	Plates	5	7,263	657	9.0	---
	Strip—hot-rolled	3	6,831	475	7.0	---
	Strip—cold-rolled	4	6,782	487	7.2	---
	Sheets—continuous-mill	3	2,833	341	12.0	---
	Sheets—galvanized or otherwise coated	7	8,096	923	11.4	---
	Black plate	4	6,272	661	10.5	---
	Other	---	---	175	---	---
	Not analyzed in detail	---	---	541	---	---
66	Iron and steel—wire and wire products	12	8,698	1,044	12.0	4.9
	Fence posts and fittings	[illegible]	5,188	239	4.6	---
	Reinforcement mesh	4	2,699	21	.8	---
	Other	---	---	564	---	---
	Not analyzed in detail	---	---	220	---	---
67	Iron and steel finished products—other than flat and wire	22	12,423	6,262	50.4	29.4
	Concrete reinforcing bars, all types	10	8,644	1,048	12.1	---
	Structural shapes	5	6,257	353	5.6	---
	Cast-iron pipe	[illegible]	2,442	888	36.4	---
	Steel pipe	[illegible]	3,385	833	24.6	---
	Seamless steel tubing	[illegible]	3,811	560	14.7	---
	Other	---	---	2,504	---	---
	Not analyzed in detail	---	---	76	---	---
68	Lead (metallic) and zinc	5	6,868	5,112	74.4	24.0
69	Other non-ferrous metals (except precious)	5	3,233	178	5.5	.8
87	Building materials (except as listed)	3	1,034	104	10.1	.5
	All other commodities	---	---	745	---	3.6
	South Atlantic Division					
	All establishments 62; Sales $12,918,000; Commodity coverage 98.8 percent					
	Total analyzed	58	12,765	12,765	---	100.0
50	Hardware	8	1,825	98	5.4	.8
	Builders' hardware	3	557	20	3.6	---
	Bolts, nuts, rivets, and screws	5	1,139	31	2.7	---
	Other	---	---	47	---	---
51	Plumbing, heating, and air conditioning	6	910	270	29.7	2.1
	Pipe fittings, valves, brass goods, etc.	3	469	160	34.1	---
	Stoves, ranges, furnaces (except gas and electric)	3	441	75	17.0	---
	Other	---	---	35	---	---
56	Industrial equipment and supplies	3	585	20	3.4	.2
57	Industrial machinery	3	957	55	5.9	.4
62	Building metal work	26	5,948	2,102	35.3	16.5
	Ventilators and air-conditioning ducts	[illegible]	1,259	73	5.8	---
	Metal roofing and siding	13	3,030	401	13.2	---
	Metal storage tanks, etc.	4	837	74	8.8	---
	Fabricated structural work	[illegible]	1,583	[illegible]	41.9	---
	Metal lath	4	2,259	50	2.2	---
	Other	---	---	514	---	---
	Not analyzed in detail	3	677	326	48.2	---
63	Copper and products	14	4,017	950	23.6	7.4
64	Iron and steel products—semi-finished	5	510	120	38.7	.9

Commodity No.	Kind of business area and commodity	Establishments reporting commodity data: Number	Establishments reporting commodity data: Sales of such establishments (add 000)	Reported sales of stated commodity: Amount reported (add 000)	Reported sales of stated commodity: Percent column A (See note)	Percent column B (See note)
	METALS AND METAL WORK (EXCEPT SCRAP) TRADES—Con.					
	South Atlantic Division—Con.					
65	Iron and steel products—flat	28	$7,738	$3,929	50.8	30.8
	Plates	4	2,203	249	11.3	---
	Strip—hot-rolled	5	1,899	74	3.9	---
	Strip—cold-rolled	5	1,492	110	7.4	---
	Sheets—continuous-mill	3	1,301	230	17.7	---
	Sheets—hand-mill	3	985	86	8.7	---
	Sheets—galvanized or otherwise coated	12	4,096	1,037	25.3	---
	Tin plates	7	1,734	[illegible]	13.8	---
	Other	---	---	598	---	---
	Not analyzed in detail	6	1,857	1,305	70.3	---
66	Iron and steel—wire and wire products	14	4,672	568	12.2	4.4
	Nails (including staples and tacks)	7	2,310	180	7.8	---
	Reinforcement mesh	3	1,585	93	6.7	---
	Other	---	---	[illegible]	---	---
	Not analyzed in detail	---	---	46	---	---
67	Iron and steel finished products—other than flat and wire	22	6,488	3,071	47.3	24.1
	Bars and small shapes except reinforcing	7	2,803	663	23.7	---
	Concrete reinforcing bars, all types	7	1,796	693	38.6	---
	Structural shapes	6	2,546	353	13.9	---
	Steel pipe	4	[illegible]	152	34.1	---
	Seamless steel tubing	3	1,144	11	1.0	---
	Other	---	---	951	---	---
	Not analyzed in detail	4	617	248	40.2	---
69	Other non-ferrous metals (except precious)	4	714	297	41.6	2.3
87	Building materials (except as listed)	6	1,925	318	16.5	2.5
	All other commodities	---	---	967	---	7.6
	East South Central Division					
	All establishments 17; Sales $2,417,000; Commodity coverage 89.6 percent					
	Total analyzed	16	2,165	2,165	---	100.0
40	Paints and varnishes	3	253	5	2.0	.2
50	Hardware	3	412	72	17.5	3.3
62	Building metal work	8	791	346	43.7	16.0
	Metal roofing and siding	5	674	224	33.2	---
	Other	---	---	122	---	---
65	Iron and steel products—flat	6	1,491	[illegible]	36.5	25.1
	Plates	3	1,038	140	13.5	---
	Strip—hot-rolled	3	1,038	90	8.7	---
	Sheets—galvanized or otherwise coated	6	1,491	115	7.7	---
	Other	---	---	199	---	---
66	Iron and steel—wire and wire products	[illegible]	1,899	402	21.2	18.6
	Woven wire fence	4	1,240	57	4.6	---
	Nails (including staples and tacks)	5	1,470	137	9.3	---
	Wire rope and cable except insulated	4	1,147	14	1.2	---
	Other	---	---	194	---	---
67	Iron and steel finished products—other than flat and wire	8	1,329	499	37.5	23.0
	Bars and small shapes except reinforcing	3	1,038	116	11.2	---
	Structural shapes	4	1,147	[illegible]	5.6	---
	Other	---	---	319	---	---
	All other commodities	---	---	297	---	13.8
	West South Central Division					
	All establishments 51; Sales $6,575,000; Commodity coverage 92.4 percent					
	Total analyzed	49	6,073	6,073	---	100.0
50	Hardware	3	758	49	6.5	.8
51	Plumbing, heating, and air conditioning	4	885	170	19.2	2.8

Percent column A—Percent of total sales of establishments reporting that they sell such commodity.

Percent column B—Percent which stated commodity bears to total sales of all establishments in this kind-of-business reporting their sales by commodities.

SERVICE AND LIMITED-FUNCTION WHOLESALERS

TABLE 8.—COMMODITY SALES, BY KIND-OF-BUSINESS GROUPS

By Geographic Division and 5 Selected Cities—Continued

[Line 1 [illegible] establishments which reported analysis of their sales by commodities. Ratio of commodity coverage indicates sales size of sample]

Commodity No.	KIND OF BUSINESS AREA AND COMMODITY	ESTABLISHMENTS REPORTING COMMODITY DATA: Number	ESTABLISHMENTS REPORTING COMMODITY DATA: Sales of such establishments (add 000)	REPORTED SALES OF STATED COMMODITY: Amount reported (add 000)	REPORTED SALES OF STATED COMMODITY: Percent column A (See note)	Percent column B (See note)
	METALS AND METAL WORK (EXCEPT SCRAP) TRADES—Con.					
	West South Central Division—Con.					
57	Industrial machinery	4	$397	$52	13.1	.9
62	Building metal work	15	1,573	694	44.1	11.4
	Metal roofing and siding	5	1,122	276	24.6	---
	Metal storage tanks, etc.	4	232	72	31.0	---
	Metal lath	26	8,430	240	2.8	---
	Other	---	---	106	---	---
64	Iron and steel products--semi-finished	5	508	71	14.0	1.2
65	Iron and steel products--flat	8	3,073	881	28.7	14.5
	Sheets--continuous-mill	3	1,632	102	5.6	---
	Sheets--galvanized or otherwise coated	7	2,514	489	19.5	---
	Other	---	---	290	---	---
66	Iron and steel--wire and wire products	13	2,913	1,031	35.4	17.0
	Woven wire fence	8	2,209	191	8.6	---
	Fence posts and fittings	5	1,678	71	4.2	---
	Barbed and twisted wire	4	1,733	196	11.3	---
	Nails (including staples and tacks)	5	2,069	146	7.1	---
	Wire rope and cable, except insulated	3	1,497	122	8.1	---
	Reinforcement mesh	4	1,562	86	5.5	---
	Other	---	---	219	---	---
67	Iron and steel finished products--other than flat and wire	22	3,514	1,743	49.6	28.7
	Rails, tie plates, splice bars, etc.	3	1,567	229	14.6	---
	Bars and small shapes, except reinforcing	5	2,453	390	15.9	---
	Concrete reinforcing bars, all types	5	2,432	136	5.6	---
	Structural shapes	4	786	224	28.4	---
	Cast-iron pipe	3	1,488	140	9.4	---
	Steel pipe	12	1,589	475	29.9	---
	Seamless steel tubing	5	1,597	129	8.1	---
	Other	---	---	20	---	---
67	Building materials (except as listed)	4	587	58	9.9	1.0
	All other commodities	---	---	1,324	---	21.7
	Mountain Division					
	All establishments 20; Sales $2,055,000; Commodity coverage 86.9 percent					
	Total analyzed	19	1,786	1,786	---	100.0
62	Building metal work	10	1,062	307	28.9	17.2
	Metal roofing and siding	3	612	31	5.1	---
	Metal storage tanks, etc.	6	639	218	34.1	---
	Other	---	---	58	---	---
64	Iron and steel products--semi-finished	5	373	125	33.5	7.0
65	Iron and steel products--flat	3	550	288	52.4	16.1
66	Iron and steel--wire and wire products	5	392	75	19.1	4.2
67	Iron and steel finished products--other than flat and wire	10	998	654	65.5	36.6
	Cast-iron pipe	3	497	96	19.3	---
	Steel pipe	5	531	289	54.4	---
	Other	---	---	221	---	---
	Not analyzed in detail	---	---	48	---	---
	All other commodities	---	---	337	---	18.9
	Pacific Division					
	All establishments 125; Sales $26,604,000; Commodity coverage 88.8 percent					
	Total analyzed	114	23,630	23,630	---	100.0
50	Hardware	12	6,211	607	9.8	2.6
	Builders' hardware	3	1,442	58	4.0	---
	Heavy hardware	4	1,557	250	16.1	---
	Bolts, nuts, rivets, and screws	6	2,450	187	7.6	---
	Tools and cutlery	4	2,991	46	1.5	---
	Wire screening	4	1,606	52	3.2	---
	Other	---	---	14	---	---
51	Plumbing, heating, and air conditioning	12	4,822	996	20.7	4.2
	Pipe fittings, valves, brass goods, etc.	11	4,743	876	18.5	---
	Other	---	---	120	---	---

Commodity No.	KIND OF BUSINESS AREA AND COMMODITY	ESTABLISHMENTS REPORTING COMMODITY DATA: Number	ESTABLISHMENTS REPORTING COMMODITY DATA: Sales of such establishments (add 000)	REPORTED SALES OF STATED COMMODITY: Amount reported (add 000)	REPORTED SALES OF STATED COMMODITY: Percent column A (See note)	Percent column B (See note)
	METALS AND METAL WORK (EXCEPT SCRAP) TRADES—Con.					
	Pacific Division—Con.					
56	Industrial equipment and supplies	6	$789	$69	8.7	.3
62	Building metal work	23	2,281	842	36.9	3.6
	Ventilators and air-conditioning ducts	4	430	58	13.5	---
	Metal roofing and siding	3	668	203	30.4	---
	Metal storage tanks, etc.	8	428	275	64.3	---
	Other	---	---	306	---	---
63	Copper and products	14	3,373	801	23.7	3.4
64	Iron and steel products--semi-finished	17	1,745	430	24.6	1.8
65	Iron and steel products--flat	28	13,302	7,539	56.7	31.9
	Plates	27	9,302	1,357	14.6	---
	Strip--hot-rolled	28	9,546	393	4.1	---
	Strip--cold-rolled	12	3,393	115	3.5	---
	Sheets--continuous-mill	17	8,023	898	11.2	---
	Sheets--hand-mill	12	4,230	211	5.0	---
	Sheets--galvanized or otherwise coated	29	9,990	1,536	15.4	---
	Black plate	11	2,426	236	9.7	---
	Tin plate	5	1,794	57	3.2	---
	Other	16	5,784	1,751	30.3	---
	Not analyzed in detail	3	1,146	981	85.6	---
66	Iron and steel--wire and wire products	29	11,506	1,583	13.8	6.7
	Woven wire fence	4	1,606	102	6.4	---
	Fence posts and fittings	3	1,091	33	3.0	---
	Barbed and twisted wire	6	2,103	71	3.4	---
	Nails (including staples and tacks)	10	5,170	311	6.0	---
	Wire rope and cable, except insulated	5	2,547	117	4.6	---
	Reinforcement mesh	5	1,029	24	2.3	---
	Drawn wire	4	1,568	144	9.2	---
	Other	---	---	781	---	---
67	Iron and steel finished products--other than flat and wire	65	16,515	7,618	46.7	32.2
	Rails, tie plates, splice bars, etc.	5	1,000	19	1.9	---
	Bars and small shapes, except reinforcing	32	10,288	2,714	26.4	---
	Concrete reinforcing bars, all types	18	4,726	786	16.6	---
	Structural shapes	26	8,740	1,168	13.4	---
	Steel pipe	20	6,583	1,511	23.0	---
	Seamless steel tubing	12	5,780	588	10.2	---
	Other	20	4,689	398	8.5	---
	Not analyzed in detail	4	781	434	55.6	---
68	Lead (metallic) and zinc	8	2,122	272	12.8	1.2
69	Other non-ferrous metals (except precious)	14	4,778	1,784	37.3	7.5
98	Second-hand merchandise	5	569	532	93.5	2.3
	All other commodities	---	---	557	---	2.3
	New York City					
	All establishments 227; Sales $259,915,000; Commodity coverage 98.9 percent					
	Total analyzed	209	258,956	256,956	---	100.0
51	Plumbing, heating, and air conditioning	9	2,793	216	7.7	.1
57	Industrial machinery	6	4,963	273	5.5	.1
62	Building metal work	38	8,626	3,557	41.2	1.4
	Fire escapes, elevator cages, etc.	3	1,304	9	.7	---
	Ventilating and air-conditioning ducts	3	814	31	3.8	---
	Metal roofing and siding	14	2,849	606	21.3	---
	Metal storage tanks, etc.	5	2,881	952	33.0	---
	Fabricated structural work	5	1,452	424	29.2	---
	Metal lath	4	1,593	419	26.3	---
	Other building metal work	16	3,516	852	24.2	---
	Not analyzed in detail	---	---	264	---	---
63	Copper and products	30	146,608	77,935	53.2	30.3
64	Iron and steel products--semi-finished	29	75,608	24,290	32.1	9.5
65	Iron and steel products--flat	62	82,087	40,948	49.9	15.9
66	Iron and steel--wire and wire products	30	69,838	11,312	16.2	4.4

Percent column A: Percent of establishments reporting that sold such commodity.

Percent column B: Percent of [illegible] sales of all establishments in the kind-of-business group reporting that sold such commodity.

SERVICE AND LIMITED-FUNCTION WHOLESALERS

TABLE 8. COMMODITY SALES, BY KIND OF BUSINESS GROUPS

By Geographic Divisions and 5 Selected Cities—Continued

Limited to establishments where [illegible] other [illegible] commodities. Rated commodity average indicates sales [illegible]

Commodity No.	KIND OF BUSINESS AREA AND COMMODITY	ESTABLISHMENTS REPORTING COMMODITY DATA: Number	ESTABLISHMENTS REPORTING COMMODITY DATA: Sales of [illegible] (Thousands)	REPORTED SALES OF STATED COMMODITY: Amount reported (Thousands)	REPORTED SALES OF STATED COMMODITY: Percent col. A (See note)	Percent col. B (See note)
	METALS AND METAL WORK (EXCEPT SCRAP) TRADES—Con.					
	New York City—Con.					
67	Iron and steel finished products--other than flat and wire	63	$82,025	$19,112	23.3	7.4
	Bars and small shapes, except reinforcing	22	10,358	2,799	27.0	---
	Concrete reinforcing bars, all types	6	4,623	603	13.0	---
	Structural shapes	15	6,736	1,845	27.4	---
	Cast-iron pipe	[illegible]	1,421	27	1.9	---
	Steel pipe	18	9,182	2,494	27.2	---
	Seamless steel tubing	13	6,873	2,554	37.2	---
	Other	---	---	2,077	---	---
	Not analyzed in detail	7	61,778	6,713	10.9	---
68	Lead (metallic) and zinc	12	137,360	30,806	22.4	12.0
69	Other non-ferrous metals (except precious)	26	149,729	21,167	14.1	8.2
72	Cement, lime, plaster, and stucco	4	64,311	1,441	2.2	.6
87	Building materials (except as listed)	7	3,522	580	16.5	.2
91	Jewelry, silverware, etc.: Precious stones and metals	3	130,630	22,735	17.4	8.8
98	Second-hand merchandise	10	929	707	76.1	.3
	All other commodities	--	---	1,877	---	.8
	Chicago					
	All establishments 67; Sales $49,318,000; Commodity coverage 99.0 percent					
	Total analyzed	64	48,806	48,806	---	100.0
50	Hardware	4	12,313	92	.7	.2
	Bolts, nuts, rivets, and screws	3	11,719	77	.7	---
	Other	---	---	15	---	---
62	Building metal work	9	924	194	21.0	.4
	Ventilators and air-conditioning ducts	3	407	100	24.6	---
	Other	---	---	58	---	---
	Not analyzed in detail	---	---	36	---	---
63	Copper and products	9	28,044	3,609	12.9	7.4
64	Iron and steel products--semi-finished	13	17,827	1,114	6.2	2.3
65	Iron and steel products--flat	25	36,197	19,122	52.8	39.2
	Plates	5	20,290	2,047	10.1	---
	Strip--hot-rolled	7	16,418	2,049	12.5	---
	Strip--cold-rolled	7	22,971	752	3.3	---
	Sheets--continuous-mill	13	30,092	5,440	18.1	---
	Sheets--hand-mill	3	4,770	966	20.3	---
	Sheets--galvanized or otherwise coated	11	22,485	1,460	6.5	--
	Black plate	7	4,919	839	17.1	---
	Tin plate	6	10,969	465	4.2	---
	Other	7	18,843	2,735	14.5	---
	Not analyzed in detail	3	2,369	2,369	100.0	--
66	Iron and steel--wire and wire products	12	20,131	1,084	5.4	2.2
67	Iron and steel finished products--other than flat and wire	21	28,335	13,447	47.5	27.6
	Bars and small shapes, except reinforcing	14	18,391	4,153	22.6	---
	Concrete reinforcing bars, all types	3	12,096	594	4.9	---
	Structural shapes	5	14,839	1,197	8.1	---
	Steel pipe	5	10,889	1,112	10.2	---
	Seamless steel tubing	8	25,353	3,494	13.8	---
	Other	---	---	2,833	---	---
	Not analyzed in detail	---	---	64	---	---
68	Lead (metallic) and zinc	4	14,631	5,216	35.7	10.7
69	Other non-ferrous metals (except precious)	8	23,777	3,823	16.1	7.8
98	Second-hand merchandise	4	483	477	98.8	1.0
	All other commodities	-	---	628	--	1.2
	Philadelphia					
	All establishments 40; Sales $22,136,000; Commodity coverage 96.2 percent					
	Total analyzed	37	21,288	21,288	---	100.0
	METALS AND METAL WORK (EXCEPT SCRAP) TRADES—Con.					
	Philadelphia—Con.					
62	Building metal work	8	$6,993	$806	11.5	3.8
	Metal roofing and siding	4	2,500	310	12.4	---
	Fabricated structural work	4	3,798	417	11.0	---
	Other	---	---	79	---	---
63	Copper and products	10	11,590	1,052	9.1	4.9
64	Iron and steel products--semi-finished	9	10,498	1,331	12.7	6.3
65	Iron and steel products--flat	13	11,694	4,973	42.5	23.4
	Plates	6	4,033	243	6.0	--
	Strip--hot-rolled	6	4,033	92	2.3	--
	Strip--cold-rolled	5	6,411	328	5.1	---
	Sheets--continuous-mill	7	7,555	1,906	25.2	--
	Sheets--hand-mill	5	3,108	243	7.8	--
	Sheets--galvanized or otherwise coated	[illegible]	5,112	430	8.4	---
	Other	---	---	302	---	---
	Not analyzed in detail	---	---	1,429	---	---
66	Iron and steel--wire and wire products	9	7,506	940	12.5	4.4
	Nails (including staples and tacks)	4	1,342	232	17.3	---
	Reinforcement mesh	5	3,764	77	2.0	---
	Drawn wire	3	4,535	207	4.6	---
	Other	---	---	424	---	---
67	Iron and steel finished products—other than flat and wire	18	12,245	5,229	42.7	24.6
	Bars and small shapes, except reinforcing	11	8,861	1,936	21.8	---
	Concrete reinforcing bars, all types	5	5,747	216	5.8	---
	Structural shapes	6	4,147	593	14.3	---
	Steel pipe	3	2,487	145	5.8	---
	Seamless steel tubing	6	5,125	790	15.4	---
	Other	---	---	1,416	--	---
	Not analyzed in detail	---	---	133	--	---
68	Lead (metallic) and zinc	4	4,695	231	4.9	1.1
69	Other non-ferrous metals (except precious)	7	10,642	5,643	53.0	26.5
[illegible]	Second-hand merchandise	3	396	396	100.0	1.9
	All other commodities	---	---	687	---	3.1
	Boston					
	All establishments 18; Sales $6,580,000; Commodity coverage 97.9 percent					
	Total analyzed	16	6,450	6,450	---	100.0
63	Copper and products	4	3,927	330	8.4	5.1
64	Iron and steel products--semi-finished	5	3,592	1,521	42.3	23.6
65	Iron and steel products--flat	7	4,395	1,198	27.3	18.6
	Plates	3	3,469	252	7.3	---
	Strip--hot-rolled	5	4,096	59	1.4	---
	Strip--cold-rolled	3	3,432	31	.9	---
	Sheets--galvanized or otherwise coated	4	3,927	426	10.8	---
	Other	- -	---	436	--	---
66	Iron and steel--wire and wire products	4	3,862	54	1.4	.8
67	Iron and steel finished products--other than flat and wire	12	4,848	2,992	61.7	46.4
	Bars and small shapes, except reinforcing	8	4,460	1,073	24.1	---
	Structural shapes	4	3,512	460	13.1	---
	Seamless steel tubing	3	2,147	63	2.9	---
	Other	---	---	1,396	---	---
	All other commodities	---	---	355	---	5.5
	San Francisco					
	All establishments 17; Sales $5,394,000; Commodity coverage 100.0 percent					
	Total analyzed	17	5,394	5,394	--	100.0
50	Hardware	3	1,886	214	11.3	4.0
63	Copper and products	3	246	78	31.5	1.4
65	Iron and steel products--flat	6	3,547	2,088	58.9	38.7
66	Iron and steel--wire and wire products	5	3,926	364	9.3	6.7

Percent column A—Percent of [illegible]

Percent column B—Percent which stated commodity [illegible]

SERVICE AND LIMITED-FUNCTION WHOLESALERS

TABLE 8.—COMMODITY SALES, BY KIND-OF-BUSINESS GROUPS

By Geographic Divisions and 5 Selected Cities—Continued

[Limited to establishments which report an analysis of their sales by commodities. Ratio of commodity coverage indicates sales size of sample]

Commodity No.	Kind of business area and commodity	Establishments reporting commodity data: Number	Establishments reporting commodity data: Sales of such establishments (add 000)	Reported sales of stated commodity: Amount reported (add 000)	Reported sales of stated commodity: Percent column A (See note)	Percent column B (See note)
	METALS AND METAL WORK (EXCEPT SCRAP) TRADES—Con.					
	San Francisco—Con.					
67	Iron and steel finished products—other than flat and wire	13	$4,230	$1,498	35.4	27.8
	Bars and small shapes, except reinforcing	6	2,069	553	26.7	---
	Concrete reinforcing bars, all types	3	749	287	38.3	---
	Structural shapes	5	2,036	255	12.5	---
	Seamless steel tubing	3	1,564	116	7.4	---
	Other	---	---	174	---	---
	Not analyzed in detail	---	---	113	---	---
69	Other non-ferrous metals (except precious)	4	1,201	509	42.4	9.4
	All other commodities	---	---	645	---	12.0
	PAPER AND ITS PRODUCTS TRADES					
	New England Division					
	All establishments 253; Sales $37,782,000; Commodity coverage 93.8 percent					
	Total analyzed	229	35,422	35,422	---	100.0
30	Notions	7	1,121	43	3.8	.1
48	House furnishings	5	1,230	58	4.7	.2
53	Toys and games	5	760	225	29.6	.6
56	Industrial equipment and supplies	67	16,243	1,681	10.3	4.7
	Rope, cordage, and twine	65	16,183	1,673	10.3	---
	Other	---	---	8	---	---
58	Office and store equipment and supplies	3	630	96	15.2	.3
78	Books, magazines, and other printed material	3	397	20	5.0	.1
81	Paper and products (except stationery and wallpaper)	192	32,061	27,723	86.5	78.3
	Printing and writing papers	43	14,550	7,047	48.4	---
	Cardboard and paperboard	33	11,730	1,859	15.8	---
	Wrapping or coarse paper	96	20,493	6,919	33.8	---
	Paper products such as bags, boxes, cups, dishes, etc.	131	21,120	8,910	42.2	---
	Not analyzed in detail	23	3,130	2,988	95.5	---
82	Wallpaper	14	1,111	533	48.0	1.5
83	Stationery and supplies	58	9,202	3,922	42.6	11.1
	Commercial stationery	38	5,516	1,364	24.7	---
	Social stationery	18	4,483	1,473	32.9	---
	Not analyzed in detail	14	1,987	1,085	54.6	---
87	Building materials (except as listed)	3	537	58	10.8	.2
88	Cameras and supplies	3	743	40	5.4	.1
	All other commodities	---	---	1,023	---	2.8
	Middle Atlantic Division					
	All establishments 1,252; Sales $220,707,000; Commodity coverage 94.5 percent					
	Total analyzed	1,203	208,117	208,117	---	100.0
30	Notions	19	1,977	157	7.9	.1
38	Chemicals, industrial and heavy	3	1,372	475	34.6	.2
40	Paints and varnishes	29	1,974	408	20.7	.2
48	House furnishings	14	2,177	397	18.2	.2
50	Hardware	15	1,729	148	8.6	.1
53	Toys and games	35	2,344	630	26.9	.3
56	Industrial equipment and supplies	227	43,668	3,605	8.3	1.7
	Rope, cordage, and twine	222	41,153	3,551	8.6	---
	Other	---	---	54	---	---
78	Books, magazines, and other printed material	12	809	161	19.9	.1
81	Paper and products (except stationery and wallpaper)	850	180,452	168,488	93.4	81.0
	Printing and writing papers	225	85,186	61,246	71.9	---
	Cardboard and paperboard	179	57,023	15,327	26.9	---
	Wrapping or coarse paper	320	76,836	28,356	36.9	---
	Paper products such as bags, boxes, cups, dishes, etc.	491	85,476	43,270	50.6	---
	Not analyzed in detail	75	20,485	20,289	99.0	---
	PAPER AND ITS PRODUCTS TRADES—Con.					
	Middle Atlantic Division—Con.					
82	Wallpaper	104	$7,482	$6,827	88.8	3.2
83	Stationery and supplies	201	42,274	20,521	48.5	9.9
	Commercial stationery	174	28,941	10,127	35.0	---
	Social stationery	68	14,189	3,849	27.1	---
	Not analyzed in detail	96	9,525	6,545	68.7	---
87	Building materials (except as listed)	10	7,271	667	9.2	.3
	All other commodities	---	---	5,853	---	2.7
	East North Central Division					
	All establishments 539; Sales $168,756,000; Commodity coverage 91.7 percent					
	Total analyzed	522	147,440	147,440	---	100.0
05	Confectionery and ice cream	8	945	84	8.9	.1
30	Notions	21	3,825	306	8.0	.2
37	Drugs and drug sundries	18	3,322	126	3.8	.1
40	Paints and varnishes	35	3,925	667	17.0	.5
45	Radios, appliances, and specialties	4	2,648	193	7.3	.1
47	Furniture, wooden and metal	6	2,131	88	4.1	.1
48	House furnishings	11	3,768	425	11.3	.3
53	Toys and games	8	1,543	110	7.1	.1
56	Industrial equipment and supplies	126	40,968	2,060	5.0	1.4
	Rope, cordage, and twine	118	39,697	1,855	4.7	---
	Other industrial equipment	9	1,072	115	10.7	---
	Not analyzed in detail	---	---	90	---	---
58	Office and store equipment and supplies	8	2,237	328	14.7	.2
81	Paper and products (except stationery and wallpaper)	386	155,222	124,170	91.8	84.2
	Printing and writing papers	126	88,723	65,937	74.3	---
	Cardboard and paperboard	67	33,311	3,355	10.1	---
	Wrapping or coarse paper	200	64,152	19,470	30.3	---
	Paper products such as bags, boxes, cups, dishes, etc.	244	53,683	20,639	38.4	---
	Not analyzed in detail	42	15,100	14,789	97.8	---
82	Wallpaper	58	6,174	5,014	81.2	3.4
83	Stationery and supplies	155	26,588	8,160	30.7	5.5
	Commercial stationery	81	23,021	5,628	24.4	---
	Social stationery	22	2,399	563	23.5	---
	Not analyzed in detail	44	2,931	1,969	67.2	---
87	Building materials (except as listed)	11	6,494	837	12.9	.6
	All other commodities	---	---	4,726	---	3.1
	Service receipts	5	3,925	146	3.7	.1
	West North Central Division					
	All establishments 221; Sales $41,827,000; Commodity coverage 96.0 percent					
	Total analyzed	213	40,146	40,146	---	100.0
03	Canned foods	3	684	165	24.1	.4
30	Notions	5	663	98	14.8	.2
37	Drugs and drug sundries	9	1,527	84	5.5	.2
	Proprietary medicines and toiletries	4	922	52	5.6	---
	Druggists' sundries	3	369	32	8.7	---
40	Paints and varnishes	31	2,442	452	18.5	1.1
41	Soaps	6	1,650	118	7.2	.3
	Toilet soaps	4	1,483	56	3.8	---
	Other soaps	6	1,650	62	3.8	---
45	Radios, appliances, and specialties	3	860	71	8.3	.2
47	Furniture, wooden and metal	3	1,143	197	17.2	.5
48	House furnishings	8	1,792	296	16.5	.7
	Linoleum, felt base, etc.	6	1,451	278	19.2	---
	Other	---	---	18	---	---
50	Hardware	12	832	37	4.4	.1
56	Industrial equipment and supplies	38	9,962	500	5.0	1.2
	Printing equipment and supplies (except paper)	5	1,068	62	5.8	---
	Rope, cordage, and twine	32	8,804	438	5.0	---

Percent column A: Percent of establishments reporting that they sell such commodity.
Percent column B: Percent of reported commodity sales to *total* sales of all establishments in this kind of business reporting their sales by commodities.

SERVICE AND LIMITED-FUNCTION WHOLESALERS

TABLE 8.—COMMODITY SALES, BY KIND-OF-BUSINESS GROUPS

By Geographic Divisions and 5 Selected States—Continued

[Limited to establishments which report an analysis of their sales by commodities. Ratio of commodity to average indicates relative size of sample]

Commodity No	KIND OF BUSINESS AREA AND COMMODITY	ESTABLISHMENTS REPORTING COMMODITY DATA: Number	ESTABLISHMENTS REPORTING COMMODITY DATA: Sales of such establishments (add 000)	REPORTED SALES OF STATED COMMODITY: Amount reported (add 000)	REPORTED SALES OF STATED COMMODITY: Percent column A (See note)	Percent column B (See note)
	PAPER AND ITS PRODUCTS TRADES—Con.					
	West North Central Division—Con.					
81	Paper and products (except stationery and wallpaper)	149	$37,544	$32,962	87.8	82.1
	Printing and writing papers	56	20,653	14,568	70.5	---
	Cardboard and paperboard	31	10,986	955	8.7	---
	Wrapping or coarse paper	82	18,495	5,567	30.1	---
	Paper products such as bags, boxes, cups, dishes, etc.	89	18,499	7,676	41.5	---
	Not analyzed in detail	17	5,202	4,196	80.7	---
82	Wallpaper	33	1,702	1,148	67.5	2.9
83	Stationery and supplies	65	14,023	2,559	18.2	6.4
	Commercial stationery	44	11,851	1,889	15.9	---
	Social stationery	9	3,406	146	4.3	---
	Not analyzed in detail	18	2,093	524	25.0	---
87	Building materials (except as listed)	4	2,505	186	7.4	.5
	All other commodities	---	---	1,273	---	3.2
	South Atlantic Division					
	All establishments 226; Sales $40,837,000; Commodity coverage 96.4 percent					
	Total analyzed	218	39,351	39,351	---	100.0
40	Paints and varnishes	17	1,619	355	21.9	.9
41	Soaps	6	782	29	3.7	.1
47	Furniture, wooden and metal	4	1,182	91	7.7	.2
48	House furnishings	7	1,897	139	7.3	.4
	Linoleum, felt base, etc.	3	534	109	20.4	---
	Other house furnishings	5	1,402	30	2.1	---
56	Industrial equipment and supplies	45	9,940	553	5.6	1.4
	Rope, cordage, and twine	43	9,739	540	5.5	---
	Other	---	---	13	---	---
81	Paper and products (except stationery and wallpaper)	169	36,021	33,502	93.0	85.1
	Printing and writing papers	46	18,927	12,472	65.9	---
	Cardboard and paperboard	42	15,791	1,688	10.7	---
	Wrapping or coarse paper	97	20,266	6,101	30.1	---
	Paper products such as bags, boxes, cups, dishes, etc.	111	22,899	7,440	32.5	---
	Not analyzed in detail	30	5,815	5,801	99.8	---
82	Wallpaper	33	2,146	1,720	80.1	4.4
83	Stationery and supplies	43	12,532	1,829	14.6	4.8
	Commercial stationery	31	11,441	1,173	10.3	---
	Social stationery	10	1,052	154	14.6	---
	Not analyzed in detail	9	938	502	53.5	---
89	Tobacco products	3	1,086	302	27.8	.8
	All other commodities	---	---	831	---	2.1
	East South Central Division					
	All establishments 73; Sales $13,723,000; Commodity coverage 80.0 percent					
	Total analyzed	65	10,978	10,978	---	100.0
30	Notions	3	649	30	4.6	.3
37	Drugs and drug sundries	5	810	44	5.4	.4
40	Paints and varnishes	10	465	57	12.3	.5
48	House furnishings	6	1,844	203	11.0	1.8
	Linoleum, felt base, etc.	4	1,289	160	12.4	---
	Other house furnishings	3	783	43	5.5	---
50	Hardware	13	2,216	168	7.6	1.5
	Shelf or light hardware	3	1,339	93	6.9	---
	Tools and cutlery	6	262	15	5.7	---
	Other	4	615	60	9.8	---
56	Industrial equipment and supplies	14	3,408	123	3.6	1.1
	Rope, cordage, and twine	12	3,316	91	2.7	---
	Other	---	---	32	---	---
	PAPER AND ITS PRODUCTS TRADES—Con.					
	East South Central Division—Con.					
81	Paper and products (except stationery and wallpaper)	37	$10,377	$9,253	89.2	84.3
	Printing and writing papers	[illegible]	4,575	2,720	59.5	---
	Cardboard and paperboard	22	3,726	367	9.8	---
	Wrapping or coarse paper	26	5,463	1,670	30.6	---
	Paper products such as bags, boxes, cups, dishes, etc.	28	4,996	2,034	40.7	---
	Not analyzed in detail	12	2,607	2,464	94.5	---
82	Wallpaper	11	505	426	83.2	3.8
83	Stationery and supplies	10	2,085	188	8.1	1.5
	Commercial stationery	7	1,741	53	3.0	---
	Social stationery	4	1,073	103	9.6	---
	Not analyzed in detail	---	---	12	---	---
	All other commodities	---	---	512	---	4.8
	West South Central Division					
	All establishments 89; Sales $15,250,000; Commodity coverage 94.7 percent					
	Total analyzed	86	14,443	14,443	---	100.0
05	Confectionery and ice cream	3	94	37	39.4	.3
40	Paints and varnishes	7	288	69	24.0	.5
50	Hardware (tools and cutlery)	7	264	46	17.4	.3
56	Industrial equipment and supplies	25	6,305	329	5.2	2.3
	Printing equipment and supplies (except paper)	5	1,998	104	5.2	---
	Rope, cordage, and twine	20	4,307	225	5.2	---
57	Industrial machinery (printing)	4	1,510	165	10.9	1.1
81	Paper and products (except stationery and wallpaper)	70	13,954	12,220	87.6	84.6
	Printing and writing papers	23	6,090	3,228	53.0	---
	Cardboard and paperboard	18	4,561	277	6.1	---
	Wrapping or coarse paper	45	9,262	2,928	31.6	---
	Paper products such as bags, boxes, cups, dishes, etc.	50	7,782	3,806	48.9	---
	Not analyzed in detail	4	2,178	1,981	91.0	---
82	Wallpaper	7	[illegible]	167	58.0	1.2
83	Stationery and supplies	26	5,267	[illegible]	13.0	4.7
	Commercial stationery	24	5,255	655	12.5	---
	Social stationery	3	680	16	2.4	---
	Not analyzed in detail	---	---	12	---	---
	All other commodities	---	---	727	---	5.0
	Mountain Division					
	All establishments 29; Sales $6,489,000; Commodity coverage 94.5 percent					
	Total analyzed	27	6,135	6,135	---	100.0
48	House furnishings	5	1,560	265	17.0	4.3
	Linoleum, felt base, etc.	4	1,496	263	17.6	---
	Other house furnishings	---	---	2	---	---
56	Industrial equipment and supplies	7	1,732	77	4.4	1.3
81	Paper and products (except stationery and wallpaper)	25	5,894	5,253	89.1	85.6
	Printing and writing papers	13	4,951	2,674	54.0	---
	Cardboard and paperboard	8	2,313	80	3.5	---
	Wrapping or coarse paper	14	5,811	934	24.5	---
	Paper products such as bags, boxes, cups, dishes, etc.	16	3,788	1,205	32.0	---
	Not analyzed in detail	4	462	360	77.9	---
83	Stationery and supplies	5	824	166	20.1	2.7
	Commercial stationery	5	824	160	19.4	---
	Social stationery	3	459	6	1.3	---
	All other commodities	---	---	374	---	6.1

Percent column A: Percent of *total* cases of establishments reporting that they sell such commodity

Percent column B: Percent which stated commodity bears to *total* sales of all establishments in this kind of business [illegible]

SERVICE AND LIMITED-FUNCTION WHOLESALERS

TABLE 8.—COMMODITY SALES, BY KIND-OF-BUSINESS GROUPS

By Geographic Divisions and 5 Selected Cities—Continued

[Limited to establishments which report an analysis of their sales by commodities. Ratio of commodity coverage indicates sales size of sample]

Commodity No.	KIND OF BUSINESS AREA AND COMMODITY	ESTABLISHMENTS REPORTING COMMODITY DATA: Number	ESTABLISHMENTS REPORTING COMMODITY DATA: Sales of such establishments (add 000)	REPORTED SALES OF STATED COMMODITY: Amount reported (add 000)	REPORTED SALES OF STATED COMMODITY: Percent column A (See note)	Percent column B (See note)
	PAPER AND ITS PRODUCTS TRADES—Con.					
	Pacific Division					
	All establishments 216 Sales $37,602,000 Commodity coverage 94.7 percent					
	Total analyzed	204	$35,593	$35,593	---	100.0
30	Notions	5	596	23	3.9	.1
40	Paints and varnishes	12	606	150	24.7	.4
41	Soaps	5	751	68	9.1	.2
43	Wiring supplies and electrical construction materials	6	2,007	58	2.9	.2
45	Radios, appliances, and specialties	3	2,105	87	4.1	.2
47	Furniture, wooden and metal	3	1,558	118	7.6	.3
50	Hardware	8	1,697	199	11.7	.6
53	Toys and games	4	1,581	247	15.6	.7
56	Industrial equipment and supplies	46	17,112	976	5.7	2.7
	Rope, cordage, and twine	45	17,085	854	5.0	---
	Other	---	---	122	--	---
81	Paper and products (except stationery and wallpaper)	147	30,610	27,676	90.4	77.8
	Printing and writing papers	62	19,676	10,081	51.2	---
	Cardboard and paperboard	47	15,489	1,705	11.0	---
	Wrapping or coarse paper	83	22,460	6,434	28.6	---
	Paper products such as bags, boxes, cups, dishes, etc.	93	20,857	7,570	36.3	--
	Not analyzed in detail	10	2,461	1,886	76.6	---
82	Wallpaper	19	1,684	1,017	60.4	2.9
83	Stationery and supplies	62	10,034	3,284	32.7	9.2
	Commercial stationery	36	5,937	2,129	35.9	--
	Social stationery	16	3,306	320	9.7	---
	Not analyzed in detail	19	2,545	835	32.8	---
87	Building materials (except as listed)	7	3,094	250	8.1	.7
98	Second-hand merchandise	5	215	144	67.0	.4
	All other commodities	---	---	1,296	---	3.6
	New York City					
	All establishments 734 Sales $148,351,000 Commodity coverage 93.4 percent					
	Total analyzed	700	138,503	138,503	---	100.0
30	Notions	7	576	71	12.3	.1
38	Chemicals, industrial and heavy	3	1,372	475	34.6	.3
46	House furnishings	8	1,520	317	20.9	.2
53	Toys and games	16	968	395	40.8	.3
56	Industrial equipment and supplies: Rope, cordage, and twine	109	18,996	2,530	13.3	1.8
81	Paper and products (except stationery and wallpaper)	505	119,695	112,669	94.1	81.3
	Printing and writing papers	133	56,229	42,526	75.6	---
	Cardboard and paperboard	110	31,477	12,186	38.7	---
	Wrapping or coarse paper	151	41,529	16,958	40.8	---
	Paper products such as bags, boxes, cups, dishes, etc.	250	45,859	28,486	62.1	---
	Not analyzed in detail	52	12,663	12,513	98.8	---
82	Wallpaper	16	1,746	1,744	99.9	1.3
83	Stationery and supplies	181	22,304	16,267	72.9	11.7
	Commercial stationery	103	11,999	7,776	64.8	---
	Social stationery	35	4,563	3,270	71.7	---
	Not analyzed in detail	59	7,274	5,221	71.8	---
	All other commodities	---	---	4,035	---	3.0
	Chicago					
	All establishments 185 Sales $71,200,000 Commodity coverage 99.2 percent					
	Total analyzed	181	70,633	70,633	---	100.0
30	Notions	6	422	92	21.8	.1
	PAPER AND ITS PRODUCTS TRADES—Con.					
	Chicago—Con.					
56	Industrial equipment and supplies	33	$7,980	$736	9.2	1.0
	Rope, cordage, and twine	31	7,107	646	9.1	---
	Not analyzed in detail	---	---	90	---	---
81	Paper and products (except stationery and wallpaper)	127	64,213	60,167	93.7	85.2
	Printing and writing papers	38	38,285	33,964	88.7	---
	Cardboard and paperboard	20	15,211	1,095	7.2	---
	Wrapping or coarse paper	53	20,711	6,254	30.2	---
	Paper products such as bags, boxes, cups, dishes, etc.	66	15,030	7,504	49.9	---
	Not analyzed in detail	16	11,648	11,350	97.4	---
82	Wallpaper	11	1,974	1,892	95.8	2.7
83	Stationery and supplies	42	4,814	4,125	85.7	5.8
	Commercial stationery	19	3,473	2,993	86.2	---
	Social stationery	10	1,000	469	46.9	---
	Not analyzed in detail	16	901	663	73.6	---
	All other commodities	---	---	3,491	---	5.0
	Service receipts	---	---	130	---	.2
	Philadelphia					
	All establishments 131 Sales $21,617,000 Commodity coverage 97.4 percent					
	Total analyzed	128	21,063	21,063	---	100.0
40	Paints and varnishes	4	173	47	27.2	.2
56	Industrial equipment and supplies: Rope, cordage, and twine	19	3,699	268	7.2	1.3
81	Paper and products (except stationery and wallpaper)	76	18,246	17,408	95.4	82.6
	Printing and writing papers	24	10,691	7,403	69.2	---
	Cardboard and paperboard	17	7,502	842	11.2	---
	Wrapping or coarse paper	29	8,611	3,203	37.2	---
	Paper products such as bags, boxes, cups, dishes, etc.	35	7,890	2,026	25.7	---
	Not analyzed in detail	11	3,934	3,934	100.0	---
82	Wallpaper	37	2,232	2,183	97.8	10.4
83	Stationery and supplies	17	3,780	866	22.9	4.1
	Commercial stationery	7	3,508	492	14.0	---
	Social stationery	4	2,854	148	5.2	---
	Not analyzed in detail	8	226	226	100.0	---
	All other commodities	---	---	291	---	1.4
	Boston					
	All establishments 71 Sales $12,255,000 Commodity coverage 92.8 percent					
	Total analyzed	62	11,374	11,374	---	100.0
56	Industrial equipment and supplies	12	3,002	573	19.1	5.0
	Rope, cordage, and twine	11	2,964	570	19.2	---
	Other	---	---	3	---	--
81	Paper and products (except stationery and wallpaper)	41	10,039	9,066	90.3	79.7
	Printing and writing papers	14	6,550	4,564	69.9	---
	Cardboard and paperboard	10	4,162	1,061	25.5	---
	Wrapping or coarse paper	17	4,879	1,975	40.5	---
	Paper products such as bags, boxes, cups, dishes, etc.	17	4,266	1,174	27.5	---
	Not analyzed in detail	---	---	292	---	---
82	Wallpaper	9	442	434	98.2	3.8
83	Stationery and supplies	14	1,329	1,245	93.7	10.9
	Commercial stationery	6	796	709	89.1	---
	Social stationery	3	124	71	57.5	---
	Not analyzed in detail	---	---	465	---	---
	All other commodities	---	---	56	---	.6

Percent column A—Percent of *total* sales of establishments reporting that they sell such commodity.
Percent column B—Percent which stated commodity bears to *total* sales of all establishments in this kind of business reporting their sales by commodities.

SERVICE AND LIMITED-FUNCTION WHOLESALERS

TABLE 8.—COMMODITY SALES, BY KIND-OF-BUSINESS GROUPS

By Geographic Divisions and 5 Selected Cities—Continued

Limited to establishments which report on annual sales of their sale to commodities. Rate of commodity coverage indicates sale size of sample

Commodity No.	KIND OF BUSINESS AREA AND COMMODITY	ESTABLISHMENTS REPORTING COMMODITY DATA: Number	ESTABLISHMENTS REPORTING COMMODITY DATA: Sales of establishments (add 000)	REPORTED SALES OF STATED COMMODITY: Amount reported (add 000)	REPORTED SALES OF STATED COMMODITY: Percent column A (See note)	Percent column B (See note)
	PAPER AND ITS PRODUCTS TRADES—Con.					
	San Francisco					
	All establishments 47					
	Sales $10,773,000					
	Commodity coverage 89.2 percent					
	Total analyzed	43	$9,607	$9,607	---	100.0
40	Paints and varnishes	5	329	98	29.8	1.0
56	Industrial equipment and supplies:					
	Rope, cordage, and twine	8	3,596	127	3.5	1.3
81	Paper and products (except stationery and wallpaper)	31	7,053	6,777	96.1	70.6
	Printing and writing papers	13	5,093	3,536	69.4	---
	Cardboard and paperboard	13	4,409	425	9.6	---
	Wrapping or coarse paper	14	4,862	1,302	26.8	---
	Paper products such as bags, boxes, cups, dishes, etc.	18	4,547	1,074	23.6	---
	Not analyzed in detail	---	---	440	---	---
82	Wallpaper	5	329	222	67.5	2.3
83	Stationery and supplies	10	2,947	1,831	62.1	19.1
	Commercial stationery	7	2,700	1,528	56.6	---
	Other	---	---	56	---	---
	Not analyzed in detail	3	247	247	100.0	---
	All other commodities	---	---	552	---	5.7
	PETROLEUM AND ITS PRODUCTS TRADES					
	New England Division					
	All establishments 73					
	Sales $9,164,000					
	Commodity coverage 68.5 percent					
	Total analyzed	48	6,274	6,274	---	100.0
51	Plumbing, heating, and air conditioning	4	555	26	4.7	.4
73	Coal and coke	6	776	137	17.7	2.2
76	Petroleum and its products	48	6,274	5,792	92.3	92.3
	All other commodities	---	---	319	---	5.1
	Middle Atlantic Division					
	All establishments 265					
	Sales $76,265,000					
	Commodity coverage 89.2 percent					
	Total analyzed	215	68,043	68,043	---	100.0
36	Chemicals, industrial and heavy	5	2,085	762	36.5	1.1
42	Other chemicals and related products	8	6,148	976	15.9	1.4
51	Plumbing, heating, and air conditioning	9	4,596	394	8.6	.6
73	Coal and coke	[illegible]	2,497	473	18.9	.7
76	Petroleum and its products	215	68,043	61,219	90.0	90.0
	All other commodities	---	---	4,219	---	6.2
	East North Central Division					
	All establishments 222					
	Sales $38,501,000					
	Commodity coverage 82.1 percent					
	Total analyzed	150	31,602	31,602	---	100.0
36	Automotive supplies	9	5,866	398	6.8	1.3
	Batteries	4	5,247	28	.5	---
	Automotive accessories	6	5,399	79	1.5	---
	Tires and tubes	7	5,676	282	5.0	---
	Other	---	---	9	---	---
39	Oils (cottonseed, linseed, etc.)	4	9,368	213	2.3	.7
40	Paints and varnishes	4	4,555	354	7.8	1.1
42	Other chemicals and related products	5	9,447	624	6.6	2.0
51	Plumbing, heating, and air conditioning	3	857	278	32.4	.9
55	Farm and garden machinery and equipment	3	5,602	370	6.6	1.2
	PETROLEUM AND ITS PRODUCTS TRADES—Con.					
	East North Central Division—Con.					
76	Petroleum and its products	150	$31,602	$27,883	88.2	88.2
	All other commodities	---	---	1,369	---	4.2
	Service receipts	5	963	113	11.7	.4
	West North Central Division					
	All establishments 183					
	Sales $31,429,000					
	Commodity coverage 90.8 percent					
	Total analyzed	93	28,529	28,529	---	100.0
18	Feed	3	3,818	70	1.8	.2
36	Automotive supplies	16	15,059	721	4.8	2.5
	Batteries	8	14,610	122	.8	---
	Automotive accessories	9	8,270	69	.8	---
	Tires and tubes	11	14,760	517	3.5	---
	Other	---	---	13	---	---
40	Paints and varnishes	5	8,105	94	1.2	.3
42	Other chemicals and related products	6	14,422	722	5.0	2.5
45	Radios, appliances, and specialties	3	8,831	172	1.9	.6
51	Plumbing, heating, and air conditioning	10	1,514	485	32.0	1.7
	Gas appliances and supplies	3	456	147	32.2	---
	Stoves, ranges, furnaces (except gas and electric)	7	1,058	338	31.9	---
56	Industrial equipment and supplies	6	13,016	131	1.0	.5
58	Office and store equipment and supplies: Garage and filling station equipment	5	4,117	231	5.6	.8
76	Petroleum and its products	93	28,529	24,510	85.9	85.9
	All other commodities	---	---	1,256	---	4.5
	Service receipts	8	1,189	137	11.5	.5
	South Atlantic Division					
	All establishments 95					
	Sales $7,251,000					
	Commodity coverage 58.8 percent					
	Total analyzed	58	4,335	4,335	-	100.0
36	Automotive supplies	4	432	100	23.1	2.3
	Tires and tubes	4	433	70	16.2	---
	Other	---	---	3	-	---
40	Paints and varnishes	3	423	13	3.1	.3
76	Petroleum and its products	58	4,333	3,998	92.3	92.3
	All other commodities	--	---	220	---	5.1
	East South Central Division					
	All establishments 26					
	Sales $1,172,000					
	Commodity coverage 42.9 percent					
	Total analyzed	14	503	503	- -	100.0
76	Petroleum and its products	14	503	464	92.2	92.2
	All other commodities	---	---	39	---	7.8
	West South Central Division					
	All establishments 281					
	Sales $14,990,000					
	Commodity coverage 67.7 percent					
	Total analyzed	66	11,428	11,428	---	100.0
36	Automotive supplies	4	637	147	23.1	1.3
76	Petroleum and its products	66	11,428	11,263	98.6	98.6
	All other commodities	---	---	18	---	.1

Percent column A — Percent of *total* sales of establishments reporting that they sell such commodity

Percent column B — Percent which stated commodity bears to *total* sales of all establishments in this kind of business reporting sales of such commodities

SERVICE AND LIMITED-FUNCTION WHOLESALERS

TABLE 8.—COMMODITY SALES, BY KIND-OF-BUSINESS GROUPS

By Geographic Divisions and 5 Selected Cities—Continued

[Limited to establishments which report an analysis of their sales by commodities. Ratio of commodity coverage indicates sales size of sample]

Commodity No.	KIND OF BUSINESS AREA AND COMMODITY	ESTABLISHMENTS REPORTING COMMODITY DATA: Number	ESTABLISHMENTS REPORTING COMMODITY DATA: Sales of such establishments (add 000)	REPORTED SALES OF STATED COMMODITY: Amount reported (add 000)	REPORTED SALES OF STATED COMMODITY: Percent column A (See note)	Percent column B (See note)
	PETROLEUM AND ITS PRODUCTS TRADES—Con.					
	Mountain Division					
	All establishments 36					
	Sales $2,162,000					
	Commodity coverage 69.5 percent					
	Total analyzed	15	$1,502	$1,502	---	100.0
76	Petroleum and its products	15	1,502	1,417	94.3	94.3
	All other commodities	---	---	77	---	5.2
	Service receipts	---	---	8	---	.5
	Pacific Division					
	All establishments 114					
	Sales $13,904,000					
	Commodity coverage 82.1 percent					
	Total analyzed	67	11,413	11,413	---	100.0
36	Automotive supplies	7	3,620	152	4.2	1.3
	Automotive accessories	4	2,434	17	.7	---
	Tires and tubes	4	3,302	86	2.6	---
	Other	---	---	[illegible]	---	---
56	Industrial equipment and supplies	4	2,653	77	2.9	.7
66	Iron and steel—wire and wire products	3	2,555	17	.7	.1
76	Petroleum and its products	67	11,413	10,996	96.3	96.3
	All other commodities	---	---	134	---	1.3
	Service receipts	4	558	37	6.9	.3
	New York City					
	All establishments 102					
	Sales $43,537,000					
	Commodity coverage 98.1 percent					
	Total analyzed	85	42,694	42,694	---	100.0
51	Plumbing, heating, and air conditioning	5	3,089	93	3.0	.2
	Oil burners	5	3,089	88	2.8	---
	Other	---	---	5	---	---
73	Coal and coke	4	2,497	473	18.9	1.1
76	Petroleum and its products	85	42,694	39,483	92.5	92.5
	All other commodities	---	---	2,645	---	6.2
	Chicago					
	All establishments 44					
	Sales $16,502,000					
	Commodity coverage 82.0 percent					
	Total analyzed	33	13,538	13,538	---	100.0
76	Petroleum and its products	33	13,538	10,810	79.8	79.8
	All other commodities	---	---	2,728	---	20.2
	Philadelphia					
	All establishments 13					
	Sales $4,982,000					
	Commodity coverage 48.9 percent					
	Total analyzed	11	2,435	2,435	---	100.0
76	Petroleum and its products	11	2,435	2,273	93.3	93.3
	All other commodities	---	---	162	---	6.7
	Boston					
	All establishments 10					
	Sales $2,858,000					
	Commodity coverage 98.0 percent					
	Total analyzed	9	2,801	2,801	---	100.0
	PETROLEUM AND ITS PRODUCTS TRADES—Con.					
	Boston—Con.					
76	Petroleum and its products	[illegible]	$2,801	$2,744	98.0	98.0
	All other commodities	---	---	57	---	2.0
	PLUMBING AND HEATING EQUIPMENT AND SUPPLIES TRADES					
	New England Division					
	All establishments 232					
	Sales $40,112,000					
	Commodity coverage 95.6 percent					
	Total analyzed	224	38,347	38,547	---	100.0
40	Paints and varnishes	4	1,669	133	8.0	.3
43	Wiring supplies and electrical construction materials	8	4,529	711	15.7	1.9
45	Radios, appliances, and specialties	4	1,758	228	13.0	.6
50	Hardware	14	5,118	734	14.3	1.9
51	Plumbing, heating, and air conditioning	221	38,184	32,179	84.3	83.9
	Air-conditioning equipment	34	6,684	298	4.5	---
	Gas appliances and supplies	25	4,224	165	3.9	---
	Oil burners	65	11,054	478	4.3	---
	Oil burner-furnace combinations	47	7,593	622	8.2	---
	Pipe fittings, valves, brass goods, etc.	143	24,324	9,924	40.8	---
	Plumbing fixtures, equipment, and supplies	145	23,181	9,841	42.5	---
	Stoves, ranges, furnaces (except gas and electric)	110	18,396	4,970	27.0	---
	Not analyzed in detail	29	7,714	5,881	76.2	---
55	Farm and garden machinery and equipment	4	1,852	63	3.4	.2
56	Industrial equipment and supplies	15	3,851	512	13.3	1.3
62	Building metal work	8	2,382	64	2.7	.2
63	Copper and products	16	4,014	260	6.5	.7
65	Iron and steel products—flat	4	2,447	299	12.2	.8
	Sheets—galvanized or otherwise coated	4	2,447	276	11.3	---
	Other	---	---	23	---	---
66	Iron and steel—wire and wire products	4	3,504	392	11.2	1.0
67	Iron and steel finished products—other than flat and wire	31	10,879	1,508	13.9	3.9
	Cast-iron pipe	18	6,320	303	4.8	---
	Steel pipe	29	6,861	940	13.7	---
	Not analyzed in detail	---	---	265	---	---
68	Lead (metallic) and zinc	12	3,361	39	1.2	.1
87	Building materials (except as listed)	5	1,672	264	15.8	.7
	All other commodities	---	---	961	---	2.5
	Middle Atlantic Division					
	All establishments 831					
	Sales $127,612,000					
	Commodity coverage 95.2 percent					
	Total analyzed	803	121,544	121,544	---	100.0
43	Wiring supplies and electrical construction materials	20	7,131	830	11.6	.7
	Interior	11	3,466	337	9.7	---
	Lighting fixtures	5	1,329	33	2.5	---
	Incandescent lamps	8	3,470	142	4.1	---
	Not analyzed in detail	5	1,924	318	16.5	---
44	Electrical apparatus and equipment	7	2,443	294	12.0	.2
45	Radios, appliances, and specialties	20	5,499	662	12.0	.5
48	House furnishings	7	1,401	93	6.6	.1
50	Hardware	20	7,096	1,240	17.5	1.0
51	Plumbing, heating, and air conditioning	791	120,747	107,880	89.3	88.8
	Air-conditioning equipment	92	17,402	1,401	8.1	---
	Gas appliances and supplies	102	16,805	2,424	14.4	---
	Oil burners	173	33,163	2,349	7.1	---
	Oil burner-furnace combinations	110	18,683	1,399	7.5	---
	Pipe fittings, valves, brass goods, etc.	484	78,616	32,732	41.6	---
	Plumbing fixtures, equipment, and supplies	485	81,212	37,620	46.3	---

Percent column A—Percent (*note*) sales of establishments reporting that they sell such commodity.
Percent column B—Percent which stated commodity bears to *total* sales of all establishments in this kind of business reporting their sales by commodities.

SERVICE AND LIMITED-FUNCTION WHOLESALERS

TABLE 8.—COMMODITY SALES, BY KIND-OF-BUSINESS GROUPS

By Geographic Divisions and 5 Selected Cities—Continued

[Limited to establishments which report an analysis of their sales by commodities. Ratio of commodity coverage indicates sales size of sample]

Commodity No.	KIND OF BUSINESS AREA AND COMMODITY	ESTABLISHMENTS REPORTING COMMODITY DATA: Number	ESTABLISHMENTS REPORTING COMMODITY DATA: Sales of establishments (add 000)	REPORTED SALES OF STATED COMMODITY: Amount reported (add 000)	REPORTED SALES OF STATED COMMODITY: Percent column A (See note)	Percent column B (See note)
	PLUMBING AND HEATING EQUIPMENT AND SUPPLIES TRADES—Con.					
	Middle Atlantic Division—Con.					
51	Plumbing, heating, and air conditioning—Con.					
	Stoves, ranges, furnaces (except gas and electric)	342	$56,626	$15,328	27.1	---
	Not analyzed in detail	97	15,800	14,627	92.6	---
56	Industrial equipment and supplies	27	7,663	1,344	17.5	1.1
57	Industrial machinery	15	3,527	265	7.5	.2
62	Building metal work	32	7,087	405	5.7	.3
	Ventilators and air-conditioning ducts	12	4,021	116	2.9	---
	Metal roofing and siding	12	2,409	52	2.2	---
	Metal storage tanks, etc.	17	4,455	105	2.4	---
	Other	---	---	132	---	---
63	Copper and products	44	11,409	525	4.6	.4
65	Iron and steel products—flat	31	7,744	523	6.9	.4
	Sheets—galvanized or otherwise coated	[illegible]	7,361	369	5.0	---
	Tin plate	9	2,602	101	3.9	---
	Other	---	---	53	---	---
66	Iron and steel—wire and wire products	[illegible]	3,023	80	2.6	.1
67	Iron and steel finished products—other than flat and wire	105	28,155	5,644	20.0	4.6
	Concrete reinforcing bars, all types	3	935	19	2.0	---
	Structural shapes	3	462	[illegible]	9.5	---
	Cast-iron pipe	73	20,430	1,362	6.7	---
	Steel pipe	[illegible]	25,313	3,856	15.2	---
	Seamless steel tubing	5	1,904	36	1.9	---
	Other	---	---	327	---	---
68	Lead (metallic) and zinc	18	4,545	97	2.1	.1
87	Building materials (except as listed)	28	6,079	510	8.4	.4
98	Second-hand merchandise	6	1,796	372	20.7	.3
	All other commodities	---	---	780	---	.8
	East North Central Division					
	All establishments 416; Sales $64,590,000; Commodity coverage 96.1 percent					
	Total analyzed	401	62,062	62,062	---	100.0
40	Paints and varnishes	6	3,394	65	1.9	.1
43	Wiring supplies and electrical construction materials	11	3,592	416	11.6	.7
	Interior	[illegible]	1,796	232	12.9	---
	Lighting fixtures	4	2,613	118	4.5	---
	Incandescent lamps	5	1,248	30	2.4	---
	Other	---	---	36	---	---
45	Radios, appliances, and specialties	18	4,041	846	20.9	1.4
	Radios, parts, and accessories	3	919	53	5.8	---
	Electric household refrigerators	6	1,205	39	3.2	---
	Electric washing machines	4	822	34	4.1	---
	Other electrical appliances	11	1,994	147	7.4	---
	Not analyzed in detail	3	1,742	573	32.9	---
48	House furnishings	3	1,785	120	6.7	.2
50	Hardware	15	3,535	350	9.9	.6
51	Plumbing, heating, and air conditioning	396	61,720	52,631	85.3	84.8
	Air-conditioning equipment	78	13,584	2,461	18.1	---
	Gas appliances and supplies	42	6,962	1,044	15.0	---
	Oil burners	27	8,205	320	3.9	---
	Oil burner-furnace combinations	37	7,231	316	4.4	---
	Pipe fittings, valves, brass goods, etc.	215	42,586	18,192	42.7	---
	Plumbing fixtures, equipment, and supplies	208	37,852	16,064	42.5	---
	Stoves, ranges, furnaces (except gas and electric)	182	29,290	7,971	27.2	---
	Not analyzed in detail	---	---	6,263	---	---
55	Farm and garden machinery and equipment	3	488	60	12.3	.1
56	Industrial equipment and supplies	43	10,470	1,910	18.2	3.1
	Belting, hose, packing, etc.	25	7,878	210	2.7	---
	Mechanical power transmission equipment	6	2,361	43	1.8	---
	Metal-working tools	12	5,362	276	5.1	---
	Materials-handling equipment	5	2,420	17	.7	---
	Rope, cordage, and twine	8	2,453	16	.7	---
	Other industrial equipment	20	5,702	1,200	21.0	---
	Not analyzed in detail	5	700	148	21.1	---
	PLUMBING AND HEATING EQUIPMENT AND SUPPLIES TRADES—Con.					
	East North Central Division—Con.					
57	Industrial machinery	15	$4,907	$137	2.8	.2
62	Building metal work	22	3,813	471	12.4	.8
	Ventilators and air-conditioning ducts	9	2,665	96	3.6	---
	Metal roofing and siding	4	505	30	5.9	---
	Metal storage tanks, etc.	11	2,305	60	2.6	---
	Other	---	---	285	---	---
63	Copper and products	11	2,609	150	5.7	.2
64	Iron and steel products—semi-finished	8	962	154	16.0	.2
	Scrap iron and steel	4	159	46	28.9	---
	Rough castings and foundry products	[illegible]	803	108	13.4	---
65	Iron and steel products—flat	12	2,497	221	8.9	.4
	Sheets—galvanized or otherwise coated	11	2,467	209	8.5	---
	Other	---	---	12	---	---
66	Iron and steel—wire and wire products	13	4,653	130	2.8	.2
67	Iron and steel finished products—other than flat and wire	74	17,938	3,503	19.5	5.6
	Piling and bearing piles	42	11,006	765	7.0	---
	Steel pipe	68	14,750	2,395	16.2	---
	Seamless steel tubing	3	425	6	1.4	---
	Other	---	---	197	---	---
	Not analyzed in detail	3	621	140	22.5	---
68	Lead (metallic) and zinc	30	6,615	106	1.6	.2
69	Other non-ferrous metals (except precious)	5	1,301	137	10.5	.2
70	Brick, tile, and terra cotta	7	1,028	58	5.6	.1
87	Building materials (except as listed)	6	984	155	15.8	.2
	All other commodities	---	---	442	---	.7
	West North Central Division					
	All establishments 166; Sales $32,191,000; Commodity coverage 99.3 percent					
	Total analyzed	162	31,970	31,970	---	100.0
40	Paints and varnishes	4	2,704	49	1.8	.2
43	Wiring supplies and electrical construction materials	7	1,571	334	21.3	1.0
45	Radios, appliances, and specialties	13	3,740	259	6.9	.8
	Electric household refrigerators	3	833	59	7.1	---
	Electric washing machines	7	3,308	84	2.5	---
	Other	---	---	116	---	---
50	Hardware	10	5,165	702	13.6	2.2
	Heavy hardware	3	471	8	1.7	---
	Bolts, nuts, rivets, and screws	5	1,119	36	3.2	---
	Shelf or light hardware	4	2,220	433	19.5	---
	Tools and cutlery	4	2,254	94	4.2	---
	Wire screening	3	3,655	40	1.1	---
	Other	---	---	91	---	---
51	Plumbing, heating, and air conditioning	161	31,968	24,298	76.0	76.0
	Air-conditioning equipment	39	9,586	908	9.5	---
	Gas appliances and supplies	32	7,548	1,160	15.8	---
	Oil burners	25	11,290	491	4.4	---
	Oil burner-furnace combinations	22	8,448	217	2.6	---
	Pipe fittings, valves, brass goods, etc.	90	20,959	5,972	28.5	---
	Plumbing fixtures, equipment, and supplies	78	20,559	7,776	37.8	---
	Stoves, ranges, furnaces (except gas and electric)	71	16,747	3,802	22.7	---
	Not analyzed in detail	13	4,724	3,972	84.1	---
55	Farm and garden machinery and equipment	13	5,298	797	15.0	2.5
	Farm machinery and equipment	8	4,325	759	17.6	---
	Not analyzed in detail	3	520	38	7.3	---
56	Industrial equipment and supplies	24	10,280	523	5.1	1.6
	Belting, hose, packing, etc.	15	6,774	141	2.1	---
	Metal-working tools	4	1,487	18	1.2	---
	Rope, cordage, and twine	3	2,058	46	2.2	---
	Other	---	---	318	---	---
57	Industrial machinery	10	2,646	290	11.0	.9
	Mining, quarrying, etc.	7	2,480	215	8.7	1.1
	Other	---	---	75	---	---
58	Office and store equipment and supplies	6	3,963	345	8.7	1.1
	Garage and filling station equipment	[illegible]	3,035	283	9.3	---
	Other	---	---	62	---	---

Percent column A: Percent of total sales of establishments reporting that they sell such commodity.
Percent column B: Percent which stated commodity bears to total sales of all establishments in this kind of business reporting their sales by commodities.

SERVICE AND LIMITED-FUNCTION WHOLESALERS

TABLE 8.—COMMODITY SALES, BY KIND-OF-BUSINESS GROUPS

[By Geographic Divisions and Selected Cities—Continued]

[Limited to establishments classified by commodity sales by kind-of-business. Ratio of commodity coverage indicates sales size of sample]

Code No.	KIND OF BUSINESS AREA AND COMMODITY	ESTABLISHMENTS REPORTING COMMODITY DATA: Number	ESTABLISHMENTS REPORTING COMMODITY DATA: Sales of reporting establishments (add 000)	REPORTED SALES OF STATED COMMODITY: Amount reported (add 000)	REPORTED SALES OF STATED COMMODITY: Percent of column A (See note)	Percent column B (See note)
	PLUMBING AND HEATING EQUIPMENT AND SUPPLIES TRADES—Con.					
	West North Central Division—Con.					
62	Building metal work	20	$8,688	$329	3.8	1.0
	Ventilators and air-conditioning ducts	5	3,277	28	.9	---
	Metal roofing and siding	6	4,146	134	3.2	---
	Metal storage tanks, etc.	10	4,522	121	2.7	---
	Other	---	---	46	---	---
65	Iron and steel products—flat	13	6,786	440	6.5	1.4
	Sheets—galvanized or otherwise coated	12	6,471	387	6.0	---
	Other	-	---	53	---	---
66	Iron and steel—wire and wire products	10	7,417	385	5.2	1.2
	Mower wire fence	3	2,764	105	3.8	---
	Barbed and twisted wire	6	4,932	48	1.0	---
	Nails (including staples and tacks)	6	5,159	91	1.8	---
	Wire rope and cable except insulated	3	655	11	1.7	---
	Other	---	---	130	---	---
67	Iron and steel finished products—other than flat and wire	37	14,057	2,430	17.3	7.6
	Cast-iron pipe	24	9,799	794	8.1	---
	Steel pipe	29	11,063	1,428	12.9	---
	Other	---	---	62	---	---
	Not analyzed in detail	4	704	146	20.7	---
68	Lead (metallic) and zinc	14	4,688	91	1.9	.3
	All other commodities	---	---	698	---	2.2
	South Atlantic Division					
	All establishments 175 Sales $50,831,000 Commodity coverage 70.6 percent					
	Total analyzed	146	35,865	35,865	---	100.0
43	Wiring supplies and electrical construction materials	3	563	69	12.3	.2
45	Radios, appliances, and specialties	7	2,172	253	11.6	.7
	Electric household refrigerators	5	1,791	113	6.3	---
	Other	---	--	140	---	-
50	Hardware	5	1,121	468	41.7	1.3
51	Plumbing, heating, and air conditioning	143	35,744	30,392	85.0	94.7
	Air-conditioning equipment	33	14,381	509	3.5	---
	Gas appliances and supplies	33	10,698	1,196	11.2	---
	Oil burners	43	15,786	1,091	6.9	---
	Oil burner-furnace combinations	18	9,107	690	7.6	---
	Pipe fittings, valves, brass goods, etc.	103	29,098	9,512	32.7	---
	Plumbing fixtures, equipment, and supplies	102	28,163	11,780	41.8	---
	Stoves, ranges, furnaces (except gas and electric)	66	21,390	3,588	16.8	---
	Not analyzed in detail	10	2,122	2,026	95.5	---
56	Industrial equipment and supplies	5	1,528	142	9.3	.4
63	Copper and products	19	7,118	257	3.6	.7
64	Iron and steel products—semi-finished	4	484	86	17.8	.2
	Scrap iron and steel	3	429	79	18.4	---
	Other	---	--	7	---	--
65	Iron and steel products—flat	6	2,460	180	7.3	.5
67	Iron and steel finished products—other than flat and wire	38	13,529	2,596	19.2	7.2
	Cast-iron pipe	33	11,897	1,122	9.4	---
	Steel pipe	32	11,582	1,333	11.5	---
	Seamless steel tubing	3	1,168	46	3.9	---
	Other	---	--	95	---	---
68	Lead (metallic) and zinc	9	3,711	111	3.0	.3
70	Brick, tile, and terra cotta	3	3,417	109	3.2	.3
87	Building materials (except as listed)	18	7,343	669	9.1	1.9
	All other commodities	---	---	533	---	1.6
	East South Central Division					
	All establishments 47 Sales $6,680,000 Commodity coverage 81.2 percent					
	Total analyzed	42	5,427	5,427	---	100.0
	PLUMBING AND HEATING EQUIPMENT AND SUPPLIES TRADES—Con.					
	East South Central Division—Con.					
43	Wiring supplies and electrical construction materials	4	$443	$24	5.4	.4
45	Radios, appliances, and specialties	3	419	20	4.8	.4
51	Plumbing, heating, and air conditioning	41	5,403	4,745	87.8	87.4
	Air-conditioning equipment	14	2,283	294	12.9	---
	Gas appliances and supplies	11	1,438	464	32.4	---
	Pipe fittings, valves, brass goods, etc.	21	3,453	1,078	31.2	---
	Plumbing fixtures, equipment, and supplies	21	3,417	1,492	43.7	---
	Stoves, ranges, furnaces (except gas and electric)	16	2,735	538	19.7	---
	Other	---	---	126	---	---
	Not analyzed in detail	3	864	751	86.9	---
56	Industrial equipment and supplies	3	1,019	128	12.6	2.4
63	Copper and products	3	869	27	3.1	.5
65	Iron and steel products—flat	3	869	80	9.2	1.5
67	Iron and steel finished products—other than flat and wire	5	952	225	23.6	4.1
	Cast-iron pipe	[illegible]	928	102	11.0	---
	Steel pipe	5	952	123	12.9	---
68	Lead (metallic) and zinc	5	952	26	2.7	.5
	All other commodities	---	---	152	---	2.8
	West South Central Division					
	All establishments 109 Sales $19,461,000 Commodity coverage 94.5 percent					
	Total analyzed	104	18,393	18,393	---	100.0
43	Wiring supplies and electrical construction materials	13	3,920	748	19.1	4.1
	Interior	8	1,938	441	22.8	---
	Lighting fixtures	7	1,553	142	9.1	---
	Incandescent lamps	5	2,624	105	4.0	---
	Other	---	--	60	---	---
44	Electrical apparatus and equipment	4	451	[illegible]	10.9	.3
45	Radios, appliances, and specialties	9	4,160	888	21.3	4.8
	Radios, parts, and accessories	6	3,320	457	13.8	---
	Electric household refrigerators	3	947	25	2.6	---
	Electric washing machines	6	3,069	131	4.3	---
	Other electrical appliances	5	2,490	275	11.0	---
48	House furnishings	3	1,005	142	14.1	.8
50	Hardware	7	2,284	144	6.3	.9
51	Plumbing, heating, and air conditioning	102	17,681	14,557	82.3	79.1
	Air-conditioning equipment	23	4,609	592	12.9	---
	Gas appliances and supplies	43	10,590	2,847	26.9	---
	Oil burners	7	1,010	21	2.1	---
	Oil burner-furnace combinations	3	530	36	6.8	---
	Pipe fittings, valves, brass goods, etc.	60	10,810	3,246	30.0	---
	Plumbing fixtures, equipment, and supplies	66	11,426	6,394	56.0	---
	Stoves, ranges, furnaces (except gas and electric)	20	3,217	526	16.4	---
	Not analyzed in detail	4	1,163	895	77.0	---
56	Industrial equipment and supplies	6	1,756	534	30.4	2.9
57	Industrial machinery	4	1,208	50	4.1	.3
62	Building metal work (storage tanks)	7	1,470	60	4.1	.3
63	Copper and products	4	1,208	32	2.6	.2
65	Iron and steel products—flat	4	874	38	4.3	.2
67	Iron and steel finished products—other than flat and wire	16	3,657	614	16.8	3.3
	Cast-iron pipe	8	1,601	133	8.3	---
	Steel pipe	16	3,657	474	13.0	---
	Other	---	--	7	---	---
68	Lead (metallic) and zinc	9	2,331	70	3.0	.4
	All other commodities	---	---	467	---	2.5

Percent column A—Percent of total sales of establishments reporting that they sell such commodity.
Percent column B—Percent which latest commodity bears to total sales of establishments in this kind-of-business reporting their sales by commodities.

SERVICE AND LIMITED-FUNCTION WHOLESALERS

TABLE 8. COMMODITY SALES, BY KIND OF BUSINESS GROUPS

By Commodity Lines, Establishments Reporting Commodity Data, and Reported Sales of Stated Commodity

[illegible]

Commodity No.	KIND OF BUSINESS AREA AND COMMODITY	ESTABLISHMENTS REPORTING COMMODITY DATA: Number	ESTABLISHMENTS REPORTING COMMODITY DATA: Sales of commodity (add 000)	REPORTED SALES OF STATED COMMODITY: Amount (add 000)	REPORTED SALES OF STATED COMMODITY: Percent of total sales of establishments (See note A)	REPORTED SALES OF STATED COMMODITY: Percent of total sales of all establishments (See note B)
	PLUMBING AND HEATING EQUIPMENT AND SUPPLIES TRADES—Con.					
	Mountain Division					
	All establishments 39					
	Sales $4,599,000					
	Commodity coverage 97.0 percent					
	Total analyzed	36	$4,459	$4,459	---	100.0
43	Wiring supplies and electrical construction materials	3	1,212	27	2.2	.6
50	Hardware	3	1,111	51	4.6	1.1
51	Plumbing, heating, and air conditioning	36	4,459	3,380	75.8	75.8
	Air-conditioning equipment	10	920	133	14.5	---
	Gas appliances and supplies	15	1,743	281	16.1	---
	Oil burners	3	132	8	6.1	---
	Pipe fittings, valves, brass goods, etc.	20	2,775	1,044	37.6	---
	Plumbing fixtures, equipment, and supplies	18	2,550	999	39.2	---
	Stoves, ranges, furnaces (except gas and electric)	16	1,838	488	26.6	---
	Not analyzed in detail	---	---	427	---	---
57	Industrial machinery	3	467	52	11.1	1.2
65	Iron and steel products—flat	3	1,299	82	6.3	1.8
66	Iron and steel—wire and wire products	3	1,098	70	6.4	1.6
67	Iron and steel finished products—other than flat and wire	7	1,003	267	26.6	6.0
	Cast-iron pipe	6	949	100	10.5	---
	Steel pipe	7	1,003	160	16.0	---
	Other	---	---	7	---	---
68	Lead (metallic) and zinc	3	514	6	1.2	.1
	All other commodities	---	---	524	---	11.8
	Pacific Division					
	All establishments 210					
	Sales $33,899,000					
	Commodity coverage 97.3 percent					
	Total analyzed	204	32,994	32,994	---	100.0
43	Wiring supplies and electrical construction materials	6	1,888	144	7.6	.4
45	Radios, appliances, and specialties	6	1,219	126	10.3	.4
	Electric household refrigerators	3	332	70	21.1	---
	Other	---	---	56	---	---
50	Hardware	8	2,059	41	2.0	.1
51	Plumbing, heating, and air conditioning	200	32,781	26,757	81.6	81.1
	Air-conditioning equipment	21	6,010	807	13.4	---
	Gas appliances and supplies	56	11,963	2,232	18.7	---
	Oil burners	15	3,118	106	3.4	---
	Oil burner-furnace combinations	12	2,899	87	3.0	---
	Pipe fittings, valves, brass goods, etc.	112	22,538	7,843	34.8	---
	Plumbing fixtures, equipment, and supplies	111	21,884	10,953	50.1	---
	Stoves, ranges, furnaces (except gas and electric)	39	8,963	1,736	19.4	---
	Not analyzed in detail	13	4,373	2,993	68.4	---
56	Industrial equipment and supplies	19	6,049	150	2.5	.5
	Belting, hose, packing, etc.	10	1,958	49	2.5	---
	Metal-working tools	5	1,841	15	.8	---
	Not analyzed in detail	---	---	86	---	---
57	Industrial machinery	9	3,217	105	3.3	.3
62	Building metal work	15	5,598	489	8.7	1.5
63	Copper and products	13	5,726	163	2.8	.5
65	Iron and steel products—flat	14	5,086	441	8.7	1.3
	Sheets—galvanized or otherwise coated	13	4,727	339	7.2	---
	Other	---	---	102	---	---
67	Iron and steel finished products—other than flat and wire	43	13,807	3,741	27.1	11.3
	Cast-iron pipe	37	11,230	905	8.1	---
	Steel pipe	32	10,735	1,768	16.5	---
	Seamless steel tubing	3	1,246	34	2.7	---
	Other	---	---	56	---	---
	Not analyzed in detail	5	2,371	978	41.2	---
	PLUMBING AND HEATING EQUIPMENT AND SUPPLIES TRADES—Con.					
	Pacific Division—Con.					
68	Lead (metallic) and zinc	22	$8,631	$190	2.9	.6
69	Other non-ferrous metals (except precious)	4	1,887	23	1.2	.1
87	Building materials (except as listed)	4	1,535	112	7.3	.3
	All other commodities	---	---	512	---	1.[illegible]
	New York City					
	All establishments 307					
	Sales $53,129,000					
	Commodity coverage 91.7 percent					
	Total analyzed	298	48,695	48,695	---	100.0
45	Radios, appliances, and specialties	6	1,171	103	8.8	.2
50	Hardware	5	1,966	157	8.0	.3
	Tools and cutlery	3	1,809	99	5.5	---
	Other	---	---	56	---	---
51	Plumbing, heating, and air conditioning	292	48,511	45,854	94.5	94.2
	Air-conditioning equipment	11	1,448	416	28.7	---
	Gas appliances and supplies	28	4,447	1,299	29.2	---
	Oil burners	41	7,547	948	12.5	---
	Oil burner-furnace combinations	18	4,420	334	7.6	---
	Pipe fittings, valves, brass goods, etc.	159	28,407	15,290	53.8	---
	Plumbing fixtures, equipment, and supplies	161	29,539	17,881	59.9	---
	Stoves, ranges, furnaces (except gas and electric)	74	14,588	5,467	[illegible]	---
	Not analyzed in detail	26	4,536	4,223	[illegible]	---
67	Iron and steel finished products—other than flat and wire	17	7,646	1,443	18.9	3.0
	Cast-iron pipe	10	5,595	554	9.9	---
	Steel pipe	14	6,008	836	13.9	---
	Other	---	---	51	---	---
98	Second-hand merchandise	4	1,781	361	20.3	.7
	All other commodities	---	---	779	---	1.6
	Chicago					
	All establishments 85					
	Sales $13,755,000					
	Commodity coverage 95.8 percent					
	Total analyzed	82	13,173	13,173	---	100.0
50	Hardware	3	600	77	12.8	.6
51	Plumbing, heating, and air conditioning	81	12,948	11,718	90.5	89.0
	Air-conditioning equipment	5	[illegible]	311	38.8	---
	Gas appliances and supplies	7	819	244	29.8	---
	Oil burners	4	819	186	22.1	---
	Oil burner-furnace combinations	[illegible]	374	58	15.5	---
	Pipe fittings, valves, brass goods, etc.	46	9,164	5,646	61.6	---
	Plumbing fixtures, equipment, and supplies	41	5,483	2,431	44.3	---
	Stoves, ranges, furnaces (except gas and electric)	34	5,252	2,236	42.6	---
	Not analyzed in detail	7	702	612	87.2	---
67	Iron and steel finished products—other than flat and wire	12	3,865	1,213	31.4	9.2
	Cast-iron pipe	5	2,248	232	10.3	---
	Steel pipe	1[illegible]	2,325	665	28.6	---
	Other	---	---	195	---	---
	Not analyzed in detail	---	---	101	---	---
	All other commodities	---	---	165	---	1.2
	Philadelphia					
	All establishments 97					
	Sales $13,456,000					
	Commodity coverage 95.0 percent					
	Total analyzed	92	12,782	12,782	---	100.0

Percent column A—Percent of total sales of establishments reporting that they sell such commodity

Percent column B—Percent which stated commodity bears to total sales of all establishments in this kind of business reporting their sales by commodities

SERVICE AND LIMITED-FUNCTION WHOLESALERS

TABLE 8.—COMMODITY SALES, BY KIND-OF-BUSINESS GROUPS

By Geographic Divisions and 5 Selected Cities Continued

[Limited to establishments which report an analysis of their sales by commodities. Ratio of commodity coverage indicates sales size of sample]

Commodity No.	KIND OF BUSINESS AREA AND COMMODITY	ESTABLISHMENTS REPORTING COMMODITY DATA: Number	ESTABLISHMENTS REPORTING COMMODITY DATA: Sales of such establishments (add 000)	REPORTED SALES OF STATED COMMODITY: Amount reported (add 000)	REPORTED SALES OF STATED COMMODITY: Percent column A (See note)	Percent column B (See note)
	PLUMBING AND HEATING EQUIPMENT AND SUPPLIES TRADES—Con.					
	Philadelphia—Con.					
50	Hardware	4	$456	$50	11.0	.4
51	Plumbing, heating, and air conditioning	90	12,685	11,132	87.8	87.1
	Air-conditioning equipment	16	2,799	322	11.5	---
	Gas appliances and supplies	16	2,257	557	24.7	---
	Oil burners	21	4,218	477	11.3	---
	Oil burner-furnace combinations	10	1,825	228	12.5	---
	Pipe fittings, valves, brass goods, etc.	48	7,341	2,959	40.3	---
	Plumbing fixtures, equipment, and supplies	44	7,791	3,214	41.3	---
	Stoves, ranges, furnaces (except gas and electric)	41	6,324	1,470	23.2	---
	Not analyzed in detail	13	1,905	1,905	100.0	---
56	Industrial equipment and supplies	3	424	101	23.8	.8
63	Copper and products	10	2,312	209	9.0	1.6
67	Iron and steel finished products--other than flat and wire	12	3,950	930	23.5	7.3
	Cast-iron pipe	9	2,856	345	12.1	---
	Steel pipe	11	3,238	585	18.1	---
	All other commodities	---	---	360	---	2.8
	Boston					
	All establishments 51; Sales $8,712,000; Commodity coverage 98.1 percent					
	Total analyzed	50	8,546	8,546	---	100.0
50	Hardware	4	510	38	7.5	.4
51	Plumbing, heating, and air conditioning	50	8,546	7,558	88.2	88.2
	Air-conditioning equipment	8	1,522	92	6.0	---
	Gas appliances and supplies	7	1,468	61	4.2	---
	Oil burners	13	2,105	103	4.9	---
	Oil burner-furnace combinations	10	1,539	74	5.5	---
	Pipe fittings, valves, brass goods, etc.	25	4,370	1,685	38.6	---
	Plumbing fixtures, equipment, and supplies	29	5,618	3,044	54.2	---
	Stoves, ranges, furnaces (except gas and electric)	26	4,233	2,063	48.7	---
	Not analyzed in detail	---	---	416	---	---
67	Iron and steel finished products--other than flat and wire	4	1,177	205	17.4	2.4
	Cast-iron pipe	3	1,090	36	3.3	---
	Steel pipe	4	1,177	169	14.4	---
	All other commodities	---	---	765	---	9.0
	San Francisco					
	All establishments 37; Sales $7,998,000; Commodity coverage 100.0 percent					
	Total analyzed	37	7,998	7,998	---	100.0
43	Wiring supplies and electrical construction materials	3	747	13	1.7	.2
50	Hardware	3	1,276	23	1.8	.3
51	Plumbing, heating, and air conditioning	36	7,822	5,847	74.8	73.1
	Gas appliances and supplies	12	3,582	895	25.0	---
	Pipe fittings, valves, brass goods, etc.	21	4,565	1,461	32.0	---
	Plumbing fixtures, equipment, and supplies	17	3,889	1,958	50.3	---
	Stoves, ranges, furnaces (except gas and electric)	[redacted]	1,437	584	40.6	---
	Other	---	---	31	---	---
	Not analyzed in detail	---	---	918	---	---
56	Industrial equipment and supplies	3	1,967	52	2.6	.7
63	Copper and products	4	2,506	78	3.1	1.0
65	Iron and steel products--flat	5	1,216	246	20.2	3.1
	PLUMBING AND HEATING EQUIPMENT AND SUPPLIES TRADES—Con.					
	San Francisco—Con.					
67	Iron and steel finished products--other than flat and wire	11	$4,128	$1,316	31.9	16.5
	Cast-iron pipe	[redacted]	2,681	304	11.3	---
	Steel pipe	[redacted]	2,700	370	13.7	---
	Not analyzed in detail	---	---	642	---	---
68	Lead (metallic) and zinc	5	1,922	62	3.2	.8
	All other commodities	---	---	361	---	4.3
	TOBACCO AND PRODUCTS (EXCEPT LEAF) TRADE					
	New England Division					
	All establishments 231; Sales $101,625,000; Commodity coverage 93.1 percent					
	Total analyzed	226	94,639	94,639	---	100.0
01	Beer and other malt liquors	9	8,643	1,368	15.8	1.4
03	Canned foods	21	9,145	638	7.0	.7
05	Confectionery and ice cream	152	76,571	8,653	11.3	9.1
	Candy	120	53,580	5,504	10.3	---
	Chewing gum	85	39,747	1,005	2.5	---
	Other confectionery	32	13,735	299	2.2	---
	Not analyzed in detail	29	22,769	1,845	8.1	---
11	Groceries (miscellaneous)	34	17,371	850	4.9	.9
13	Soft drinks	14	10,297	233	2.3	.2
14	Sugar	19	8,670	201	2.3	.2
15	Wines and liquors	3	4,288	824	19.2	.9
	Liquors	3	4,283	782	18.2	---
	Other	---	---	42	---	---
16	Other food and related products	[redacted]	6,551	73	1.1	.1
37	Drugs and drug sundries	[redacted]	38,801	1,447	3.7	1.5
41	Soaps	16	9,576	62	.6	.1
81	Paper and products (except stationery and wallpaper)	12	6,524	99	1.5	.1
89	Tobacco products	226	94,639	79,527	84.0	84.0
	Cigars	178	78,142	10,952	14.0	---
	Cigarettes	180	77,591	46,913	60.5	---
	Other tobacco products	178	78,122	9,085	11.6	---
	Not analyzed in detail	39	15,959	12,577	78.8	---
	All other commodities	---	---	664	---	.8
	Middle Atlantic Division					
	All establishments 742; Sales $337,236,000; Commodity coverage 98.3 percent					
	Total analyzed	729	331,366	331,366	---	100.0
01	Beer and other malt liquors	6	8,160	378	4.6	.1
05	Confectionery and ice cream	529	230,301	27,190	11.8	8.2
	Candy	432	161,080	16,671	10.3	---
	Chewing gum	305	129,069	3,541	2.7	---
	Ice cream and ices	10	2,602	88	3.4	---
	Other confectionery	73	37,683	1,625	4.3	---
	Not analyzed in detail	88	60,995	5,265	8.6	---
11	Groceries (miscellaneous)	23	15,675	182	1.2	.1
13	Soft drinks	61	25,476	740	2.9	.2
37	Drugs and drug sundries	[redacted]	32,939	2,855	8.7	.9
81	Paper and products (except stationery and wallpaper)	45	18,298	388	2.1	.1
89	Tobacco products	729	331,366	294,045	88.7	88.7
	Cigars	577	267,819	37,775	14.1	---
	Cigarettes	569	268,657	180,108	67.0	---
	Other tobacco products	525	248,188	26,763	10.8	---
	Not analyzed in detail	111	55,478	49,399	89.0	---
	All other commodities	---	---	5,588	---	1.7

Percent column A: Percent of *total* sales of establishments reporting that they sell such commodity.
Percent column B: Percent which stated commodity bears to *total* sales of all establishments in this kind of business reporting their sales by commodities

SERVICE AND LIMITED-FUNCTION WHOLESALERS

TABLE 8.—COMMODITY SALES, BY KIND-OF-BUSINESS GROUPS

By Geographic Divisions and 5 Selected Cities—Continued

[Limited to establishments which report an analysis of their sales by commodities. Ratio of commodity coverage indicates sales in [illegible] sample]

Commodity No.	Kind of business area and commodity	Establishments reporting commodity data: Number	Establishments reporting commodity data: Sales of establishments (add 000)	Reported sales of stated commodity: Amount reported (add 000)	Reported sales of stated commodity: Percent column A (See note)	Percent column B (See note)
	TOBACCO AND PRODUCTS (EXCEPT LEAF) TRADE—Con.					
	East North Central Division					
	All establishments 605; Sales $261,103,000; Commodity coverage 96.6 percent					
	Total analyzed	584	$252,285	$252,285	---	100.0
01	Beer and other malt liquors	26	13,231	1,911	14.4	.8
03	Canned foods	47	20,821	2,816	13.5	1.1
05	Confectionery and ice cream	425	190,908	20,251	10.6	8.0
	Candy	346	147,774	13,776	9.3	---
	Chewing gum	261	118,842	2,647	2.2	---
	Ice cream and ices	11	2,777	116	4.2	---
	Other confectionery	64	32,675	709	2.2	---
	Not analyzed in detail	74	38,981	3,003	7.7	---
08	Flour	34	15,834	148	.9	.1
11	Groceries (except as listed)	23	8,379	150	1.8	.1
	Breakfast cereals	5	1,850	23	1.2	---
	Lard substitutes and cooking fats	3	1,828	9	.6	---
	Nuts (all kinds)	8	2,827	23	.8	---
	Pickles, preserves, and sauces	5	1,582	14	.9	---
	Other	---	---	81	---	---
13	Soft drinks	25	12,585	206	1.6	.1
14	Su[illegible]	39	18,754	598	3.2	.2
15	[illegible] liquors	33	27,639	4,791	17.3	1.9
	[illegible]	22	17,078	3,274	19.2	---
	[illegible]	22	18,650	365	2.0	---
	Not analyzed in detail	6	7,713	1,142	14.8	---
24	Leaf tobacco	5	5,998	536	8.9	.2
27	Clothing and furnishings, men's and boys'	21	9,283	134	1.4	.1
37	Drugs and drug sundries	29	13,237	1,519	11.5	.6
58	Office and store equipment and supplies	5	4,696	471	10.0	.2
78	Books, magazines, and other printed material	4	1,082	130	12.0	.1
81	Paper and products (except stationery and wallpaper)	87	35,215	751	2.1	.3
	Printing and writing papers	3	1,249	14	1.1	---
	Wrapping or coarse paper	21	5,978	132	2.2	---
	Paper products such as bags, boxes, cups, dishes, etc.	73	30,848	587	1.9	---
	Not analyzed in detail	6	2,621	18	.7	---
89	Tobacco products	584	252,285	214,319	85.0	85.0
	Cigars	472	197,984	31,612	16.0	---
	Cigarettes	463	197,060	112,840	57.3	---
	Other tobacco products	443	181,997	26,210	14.4	---
	Not analyzed in detail	87	48,848	43,657	89.4	---
	All other commodities	---	---	3,564	---	1.2
	West North Central Division					
	All establishments 320; Sales $91,270,000; Commodity coverage 98.6 percent					
	Total analyzed	318	90,002	90,002	---	100.0
01	Beer and other malt liquors	22	5,355	914	17.1	1.0
05	Confectionery and ice cream	264	70,391	11,711	16.6	13.0
	Candy	242	63,436	8,097	12.7	---
	Chewing gum	159	53,255	2,116	4.0	---
	Ice cream and ices	9	1,881	136	7.2	---
	Other confectionery	52	16,397	559	3.4	---
	Not analyzed in detail	20	5,420	843	15.6	---
11	Groceries (miscellaneous)	17	4,938	651	13.2	.7
15	Wines and liquors	5	6,560	1,461	22.3	1.6
81	Paper and products (except stationery and wallpaper)	16	5,654	191	3.4	.2
	Wrapping or coarse paper	4	1,904	53	2.8	---
	Paper products such as bags, boxes, cups, dishes, etc.	14	4,343	138	3.2	---
89	Tobacco products	318	90,002	73,498	81.7	81.7
	Cigars	252	78,047	13,225	16.9	---
	Cigarettes	259	75,990	39,297	51.7	---
	Other tobacco products	234	73,512	13,412	18.2	---
	Not analyzed in detail	37	8,931	7,564	84.7	---
	All other commodities	---	---	1,576	---	1.8

Commodity No.	Kind of business area and commodity	Establishments reporting commodity data: Number	Establishments reporting commodity data: Sales of establishments (add 000)	Reported sales of stated commodity: Amount reported (add 000)	Reported sales of stated commodity: Percent column A (See note)	Percent column B (See note)
	TOBACCO AND PRODUCTS (EXCEPT LEAF) TRADE—Con.					
	South Atlantic Division					
	All establishments 248; Sales $104,863,000; Commodity coverage 98.2 percent					
	Total analyzed	237	$102,954	$102,954	---	100.0
01	Beer and other malt liquors	15	5,431	858	14.7	.8
03	Canned foods	36	11,093	1,251	11.3	1.2
05	Confectionery and ice cream	196	82,920	12,054	12.1	9.8
	Candy	178	70,119	5,941	8.5	---
	Chewing gum	144	68,273	2,072	3.0	---
	Ice cream and ices	3	857	27	3.2	---
	Other confectionery	39	22,424	754	3.4	---
	Not analyzed in detail	17	8,268	1,262	15.2	---
11	Groceries (miscellaneous)	36	12,689	307	2.4	.3
13	Soft drinks	15	15,805	597	3.8	.6
15	Wines and liquors	11	4,478	389	8.7	.4
	Liquors	4	654	59	9.0	---
	Wines	9	3,905	229	5.9	---
	Not analyzed in detail	---	---	101	---	---
16	Other [illegible]	3	5,310	327	6.7	.3
37	Drugs and drug sundries	58	23,855	983	4.1	1.0
	Drugs, chemicals, and pharmaceuticals	12	5,638	237	4.2	---
	Proprietary medicines and toiletries	25	10,695	254	2.4	---
	Druggists' sundries	35	15,807	319	2.0	---
	Not analyzed in detail	4	1,549	170	11.0	---
81	Paper and products (except stationery and wallpaper)	39	20,429	576	2.8	.6
	Wrapping or coarse paper	6	2,052	13	.6	---
	Paper products such as bags, boxes, cups, dishes, etc.	35	19,289	503	2.6	---
	Not analyzed in detail	4	1,140	60	5.3	---
89	Tobacco products	237	102,954	85,129	82.7	82.7
	Cigars	167	71,002	11,179	15.7	---
	Cigarettes	178	68,305	35,674	52.2	---
	Other tobacco products	178	77,672	19,756	25.4	---
	Not analyzed in detail	47	22,476	18,520	82.4	---
	All other commodities	---	---	2,456	---	2.3
	East South Central Division					
	All establishments 78; Sales $32,236,000; Commodity coverage 95.4 percent					
	Total analyzed	76	30,755	30,755	---	100.0
05	Confectionery and ice cream	59	25,827	2,668	10.3	8.7
	Candy	49	22,926	1,863	8.[illegible]	
	Chewing gum	41	18,496	446		
	Other confectionery	8	3,603	135		
	Not analyzed in detail	8	4,564	244	[illegible]	---
08	Flour	4	1,088	48	4.4	.2
11	Groceries (miscellaneous)	9	2,442	53	2.2	.2
13	Soft drinks	5	3,684	118	3.2	.4
37	Drugs and drug sundries	8	2,994	37	1.2	.1
81	Paper and products (except stationery and wallpaper)	8	4,354	56	1.3	.2
89	Tobacco products	76	30,755	26,701	86.8	86.8
	Cigars	59	23,324	4,207	18.0	---
	Cigarettes	63	23,604	12,008	50.9	---
	Other tobacco products	62	22,096	3,961	17.9	---
	Not analyzed in detail	13	7,151	6,525	91.2	---
	All other commodities	---	---	1,083	---	3.4
	West South Central Division					
	All establishments 191; Sales $64,998,000; Commodity coverage 99.3 percent					
	Total analyzed	189	64,515	64,515	---	100.0
01	Beer and other malt liquors	5	3,874	701	18.[illegible]	1.1
03	Canned foods	7	3,016	319	10.6	.5

Percent column A—Percent of [illegible] establishments reporting that they sell such commodity.
Percent column B—Percent which stated commodity bears to total sales of establishments in this kind of business group.

SERVICE AND LIMITED-FUNCTION WHOLESALERS

TABLE 8.—COMMODITY SALES, BY KIND-OF-BUSINESS GROUPS

By Geographic Divisions and 5 Selected Cities—Continued

[Limited to establishments which reported analysis of their sales by commodities. Ratio of commodity coverage indicates sales size of sample]

Commodity No.	KIND OF BUSINESS AREA AND COMMODITY	ESTABLISHMENTS REPORTING COMMODITY DATA: Number	ESTABLISHMENTS REPORTING COMMODITY DATA: Sales of such establishments (add 000)	REPORTED SALES OF STATED COMMODITY: Amount reported (add 000)	REPORTED SALES OF STATED COMMODITY: Percent col. A (See note)	Percent col. B (See note)
	TOBACCO AND PRODUCTS (EXCEPT LEAF) TRADE—Con.					
	West South Central Division—Con.					
04	Coffee	6	$2,637	$101	3.8	.2
05	Confectionery and ice cream	182	58,287	6,589	11.3	10.2
	Candy	144	55,385	4,434	8.0	---
	Chewing gum	127	53,699	1,435	2.7	---
	Other confectionery	38	14,222	315	2.2	---
	Not analyzed in detail	6	2,210	405	18.3	---
08	Flour	5	2,574	166	6.4	.3
11	Groceries (miscellaneous)	22	6,994	204	2.9	.3
14	Sugar	7	3,037	184	6.1	.3
30	Notions	10	4,315	98	2.3	.2
37	Drugs and drug sundries	39	16,551	420	2.3	.7
89	Tobacco products	189	64,515	52,625	81.6	81.6
	Cigars	150	56,957	10,260	18.0	---
	Cigarettes	148	54,293	29,165	53.7	---
	Other tobacco products	143	53,354	9,569	17.9	---
	Not analyzed in detail	23	6,155	3,631	59.0	---
	All other commodities	---	---	3,053	---	4.5
	Service receipts	---	---	55	---	.1
	Mountain Division					
	All establishments 89; Sales $25,889,000; Commodity coverage 84.3 percent					
	Total analyzed	81	21,812	21,812	---	100.0
01	Beer and other malt liquors	11	3,251	440	13.5	2.0
05	Confectionery and ice cream	70	18,312	2,902	15.8	13.3
	Candy	61	16,084	1,963	12.2	---
	Chewing gum	52	13,122	410	3.1	---
	Other confectionery	13	2,885	150	5.2	---
	Not analyzed in detail	9	2,228	379	17.0	---
11	Groceries (miscellaneous)	9	2,689	111	4.1	.5
13	Soft drinks	10	3,045	95	3.1	.4
15	Wines and liquors	5	2,088	645	30.9	3.0
	Liquors	4	1,563	439	28.1	---
	Wines	4	1,563	34	2.2	---
	Not analyzed in detail	---	---	172	---	---
81	Paper and products (except stationery and wallpaper)	4	1,652	50	3.0	.2
83	Stationery and supplies	3	970	24	2.5	.1
89	Tobacco products	81	21,812	17,198	78.8	78.8
	Cigars	58	15,566	2,035	13.1	---
	Cigarettes	60	14,589	7,666	52.5	---
	Other tobacco products	54	14,334	2,938	20.5	---
	Not analyzed in detail	17	2,631	4,559	81.0	---
	All other commodities	---	---	347	---	1.7
	Pacific Division					
	All establishments 213; Sales $86,995,000; Commodity coverage 96.0 percent					
	Total analyzed	209	83,503	83,503	---	100.0
01	Beer and other malt liquors	46	28,340	1,352	4.8	1.6
03	Canned foods	4	668	136	20.4	.2
05	Confectionery and ice cream	186	75,295	10,249	13.6	12.3
	Candy	168	69,822	7,357	10.5	---
	Chewing gum	152	65,501	1,754	2.7	---
	Ice cream and ices	3	1,406	22	1.0	---
	Other confectionery	21	7,755	620	8.0	---
	Not analyzed in detail	15	3,774	496	13.1	---
11	Groceries (miscellaneous)	10	5,572	224	4.2	.3
13	Soft drinks	22	19,110	188	1.0	.2
15	Wines and liquors	41	31,641	5,998	19.0	7.2
	Liquors	30	25,661	5,288	20.6	---
	Wines	30	21,897	206	.9	---
	Not analyzed in detail	4	2,452	504	20.6	---
81	Paper and products (except stationery and wallpaper)	10	6,291	208	3.3	.2
	Paper products such as bags, boxes, cups, dishes, etc.	6	5,461	155	2.8	---
	Other	---	---	53	---	---
	TOBACCO AND PRODUCTS (EXCEPT LEAF) TRADE—Con.					
	Pacific Division—Con.					
89	Tobacco products	209	$83,503	$64,093	76.8	76.8
	Cigars	156	70,206	10,975	15.6	---
	Cigarettes	164	67,359	36,045	53.5	---
	Other tobacco products	155	67,383	8,213	12.2	---
	Not analyzed in detail	35	11,488	8,860	77.1	---
	All other commodities	---	---	1,055	---	1.2
	New York City					
	All establishments 169; Sales $115,427,000; Commodity coverage 99.8 percent					
	Total analyzed	167	115,246	115,246	---	100.0
05	Confectionery and ice cream	111	68,433	5,505	8.0	4.8
	Candy	90	43,007	3,084	7.2	---
	Chewing gum	65	36,240	723	2.0	---
	Other	---	---	191	---	---
	Not analyzed in detail	19	18,871	1,507	8.0	---
13	Soft drinks	13	4,182	177	4.2	.2
89	Tobacco products	167	115,246	107,886	93.6	93.6
	Cigars	121	89,284	12,951	14.5	---
	Cigarettes	114	88,838	69,026	77.7	---
	Other tobacco products	93	75,909	4,971	6.5	---
	Not analyzed in detail	32	23,005	20,936	91.0	---
	All other commodities	---	---	1,678	---	1.4
	Chicago					
	All establishments 74; Sales $56,827,000; Commodity coverage 97.4 percent					
	Total analyzed	70	55,361	55,361	---	100.0
05	Confectionery and ice cream	36	52,167	2,027	6.3	3.7
	Candy	31	25,045	1,236	4.9	---
	Chewing gum	23	19,561	224	1.2	---
	Other confectionery	6	10,231	187	1.8	---
	Not analyzed in detail	4	5,891	380	6.5	---
15	Wines and liquors	7	14,398	2,492	17.3	4.5
	Liquors	5	8,736	1,561	17.9	---
	Wines	4	8,681	71	.8	---
	Not analyzed in detail	---	---	860	---	---
37	Drugs and drug sundries	3	2,915	1,227	42.1	2.2
89	Tobacco products	70	55,361	48,741	88.0	88.0
	Cigars	57	38,794	7,717	19.9	---
	Cigarettes	54	38,751	23,404	60.4	---
	Other tobacco products	49	31,372	2,864	9.1	---
	Not analyzed in detail	12	16,561	14,756	89.1	---
	All other commodities	---	---	874	---	1.6
	Philadelphia					
	All establishments 75; Sales $34,257,000; Commodity coverage 94.6 percent					
	Total analyzed	74	32,414	32,414	---	100.0
05	Confectionery and ice cream	58	27,746	2,840	10.2	8.8
	Candy	45	17,753	1,902	10.7	---
	Chewing gum	25	12,406	315	2.5	---
	Other	---	---	36	---	---
	Not analyzed in detail	12	9,823	587	6.0	---
13	Soft drinks	13	7,526	91	1.2	.3
37	Drugs and drug sundries	10	10,440	249	2.4	.8
81	Paper and products (except stationery and wallpaper)	7	4,262	75	1.8	.2
	Paper products such as bags, boxes, cups, dishes, etc.	6	3,887	60	1.5	---
	Not analyzed in detail	---	---	15	---	---

Percent column A: Percent of total sales. Establishments reporting that they sell such commodity.
Percent column B: Percent which stated commodity bears to total sales of establishments in the kind of business reporting their sales by commodities.

SERVICE AND LIMITED-FUNCTION WHOLESALERS

TABLE 8.—COMMODITY SALES, BY KIND OF BUSINESS GROUPS

By Operating Expenses and Selling Terms [illegible]

[Number of establishments reporting an analysis of their sales by commodities. Rates of commodity coverage [illegible]]

Commodity No.	Kind of business area and commodity	Establishments reporting commodity data: Number	Establishments reporting commodity data: Sales of total business (thousands)	Reported sales of stated commodity: Amount reported (thousands)	Reported sales of stated commodity: Percent of total (Note A)	Percent of total (Note B)
	TOBACCO AND PRODUCTS (EXCEPT LEAF) TRADE—Con.					
	Philadelphia—Con.					
69	Tobacco products	74	$32,414	$28,425	87.7	87.7
	Cigars	61	30,319	4,035	13.3	---
	Cigarettes	62	30,424	20,305	66.7	---
	Other tobacco products	52	26,867	2,712	10.3	---
	Not analyzed in detail	10	1,890	1,373	72.6	--
	All other commodities	--	---	754	---	2.2
	Boston					
	All establishments 32; Sales $21,905,000; Commodity coverage 72.5 percent					
	Total analyzed	31	15,889	15,889	---	100.0
03	Canned foods	6	2,885	193	6.7	1.2
04	Coffee (roasted)	3	2,435	14	.6	.1
05	Confectionery and ice cream	20	13,771	961	7.0	6.0
	Candy	15	10,518	631	6.0	---
	Chewing gum	11	9,[illegible]	14[illegible]	1.6	--
	Other confectionery	3	2,696	43	1.6	-
	Not analyzed in detail	5	3,253	141	4.3	---
11	Groceries (miscellaneous)	7	4,555	157	3.4	1.0
14	Sugar	5	2,646	71	2.7	.4
37	Drugs and drug sundries	11	11,299	509	4.5	3.2
69	Tobacco products	31	15,889	13,776	86.7	86.7
	Cigars	22	11,301	1,600	14.2	---
	Cigarettes	22	11,301	7,375	65.3	- -
	Other tobacco products	22	11,049	591	5.3	- -
	Not analyzed in detail	8	4,578	4,210	92.0	- -
	All other commodities	--	---	209	---	1.4
	San Francisco					
	All establishments 19; Sales $9,485,000; Commodity coverage 100.0 percent					
	Total analyzed	19	9,486	9,486	---	100.0
05	Confectionery and ice cream	14	8,939	987	11.0	10.4
	Candy	13	7,919	815	10.3	---
	Chewing gum	13	7,919	154	1.9	---
	Not analyzed in detail	---	---	18	---	---
15	Wines and liquors	3	2,993	556	19.2	5.9
69	Tobacco products	19	9,478	7,475	78.9	78.8
	Cigars	14	7,424	1,161	15.6	- -
	Cigarettes	14	7,393	4,506	60.9	---
	Other tobacco products	13	7,391	372	5.0	---
	Not analyzed in detail	8	2,052	1,436	70.0	---
	All other commodities	---	---	468	- -	4.9
	WASTE MATERIALS TRADES					
	New England Division					
	All establishments 530; Sales $48,540,000; Commodity coverage 97.4 percent					
	Total analyzed	473	47,293	47,293	---	100.0
25	Wool, raw	4	565	130	23.0	.3
64	Iron and steel products--semi-finished	192	15,910	11,613	73.0	24.6
	Scrap iron and steel	189	15,800	11,552	73.1	--
	Other	---	---	61	---	---
92	Junk and scrap (except iron)	393	40,366	35,009	86.7	74.0
	Scrap metals (except iron)	151	12,555	6,225	49.6	---
	Waste rags	170	15,186	10,634	70.0	---
	Waste rubber	43	5,919	1,643	27.8	---
	Other waste--paper, bottles, boxes, etc.	142	15,779	11,709	74.2	---
	Not analyzed in detail	77	8,095	4,798	94.2	---
	WASTE MATERIALS TRADES—Con.					
	New England Division—Con.					
93	Leather and cut stock	6	$147	$77	52.4	.2
	All other commodities	--	---	464	---	.9
	Middle Atlantic Division					
	All establishments 1,981; Sales $226,792,000; Commodity coverage 95.0 percent					
	Total analyzed	1,738	215,354	215,354	---	100.0
36	Automotive supplies	22	966	236	24.1	.1
51	Plumbing, heating, and air conditioning	4	2,058	220	10.7	.1
64	Iron and steel products--semi-finished	663	121,904	107,185	87.9	49.8
	Pig iron	4	13,046	66	.5	---
	Scrap iron and steel	655	121,679	106,049	87.2	---
	Sheet and tin-plate bars	4	12,991	559	4.7	---
	Other	---	---	437	- -	---
	Not analyzed in detail	5	42	24	59.5	---
65	Iron and steel products--flat	5	13,450	642	4.8	.3
67	Iron and steel finished products—other than flat and wire	10	13,799	179	1.3	.1
68	Lead (metallic) and zinc	5	13,901	250	1.8	.1
69	Other non-ferrous metals (except precious)	11	1,884	438	23.2	.2
91	Jewelry, silverware, etc.	15	1,710	1,281	74.[illegible]	.6
92	Junk and scrap (except iron)	1,380	134,382	97,057	72.2	45.1
	Scrap metals (except iron)	463	60,833	22,283	36.[illegible]	---
	Waste rags	570	39,452	24,456	[illegible]	--
	Waste rubber	128	32,260	9,542	[illegible]	---
	Other waste--paper, bottles, boxes, etc.	558	43,083	28,493	[illegible]	-
	Not analyzed in detail	265	13,105	12,31[illegible]	[illegible]	---
98	Second-hand merchandise	49	2,457	911	37.[illegible]	.4
	All other commodities	---	---	6,782		3.1
	Service receipts	7	1,634	173	[illegible]	.1
	East North Central Division					
	All establishments 1,511; Sales $205,768,000; Commodity coverage 95.9 percent					
	Total analyzed	1,376	197,304	[illegible]	---	100.0
20	Hides, skins, and raw furs	57	4,101	430	10.5	.2
36	Automotive supplies	73	[illegible]	1,195	20.7	.6
	Batteries	4	[illegible]	57	[illegible]	--
	Automotive accessories	12	[illegible]	[illegible]	12.3	---
	Automotive parts	[illegible]	1,738	[illegible]	14.2	---
	Tires and tubes	19	[illegible]	357	11.4	---
	Not analyzed in detail	11	[illegible]	59	32.6	---
50	Hardware	5	1,371	180	13.1	.1
56	Industrial equipment and supplies	16	2,284	182	8.0	.1
57	Industrial machinery	6	2,894	136	4.7	.1
59	Railroad equipment and supplies	3	12,981	1,596	12.3	.8
65	Copper and products	6	948	229	24.2	.1
64	Iron and steel products--semi-finished	850	143,764	119,760	83.3	60.7
	Scrap iron and steel	844	143,576	119,451	83.2	---
	Other	- -	---	265	---	---
	Not analyzed in detail	5	178	64	36.0	---
67	Iron and steel finished products--other than flat and wire	27	18,432	1,355	7.4	.7
	Rails, tie plates, splice bars, etc.	4	13,006	906	7.0	---
	Bars and small shapes except reinforcing	3	1,510	17	1.1	---
	Concrete reinforcing bars, all types	4	1,632	14	.9	---
	Structural shapes	15	4,401	322	7.3	---
	Cast-iron pipe	3	196	24	12.2	---
	Steel pipe	5	863	19	2.2	---
	Other	5	566	26	4.6	--
	Not analyzed in detail	---	---	27	---	--
68	Other non-ferrous metals (except precious	8	3,202	696	21.7	.4
73	Coal and coke	17	1,281	218	17.3	.1

Percent column A—Percent of total sales [illegible]

Percent column B—Percent of total commodity [illegible]

SERVICE AND LIMITED-FUNCTION WHOLESALERS

TABLE 8.—COMMODITY SALES, BY KIND-OF-BUSINESS GROUPS

By Geographic Divisions and 5 Selected Cities—Continued

[Limited to establishments which report an analysis of their sales by commodities. Ratio of commodity coverage indicates sales size of sample]

Commodity No.	KIND OF BUSINESS AREA AND COMMODITY	ESTABLISHMENTS REPORTING COMMODITY DATA: Number	ESTABLISHMENTS REPORTING COMMODITY DATA: Sales of such establishments (add 000)	REPORTED SALES OF STATED COMMODITY: Amount reported (add 000)	REPORTED SALES OF STATED COMMODITY: Percent column A (See note)	Percent column B (See note)
	WASTE MATERIALS TRADES—Con.					
	East North Central Division—Con.					
92	Junk and scrap (except iron)	994	$106,429	$68,976	64.8	35.0
	Scrap metals (except iron)	591	71,326	27,952	39.2	---
	Waste rags	413	37,141	10,207	27.5	---
	Waste rubber	143	27,958	9,737	34.8	---
	Other waste—paper, bottles, boxes, etc.	457	41,763	16,417	39.3	---
	Not analyzed in detail	145	5,043	4,663	92.5	---
98	Second-hand merchandise	62	8,166	993	12.2	.5
	All other commodities	---	---	1,338	---	.6
	West North Central Division					
	All establishments 566; Sales $43,140,000; Commodity coverage 88.7 percent					
	Total analyzed	512	41,518	41,518	---	100.0
20	Hides, skins, and raw furs	64	5,309	1,513	28.5	3.6
	Hides and skins	43	4,683	925	19.9	---
	Raw furs	39	3,799	576	15.2	---
	Not analyzed in detail	3	63	12	19.0	---
25	Wool, raw	26	3,955	509	12.9	1.2
36	Automotive supplies	40	1,269	260	20.5	.6
62	Building metal work	3	4,199	262	6.2	.6
64	Iron and steel products—semi-finished	346	32,135	22,926	71.3	55.2
	Scrap iron and steel	340	31,602	22,464	71.1	---
	Not analyzed in detail	4	464	464	100.0	---
67	Iron and steel finished products—other than flat and wire	5	6,686	529	7.9	1.3
	Steel pipe	4	6,414	485	7.6	---
	Other	---	---	44	---	---
92	Junk and scrap (except iron)	338	29,696	14,545	48.3	34.6
	Scrap metals (except iron)	185	20,648	5,608	27.2	---
	Waste rags	101	16,361	2,950	18.0	---
	Waste rubber	25	10,505	1,154	11.0	---
	Other waste—paper, bottles, boxes, etc.	87	7,513	3,335	44.4	---
	Not analyzed in detail	75	1,421	1,298	91.3	-
98	Second-hand merchandise	37	7,062	330	4.7	.8
	All other commodities	---	---	842	---	2.1
	South Atlantic Division					
	All establishments 479; Sales $39,952,000; Commodity coverage 91.0 percent					
	Total analyzed	380	36,364	36,364	---	100.0
20	Hides, skins, and raw furs	18	2,359	225	9.5	.6
	Hides and skins	13	981	151	15.4	---
	Raw furs	5	562	10	1.8	--
	Not analyzed in detail	3	1,339	64	4.8	---
51	Plumbing, heating, and air conditioning	6	794	77	9.7	.2
64	Iron and steel products—semi-finished	229	23,074	17,205	74.6	47.3
	Scrap iron and steel	225	23,063	17,194	74.6	---
	Not analyzed in detail	4	11	11	100.0	---
92	Junk and scrap (except iron)	281	28,900	18,012	62.3	49.5
	Scrap metals (except iron)	146	18,113	6,490	35.8	---
	Waste rags	95	10,097	4,046	40.1	---
	Waste rubber	31	5,237	115	2.2	---
	Other waste—paper, bottles, boxes, etc.	85	9,296	5,035	54.2	---
	Not analyzed in detail	64	2,406	2,326	96.6	---
98	Second-hand merchandise	17	1,211	173	14.3	.5
	All other commodities	---	---	672	---	1.9
	East South Central Division					
	All establishments 193; Sales $20,948,000; Commodity coverage 79.5 percent					
	Total analyzed	153	16,365	16,365	---	100.0
	WASTE MATERIALS TRADES—Con.					
	East South Central Division—Con.					
20	Hides, skins, and raw furs	27	$3,090	$648	21.0	4.0
36	Automotive supplies	9	709	35	4.9	.2
64	Iron and steel products—semi-finished	125	14,524	9,750	67.1	59.6
	Scrap iron and steel	125	14,524	9,735	67.0	---
	Other	---	---	15	---	---
92	Junk and scrap (except iron)	108	12,838	5,467	42.6	33.4
	Scrap metals (except iron)	73	10,904	2,733	25.1	---
	Waste rags	39	4,962	444	8.9	---
	Waste rubber	20	5,140	82	1.6	---
	Other waste—paper, bottles, boxes, etc.	28	4,926	1,178	23.9	--
	Not analyzed in detail	17	1,030	1,030	100.0	---
	All other commodities	---	--	465	- -	2.8
	West South Central Division					
	All establishments 342; Sales $21,195,000; Commodity coverage 96.7 percent					
	Total analyzed	306	20,499	20,499	---	100.0
20	Hides, skins, and raw furs	10	606	137	22.6	.7
64	Iron and steel products—semi-finished	197	14,642	9,907	67.7	48.3
	Scrap iron and steel	194	14,629	9,894	67.6	---
	Other	---	---	13	- -	---
67	Iron and steel finished products—other than flat and wire	11	1,250	326	26.1	1.6
	Steel pipe	9	1,215	270	22.2	---
	Other	--	---	56	---	---
92	Junk and scrap (except iron)	184	15,664	8,839	56.4	43.1
	Scrap metals (except iron)	108	12,437	5,810	46.7	---
	Waste rags	32	2,803	703	25.1	---
	Waste rubber	14	2,416	95	3.9	---
	Other waste—paper, bottles, boxes, etc.	24	2,449	1,143	46.7	---
	Not analyzed in detail	49	1,088	1,088	100.0	---
98	Second-hand merchandise	16	2,343	886	37.8	4.3
	All other commodities	---	---	404	---	2.0
	Mountain Division					
	All establishments 72; Sales $2,995,000; Commodity coverage 88.9 percent					
	Total analyzed	64	2,663	2,663	---	100.0
20	Hides, skins, and raw furs	8	401	137	34.2	5.1
25	Wool, raw	3	146	9	6.2	.3
64	Iron and steel products (scrap iron and steel)	44	1,809	1,002	55.4	37.6
67	Iron and steel finished products (steel pipe)	3	201	27	13.4	1.0
92	Junk and scrap (except iron)	44	2,281	1,283	56.2	48.2
	Scrap metals (except iron)	32	1,779	705	39.6	---
	Waste rags	20	993	88	8.9	---
	Waste rubber	7	860	55	6.3	---
	Other waste—paper, bottles, boxes, etc.	12	426	325	76.2	---
	Not analyzed in detail	--	---	77	---	---
98	Second-hand merchandise	13	646	145	22.4	5.4
	All other commodities	- -	---	66	--	2.4
	Pacific Division					
	All establishments 385; Sales $46,770,000; Commodity coverage 97.5 percent					
	Total analyzed	336	45,619	45,619	---	100.0

Percent column A: [illegible] establishments reporting that they handled such commodity.
Percent column B: [illegible] commodity sales to total sales of all establishments in this kind-of-business group [illegible]

SERVICE AND LIMITED-FUNCTION WHOLESALERS

TABLE 8.—COMMODITY SALES, BY KIND-OF-BUSINESS GROUPS

By Geographic Divisions and 5 Selected Cities—Continued

[Limited to establishments which report an analysis of their sales by commodities. Ratio of commodity coverage indicates sales size of sample]

Commodity No.	Kind of business area and commodity	Establishments reporting commodity data: Number	Establishments reporting commodity data: Sales of such establishments (thousands)	Reported sales of stated commodity: Amount reported (thousands)	Reported sales of stated commodity: Percent (column A / See note)	Reported sales of stated commodity: Percent (column B / See note)
	WASTE MATERIALS TRADES—Con.					
	Pacific Division—Con.					
20	Hides, skins, and raw furs	9	$718	$82	11.4	.2
	Hides and skins	8	712	62	8.7	---
	Raw furs	4	326	16	4.9	--
	Not analyzed in detail	--	---	4	--	--
36	Automotive supplies	1[illegible]	805	81	10.1	.2
51	Plumbing, heating, and air conditioning	14	1,641	79	4.8	.2
56	Industrial equipment and supplies	13	2,712	181	6.7	.4
	Belting, hose, packing, etc.	6	1,609	30	1.9	---
	Mechanical power transmission equipment	3	1,043	14	1.3	---
	Rope, cordage, and twine	3	722	127	17.6	---
	Other	--	--	10	---	--
57	Industrial machinery	5	631	70	11.1	.2
62	Building metal work	3	1,113	554	49.8	1.2
64	Iron and steel products--semi-finished	189	33,163	23,245	70.1	51.0
	Pig iron	5	358	31	8.7	--
	Scrap iron and steel	186	33,042	23,214	70.3	--
67	Iron and steel finished products--other than flat and wire	8	1,848	209	11.3	.5
	Steel pipe	7	1,646	141	8.6	---
	Other	---	---	[illegible]	---	---
69	Other non-ferrous metals (except precious)	3	393	108	27.5	.2
80	Lumber--rough, dressed, and finished	3	976	163	16.7	.4
92	Junk and scrap (except iron)	242	27,129	17,970	66.2	39.4
	Scrap metals (except iron)	118	16,763	5,966	35.6	---
	Waste rags	98	14,078	4,340	30.8	-
	Waste rubber	36	8,199	2,366	28.9	---
	Other waste—paper, bottles, boxes, etc.	94	13,042	3,776	29.0	---
	Not analyzed in detail	47	1,522	1,522	100.0	---
98	Second-hand merchandise	46	7,082	1,779	25.1	3.9
	All other commodities	---	---	1,098	---	2.2
	New York City					
	All establishments 809; Sales: $87,271,000; Commodity coverage 96.6 percent					
	Total analyzed	759	85,017	85,017	-	100.0
64	Iron and steel products--semi-finished	137	28,864	24,413	84.6	28.7
	Scrap iron and steel	135	28,745	23,434	81.5	---
	Other	---	---	979	---	---
66	Lead (metallic) and zinc	3	13,487	236	1.7	.3
69	Other non-ferrous metals (except precious)	3	628	132	21.0	.2
92	Junk and scrap (except iron)	644	55,606	52,341	94.1	61.6
	Scrap metals (except iron)	131	10,530	8,298	78.8	---
	Waste rags	259	15,770	16,571	[illegible]	---
	Waste rubber	18	9,709	7,055	72.7	---
	Other waste—paper, bottles, boxes, etc.	266	16,234	12,757	78.5	---
	Not analyzed in detail	106	7,662	7,662	100.0	---
98	Second-hand merchandise	12	678	494	72.9	.6
	All other commodities	---	---	7,401	---	8.6
	Chicago					
	All establishments 21[illegible]; Sales $51,831,000; Commodity coverage 97.7 percent					
	Total analyzed	195	50,631	50,631	---	100.0
64	Iron and steel products--semi-finished	73	34,480	29,070	84.3	57.4
	Scrap iron and steel	73	34,480	28,910	83.8	---
	Other	--	---	160	---	---
67	Iron and steel finished products--other than flat and wire	5	13,861	1,007	7.4	2.0
	WASTE MATERIALS TRADES—Con.					
	Chicago—Con.					
92	Junk and scrap (except iron)	144	$18,991	$17,788	89.0	35.1
	Scrap metals (except iron)	57	7,562	3,621	48.1	-
	Waste rags	53	5,702	2,435	42.7	-
	Waste rubber	15	6,078	3,576	58.8	---
	Other waste--paper, bottles, boxes, etc.	65	8,817	6,096	69.1	-
	Not analyzed in detail	26	2,056	2,056	100.0	--
98	Second-hand merchandise	9	602	490	81.4	1.0
	All other commodities	--	--	2,276	---	4.[illegible]
	Philadelphia					
	All establishments 224; Sales $49,593,000; Commodity coverage 94.5 percent					
	Total analyzed	182	46,857	46,857	---	100.0
64	Iron and steel products--semi-finished	50	33,637	32,987	98.1	70.4
	Scrap iron and steel	49	33,637	32,[illegible]	98.0	-
	Other	--	---	2[illegible]		-
69	Other non-ferrous metals (except precious)	3	168	84	[illegible]	.2
92	Junk and scrap (except iron)	153	14,048	13,116	93.4	28.0
	Scrap metals (except iron)	38	4,195	3,218	76.8	--
	Waste rags	66	2,724	2,078	76.3	---
	Waste rubber	8	623	273	43.8	--
	Other waste—paper, bottles, boxes, etc.	60	6,710	6,198	92.4	---
	Not analyzed in detail	37	1,498	1,354	90.4	---
	All other commodities	--	--	670	---	1.4
	Boston					
	All establishments 78; Sales $16,085,000; Commodity coverage 97.9 percent					
	Total analyzed	60	15,740	15,740	---	100.0
25	Wool, raw	5	526	124	23.6	.8
64	Iron and steel products (scrap iron and steel)	10	1,357	1,214	89.8	7.7
92	Junk and scrap (except iron)	56	14,617	14,288	97.7	90.8
	Scrap metals (except iron)	10	426	279	65.5	--
	Waste rags	14	3,846	3,662	95.2	---
	Waste rubber	3	1,242	1,174	94.5	---
	Other waste--paper, bottles, boxes, etc.	26	8,762	8,629	98.5	---
	Not analyzed in detail	13	633	544	85.9	---
	All other commodities	---	---	109	---	.7
	San Francisco					
	All establishments 44; Sales $10,787,000; Commodity coverage 97.4 percent					
	Total analyzed	39	10,502	10,502	---	100.0
64	Iron and steel products (scrap iron and steel)	22	8,492	6,752	79.5	64.3
92	Junk and scrap (except iron)	25	4,075	3,378	82.9	32.2
	Scrap metals (except iron)	12	2,042	1,241	60.8	---
	Waste rags	13	2,917	1,331	45.6	--
	Waste rubber	7	1,665	110	6.6	---
	Not analyzed in detail	---	--	696	--	---
98	Second-hand merchandise	3	77	31	40.3	.3
	All other commodities	---	---	337	---	3.2

Percentage A: Percentage of sales that is reported as such commodity.
Percentage B: Percentage of sales of such commodity that is reported as such commodity.

SERVICE AND LIMITED-FUNCTION WHOLESALERS

TABLE 8.—COMMODITY SALES, BY KIND-OF-BUSINESS GROUPS

By Geographic Divisions and 5 Selected Cities—Continued

[Limited to establishments which report an analysis of their sales by commodities. Ratio of commodity coverage indicates sales size of sample]

Commodity No.	Kind of business area and commodity	Establishments reporting commodity data: Number	Establishments reporting commodity data: Sales of such establishments (dollars 000)	Reported sales of stated commodity: Amount reported (dollars 000)	Reported sales of stated commodity: Percent column A (See note)	Percent column B (See note)
	ALL OTHER PRODUCTS TRADES					
	New England Division					
	All establishments 489; Sales $72,795,000; Commodity coverage 90.1 percent					
	Total analyzed	443	$65,593	$65,593	---	100.0
23	Cut flowers and plants	42	2,279	1,885	82.7	2.9
33	Yarns	14	1,044	1,032	98.9	1.6
	Cotton yarns	4	299	208	69.6	---
	Rayon yarns	3	184	45	24.5	---
	Woolen and worsted yarns	7	476	297	62.4	---
	Other	---	---	79	---	---
	Not analyzed in detail	3	403	403	100.0	---
34	Other dry goods and textile products	23	3,848	3,348	87.0	5.1
39	Oils, vegetable	4	449	256	57.0	.4
50	Hardware	4	996	176	17.7	.3
56	Industrial equipment and supplies	22	2,517	470	18.7	.7
76	Petroleum and its products	4	608	217	35.7	.3
78	Books, magazines, and other printed material	74	12,783	12,276	96.0	18.7
79	Logs, ties, pulp wood, etc.	8	584	536	91.8	.8
81	Paper and products (except stationery and wallpaper)	5	923	229	24.8	.3
83	Stationery and supplies	9	3,176	437	13.8	.7
	Commercial stationery	6	3,070	414	13.5	---
	Not analyzed in detail	---	---	23	---	---
84	Planing-mill products	15	702	700	99.7	1.1
93	Leather and cut stock	146	38,037	37,611	98.9	57.3
94	Luggage, saddlery, harness, etc.	11	432	157	36.3	.2
96	Optical goods (except photographic)	35	2,230	2,229	100.0	3.4
98	Second-hand merchandise	30	763	731	95.8	1.1
	All other commodities	---	---	3,305	---	5.1
	Middle Atlantic Division					
	All establishments 1,901; Sales $890,334,000; Commodity coverage 89.9 percent					
	Total analyzed	1,766	800,140	800,140	--	100.0
03	Canned foods	7	278,596	1,793	.6	.2
04	Coffee	7	107,861	4,529	4.2	.6
	Green	3	106,170	4,516	4.3	---
	Roasted	4	1,691	13	.8	---
11	Groceries (miscellaneous)	16	291,369	1,673	.6	.2
14	Sugar	4	184,001	2,308	1.3	.3
20	Hides, skins, and raw furs	10	290,133	2,380	.8	.3
23	Cut flowers and plants	130	151,533	9,648	6.4	1.2
26	Other farm products—raw materials	9	261,718	9,452	3.6	1.2
27	Clothing and furnishings, men's and boys'	18	206,086	1,195	.6	.1
28	Clothing and accessories, women's and children's	19	213,413	4,143	1.9	.5
	Hosiery (women's and misses')	11	47,983	1,902	4.0	---
	Underwear, negligees, etc.	5	17,800	1,234	6.9	---
	Other (except shoes and furs)	---	---	978	---	---
	Not analyzed in detail	---	---	29	---	---
30	Notions	18	159,817	3,421	2.1	.4
31	Piece goods	43	331,953	12,668	3.9	1.6
	Cotton piece goods	18	128,965	3,125	2.4	---
	Jute fabrics	14	63,181	3,851	6.1	---
	Linens	6	89,483	1,347	1.5	---
	Rayons	7	70,224	206	.3	---
	Silks and velvets	4	8,638	1,226	14.2	---
	Woolens and worsteds	5	49,791	113	.2	---
	Domestics	10	86,525	1,555	1.8	---
	Other	---	---	771	---	---
	Not analyzed in detail	---	---	474	---	---
33	Yarns	142	254,996	109,764	43.0	13.7
	Cotton yarns	47	84,403	10,766	12.8	---
	Rayon yarns	33	17,307	14,226	82.2	---
	Silk (spun or thrown)	29	64,080	19,425	30.3	---
	Woolen and worsted yarns	65	63,612	18,830	29.6	---
	Other	19	160,374	43,900	27.4	---
	Not analyzed in detail	8	2,629	2,617	99.5	---
	ALL OTHER PRODUCTS TRADES—Con.					
	Middle Atlantic Division—Con.					
34	Other dry goods and textile products	54	$295,118	$17,845	6.0	2.2
35	Automobiles and other motor vehicles	7	300,999	5,444	1.8	.7
	Trucks, busses, taxicabs, etc.	4	172,514	4,400	2.6	---
	Tractors	4	148,116	859	.6	---
	Other	---	---	185	---	---
36	Automotive supplies	7	285,404	2,378	.8	.3
37	Drugs and drug sundries	28	326,099	4,324	1.3	.5
38	Chemicals, industrial and heavy	9	265,745	1,823	.7	.2
39	Oils, vegetable	47	321,274	46,693	14.5	5.8
	Cottonseed, linseed, etc.	13	88,941	20,587	23.1	---
	Essential oils	28	192,756	20,120	10.4	---
	Not analyzed in detail	10	8,692	5,986	68.9	---
40	Paints and varnishes	11	261,947	922	.4	.1
42	Other chemicals and related products	25	288,569	2,897	1.0	.4
44	Electrical apparatus and equipment	7	288,588	3,972	1.4	.5
45	Radios, appliances, and specialties	15	167,704	2,032	1.2	.3
46	China, glassware, and crockery	10	171,671	633	.4	.1
48	House furnishings	18	265,133	3,492	1.3	.4
50	Hardware	16	203,546	1,882	.9	.2
53	Toys and games	9	38,875	1,685	4.6	.2
56	Industrial equipment and supplies	62	291,104	16,088	5.5	2.0
57	Industrial machinery	11	309,886	44,584	14.4	5.6
	Construction machinery (except road-building)	4	147,814	4,705	3.2	---
	Road-building machinery	3	45,245	936	2.1	---
	Machine tools (power driven)	5	119,815	23,736	19.8	---
	Mining, quarrying, etc.	3	147,518	328	.6	---
	Oil-well and oil-refining	3	147,518	569	.4	---
	Power-plant machinery (except electric)	4	170,097	3,478	2.0	---
	Other	---	---	10,232	---	---
63	Copper and products	5	252,054	28,940	11.5	3.6
64	Iron and steel products—semi-finished	9	286,307	19,445	6.8	2.4
65	Iron and steel products—flat	4	255,686	3,233	1.3	.4
67	Iron and steel finished products—other than flat and wire	9	264,857	4,823	1.8	.6
68	Lead (metallic) and zinc	6	253,494	4,016	1.6	.5
69	Other non-ferrous metals (except precious)	7	264,021	50,705	19.2	6.3
73	Coal and coke	10	91,988	1,721	1.9	.2
74	Crude non-metallic minerals and products	7	238,565	840	.4	.1
76	Petroleum and its products	15	203,830	4,966	2.4	.6
78	Books, magazines, and other printed material	217	81,136	77,657	95.7	9.7
79	Logs, ties, pulpwood, etc.	22	26,404	5,915	22.4	.7
81	Paper and products (except stationery and wallpaper)	21	187,622	1,445	.8	.2
83	Stationery and supplies	22	88,971	4,434	5.0	.6
84	Planing-mill products	41	3,192	2,941	92.1	.4
85	Aircraft and parts	3	233,175	5,702	2.4	.7
91	Jewelry, silverware, etc.	10	125,998	1,424	1.1	.2
92	Junk and scrap (except iron)	11	256,094	1,972	.8	.2
93	Leather and cut stock	345	79,810	35,721	44.8	4.5
94	Luggage, saddlery, harness, etc.	75	6,291	5,115	81.3	.6
96	Optical goods (except photographic)	137	10,750	10,243	95.3	1.3
97	Rubber, crude	21	363,849	126,972	34.9	15.9
98	Second-hand merchandise	154	5,233	4,976	95.1	.6
	All other commodities	---	---	76,511	---	9.8
	Service receipts	17	99,960	655	.7	.1
	East North Central Division					
	All establishments 1,028; Sales $137,679,000; Commodity coverage 90.1 percent					
	Total analyzed	956	124,109	124,109	---	100.0
05	Confectionery and ice cream	8	16,795	438	2.6	.4
23	Cut flowers and plants	111	9,155	8,673	94.7	7.0
27	Clothing and furnishings, men's and boys'	11	21,468	2,191	10.2	1.8

Percent column A—Percent of total sales of establishments reporting that they sell such commodity.
Percent column B—Percent which stated commodity bears to total sales of all establishments in this kind of business reporting their sales by commodities.

SERVICE AND LIMITED-FUNCTION WHOLESALERS

TABLE 8.—COMMODITY SALES, BY KIND-OF-BUSINESS GROUPS

By Geographic Divisions and Selected States: 1939—Continued

Limited to establishments which reported an analysis of their sales by commodities. Ratios of commodity coverage to the [illegible] groups

Commodity No.	KIND OF BUSINESS AREA AND COMMODITY	ESTABLISHMENTS REPORTING COMMODITY DATA: Number	ESTABLISHMENTS REPORTING COMMODITY DATA: Sales of establishments (thousands of dollars)	REPORTED SALES OF STATED COMMODITY: Amount reported (thousands of dollars)	REPORTED SALES OF STATED COMMODITY: Percent of total (column A) See note	Percent of total (column B) See note
	ALL OTHER PRODUCTS TRADES—Con.					
	East North Central Division—Con.					
28	Clothing and accessories, women's and children's	11	$21,538	$2,442	11.3	2.0
	Infants' wear	4	18,317	254	1.4	---
	Dresses (women's and misses')	3	2,295	10	.4	---
	Hosiery (women's and misses')	10	18,929	1,184	5.9	---
	Underwear, negligees, etc.	3	16,425	414	2.5	---
	Other (except shoes and furs)	---	---	580	---	---
30	Notions	9	18,760	1,491	7.9	1.2
31	Piece goods	12	19,810	3,004	15.2	2.4
32	Shoes and other footwear	11	19,961	598	3.0	.5
33	Yarns	18	6,763	2,823	41.7	2.3
	Cotton yarns	6	2,022	46	2.3	---
	Rayon yarns	3	1,131	113	10.0	---
	Woolen and worsted yarns	9	4,784	2,263	47.3	---
	Other	---	---	300	---	---
	Not analyzed in detail	3	1,699	101	5.9	---
34	Other dry goods and textile products	23	19,487	2,422	12.4	2.0
36	Automotive supplies	5	18,879	247	1.3	.2
37	Drugs and drug sundries	11	20,609	1,720	8.3	1.4
39	Oils, vegetable	13	4,512	4,391	97.3	3.5
	Cottonseed, linseed, etc.	8	928	707	76.2	--
	Essential oils	3	646	475	73.5	--
	Not analyzed in detail	3	3,209	3,209	100.0	---
43	Wiring supplies and electrical construction materials	9	3,561	90	2.5	.1
45	Radios, appliances, and specialties	11	9,390	641	6.8	.5
	Radios, parts, and accessories	6	3,285	248	7.5	--
	Other	---	---	283	---	---
	Not analyzed in detail	3	5,888	110	1.9	---
46	China, glassware, and crockery	12	25,251	914	3.6	.7
47	Furniture, wooden and metal	8	24,881	535	2.2	.4
48	House furnishings	9	20,784	899	4.3	.7
	Linoleum, felt base, etc.	3	2,176	68	3.1	---
	Other	---	---	148	---	---
	Not analyzed in detail	3	17,728	683	3.9	---
49	Musical instruments and accessories	4	2,535	106	4.2	.1
50	Hardware	[illegible]	20,445	2,498	12.2	2.0
52	Sporting goods	8	8,845	748	8.5	.6
53	Toys and games	12	25,285	1,749	6.9	1.4
56	Industrial equipment and supplies	60	12,642	2,094	16.6	1.7
	Belting, hose, packing, etc.	3	2,253	10	.4	---
	Rope, cordage, and twine	7	8,038	607	7.6	---
	Other	---	---	1,477	---	---
78	Books, magazines, and other printed material	224	35,693	28,699	80.4	23.1
79	Logs, ties, pulpwood, etc.	37	3,327	3,233	97.2	2.6
81	Paper products (except stationery and wallpaper)	20	8,477	858	10.1	.7
83	Stationery and supplies	16	26,374	1,864	7.1	1.5
84	Planing-mill products	16	2,504	585	23.4	.5
91	Jewelry, silverware, etc.	10	25,196	946	3.8	.8
93	Leather and cut stock	139	15,714	13,367	85.1	10.8
94	Luggage, saddlery, harness, etc.	33	10,940	2,161	19.8	1.7
96	Optical goods (except photographic)	139	14,048	11,709	83.3	9.4
98	Second-hand merchandise	82	3,171	3,093	97.5	2.5
	All other commodities	---	---	16,561	---	13.2
	Service receipts	14	3,602	319	8.9	.3
	West North Central Division					
	All establishments 417					
	Sales $59,595,000					
	Commodity coverage 98.1 percent					
	Total analyzed	398	58,438	58,438	---	100.0
05	Confectionery and ice cream	7	22,218	282	1.3	.5
11	Groceries (miscellaneous)	5	2,789	131	4.7	.2
23	Cut flowers and plants	46	3,507	3,215	91.7	5.5
27	Clothing and furnishings, men's and boys'	11	22,547	2,499	11.1	4.3
28	Clothing and accessories, women's and children's	6	22,125	2,597	11.7	4.4
	Hosiery (women's and misses')	5	20,608	1,110	5.4	---
	Underwear, negligees, etc.	3	20,355	505	2.5	---
	Other (except shoes and furs)	---	---	982	---	--
30	Notions	10	22,456	1,644	7.3	2.8
	ALL OTHER PRODUCTS TRADES—Con.					
	West North Central Division—Con.					
31	Piece goods	5	$20,187	$2,706	13.4	4.6
	Cotton piece goods	3	19,494	1,423	7.3	---
	Domestics	4	20,112	865	4.3	---
	Other	---	---	418	---	--
32	Shoes and other footwear	11	23,372	843	3.6	1.4
34	Other dry goods and textile products	12	20,265	961	4.7	1.6
36	Automotive supplies	8	22,892	547	2.4	.9
37	Drugs and drug sundries	7	22,718	1,852	8.2	3.2
46	China, glassware, and crockery	7	21,255	881	4.1	1.5
47	Furniture, wooden and metal	4	19,511	271	1.4	.5
50	Hardware	7	21,774	2,396	11.0	4.1
53	Toys and games	6	21,201	1,356	6.4	2.3
56	Industrial equipment and supplies	31	4,068	990	24.3	1.7
58	Office and store equipment and supplies	3	20,936	139	.7	.2
78	Books, magazines, and other printed material	69	6,464	6,141	95.0	10.5
79	Logs, ties, pulpwood, etc.	34	9,129	8,790	96.3	15.0
80	Lumber—rough, dressed, and finished	10	1,873	335	17.9	.6
81	Paper and products (except stationery and wallpaper)	7	2,192	188	8.6	.3
	Wrapping or coarse paper	4	1,842	13	.7	---
	Paper products such as bags, boxes, cups, dishes, etc.	5	1,989	139	7.0	---
	Other	---	--	36	---	---
83	Stationery and supplies	6	22,420	1,194	5.3	2.0
89	Tobacco and products	4	1,257	101	8.0	.2
91	Jewelry, silverware, etc.	7	21,243	728	3.4	1.2
93	Leather and cut stock	61	5,942	3,817	64.2	6.5
94	Luggage, saddlery, harness, etc.	16	3,209	902	28.1	1.5
96	Optical goods (except photographic)	74	5,984	5,150	86.1	8.8
98	Second-hand merchandise	22	1,033	1,032	99.9	1.8
	All other commodities	---	---	6,752	---	11.9
	South Atlantic Division					
	All establishments 363					
	Sales $48,167,000					
	Commodity coverage 92.1 percent					
	Total analyzed	330	44,384	44,384	---	100.0
03	Canned foods	6	1,237	147	11.9	.3
	Canned fruits	4	1,080	9	.8	---
	Canned vegetables	3	970	47	4.9	---
	Canned fish and sea foods	3	970	8	.8	---
	Canned meats	3	970	5	.5	---
	Canned milk	3	970	30	3.1	---
	Other canned foods	3	970	26	2.7	---
	Not analyzed in detail	---	---	24	--	---
05	Confectionery and ice cream	[illegible]	12,300	149	1.2	.3
14	Sugar	5	1,231	87	7.1	.2
23	Cut flowers and plants	35	2,562	2,391	93.3	5.4
27	Clothing and furnishings, men's and boys'	4	11,230	1,242	11.1	2.8
31	Piece goods	5	13,505	2,396	17.7	5.4
33	Yarns	6	3,142	1,243	39.6	2.8
34	Other dry goods and textile products	9	14,078	1,757	12.5	4.0
36	Automotive supplies	3	10,832	190	1.8	.4
37	Drugs and drug sundries	9	13,432	978	7.3	2.2
39	Oils (cottonseed, linseed, etc.)	5	2,148	226	10.5	.5
45	Radios, appliances, and specialties	3	1,520	236	15.5	.5
46	China, glassware, and crockery	5	12,240	543	4.4	1.2
47	Furniture, wooden and metal	3	12,195	322	2.6	.7
48	House furnishings	7	15,393	1,407	9.1	3.2
	Linoleum, felt base, etc.	5	12,865	1,141	8.9	---
	Other	---	---	266	---	---
50	Hardware	9	13,432	1,418	10.6	3.2
53	Toys and games	4	11,860	734	6.2	1.7
56	Industrial equipment and supplies	27	1,821	571	31.4	1.3
78	Books, magazines, and other printed material	76	8,977	8,674	96.6	19.5
79	Logs, ties, pulpwood, etc.	28	3,350	2,603	77.7	5.9
80	Lumber—rough, dressed, and finished	15	2,675	786	29.4	1.8

Percent column A.—Percent of total sales of establishments reporting that they sell such commodity.

Percent column B.—Percent which reported commodity bears to total sales of all establishments in this kind-of-business group [illegible]

SERVICE AND LIMITED-FUNCTION WHOLESALERS

TABLE 8.—COMMODITY SALES, BY KIND-OF-BUSINESS GROUPS

By Geographic Divisions and 5 Selected Cities—Continued

[Limited to establishments which report an analysis of their sales by commodities. Ratio of commodity coverage indicates sales size of sample]

Commodity No.	Kind of business area and commodity	Establishments reporting commodity data: Number	Establishments reporting commodity data: Sales of such establishments (add 000)	Reported sales of stated commodity: Amount reported (add 000)	Reported sales of stated commodity: Percent column A (See note)	Percent column B (See note)
	ALL OTHER PRODUCTS TRADES—Con.					
	South Atlantic Division—Con.					
81	Paper and products (except stationery and wallpaper)	6	$3,3[illegible]	$316	9.4	.7
	Wrapping or coarse paper	4	3,256	55	1.7	---
	Paper products such as bags, boxes, cups, dishes, etc.	4	3,081	197	6.4	---
	Other	-	--	64	---	---
83	Stationery and supplies	5	12,067	657	5.4	1.5
84	Planing-mill products	6	505	400	79.2	.9
87	Building materials (except as listed)	5	2,306	143	6.2	.3
89	Tobacco products	6	1,278	166	13.0	.4
	Cigars	3	970	22	2.3	---
	Cigarettes	4	1,080	75	6.9	---
	Other tobacco products	3	970	41	4.2	---
	Not analyzed in detail	---	---	28	---	---
93	Leather and cut stock	53	3,056	2,213	72.4	5.0
94	Luggage, saddlery, harness, etc.	9	482	262	54.4	.6
96	Optical goods (except photographic)	41	2,459	2,459	100.0	5.5
98	Second-hand merchandise	20	1,277	1,008	78.9	2.3
	All other commodities	---	---	8,666	---	19.5
	East South Central Division					
	All establishments 134; Sales $17,812,000; Commodity coverage 93.2 percent					
	Total analyzed	123	16,599	16,599	---	100.0
23	Cut flowers and plants	13	871	733	84.2	4.4
36	Automotive supplies	3	4,847	81	1.7	.5
37	Drugs and drug sundries	4	5,397	208	3.9	1.3
42	Other chemicals and related products	5	5,014	229	4.6	1.4
43	Wiring supplies and electrical construction materials	[illegible]	5,214	342	6.6	2.1
45	Radios, appliances, and specialties	4	4,865	335	6.9	2.0
47	Furniture, wooden and metal	3	4,574	721	15.8	4.3
50	Hardware	6	5,959	371	6.2	2.2
	Shelf or light hardware	3	5,106	155	3.0	---
	Tools and cutlery	5	5.443	83	1.5	---
	Other	-	---	133	---	--
53	Toys and games	3	4,608	27	.6	.2
56	Industrial equipment and supplies	19	2,680	710	26.5	4.3
57	Industrial machinery	4	563	26	4.6	.2
78	Books, magazines, and other printed material	27	2,654	2,637	99.4	15.9
79	Logs, ties, pulpwood, etc.	17	1,289	1,247	96.7	7.5
93	Leather and cut stock	21	1,321	782	59.2	4.7
96	Optical goods (except photographic)	19	1,020	1,016	99.6	6.1
98	Second-hand merchandise	3	183	183	100.0	1.1
	All other commodities	---	---	6,951	---	41.8
	West South Central Division					
	All establishments 244; Sales $27,490,000; Commodity coverage 90.8 percent					
	Total analyzed	224	24,961	24,961	---	100.0
05	Confectionery and ice cream	4	9,996	67	.7	.3
23	Cut flowers and plants	27	1,590	1,424	89.6	5.7
27	Clothing and furnishings, men's and boys'	4	9,439	1,134	12.0	4.5
28	Clothing and accessories, women's and children's	5	10,603	1,369	12.9	5.5
	Hosiery (women's and misses')	[illegible]	9,828	527	5.4	---
	Underwear, negligees, etc.	4	10,503	345	3.3	---
	Other (except shoes and furs)	---	---	497	---	--
30	Notions	5	10,603	927	8.7	3.7
31	Piece goods	5	10,190	1,168	11.5	4.7
34	Other dry goods and textile products	6	10,292	1,057	10.3	4.2
36	Automotive supplies	4	10,054	232	2.3	.9
37	Drugs and drug sundries	3	9,526	1,011	10.6	4.1
39	Oils, vegetable	[illegible]	729	72	9.9	.3
46	China, glassware, and crockery	4	9,920	527	5.3	2.1
	ALL OTHER PRODUCTS TRADES—Con.					
	West South Central Division—Con.					
48	House furnishings (linoleum, felt base, etc.)	3	$9,074	$225	2.5	.9
50	Hardware	4	10,054	1,313	13.1	5.3
53	Toys and games	3	9,728	539	5.5	2.2
56	Industrial equipment and supplies	27	3,631	850	23.4	3.4
57	Industrial machinery	5	648	60	9.3	.2
78	Books, magazines, and other printed material	42	4,021	3,866	96.1	15.5
79	Logs, ties, pulpwood, etc.	22	764	693	90.7	2.8
80	Lumber—rough, dressed, and finished	5	915	123	13.4	.5
83	Stationery and supplies	4	10,514	681	6.6	2.7
84	Planing-mill products	5	787	768	97.6	3.1
91	Jewelry, silverware, etc.	[illegible]	10,238	334	3.3	1.3
93	Leather and cut stock	32	2,372	1,510	63.7	6.0
94	Luggage, saddlery, harness, etc.	7	1,050	301	28.7	1.2
96	Optical goods (except photographic)	33	1,624	1,624	100.0	6.5
98	Second-hand merchandise	11	[illegible]	438	93.4	1.8
	All other commodities	---	---	2,648	---	10.6
	Mountain Division					
	All establishments 93; Sales $11,894,000; Commodity coverage 90.9 percent					
	Total analyzed	83	10,808	10,808	---	100.0
00	Bakery products	4	5,403	33	.6	.3
02	Butter and cheese	3	2,851	20	.7	.2
03	Canned foods	4	5,403	641	11.9	5.9
	Canned fruits	3	3,758	140	3.7	---
	Canned vegetables	3	3,758	145	3.9	---
	Canned meats	3	3,758	34	.9	---
	Canned milk	3	3,758	95	2.5	---
	Not analyzed in detail	---	---	229	---	---
04	Coffee (roasted)	4	5,403	64	1.2	.6
05	Confectionery and ice cream	4	5,403	114	2.1	1.1
08	Flour	5	5,611	178	3.2	1.6
11	Groceries (miscellaneous)	4	5,403	491	9.1	4.5
12	Meats and meat products	4	5,403	48	.9	.4
14	Sugar	3	4,994	205	4.1	1.9
16	Feed	4	3,059	37	1.2	.3
19	Grain	4	3,059	48	1.6	.4
23	Cut flowers and plants	8	624	580	92.9	5.4
27	Clothing and furnishings, men's and boys'	4	5,403	195	3.6	1.9
	Furnishings (except shoes)	4	5,403	87	1.6	---
	Work clothing	4	5,403	101	1.9	---
	Other	---	---	7	---	---
28	Clothing and accessories, women's and children's	4	5,403	58	1.1	.5
30	Notions	6	5,512	32	.6	.3
31	Piece goods	4	5,403	99	1.8	.9
	Cotton piece goods	4	5,403	59	1.1	---
	Other	---	---	40	---	---
32	Shoes and other footwear	5	5,704	182	3.2	1.7
	Men's and boys' leather	4	5,403	50	.9	---
	Women's and children's leather	4	5,403	34	.6	---
	Not analyzed in detail	---	---	98	---	---
34	Other dry goods and textile products	4	2,546	105	4.1	1.0
36	Automotive supplies	4	5,202	75	1.4	.7
41	Soaps	[illegible]	5,403	125	2.3	1.2
45	Radios, appliances, and specialties	3	4,994	22	.4	.2
48	House furnishings	5	5,641	130	2.3	1.2
50	Hardware	4	5,004	484	9.7	4.5
51	Plumbing, heating, and air conditioning	3	4,994	121	2.4	1.1
52	Sporting goods	[illegible]	5,403	20	.4	.2
55	Farm and garden machinery and equipment	4	5,202	24	.5	.2
56	Industrial equipment and supplies	7	4,023	33	.8	.3
62	Building metal work (roofing and siding)	3	4,994	17	.3	.2
65	Iron and steel—wire and wire products	3	4,994	58	1.2	.5
67	Iron and steel finished products—other than flat and wire	3	4,994	42	.8	.4
	Steel pipe	3	4,994	38	.8	---
	Other	---	---	[illegible]	---	---

Percent column A: Percent of establishments reporting that they sell such commodity.
Percent column B: Percent of stated commodity total sales of all establishments in the kind of business reporting to sell the commodities.

SERVICE AND LIMITED-FUNCTION WHOLESALERS

TABLE 8.—COMMODITY SALES, BY KIND-OF-BUSINESS GROUPS

By Geographic Division and 5 Selected Cities—Continued

[Limited to establishments which report an analysis of their sales by commodities. Ratio of commodity coverage indicates sales size of sample]

Commodity No.	KIND OF BUSINESS AREA AND COMMODITY	Establishments reporting commodity data: Number	Establishments reporting commodity data: Sales of establishments (add 000)	Reported sales of stated commodity: Amount reported (add 000)	Reported sales of stated commodity: Percent column A (See note)	Percent column B (See note)
	ALL OTHER PRODUCTS TRADES—Con.					
	Mountain Division—Con.					
[illegible]	Books, magazines, and other printed material	20	$1,480	$1,384	93.5	12.8
79	Logs, ties, pulpwood, etc.	4	267	179	67.0	1.7
81	Paper and products (except stationery and wallpaper)	4	5,403	62	1.1	.6
83	Stationery and supplies (commercial)	3	2,889	100	3.5	.9
89	Tobacco products	4	5,403	247	4.6	2.3
91	Jewelry, silverware, etc.	3	3,758	64	1.7	.6
93	Leather and cut stock	12	1,016	580	57.1	5.4
96	Optical goods (except photographic)	18	1,152	1,152	100.0	10.7
98	Second-hand merchandise	6	137	136	99.3	1.2
	All other commodities	---	---	2,625	---	24.3
	Pacific Division					
	All establishments 762 Sales $121,951,000 Commodity coverage 93.2 percent					
	Total analyzed	719	113,614	113,614	---	100.0
03	Canned foods	11	43,455	1,489	3.4	1.3
	Canned fruits	5	39,193	481	1.2	---
	Canned fish and sea foods	4	31,968	836	2.6	---
	Other	---	---	172	---	---
07	Fish and sea foods (except canned)	9	38,040	1,084	2.8	1.0
	Cured and processed fish	3	3,912	102	2.6	---
	Frozen fish	3	13,058	908	7.0	---
	Other sea foods	3	21,070	74	.4	---
08	Flour	5	4,942	593	12.0	.5
11	Groceries (miscellaneous)	11	38,542	304	.8	.3
14	Sugar	7	32,263	3,575	11.1	3.1
15	Wines and liquors (liquors)	3	15,556	287	2.1	.3
16	Feed	5	11,157	[illegible]	8.1	.8
	Hay, straw, and alfalfa	4	9,790	35	.4	---
	Mixed and other feeds	5	11,157	863	7.7	---
19	Grain	5	13,652	3,368	24.7	3.0
	Wheat	5	13,652	3,220	23.6	---
	Other	---	---	148	---	---
20	Hides and skins	3	24,912	179	.7	.2
22	Seeds	8	40,552	351	.9	.3
23	Cut flowers and plants	290	6,911	6,579	95.2	5.8
26	Other farm products—raw materials	8	43,204	1,730	4.0	1.5
27	Clothing and furnishings, men's and boys'	8	34,878	835	2.4	.7
28	Clothing and accessories, women's and children's	6	26,964	1,430	5.3	1.3
30	Notions	5	8,407	951	11.3	.9
31	Piece goods	11	48,073	2,428	5.1	2.1
	Cotton piece goods	4	29,438	61	.2	---
	Jute fabrics	7	41,385	1,438	3.5	---
	Other	---	---	124	---	---
	Not analyzed in detail	---	---	805	---	---
32	Shoes and other footwear	5	25,339	439	1.7	.4
33	Yarns	10	10,904	610	5.6	.5
	Rayon yarns	3	8,767	14	.2	---
	Woolen and worsted yarns	4	2,011	358	17.8	---
	Other	---	---	64	---	---
	Not analyzed in detail	---	---	174	---	---
34	Other dry goods and textile products	23	37,216	1,461	3.9	1.3
36	Automotive supplies	9	8,969	319	3.6	.3
	Automotive accessories	5	1,938	140	7.2	---
	Automotive parts	[illegible]	527	11	2.1	---
	Tires and tubes	5	1,982	50	2.5	---
	Not analyzed in detail	---	---	118	---	---
37	Drugs and drug sundries	10	27,613	906	3.3	.8
38	Chemicals, industrial and heavy	5	14,823	478	3.2	.4
[illegible]	Oils, vegetable	10	46,570	10,359	22.2	9.1
	Cottonseed, linseed, etc.	8	43,909	10,226	23.3	---
	Other	---	---	133	---	---
42	Other chemicals and related products	[illegible]	6,177	548	8.9	.5
45	Radios, appliances, and specialties	9	20,795	326	1.6	.3
46	China, glassware, and crockery	6	9,499	798	8.4	.7
48	House furnishings	6	9,813	212	2.2	.2
50	Hardware	11	10,972	1,450	13.2	1.3

Commodity No.	KIND OF BUSINESS AREA AND COMMODITY	Establishments reporting commodity data: Number	Establishments reporting commodity data: Sales of establishments (add 000)	Reported sales of stated commodity: Amount reported (add 000)	Reported sales of stated commodity: Percent column A (See note)	Percent column B (See note)
	ALL OTHER PRODUCTS TRADES—Con.					
	Pacific Division—Con.					
52	Sporting goods	8	$22,098	$307	1.4	.3
53	Toys and games	7	10,300	741	7.2	.7
56	Industrial equipment and supplies	31	8,774	1,183	13.5	1.0
57	Industrial machinery	[illegible]	18,443	236	1.2	.2
64	Iron and steel products—semi-finished	7	34,421	1,462	4.2	4.2
	Pig iron	3	13,556	275	[illegible]	---
	Scrap iron and steel	4	20,865	5,187	24.9	---
67	Iron and steel finished products—other than flat and wire	4	7,838	206	2.6	.2
73	Coal and coke	5	13,747	226	1.6	.2
76	Petroleum and its products	5	27,739	17,167	61.9	18.1
78	Books, magazines, and other printed material	90	18,927	13,083	69.1	11.5
79	Logs, ties, pulpwood, etc.	27	27,269	3,054	11.2	2.7
80	Lumber—rough, dressed, and finished	10	34,513	1,552	4.5	1.4
81	Paper and products (except stationery and wallpaper)	11	22,917	593	2.6	.5
	Wrapping or coarse paper	4	4,239	162	3.8	---
	Paper products such as bags, boxes, cups, dishes, etc.	8	22,501	224	1.0	---
	Other	---	---	207	---	---
83	Stationery and supplies	14	15,778	1,937	12.3	1.7
84	Planing-mill products	21	5,684	1,871	32.9	1.6
90	Fertilizer and fertilizer materials	14	45,888	2,143	4.7	1.9
91	Jewelry, silverware, etc.	10	10,475	531	5.1	.5
92	Junk and scrap (except iron)	8	22,458	473	2.1	.4
[illegible]	Leather and cut stock	50	5,310	3,358	63.3	3.0
94	Luggage, saddlery, harness, etc.	21	5,849	1,206	31.3	1.1
[illegible]	Optical goods (except photographic)	63	3,704	3,666	99.0	3.2
97	Rubber, crude	3	25,962	361	1.4	.3
98	Second-hand merchandise	53	2,242	1,994	88.9	1.8
	All other commodities	---	---	7,919	---	6.8
	Service receipts	16	19,252	360	1.9	.3
	New York City					
	All establishments 1,162 Sales $790,226,000 Commodity coverage 89.5 percent					
	Total analyzed	1,071	706,960	706,960	---	100.0
03	Canned foods	[illegible]	278,551	1,784	.6	.3
	Canned fruits	3	49,929	337	.7	---
	Canned fish and sea foods	5	178,265	1,410	.8	---
	Other	---	---	37	---	---
04	Coffee (green)	3	106,170	4,516	4.3	.6
11	Groceries (except as listed)	9	286,660	1,313	.5	.2
	Extracts and spices	[illegible]	115,996	640	.6	---
	Teas	3	69,294	391	.6	---
	Other	---	---	282	---	---
14	Sugar	4	184,001	2,308	1.3	.3
17	Cotton, raw	4	167,303	1,190	.7	.2
20	Hides, skins, and raw furs	8	281,709	612	.2	.1
22	Seeds	5	228,556	402	.2	.1
23	Cut flowers and plants	57	146,501	5,021	3.4	.7
26	Other farm products—raw materials	7	253,360	2,957	1.2	.4
28	Clothing and accessories, women's and children's	11	201,394	2,596	1.3	.4
30	Notions	9	149,541	2,582	1.7	.4
31	Piece goods	31	319,439	11,200	3.5	1.6
	Cotton piece goods	17	119,223	2,720	2.3	---
	Jute fabrics	11	62,706	3,489	5.6	---
	Linens	[illegible]	89,281	1,303	1.5	---
	Rayons	6	70,359	205	.3	---
	Silks and velvets	4	8,638	1,226	14.2	---
	Domestics	4	74,764	1,193	1.6	---
	Other piece and yard goods	4	83,707	609	.7	---
	Not analyzed in detail	---	---	456	---	---
33	Yarns	123	246,078	101,100	41.1	14.3
	Cotton yarns	39	81,677	8,335	10.2	---
	Rayon yarns	25	14,366	12,032	83.7	---
	Silk (spun or thrown)	24	60,833	16,286	26.8	---
	Woolen and worsted yarns	58	62,726	18,300	29.2	---
	Other	14	159,406	43,512	27.3	---
	Not analyzed in detail	8	2,629	2,629	100.0	---

Percent column A: Percent of total sales of establishments reporting data for stated commodity

Percent column B: Percent which stated commodity is of sales of establishments reporting data for stated commodity

SERVICE AND LIMITED-FUNCTION WHOLESALERS

TABLE 8.—COMMODITY SALES, BY KIND-OF-BUSINESS GROUPS

By Geographic Divisions and 5 Selected Cities—Continued

[Limited to establishments which report an analysis of their sales by commodities. Ratio of commodity coverage indicates sales size of sample]

Commodity No.	KIND OF BUSINESS AREA AND COMMODITY	ESTABLISHMENTS REPORTING COMMODITY DATA: Number	ESTABLISHMENTS REPORTING COMMODITY DATA: Sales of such establishments (dollars)	REPORTED SALES OF STATED COMMODITY: Amount reported (dollars)	REPORTED SALES OF STATED COMMODITY: Percent (column A) (See note)	Percent (column B) (See note)
	ALL OTHER PRODUCTS TRADES—Con.					
	New York City—Con.					
34	Other dry goods and textile products	38	$284,112	$16,464	5.8	2.3
35	Automobiles and other motor vehicles	7	300,999	5,444	1.8	.8
	Trucks, busses, taxicabs, etc.	4	172,514	4,400	2.6	--
	Tractors	4	148,116	859	.6	--
	Other	---	---	185	---	---
36	Automotive supplies	5	275,457	2,134	.8	.3
37	Drugs and drug sundries	20	313,880	2,519	.8	.4
	Drugs, chemicals, and pharmaceuticals	12	209,967	1,525	.7	---
	Proprietary medicines and toiletries	6	43,686	600	1.4	---
	Not analyzed in detail	---	---	594	---	---
38	Chemicals, industrial and heavy	7	264,678	1,796	.7	.3
39	Oils, vegetable	42	319,766	46,168	14.4	6.8
	Cottonseed, linseed, etc.	10	87,506	20,139	23.0	---
	Essential oils	27	192,684	20,048	10.4	---
	Not analyzed in detail	9	8,961	5,985	66.8	---
40	Paints and varnishes	7	261,622	836	.3	.1
42	Other chemicals and related products	16	286,729	2,293	.8	.3
44	Electrical apparatus and equipment	7	286,588	3,972	1.4	.6
45	Radios, appliances, and specialties	11	187,169	1,928	1.2	.3
	Radios, parts, and accessories	8	159,663	1,061	.7	---
	Other	---	---	867	---	---
48	House furnishings	10	253,099	2,640	1.0	.4
50	Hardware	10	193,484	366	.2	.1
53	Toys and games	4	26,771	775	2.9	.1
56	Industrial equipment and supplies	29	289,181	15,406	5.3	2.2
	Metal-working tools	6	164,520	10,151	6.2	---
	Other	---	---	5,251	---	---
57	Industrial machinery	10	309,749	44,583	14.4	6.3
	Construction machinery (except road-building)	4	147,814	4,705	3.2	---
	Road-building machinery	3	45,245	936	2.1	---
	Machine tools (power driven)	5	119,815	23,736	19.8	---
	Mining, quarrying, etc.	3	147,518	928	.6	---
	Oil-well and oil-refining	3	147,518	569	.4	---
	Power-plant machinery (except electrical)	4	170,097	3,478	2.0	---
	Other	---	---	10,231	---	---
63	Copper and products	5	252,054	28,940	11.5	4.1
64	Iron and steel products—semi-finished	7	286,276	19,431	6.8	2.7
65	Iron and steel products—flat	4	255,686	3,233	1.3	.5
	Plates	4	255,686	1,163	.5	.5
	Sheets—continuous-mill	3	247,518	994	.4	---
	Other	---	---	1,076	---	---
67	Iron and steel finished products—other than flat and wire	9	264,857	4,823	1.8	.7
	Bars and small shapes except reinforcing	3	66,434	2,917	4.4	---
	Cast-iron pipe	3	23,206	109	.5	---
	Seamless steel tubing	4	152,826	586	.4	---
	Other	---	---	1,211	---	---
68	Lead (metallic) and zinc	6	253,494	4,016	1.6	.6
69	Other non-ferrous metals (except precious)	7	264,021	50,705	19.2	7.2
73	Coal and coke	11	86,787	1,666	1.9	.2
74	Crude non-metallic minerals and products	6	238,543	818	.3	.1
76	Petroleum and its products	11	202,561	4,825	2.4	.7
78	Books, magazines, and other printed material	89	57,443	54,193	94.3	7.7
79	Logs, ties, pulpwood, etc.	14	25,963	5,555	21.3	.8
83	Stationery and supplies	5	74,174	2,921	3.9	.4
84	Planing-mill products	28	2,539	2,304	90.7	.3
85	Aircraft and parts	3	235,175	5,762	2.4	.8
90	Fertilizer and fertilizer materials	4	155,182	1,058	.7	.1
91	Jewelry, silverware, etc.	7	116,037	1,113	1.0	.2
92	Junk and scrap (except iron)	9	255,989	1,941	.8	.3
	Waste rags	3	110,283	837	.8	---
	Waste rubber	4	43,194	824	1.9	---
	Other	---	---	280	---	---
93	Leather and cut stock	203	67,605	24,603	36.4	3.5
94	Luggage, saddlery, harness, etc.	54	5,105	4,417	86.5	.6
96	Optical goods (except photographic)	58	5,095	4,820	94.6	.7
97	Rubber, crude	21	363,849	126,972	34.9	18.0
98	Second-hand merchandise	80	1,957	1,759	89.9	.2
	All other commodities	---	---	65,743	---	8.9
	Service receipts	7	97,011	519	.5	.1

Commodity No.	KIND OF BUSINESS AREA AND COMMODITY	ESTABLISHMENTS REPORTING COMMODITY DATA: Number	ESTABLISHMENTS REPORTING COMMODITY DATA: Sales of such establishments (dollars)	REPORTED SALES OF STATED COMMODITY: Amount reported (dollars)	REPORTED SALES OF STATED COMMODITY: Percent (column A) (See note)	Percent (column B) (See note)
	ALL OTHER PRODUCTS TRADES—Con.					
	Chicago					
	All establishments 278					
	Sales $69,604,000					
	Commodity coverage 87.4 percent					
	Total analyzed	248	$60,817	$60,817	---	100.0
23	Cut flowers and plants	16	3,287	3,260	99.2	5.4
27	Clothing and furnishings, men's and boys'	4	18,436	1,936	10.5	3.2
28	Clothing and accessories, women's and children's	4	18,436	2,282	12.4	3.8
	Hosiery (women's and misses')	3	16,827	1,091	6.5	---
	Other	---	---	1,124	---	---
	Not analyzed in detail	---	---	67	---	---
31	Piece goods	4	17,251	2,740	15.9	4.5
34	Other dry goods and textile products	9	18,181	1,463	8.0	2.4
39	Oils, vegetable	5	3,563	3,490	98.0	5.7
45	Radios, appliances, and specialties	5	6,736	275	4.1	.5
46	China, glassware, and crockery	6	22,635	878	3.9	1.4
47	Furniture, wooden and metal	5	22,675	440	1.9	.7
48	House furnishings	5	18,546	724	3.9	1.2
50	Hardware	4	18,028	2,356	13.1	3.9
52	Sporting goods	5	6,736	369	5.5	.6
53	Toys and games	6	22,715	1,573	6.9	2.6
56	Industrial equipment and supplies	19	6,971	1,128	16.2	1.9
78	Books, magazines, and other printed material	17	12,750	8,477	66.5	13.9
83	Stationery and supplies	5	21,037	1,231	5.9	2.0
84	Planing-mill products	9	468	421	90.0	.7
91	Jewelry, silverware, etc.	5	22,675	866	3.8	1.4
93	Leather and cut stock	53	9,858	9,165	93.0	15.1
94	Luggage, saddlery, harness, etc.	13	7,299	1,018	13.9	1.7
96	Optical goods (except photographic)	30	6,183	3,844	62.2	6.3
98	Second-hand merchandise	37	1,726	1,649	95.5	2.7
	All other commodities	---	---	11,035	---	18.1
	Service receipts	5	895	197	22.0	.3
	Philadelphia					
	All establishments 143					
	Sales $30,646,000					
	Commodity coverage 89.4 percent					
	Total analyzed	131	27,399	27,399	---	100.0
23	Cut flowers and plants	10	1,163	1,161	99.8	4.3
31	Piece goods	6	992	420	42.3	1.5
	Jute fabrics	3	475	362	76.2	---
	Other	---	---	58	---	---
33	Yarns	12	6,456	6,202	96.1	22.6
	Cotton yarns	6	2,667	2,418	90.7	---
	Woolen and worsted yarns	4	686	481	70.1	---
	Other		---	3,303	---	---
34	Other dry goods and textile products	4	46	46	100.0	.2
56	Industrial equipment and supplies	10	764	156	20.4	.6
78	Books, magazines, and other printed material	6	3,323	2,913	87.7	10.6
83	Stationery and supplies	3	1,470	238	16.2	.9
84	Planing-mill products	4	305	292	95.7	1.1
93	Leather and cut stock	24	2,812	2,595	92.2	9.5
94	Luggage, saddlery, harness, etc.	5	368	102	27.7	.4
96	Optical goods (except photographic)	15	1,326	1,094	82.5	4.0
98	Second-hand merchandise	22	1,041	1,003	96.3	3.7
	All other commodities	---	---	11,159	---	40.6
	Boston					
	All establishments 166					
	Sales $47,881,000					
	Commodity coverage 90.9 percent					
	Total analyzed	142	43,346	43,346	---	100.0

Percent column A: Percent of total sales of establishments reporting that they sell such commodity.
Percent column B: Percent which stated commodity bears to total sales of all establishments in this kind of business reporting their sales by commodities.

SERVICE AND LIMITED-FUNCTION WHOLESALERS

TABLE 8. COMMODITY SALES, BY KIND OF BUSINESS GROUPS

By Geographic Divisions and Selected Cities: 1939—Continued

[Limited to establishments which report on analysis of their sales by commodities. Ratios of commodity coverage to all sales shown for each group]

Commodity No.	KIND OF BUSINESS AREA AND COMMODITY	ESTABLISHMENTS REPORTING COMMODITY DATA: Number	ESTABLISHMENTS REPORTING COMMODITY DATA: Sales	REPORTED SALES OF STATED COMMODITY: Amount	REPORTED SALES OF STATED COMMODITY: Percent of total sales of stated commodity (Column A)	Percent of total sales of stated commodity (Column B)
	ALL OTHER PRODUCTS TRADES—Con.					
	Boston—Con.					
23	Cut flowers and plants	12	$1,153	$845	73.3	1.9
33	Yarns	5	294	294	100.0	.7
	Woolen and worsted yarns	3	234	234	100.0	---
	Other	--	---	60	---	---
34	Other dry goods and textile products	9	1,647	1,500	91.1	3.9
39	Oils, vegetable	4	449	256	57.0	.8
56	Industrial equipment and supplies	7	798	221	27.7	.5
78	Books, magazines, and other printed material	4	3,764	3,679	97.7	8.5
93	Leather and cut stock	62	32,609	32,552	99.8	75.1
94	Luggage, saddlery, harness, etc.	5	186	132	71.0	.3
96	Optical goods (except photographic)	12	1,179	1,178	99.9	2.7
98	Second-hand merchandise	5	153	153	100.0	.4
	All other commodities	---	---	2,536	---	5.8
	San Francisco					
	All establishments 193					
	Sales $61,569,000					
	Commodity coverage 93.4 percent					
	Total analyzed	181	57,514	57,514	---	100.0
03	Canned foods	3	28,504	669	2.3	1.2
	Canned fish and sea foods	3	28,504	605	2.1	---
	Other	---	---	64	---	---
11	Groceries (miscellaneous)	3	19,904	98	.5	.2
	ALL OTHER PRODUCTS TRADES—Con.					
	San Francisco—Con.					
22	Seeds	3	$20,034	$274	1.1	.5
23	Cut flowers and plants	101	2,638	2,454	93.0	4.3
27	Clothing and furnishings, men's and boys'	3	38,594	723	2.8	1.3
28	Clothing and accessories, women's and children's	3	23,921	919	3.8	1.6
31	Piece goods	6	38,159	2,354	6.7	4.1
	Jute fabrics	3	28,504	1,384	4.9	--
	Other		---	165	--	---
	Not analyzed in detail	--	---	805	---	--
34	Other dry goods and textile products	6	28,148	440	1.7	.8
36	Automotive supplies	3	6,739	128	1.9	.2
37	Drugs and drug sundries	3	23,921	710	3.0	1.2
39	Oils, vegetable	7	38,471	9,964	25.9	17.3
46	China, glassware, and crockery	4	7,707	576	7.5	1.0
56	Industrial equipment and supplies	3	1,514	90	5.9	.2
78	Books, magazines, and other printed material	8	2,944	2,636	89.5	4.6
80	Lumber—rough, dressed, and finished	4	26,141	92	.4	.2
83	Stationery and supplies	3	7,792	649	8.3	1.1
84	Planing-mill products	5	794	792	99.7	1.4
90	Fertilizer and fertilizer materials	4	26,595	272	1.0	.5
91	Jewelry, silverware, etc.	4	6,722	244	3.6	.4
93	Leather and cut stock	9	1,373	1,223	89.1	2.1
94	Luggage, saddlery, harness, etc.	6	355	304	85.6	.5
96	Optical goods (except photographic)	13	913	876	96.2	1.5
98	Second-hand merchandise	10	551	550	99.8	1.0
	All other commodities	---	---	30,488	---	52.9

Percent, column A: Percent of total sales of establishments reporting commodity data.

Percent, column B: Percent of total sales of commodity represented by sales of establishments reporting commodity data.

MANUFACTURERS' SALES BRANCHES (WITH STOCKS)

TABLE 8.—COMMODITY SALES, BY KIND-OF-BUSINESS GROUPS

By Geographic Divisions and 5 Selected Cities

[Limited to establishments which report an analysis of their sales by commodities. Ratio of commodity coverage indicates sales size of sample]

Commodity No	KIND OF BUSINESS AREA AND COMMODITY	ESTABLISHMENTS REPORTING COMMODITY DATA: Number	ESTABLISHMENTS REPORTING COMMODITY DATA: Sales of such establishments (add 000)	REPORTED SALES OF STATED COMMODITY: Amount reported (add 000)	REPORTED SALES OF STATED COMMODITY: Percent column A (See note)	Percent column B (See note)
	AMUSEMENT AND SPORTING GOODS TRADES					
	New England Division					
	All establishments 27; Sales $17,183,000; Commodity coverage 100.0 percent					
	Total analyzed	27	$17,183	$17,183	---	100.0
52	Sporting goods	4	684	571	83.5	3.3
88	Cameras and supplies	3	1,922	1,922	100.0	11.2
95	Motion picture film rentals	20	14,559	14,451	99.3	84.1
	All other commodities	---	---	239	---	1.4
	Middle Atlantic Division					
	All establishments 63; Sales $86,431,000; Commodity coverage 99.4 percent					
	Total analyzed	62	85,889	85,889	---	100.0
27	Clothing and furnishings, men's and boys'	4	1,737	191	11.0	.2
52	Sporting goods	10	4,523	3,972	87.8	4.6
58	Office and store equipment and supplies: Store fixtures and equipment	4	2,578	312	12.1	.4
88	Cameras and supplies	10	24,951	24,951	100.0	29.1
95	Motion picture film rentals	41	55,215	54,880	99.4	63.9
	All other commodities	---	---	1,583	---	1.8
	East North Central Division					
	All establishments 77; Sales $66,506,000; Commodity coverage 99.7 percent					
	Total analyzed	76	66,305	66,305	---	100.0
27	Clothing (work clothing)	5	3,699	361	9.8	.5
32	Shoes and other footwear	5	3,699	134	3.6	.2
52	Sporting goods	11	7,527	6,639	88.2	10.0
58	Office and store equipment and supplies: Store fixtures and equipment	5	3,694	385	10.4	.6
88	Cameras and supplies	10	24,023	24,023	100.0	36.2
95	Motion picture film rentals	53	34,607	34,284	99.1	51.7
	All other commodities	---	---	479	---	.8
	West North Central Division					
	All establishments 67; Sales $23,112,000; Commodity coverage 100.0 percent					
	Total analyzed	67	23,112	23,112	---	100.0
27	Clothing (work clothing)	5	1,150	328	28.5	1.4
32	Shoes and other footwear	5	1,150	88	7.7	.4
52	Sporting goods	8	3,141	2,505	79.8	10.8
58	Office and store equipment and supplies: Store fixtures and equipment	3	1,991	213	10.7	.9
88	Cameras and supplies	11	3,065	3,065	100.0	13.3
95	Motion picture film rentals	45	16,689	16,451	98.5	71.1
	All other commodities	---	---	482	---	2.1
	South Atlantic Division					
	All establishments 39; Sales $20,428,000; Commodity coverage 99.4 percent					
	Total analyzed	38	20,303	20,303	---	100.0
52	Sporting goods	4	1,521	1,328	87.3	6.5
88	Cameras and supplies	5	1,614	1,612	99.9	7.9
95	Motion picture film rentals	29	17,168	16,880	98.3	83.1
	All other commodities	---	---	483	---	2.5
	AMUSEMENT AND SPORTING GOODS TRADES—Con.					
	East South Central Division					
	All establishments 10; Sales $2,166,000; Commodity coverage 100.0 percent					
	Total analyzed	10	$2,166	$2,166	---	100.0
95	Motion picture film rentals	8	1,948	1,903	97.7	87.9
	All other commodities	---	---	263	---	12.1
	West South Central Division					
	All establishments 32; Sales $14,540,000; Commodity coverage 100.0 percent					
	Total analyzed	32	14,540	14,540	---	100.0
52	Sporting goods	5	1,698	1,309	77.1	9.0
88	Cameras and supplies	3	1,260	1,260	100.0	8.7
95	Motion picture film rentals	26	11,567	11,354	98.2	78.1
	All other commodities	---	---	617	---	4.2
	Mountain Division					
	All establishments 22; Sales $6,014,000; Commodity coverage 100.0 percent					
	Total analyzed	22	6,014	6,014	---	100.0
52	Sporting goods	3	630	511	81.1	8.5
95	Motion picture film rentals	17	4,880	4,804	98.4	79.9
	All other commodities	---	---	699	---	11.6
	Pacific Division					
	All establishments 61; Sales $34,445,000; Commodity coverage 99.5 percent					
	Total analyzed	60	34,263	34,263	---	100.0
27	Clothing (work clothing)	5	1,408	135	9.6	.4
32	Shoes and other footwear	5	1,408	94	6.7	.3
52	Sporting goods	10	3,111	2,792	89.7	8.1
88	Cameras and supplies	13	12,619	12,619	100.0	36.8
95	Motion picture film rentals	35	18,480	18,320	99.1	53.5
	All other commodities	---	---	303	---	.9
	New York City					
	All establishments 20; Sales $51,217,000; Commodity coverage 99.0 percent					
	Total analyzed	19	50,696	50,696	---	100.0
52	Sporting goods	3	2,631	2,318	88.1	4.6
88	Cameras and supplies	7	23,277	23,277	100.0	45.9
95	Motion picture film rentals	8	23,586	23,494	99.6	46.3
	All other commodities	---	---	1,607	---	3.2
	Chicago					
	All establishments 18; Sales $36,118,000; Commodity coverage 99.5 percent					
	Total analyzed	17	35,945	35,945	---	100.0
52	Sporting goods	4	4,849	4,311	88.9	12.0
88	Cameras and supplies	4	20,838	20,838	100.0	58.0
95	Motion picture film rentals	9	10,258	10,191	99.3	28.4
	All other commodities	---	---	605	---	1.6

Percent column A — Percent of *total* sales of establishments reporting that they sell such commodity.
Percent column B — Percent which stated commodity bears to *total* sales of all establishments in this kind of business reporting their sales by commodities.

MANUFACTURERS' SALES BRANCHES (WITH STOCKS)

TABLE 8.—COMMODITY SALES, BY KIND-OF-BUSINESS GROUPS

By Geographic Divisions and 5 Selected Cities—Continued

[Limited to establishments which report an analysis of their sales by commodities. Ratio of commodity coverage indicates sales size of sample]

Commodity No.	KIND OF BUSINESS AREA AND COMMODITY	ESTABLISHMENTS REPORTING COMMODITY DATA: Number	ESTABLISHMENTS REPORTING COMMODITY DATA: Sales of such establishments (add 000)	REPORTED SALES OF STATED COMMODITY: Amount reported (add 000)	REPORTED SALES OF STATED COMMODITY: Percent column A (See note)	Percent column B (See note)
	AMUSEMENT AND SPORTING GOODS TRADES—Con.					
	Philadelphia					
	All establishments 12					
	Sales $12,956,000					
	Commodity coverage 100.0 percent					
	Total analyzed	12	$12,956	$12,956	---	100.0
95	Motion picture film rentals	9	11,503	11,417	99.3	88.1
	All other commodities	---	---	1,539	---	11.9
	Boston					
	All establishments 17					
	Sales $13,852,000					
	Commodity coverage 100.0 percent					
	Total analyzed	17	13,852	13,852	---	100.0
52	Sporting goods	3	638	538	84.3	3.9
88	Cameras and supplies	3	1,922	1,922	100.0	13.9
95	Motion picture film rentals	11	11,284	11,195	99.2	80.8
	All other commodities	---	---	197	---	1.4
	San Francisco					
	All establishments 15					
	Sales $16,120,000					
	Commodity coverage 100.0 percent					
	Total analyzed	15	16,120	16,120	---	100.0
52	Sporting goods	3	1,145	1,023	89.3	6.3
88	Cameras and supplies	3	8,404	8,404	100.0	52.1
95	Motion picture film rentals	9	6,562	6,506	99.1	40.4
	All other commodities	---	---	187	---	1.2
	AUTOMOTIVE TRADES					
	New England Division					
	All establishments 69					
	Sales $39,199,000					
	Commodity coverage 99.0 percent					
	Total analyzed	67	38,815	38,815	---	100.0
35	Automobiles and other motor vehicles	40	22,113	19,144	86.6	49.3
	Trucks, busses, taxicabs, etc.	36	15,775	13,144	83.3	---
	Other	---	---	6,000	---	---
36	Automotive supplies	49	30,789	15,425	50.1	39.7
	Batteries	13	19,486	658	3.4	---
	Automotive accessories	21	20,516	[illegible]	4.7	---
	Automotive parts	18	10,863	1,295	11.9	---
	Tires and tubes	17	19,972	11,546	57.8	---
	Not analyzed in detail	12	3,974	958	24.1	---
52	Sporting goods	[illegible]	6,066	173	2.9	.4
56	Industrial equipment and supplies	6	8,787	1,609	18.3	4.1
	All other commodities	---	---	1,477	---	4.0
	Service receipts	26	13,717	987	7.2	2.5
	Middle Atlantic Division					
	All establishments 222					
	Sales $145,292,000					
	Commodity coverage 98.6 percent					
	Total analyzed	215	143,299	143,299	---	100.0
32	Shoes and other footwear	[illegible]	7,570	1,493	19.7	1.0
	AUTOMOTIVE TRADES—Con.					
	Middle Atlantic Division—Con.					
35	Automobiles and other motor vehicles	115	$87,850	$75,738	86.2	52.9
	Automobiles (passenger)	12	34,567	29,247	84.4	---
	Trucks, busses, taxicabs, etc.	93	61,922	43,340	70.0	---
	Tractors	10	3,077	3,054	99.3	---
	Not analyzed in detail	---	---	97	---	---
36	Automotive supplies	153	115,078	56,305	48.9	39.3
	Batteries	35	53,528	1,245	2.3	---
	Automotive accessories	56	70,346	3,281	4.7	---
	Automotive parts	62	51,921	10,749	20.7	---
	Tires and tubes	60	62,108	37,534	60.4	---
	Not analyzed in detail	29	16,066	3,496	21.8	---
45	Radios, appliances, and specialties	8	8,037	170	2.1	.1
52	Sporting goods	15	17,703	760	4.3	.5
56	Industrial equipment and supplies	17	20,176	3,292	16.3	2.3
57	Industrial machinery	5	2,735	388	13.5	.3
	All other commodities	---	---	2,556	---	1.8
	Service receipts	72	43,186	2,617	6.1	1.8
	East North Central Division					
	All establishments 186					
	Sales $176,865,000					
	Commodity coverage 95.1 percent					
	Total analyzed	180	168,084	168,084	---	100.0
32	Shoes and other footwear	3	7,961	921	11.6	.5
35	Automobiles and other motor vehicles	80	99,970	83,668	83.7	49.8
	Automobiles (passenger)	10	62,723	45,669	72.8	---
	Trucks, busses, taxicabs, etc.	56	86,417	32,591	37.7	---
	Tractors	17	6,660	4,989	74.9	---
	Not analyzed in detail	---	---	419	---	---
36	Automotive supplies	133	144,899	69,607	48.0	41.4
	Batteries	41	83,008	2,438	2.9	---
	Automotive accessories	52	112,298	5,307	4.7	---
	Automotive parts	65	95,309	26,387	27.7	---
	Tires and tubes	54	87,217	34,226	39.2	---
	Not analyzed in detail	15	3,749	1,249	33.3	---
43	Wiring supplies and electrical construction materials	5	9,998	599	6.0	.4
44	Electrical apparatus and equipment	7	5,612	3,447	61.4	2.1
45	Radios, appliances, and specialties	12	11,820	174	1.5	.1
52	Sporting goods	14	18,413	454	2.5	.3
55	Farm and garden machinery and equipment	6	9,394	2,487	26.5	1.5
56	Industrial equipment and supplies	16	25,606	4,456	17.4	2.7
	Belting, hose, packing, etc.	15	23,206	4,266	18.4	---
	Printing equipment and supplies (except paper)	4	8,727	10	.1	---
	Metal-working tools	5	9,998	105	1.1	---
	Other	---	---	75	---	---
57	Industrial machinery	6	3,349	116	3.5	.1
	Road-building machinery	3	2,756	32	1.2	---
	Mining, quarrying, etc.	3	593	64	10.8	---
	Other	---	---	20	---	---
	All other commodities	---	---	727	---	.3
	Service receipts	37	34,168	1,428	4.2	.8
	West North Central Division					
	All establishments 117					
	Sales $84,912,000					
	Commodity coverage 100.0 percent					
	Total analyzed	117	84,912	84,912	---	100.0
27	Clothing and furnishings, men's and boys'	[illegible]	7,596	165	2.2	.2
32	Shoes and other footwear	4	7,596	1,135	14.9	1.3
35	Automobiles and other motor vehicles	36	44,761	37,283	83.3	43.9
	Automobiles (passenger)	7	31,811	21,971	69.1	---
	Trucks, busses, taxicabs, etc.	25	40,017	13,357	33.4	---
	Tractors	7	1,961	1,955	99.7	---

Percent column A—Percent of *total* sales of establishments reporting that they sell such commodity.
Percent column B—Percent which stated commodity bears to *total* sales of all establishments in this kind of business reporting their sales by commodities.

MANUFACTURERS' SALES BRANCHES (WITH STOCKS)

TABLE 8.—COMMODITY SALES, BY KIND-OF-BUSINESS GROUPS

By Geographic Divisions and 5 Selected Cities—Continued

[Limited to establishments which reported an analysis of their sales by commodities. Ratio of commodity coverage indicates sales size of sample]

Commodity No.	KIND OF BUSINESS AREA AND COMMODITY	Establishments reporting commodity data: Number	Establishments reporting commodity data: Sales of such establishments (add 000)	Reported sales of stated commodity: Amount reported (add 000)	Reported sales of stated commodity: Percent (column A) (See note)	Percent (column B) (See note)
	AUTOMOTIVE TRADES—Con.					
	West North Central Division—Con.					
36	Automotive supplies	97	$77,958	$39,661	50.9	46.6
	Batteries	36	57,620	1,638	2.8	---
	Automotive accessories	37	58,644	2,498	4.3	---
	Automotive parts	40	42,266	8,818	20.9	---
	Tires and tubes	39	60,033	23,535	39.2	---
	Not analyzed in detail	16	4,531	3,172	70.0	---
43	Wiring supplies and electrical construction materials	4	7,596	472	6.2	.6
44	Electrical apparatus and equipment	5	2,327	1,675	72.0	2.0
45	Radios, appliances, and specialties	9	7,942	179	2.3	.2
	Radios, parts, and accessories	5	5,920	156	2.6	---
	Other electrical appliances	4	2,022	23	1.1	---
52	Sporting goods	11	14,923	267	1.8	.3
56	Industrial equipment and supplies	12	18,734	2,033	10.9	2.4
	Belting, hose, packing, etc.	12	18,734	2,029	10.8	---
	Other	---	---	4	---	---
57	Industrial machinery	4	1,959	223	11.4	.3
	Mining, quarrying, etc.	3	524	185	35.3	---
	Other	---	---	38	---	---
	All other commodities	---	---	1,326	---	1.6
	Service receipts	18	20,772	493	2.4	.6
	South Atlantic Division					
	All establishments 97; Sales $92,034,000; Commodity coverage 99.3 percent					
	Total analyzed	94	91,366	91,366	---	100.0
35	Automobiles and other motor vehicles	37	61,174	51,662	84.5	56.5
	Automobiles (passenger)	4	45,505	28,880	63.5	---
	Trucks, busses, taxicabs, etc.	28	58,448	21,653	37.0	---
	Tractors	8	1,172	1,129	96.3	---
36	Automotive supplies	78	85,492	35,481	42.5	38.8
	Batteries	29	68,678	1,504	2.2	---
	Automotive accessories	30	69,824	2,126	3.0	---
	Automotive parts	29	52,305	8,566	16.4	---
	Tires and tubes	42	73,085	22,389	30.6	---
	Not analyzed in detail	9	3,274	916	28.0	---
45	Radios, appliances, and specialties	4	4,838	143	3.0	.2
	Radios, parts, and accessories	3	4,562	136	3.0	---
	Not analyzed in detail	-	---	7	---	---
52	Sporting goods	8	9,583	260	2.7	.3
56	Industrial equipment and supplies	9	13,456	1,263	9.4	1.4
	Belting, hose, packing, etc.	8	13,217	1,240	9.4	---
	Other	- -	---	23	---	---
	All other commodities	---	---	2,080	---	2.3
	Service receipts	15	9,671	477	4.9	.5
	East South Central Division					
	All establishments 31; Sales $13,262,000; Commodity coverage 100.0 percent					
	Total analyzed	31	13,262	13,262	- -	100.0
35	Automobiles and other motor vehicles: Trucks, busses, taxicabs, etc.	12	4,637	4,100	88.4	30.9
36	Automotive supplies	25	11,378	8,566	75.3	64.6
	Batteries	11	7,551	359	4.7	---
	Automotive accessories	11	7,978	344	4.3	---
	Automotive parts	9	3,014	585	19.4	---
	Tires and tubes	13	8,556	7,201	84.2	---
	Not analyzed in detail	- -	---	78	---	---
	All other commodities	---	---	424	---	3.2
	Service receipts	8	4,189	172	4.1	1.3
	West South Central Division					
	All establishments 77; Sales $78,453,000; Commodity coverage 100.0 percent					
	Total analyzed	77	$78,453	$78,453	---	100.0
35	Automobiles and other motor vehicles	30	55,380	45,922	82.9	58.5
	Automobiles (passenger)	4	47,147	29,750	63.1	---
	Trucks, busses, taxicabs, etc.	22	54,506	15,341	28.1	---
	Tractors	8	1,612	831	55.0	---
36	Automotive supplies	58	73,278	28,942	39.5	36.9
	Batteries	22	65,407	1,000	1.5	---
	Automotive accessories	28	66,191	4,641	7.0	---
	Automotive parts	24	33,037	5,431	16.4	---
	Tires and tubes	30	50,535	17,870	35.4	---
56	Industrial equipment and supplies	10	12,298	776	6.3	1.0
	All other commodities	---	---	2,525	---	3.2
	Service receipts	13	5,638	288	5.1	.4
	Mountain Division					
	All establishments 24; Sales $26,785,000; Commodity coverage 99.9 percent					
	Total analyzed	23	26,748	26,748	---	100.0
35	Automobiles and other motor vehicles	7	20,746	17,496	84.3	65.4
	Automobiles (passenger)	3	18,897	11,877	62.9	---
	Trucks, busses, taxicabs, etc.	6	20,420	4,498	22.0	---
	Other	---	---	1,121	---	---
36	Automotive supplies	20	25,270	8,156	32.3	30.5
	Batteries	9	22,154	419	1.9	---
	Automotive accessories	8	21,975	793	3.6	---
	Automotive parts	8	19,743	2,600	13.2	---
	Tires and tubes	12	23,297	4,296	18.4	---
	Not analyzed in detail	---	---	48	---	---
56	Industrial equipment and supplies (belting, hose, packing, etc.)	4	3,177	284	8.9	1.1
	All other commodities	---	---	812	---	3.0
	Pacific Division					
	All establishments 114; Sales $69,107,000; Commodity coverage 96.2 percent					
	Total analyzed	106	66,514	66,514	---	100.0
32	Shoes and other footwear	4	7,500	1,335	17.8	2.0
35	Automobiles and other motor vehicles	32	31,942	26,360	82.5	39.6
	Trucks, busses, taxicabs, etc.	25	26,963	15,760	58.5	---
	Tractors	5	1,602	1,345	84.0	---
	Other	---	---	9,255	---	---
36	Automotive supplies	94	58,419	33,665	57.6	50.6
	Batteries	28	38,580	1,328	3.4	---
	Automotive accessories	32	39,117	1,925	4.9	---
	Automotive parts	50	28,504	8,778	31.0	---
	Tires and tubes	32	38,615	20,959	54.3	---
	Not analyzed in detail	8	2,791	675	24.2	---
37	Drugs and drug sundries	4	7,500	114	1.5	.2
43	Wiring supplies and electrical construction materials	4	7,500	362	4.8	.5
44	Electrical apparatus and equipment	5	1,143	532	46.5	.8
45	Radios, appliances, and specialties	8	4,827	118	2.4	.2
	Radios, parts, and accessories	3	3,824	93	2.4	---
	Other electrical appliances	4	889	25	2.8	---
52	Sporting goods	11	13,003	308	2.4	.5
56	Industrial equipment and supplies	15	17,726	1,687	9.5	2.5
	Belting, hose, packing, etc.	14	17,530	1,674	9.5	---
	Other	---	---	13	---	---
57	Industrial machinery (mining, quarrying, etc.)	3	683	287	42.0	.4
76	Petroleum and its products	3	2,793	43	1.5	.1
98	Second-hand merchandise	3	5,480	302	5.5	.5
	All other commodities	---	---	445	---	.7
	Service receipts	23	15,839	956	6.0	1.4

Percent column A—Percent of total sales of establishments reporting that they sold such commodity.
Percent column B—Percent who the stated commodity bear to total sales of all establishments in this kind of business reporting their sales by commodities.

MANUFACTURERS' SALES BRANCHES (WITH STOCKS)

TABLE 8.—COMMODITY SALES, BY KIND-OF-BUSINESS GROUPS

By Geographic Divisions and 5 Selected Cities—Continued

[Limited to establishments which report an analysis of their sales by commodities. Ratios (commodity coverage, average intensity, sales size of sample)

Commodity No.	KIND OF BUSINESS AREA AND COMMODITY	ESTABLISHMENTS REPORTING COMMODITY DATA: Number	ESTABLISHMENTS REPORTING COMMODITY DATA: Sales of establishments reporting (thousands)	REPORTED SALES OF STATED COMMODITY: Amount reported (thousands)	REPORTED SALES OF STATED COMMODITY: Percent of column A (See note)	Percent of column B (See note)
	AUTOMOTIVE TRADES—Con.					
	New York City					
	All establishments 54					
	Sales $46,725,000					
	Commodity coverage ..... 97.8 percent					
	Total analyzed	52	$45,701	$45,701	---	100.0
35	Automobiles and other motor vehicles	20	24,260	21,255	87.6	46.5
	Automobiles (passenger)	3	11,028	10,221	92.7	---
	Trucks, busses, taxicabs, etc.	15	12,830	10,632	82.9	---
	Other	---	---	306	---	---
	Not analyzed in detail	---	---	98	---	---
36	Automotive supplies	42	39,327	22,633	57.6	49.5
	Batteries	7	13,137	195	1.5	---
	Automotive accessories	13	21,608	1,192	5.5	---
	Automotive parts	22	17,676	5,030	28.5	---
	Tires and tubes	14	17,215	14,968	86.9	---
	Not analyzed in detail	6	4,979	1,248	25.1	---
52	Sporting goods	3	3,414	336	9.8	.7
	All other commodities	---	---	990	---	2.2
	Service receipts	12	10,205	487	4.8	1.1
	Chicago					
	All establishments 43					
	Sales $32,682,000					
	Commodity coverage ..... 80.0 percent					
	Total analyzed	40	26,154	26,154	---	100.0
35	Automobiles and other motor vehicles	12	10,103	8,542	84.5	32.7
	Trucks, busses, taxicabs, etc.	10	8,790	7,229	82.2	---
	Other	---	---	1,048	---	---
	Not analyzed in detail	---	---	265	---	---
36	Automotive supplies	33	20,907	13,193	63.1	50.4
	Batteries	6	9,830	198	2.0	---
	Automotive accessories	8	10,352	899	8.7	---
	Automotive parts	17	7,362	3,010	40.9	---
	Tires and tubes	11	12,855	8,703	67.7	---
	Not analyzed in detail	3	1,252	378	30.2	---
45	Radios, appliances, and specialties	3	5,625	59	1.0	.2
52	Sporting goods	3	4,817	187	3.9	.7
	All other commodities	---	---	3,703	---	14.2
	Service receipts	8	7,369	470	6.4	1.8
	Philadelphia					
	All establishments 31					
	Sales $25,844,000					
	Commodity coverage ..... 98.0 percent					
	Total analyzed	30	25,332	25,332	---	100.0
35	Automobiles and other motor vehicles	12	13,236	11,843	89.5	46.8
36	Automotive supplies	24	20,580	9,936	48.3	39.2
	Batteries	5	8,229	171	2.1	---
	Automotive accessories	7	10,690	504	4.7	---
	Automotive parts	9	7,708	1,131	14.7	---
	Tires and tubes	12	11,669	7,783	66.7	---
	Not analyzed in detail	3	1,737	347	20.0	---
52	Sporting goods	4	5,975	179	3.0	.7
56	Industrial equipment and supplies	4	6,778	1,654	24.4	6.5
	Belting, hose, packing, etc.	3	6,551	1,595	24.3	---
	Other	---	---	59	---	---
	All other commodities	---	---	1,290	---	5.1
	Service receipts	7	9,280	430	4.6	1.7
	Boston					
	All establishments 30					
	Sales $26,179,000					
	Commodity coverage ..... 98.8 percent					
	Total analyzed	29	25,863	25,863	---	100.0
	AUTOMOTIVE TRADES—Con.					
	Boston—Con.					
35	Automobiles and other motor vehicles	9	$12,379	$10,661	86.1	41.2
	Trucks, busses, taxicabs, etc.	7	8,161	6,636	81.3	---
	Other	---	---	4,025	---	---
36	Automotive supplies	25	22,216	11,407	51.3	44.1
	Batteries	8	14,805	519	3.5	---
	Automotive accessories	9	14,829	609	4.1	---
	Automotive parts	10	8,002	1,086	13.6	---
	Tires and tubes	12	16,984	8,838	52.0	---
	Not analyzed in detail	---	---	355	---	---
52	Sporting goods	3	5,834	116	2.0	.4
56	Industrial equipment and supplies	5	7,752	1,607	20.7	6.2
	Belting, hose, packing, etc.	4	7,625	1,566	20.5	---
	Other	---	---	41	---	---
	All other commodities	---	---	1,464	---	5.7
	Service receipts	7	8,742	608	7.0	2.4
	San Francisco					
	All establishments 28					
	Sales $13,746,000					
	Commodity coverage ..... 96.0 percent					
	Total analyzed	26	13,196	13,196	---	100.0
35	Automobiles and other motor vehicles	6	3,312	2,814	85.0	21.3
	Trucks, busses, taxicabs, etc.	4	2,872	2,493	86.8	---
	Other	---	---	321	---	---
36	Automotive supplies	24	11,069	8,126	73.4	61.6
	Batteries	8	7,603	442	5.8	---
	Automotive accessories	8	7,432	484	6.5	---
	Automotive parts	10	1,608	949	59.0	---
	Tires and tubes	9	8,817	6,149	69.7	---
	Not analyzed in detail	---	---	162	---	---
52	Sporting goods	3	3,806	98	2.6	.7
56	Industrial equipment and supplies:					
	Belting, hose, packing, etc.	4	4,647	753	16.2	5.7
	All other commodities	---	---	1,189	---	9.1
	Service receipts	5	2,810	216	7.7	1.6
	BEER, WINES, AND LIQUORS TRADES					
	New England Division					
	All establishments 23					
	Sales $8,622,000					
	Commodity coverage ..... 98.6 percent					
	Total analyzed	22	8,501	8,501	---	100.0
01	Beer and other malt liquors	19	5,643	5,547	98.3	65.3
15	Liquors	3	2,858	2,858	100.0	33.6
	All other commodities	---	---	96	---	1.1
	Middle Atlantic Division					
	All establishments 84					
	Sales $134,251,000					
	Commodity coverage ..... 99.4 percent					
	Total analyzed	80	133,392	133,392	---	100.0
01	Beer and other malt liquors	66	21,808	21,618	99.1	16.2
15	Wines and liquors	14	111,584	111,584	100.0	83.7
	Liquors	11	110,815	106,228	95.9	---
	Wines	7	50,001	5,356	10.7	---
	All other commodities	---	---	190	---	.1

Percent column A — Percent which total sales of establishments reporting that [illegible] such commodity

Percent column B — Percent which stated commodity [illegible] sales of all establishments in this kind of business [illegible]

MANUFACTURERS' SALES BRANCHES (WITH STOCKS)

TABLE 8.—COMMODITY SALES, BY KIND-OF-BUSINESS GROUPS

By Geographic Divisions and 5 Selected Cities—Continued

[Limited to establishments which report an analysis of their sales by commodities. Ratio of commodity coverage indicates sales size of sample]

Commodity No.	KIND OF BUSINESS AREA AND COMMODITY	ESTABLISHMENTS REPORTING COMMODITY DATA: Number	ESTABLISHMENTS REPORTING COMMODITY DATA: Sales of such establishments (add 000)	REPORTED SALES OF STATED COMMODITY: Amount reported (add 000)	REPORTED SALES OF STATED COMMODITY: Percent column A (See note)	Percent column B (See note)
	BEER, WINES, AND LIQUORS TRADES—Con.					
	East North Central Division					
	All establishments 80; Sales $59,840,000; Commodity coverage 99.9 percent					
	Total analyzed	59	$59,773	$59,773	---	100.0
01	Beer and other malt liquors	54	17,236	17,078	99.1	28.6
13	Soft drinks	19	3,045	155	5.1	.3
15	Wines and liquors	19	41,309	41,309	100.0	69.1
	Liquors	16	41,180	39,422	95.7	---
	Wines	6	2,141	1,887	88.1	---
	All other commodities	---	---	1,231	---	2.0
	West North Central Division					
	All establishments 65; Sales $7,373,000; Commodity coverage 95.5 percent					
	Total analyzed	62	7,042	7,042	---	100.0
01	Beer and other malt liquors	62	7,042	6,624	94.1	94.1
13	Soft drinks	11	1,283	120	9.4	1.7
	All other commodities	---	---	298	---	4.2
	East South Central Division					
	All establishments 9; Sales $407,000; Commodity coverage 100.0 percent					
	Total analyzed	9	407	407	---	100.0
01	Beer and other malt liquors	9	407	407	100.0	100.0
	West South Central Division					
	All establishments 26; Sales $8,404,000; Commodity coverage 100.0 percent					
	Total analyzed	26	6,404	6,404	---	100.0
01	Beer and other malt liquors	24	6,091	5,959	97.8	93.1
	All other commodities	---	---	445	---	6.9
	Mountain Division					
	All establishments 11; Sales $3,117,000; Commodity coverage 100.0 percent					
	Total analyzed	11	3,117	3,117	---	100.0
01	Beer and other malt liquors	3	807	805	99.8	25.8
15	Liquors	8	2,305	2,305	100.0	73.9
	All other commodities	---	---	7	---	.3
	Pacific Division					
	All establishments 83; Sales $39,227,000; Commodity coverage 100.0 percent					
	Total analyzed	83	39,227	39,227	---	100.0
01	Beer and other malt liquors	54	15,016	14,475	96.4	36.9
13	Soft drinks	5	1,552	157	10.1	.4
15	Wines and liquors	29	25,466	24,125	94.7	61.5
	Liquors	23	24,083	19,236	79.9	---
	Wines	15	8,099	4,889	60.4	---
	All other commodities	---	---	470	---	1.2
	BEER, WINES, AND LIQUORS TRADES—Con.					
	New York City					
	All establishments 22; Sales $118,088,000; Commodity coverage 99.8 percent					
	Total analyzed	21	$117,826	$117,826	---	100.0
01	Beer and other malt liquors	8	6,648	6,594	99.2	5.6
15	Wines and liquors	13	111,178	111,178	100.0	94.4
	Liquors	10	110,409	105,822	95.8	---
	Wines	7	50,001	5,356	10.7	---
	All other commodities	---	---	54	---	(1)
	Chicago					
	All establishments 18; Sales $41,811,000; Commodity coverage 99.0 percent					
	Total analyzed	17	41,386	41,386	---	100.0
01	Beer and other malt liquors	7	10,153	10,077	99.3	24.3
15	Wines and liquors	10	31,233	31,233	100.0	75.5
	Liquors	10	31,233	29,475	94.4	---
	Wines	3	2,012	1,758	87.4	---
	All other commodities	---	---	76	---	.2
	San Francisco					
	All establishments 18; Sales $16,925,000; Commodity coverage 99.2 percent					
	Total analyzed	17	16,798	16,798	---	100.0
01	Beer and other malt liquors	7	6,111	5,943	97.3	35.4
15	Wines and liquors	10	10,855	10,677	98.4	63.6
	Liquors	8	10,546	8,670	82.2	---
	Wines	4	2,129	2,007	94.3	---
	All other commodities	---	---	178	---	1.0
	CHEMICALS AND PAINTS TRADES					
	New England Division					
	All establishments 49; Sales $39,427,000; Commodity coverage 100.0 percent					
	Total analyzed	49	39,427	39,427	---	100.0
38	Chemicals, industrial and heavy	20	22,634	20,390	90.1	51.7
40	Paints and varnishes	16	6,815	6,644	97.5	16.9
42	Other chemicals and related products	16	15,757	10,525	66.9	26.7
	All other commodities	---	---	1,868	---	4.7
	Middle Atlantic Division					
	All establishments 154; Sales $252,771,000; Commodity coverage 99.7 percent					
	Total analyzed	152	252,076	252,076	---	100.0
37	Drugs and drug sundries	3	19,623	2,663	13.6	1.1
38	Chemicals, industrial and heavy	54	173,794	135,300	77.9	53.7
39	Oils, vegetable	9	16,712	1,551	9.3	.6
40	Paints and varnishes	53	54,320	31,493	58.0	12.5
41	Soaps	9	11,759	276	2.3	.1
42	Other chemicals and related products	69	103,077	59,737	58.0	23.7
57	Industrial machinery	5	13,448	1,424	10.6	.6
58	Office and store equipment and supplies	4	4,653	1,463	31.4	.6
68	Lead (metallic) and zinc	4	11,037	1,482	13.4	.6
	All other commodities	---	---	16,887	---	6.5

Percent column A — Percent of *total* sales of establishments reporting that they sell such commodity.
Percent column B — Percent which stated commodity bears to *total* sales of all establishments in this kind of business reporting their sales by commodities.

[1] Less than one-tenth of one percent.

MANUFACTURERS' SALES BRANCHES (WITH STOCKS)

TABLE 8.—COMMODITY SALES, BY KIND-OF-BUSINESS GROUPS

By Geographic Divisions and 5 Selected Cities—Continued

[Limited to establishments which report an analysis of their sales by commodities. Ratio of commodity coverage indicates sales size of sample]

Commodity No.	KIND OF BUSINESS AREA AND COMMODITY	ESTABLISHMENTS REPORTING COMMODITY DATA: Number	ESTABLISHMENTS REPORTING COMMODITY DATA: Sales of such establishments (add 000)	REPORTED SALES OF STATED COMMODITY: Amount reported (add 000)	REPORTED SALES OF STATED COMMODITY: Percent column A (See note)	Percent column B (See note)
	CHEMICALS AND PAINTS TRADES—Con.					
	East North Central Division					
	All establishments 146 Sales $136,495,000 Commodity coverage 99.4 percent					
	Total analyzed	145	$135,750	$135,750	---	100.0
11	Groceries (extracts and spices)	4	3,470	191	5.5	.1
38	Chemicals, industrial and heavy	42	71,740	56,877	79.0	41.8
39	Oils (cottonseed, linseed, etc.)	17	15,762	604	3.8	.4
40	Paints and varnishes	70	47,299	40,476	85.6	29.8
41	Soaps	8	11,291	294	2.6	.2
42	Other chemicals and related products	48	56,440	25,968	46.0	19.1
50	Hardware	11	15,717	213	1.6	.2
57	Industrial machinery	4	3,470	744	21.4	.5
58	Office and store equipment and supplies: Store fixtures and equipment	4	3,470	1,096	31.6	.8
62	Building metal work	5	1,928	87	4.5	.1
68	Lead (metallic) and zinc	5	17,655	647	3.7	.5
69	Other non-ferrous metals (except precious)	4	16,051	274	1.7	.2
75	Glass, sheet	7	2,052	1,212	59.1	.9
82	Wallpaper	10	2,417	85	3.5	.1
	All other commodities	---	---	7,162	---	5.3
	West North Central Division					
	All establishments 64 Sales $25,685,000 Commodity coverage 97.8 percent					
	Total analyzed	63	25,141	25,141	---	100.0
11	Groceries (extracts and spices)	3	2,764	90	3.3	.4
38	Chemicals, industrial and heavy	19	11,098	7,331	66.1	29.2
39	Oils, vegetable	6	3,651	65	1.8	.3
40	Paints and varnishes	34	8,254	7,505	90.9	29.8
41	Soaps	4	4,076	320	7.9	1.3
42	Other chemicals and related products	16	13,941	7,415	53.2	29.5
50	Hardware	9	4,359	103	2.4	.4
57	Industrial machinery	3	2,764	1,068	38.6	4.2
58	Office and store equipment and supplies: Store fixtures and equipment	3	2,764	651	23.6	2.6
82	Wallpaper	4	279	22	7.9	.1
	All other commodities	---	---	571	---	2.2
	South Atlantic Division					
	All establishments 46 Sales $29,093,000 Commodity coverage 99.9 percent					
	Total analyzed	43	29,070	29,070	---	100.0
38	Chemicals, industrial and heavy	14	13,280	9,635	72.6	33.1
39	Oils (cottonseed, linseed, etc.)	7	4,309	148	3.4	.5
40	Paints and varnishes	25	10,479	9,538	91.0	32.8
42	Other chemicals and related products	14	11,741	7,839	66.8	27.0
	All other commodities	---	---	1,910	---	6.6
	East South Central Division					
	All establishments 16 Sales $8,317,000 Commodity coverage 100.0 percent					
	Total analyzed	16	8,317	8,317	---	100.0
38	Chemicals, industrial and heavy	3	3,380	3,380	100.0	40.6
40	Paints and varnishes	8	1,485	1,375	92.6	16.5
42	Other chemicals and related products	5	3,452	3,452	100.0	41.5
	All other commodities	---	---	110	---	1.4
	CHEMICALS AND PAINTS TRADES—Con.					
	West South Central Division					
	All establishments 37 Sales $11,811,000 Commodity coverage 88.2 percent					
	Total analyzed	33	$10,415	$10,415	---	100.0
38	Chemicals, industrial and heavy	9	5,393	2,121	39.3	20.4
39	Oils (cottonseed, linseed, etc.)	5	4,355	111	2.5	1.1
40	Paints and varnishes	17	8,117	5,092	83.2	48.9
42	Other chemicals and related products	10	5,435	1,573	28.9	15.1
50	Hardware	4	3,348	85	2.5	.8
75	Glass, sheet	3	1,110	480	43.2	4.6
	All other commodities	---	---	953	---	9.1
	Mountain Division					
	All establishments 24 Sales $7,273,000 Commodity coverage 82.3 percent					
	Total analyzed	20	5,983	5,983	---	100.0
39	Oils (cottonseed, linseed, etc.)	6	1,105	58	5.2	1.0
40	Paints and varnishes	14	2,226	1,419	63.7	23.7
42	Other chemicals and related products	5	3,666	3,069	83.7	51.3
75	Glass--sheet and containers	8	1,739	355	20.4	5.9
82	Wallpaper	7	1,692	59	3.5	1.0
84	Planing-mill products	3	670	196	29.3	3.3
87	Building materials (except as listed)	4	1,022	31	3.0	.5
	All other commodities	---	---	771	---	12.9
	Service receipts	---	---	25	---	.4
	Pacific Division					
	All establishments 127 Sales $45,265,000 Commodity coverage 99.7 percent					
	Total analyzed	125	45,120	45,120	---	100.0
38	Chemicals, industrial and heavy	18	15,059	6,144	40.8	13.6
39	Oils (cottonseed, linseed, etc.)	25	9,165	212	2.3	.5
40	Paints and varnishes	54	27,906	18,551	66.5	41.1
41	Soaps	3	4,546	663	14.6	1.5
42	Other chemicals and related products	41	23,161	12,587	54.3	27.9
50	Hardware	7	5,521	94	1.8	.2
57	Industrial machinery	3	1,252	332	26.5	.7
58	Store fixtures and equipment	3	1,252	440	35.1	1.0
75	Glass--sheet and containers	24	12,600	3,236	25.7	7.2
82	Wallpaper	39	13,749	305	2.2	.7
84	Planing-mill products	9	5,397	1,309	24.3	2.9
	All other commodities	---	---	1,247	---	2.7
	New York City					
	All establishments 70 Sales $139,286,000 Commodity coverage 99.5 percent					
	Total analyzed	68	138,627	138,627	---	100.0
37	Drugs and drug sundries: Drugs, chemicals, and pharmaceuticals	3	19,623	2,663	13.6	1.9
38	Chemicals, industrial and heavy	22	101,265	91,550	90.4	66.0
40	Paints and varnishes	21	12,954	9,302	71.8	6.7
42	Other chemicals and related products	30	46,879	28,515	60.8	20.6
	All other commodities	---	---	6,597	---	4.8

Percent column A—Percent of *total* sales of establishments reporting that they sell such commodity.
Percent column B—Percent which stated commodity bears to *total* sales of establishments in this kind-of-business reporting sale of such commodities.

MANUFACTURERS' SALES BRANCHES (WITH STOCKS)

TABLE 8.—COMMODITY SALES, BY KIND-OF-BUSINESS GROUPS

By Geographic Divisions and 5 Selected Cities—Continued

[Limited to establishments also reporting an analysis of their sales by commodities. Ratio of commodity coverage indicates sales size of sample]

Commodity No.	KIND OF BUSINESS AREA AND COMMODITY	ESTABLISHMENTS REPORTING COMMODITY DATA: Number	ESTABLISHMENTS REPORTING COMMODITY DATA: Sales of such establishments (add 000)	REPORTED SALES OF STATED COMMODITY: Amount reported (add 000)	REPORTED SALES OF STATED COMMODITY: Percent column A (See note)	Percent column B (See note)
	CHEMICALS AND PAINTS TRADES—Con.					
	Chicago					
	All establishments 63; Sales $73,749,000; Commodity coverage 100.0 percent					
	Total analyzed	63	$73,749	$73,749	---	100.0
38	Chemicals, industrial and heavy	20	36,559	29,837	81.6	40.5
39	Oils (cottonseed, linseed, etc.)	3	6,707	69	1.0	.1
40	Paints and varnishes	25	22,979	19,911	86.6	27.0
41	Soaps	3	4,851	187	3.9	.1
42	Other chemicals and related products	21	28,004	15,517	55.4	21.0
	All other commodities	---	---	8,228	--	11.3
	Philadelphia					
	All establishments 28; Sales $63,398,000; Commodity coverage 100.0 percent					
	Total analyzed	28	63,398	63,398	---	100.0
38	Chemicals, industrial and heavy	15	50,342	27,025	53.7	42.6
40	Paints and varnishes	7	31,676	13,183	41.6	20.8
42	Other chemicals and related products	14	22,457	8,905	39.7	14.0
	All other commodities	---	---	14,285	---	22.6
	Boston					
	All establishments 33; Sales $24,726,000; Commodity coverage 100.0 percent					
	Total analyzed	33	24,726	24,726	---	100.0
38	Chemicals, industrial and heavy	12	16,036	13,975	87.1	56.5
40	Paints and varnishes	14	6,225	6,054	97.3	24.5
42	Other chemicals and related products	8	6,112	3,463	56.7	14.0
	All other commodities	---	---	1,234	---	5.0
	San Francisco					
	All establishments 29; Sales $14,543,000; Commodity coverage 99.4 percent					
	Total analyzed	28	14,463	14,463	---	100.0
38	Chemicals, industrial and heavy	8	5,528	3,346	60.5	23.1
40	Paints and varnishes	14	8,063	5,789	71.8	40.0
42	Other chemicals and related products	9	6,553	4,265	65.1	29.6
	All other commodities	---	---	1,063	---	7.3
	CLOTHING AND FURNISHINGS TRADES					
	New England Division					
	All establishments 14; Sales $7,050,000; Commodity coverage 100.0 percent					
	Total analyzed	14	7,050	7,050	---	100.0
28	Clothing and accessories, women's and children's	4	798	798	100.0	11.3
32	Shoes and other footwear	9	6,154	6,142	99.8	87.1
	Men's and boys' leather	4	3,920	1,833	46.6	---
	Men's and boys' rubber	3	3,810	17	.4	---
	Women's and children's leather	3	3,810	1,941	50.9	---
	Women's and children's rubber	3	3,810	19	.5	---
	Infants'	3	3,810	113	3.0	---
	Not analyzed in detail	5	2,224	2,219	99.8	---
	All other commodities	---	---	110	---	1.6
	CLOTHING AND FURNISHINGS TRADES—Con.					
	Middle Atlantic Division					
	All establishments 143; Sales $126,466,000; Commodity coverage 98.5 percent					
	Total analyzed	139	$124,617	$124,617	---	100.0
27	Clothing and furnishings, men's and boys'	67	83,449	81,936	98.2	65.8
	Hats and caps	3	1,087	1,087	100.0	---
	Furnishings (except shoes)	55	64,110	61,597	96.1	---
	Suits and overcoats	8	17,876	17,376	97.2	---
	Not analyzed in detail	---	---	1,876	---	---
28	Clothing and accessories, women's and children's	58	35,019	31,969	91.3	25.7
	Infants' wear	5	2,403	2,403	100.0	---
	Dresses (women's and misses')	14	10,008	10,008	100.0	---
	Underwear, negligees, etc.	16	7,146	4,018	56.2	---
	Suits and coats (except fur)	8	3,958	3,958	100.0	---
	Other	---	---	11,582	---	---
32	Shoes and other footwear	12	7,952	7,715	97.0	6.2
	Men's and boys' leather	8	4,877	2,824	57.9	---
	Women's and children's leather	6	4,553	2,250	49.4	---
	Other	---	---	141	---	---
	Not analyzed in detail	5	2,737	2,500	91.3	---
34	Other dry goods and textile products	5	3,861	243	6.3	.2
93	Leather and cut stock	3	2,045	1,355	66.3	1.1
	All other commodities	---	---	1,399	---	1.0
	East North Central Division					
	All establishments 44; Sales $24,709,000; Commodity coverage 98.8 percent					
	Total analyzed	42	24,409	24,409	---	100.0
27	Clothing and furnishings, men's and boys'	19	13,974	13,503	96.6	55.3
	Furnishings (except shoes)	18	13,873	12,905	93.0	---
	Other	---	---	598	---	---
28	Clothing and accessories, women's and children's	17	4,857	4,525	93.2	18.5
	Underwear, negligees, etc.	9	2,522	2,184	86.6	---
	Other	---	---	2,341	---	---
32	Shoes and other footwear	9	6,136	5,842	95.2	23.9
34	Other dry goods and textile products	4	2,132	86	4.0	.4
93	Leather and cut stock	3	941	36	3.8	.1
	All other commodities	---	---	417	---	1.8
	West North Central Division					
	All establishments 27; Sales $111,620,000; Commodity coverage 100.0 percent					
	Total analyzed	27	111,620	111,620	---	100.0
27	Clothing and furnishings, men's and boys'	9	5,905	5,427	91.9	4.9
	Furnishings (except shoes)	4	3,859	3,650	95.1	---
	Other	---	---	1,777	---	---
32	Shoes and other footwear	17	105,523	105,466	99.9	94.5
	Men's and boys' leather	12	103,998	41,841	40.2	---
	Men's and boys' rubber	12	104,046	708	.7	---
	Women's and children's leather	11	103,798	56,968	54.9	---
	Women's and children's rubber	12	104,048	613	.6	---
	Infants'	11	103,798	2,750	2.6	---
	Other	8	102,760	1,367	1.3	---
	Not analyzed in detail	4	1,275	1,219	95.6	---
	All other commodities	---	---	727	---	.6

Percent column A—Percentage total sales of establishments reporting that they sell such commodity.
Percent column B—Percentage which reported sales of such commodity bears to total sales of establishments in this kind of business reporting their sales by commodities.

MANUFACTURERS' SALES BRANCHES (WITH STOCKS)

TABLE 8.- COMMODITY SALES, BY KIND OF BUSINESS GROUPS

By Geographic Division and Selected Cities—Continued

[illegible]

Commodity No.	KIND OF BUSINESS AREA AND COMMODITY	ESTABLISHMENTS REPORTING COMMODITY DATA: Number	ESTABLISHMENTS REPORTING COMMODITY DATA: Sales of such establishments (thousands)	REPORTED SALES OF STATED COMMODITY: Amount (thousands)	REPORTED SALES OF STATED COMMODITY: Percent of column X (See note)	Percent of column B (See note)
	CLOTHING AND FURNISHINGS TRADES—Con.					
	Pacific Division					
	All establishments ..... 51 Sales ..... $13,196,000 Commodity coverage ..... 98.5 percent					
	Total analyzed	49	$12,992	$12,992	---	100.0
27	Clothing and furnishings, men's and boys'	29	8,646	8,112	93.8	62.4
	Furnishings (except shoes)	21	7,531	6,997	92.9	---
	Suits and overcoats	6	865	865	100.0	---
	Other	---	---	250	---	---
28	Clothing and accessories, women's and children's	12	2,429	2,161	89.0	16.6
	Underwear, negligees, etc	10	2,192	1,543	70.4	---
	Other	---	---	618	---	---
32	Shoes and other footwear	8	2,288	2,141	93.6	16.5
	Men's and boys' leather	4	1,423	1,234	86.7	---
	Other	---	--	207	---	---
	Not analyzed in detail	3	847	700	82.6	---
93	Leather and cut stock	3	847	32	3.8	.2
	All other commodities	---	---	546	---	4.3
	New York City					
	All establishments ..... 134 Sales ..... $124,059,000 Commodity coverage ..... 98.5 percent					
	Total analyzed	130	122,216	122,216	---	100.0
27	Clothing and furnishings, men's and boys'	66	83,311	81,798	98.2	66.9
	Hats and caps	3	1,087	1,087	100.0	---
	Furnishings (except shoes)	55	64,110	61,597	96.1	---
	Suits and overcoats	7	17,738	17,238	97.2	---
	Not analyzed in detail	---	---	1,876	---	---
28	Clothing and accessories, women's and children's	57	34,775	31,725	91.2	26.0
	Infants' wear	5	2,403	2,403	100.0	---
	Dresses (women's and misses')	14	10,008	10,008	100.0	---
	Underwear, negligees, etc	16	7,146	4,018	56.2	---
	Suits and coats (except fur)	5	3,714	3,714	100.0	---
	Other	---	---	11,582	---	---
32	Shoes and other footwear	6	6,046	6,046	100.0	4.9
	Men's and boys' leather	3	4,410	2,457	55.7	---
	Women's and children's leather	3	3,806	1,870	49.1	---
	Other	---	---	142	---	---
	Not analyzed in detail	---	---	1,577	---	---
34	Other dry goods and textile products	3	2,994	195	6.5	.2
	All other commodities	---	---	2,452	---	2.0
	Chicago					
	All establishments ..... 36 Sales ..... $14,844,000 Commodity coverage ..... 98.0 percent					
	Total analyzed	34	14,547	14,547	- -	100.0
27	Clothing and furnishings, men's and boys'	16	7,850	7,440	94.8	51.1
	Furnishings (except shoes)	15	7,749	6,848	88.4	---
	Other	---	---	592	---	---
28	Clothing and accessories, women's and children's	16	4,588	4,464	97.3	30.7
	Underwear, negligees, etc	9	2,522	2,184	86.6	- -
	Other	---	---	2,280	---	---
32	Shoes and other footwear	4	2,398	2,379	97.1	16.0
	All other commodities	---	---	314	---	2.2
	CLOTHING AND FURNISHINGS TRADES—Con.					
	Boston					
	All establishments ..... 9 Sales ..... $2,816,000 Commodity coverage ..... 100.0 percent					
	Total analyzed	9	$2,816	$2,816	---	100.0
28	Clothing and accessories, women's and children's	4	798	798	100.0	28.3
32	Shoes and other footwear	4	1,922	1,914	99.6	68.0
	All other commodities	---	---	104	---	3.7
	San Francisco					
	All establishments ..... 21 Sales ..... $7,472,000 Commodity coverage ..... 98.8 percent					
	Total analyzed	20	7,381	7,381	---	100.0
27	Clothing and furnishings, men's and boys':					
	Furnishings (except shoes)	10	4,676	4,566	97.6	61.9
28	Clothing and accessories, women's and children's	8	1,810	1,711	94.5	23.2
	Underwear, negligees, etc	8	1,810	1,417	78.3	---
	Other	---	---	294	---	---
32	Shoes and other footwear	3	1,054	1,004	95.3	13.6
	All other commodities	---	---	100	---	1.3
	DRUGS AND DRUG SUNDRIES (SPECIALTY LINES) TRADES					
	New England Division					
	All establishments ..... 7 Sales ..... $2,484,000 Commodity coverage ..... 96.9 percent					
	Total analyzed	6	2,406	2,406	---	100.0
37	Drugs and drug sundries	[illegible]	2,406	2,401	99.8	99.8
	Drugs, chemicals, and pharmaceuticals	5	2,378	2,288	96.2	---
	Other	---	---	113	---	---
	All other commodities	---	---	5	---	.2
	Middle Atlantic Division					
	All establishments ..... 64 Sales ..... $93,275,000 Commodity coverage ..... 98.2 percent					
	Total analyzed	61	91,640	91,640	---	100.0
37	Drugs and drug sundries	60	90,710	88,424	97.5	96.5
	Drugs, chemicals, and pharmaceuticals	31	50,989	48,395	94.9	---
	Proprietary medicines and toiletries	38	54,010	35,742	66.2	---
	Druggists' sundries	10	13,609	4,287	31.5	---
41	Soaps	12	19,088	976	5.1	1.1
	Toilet soaps	6	12,245	855	7.0	---
	Other soaps	4	5,758	40	.7	---
	Not analyzed in detail	--	---	81	---	---
42	Other chemicals and related products	4	4,816	1,140	23.7	1.2
	All other commodities	---	---	1,100	---	1.2
	East North Central Division					
	All establishments ..... 40 Sales ..... $25,111,000 Commodity coverage ..... 99.2 percent					
	Total analyzed	36	24,917	24,917	---	100.0

Percent column A Percent [illegible]

Percent column B Percent [illegible]

MANUFACTURERS' SALES BRANCHES (WITH STOCKS)

TABLE 8.—COMMODITY SALES, BY KIND-OF-BUSINESS GROUPS

By Geographic Divisions and 5 Selected Cities—Continued

[Limited to establishments which report an analysis of their sales by commodities. Ratio of commodity coverage indicates sales size of sample]

Commodity No.	Kind of business area and commodity	Establishments reporting commodity data: Number	Establishments reporting commodity data: Sales of such establishments (add 000)	Reported sales of stated commodity: Amount reported (add 000)	Reported sales of stated commodity: Percent column A (See note)	Percent column B (See note)
	DRUGS AND DRUG SUNDRIES (SPECIALTY LINES) TRADES—Con.					
	East North Central Division—Con.					
37	Drugs and drug sundries	34	$24,822	$24,748	99.7	99.3
	Drugs, chemicals, and pharmaceuticals	20	14,822	14,447	97.5	---
	Proprietary medicines and toiletries	15	15,868	9,633	60.7	---
	Druggists' sundries	6	5,623	668	11.9	---
41	Soaps	5	5,856	90	1.5	.4
	All other commodities	---	---	79	---	.3
	West North Central Division					
	All establishments 26; Sales $20,133,000; Commodity coverage 99.5 percent					
	Total analyzed	25	20,024	20,024	---	100.0
05	Confectionery and ice cream	3	1,917	302	15.8	1.5
11	Groceries (miscellaneous)	3	1,917	283	14.8	1.4
37	Drugs and drug sundries	25	20,024	19,053	95.2	95.2
	Drugs, chemicals, and pharmaceuticals	17	17,487	16,692	95.5	---
	Proprietary medicines and toiletries	13	9,820	2,217	22.6	---
	Other	---	---	144	---	---
41	Soaps	4	3,554	[illegible]	1.4	.2
	All other commodities	---	---	337	---	1.7
	South Atlantic Division					
	All establishments 17; Sales $12,188,000; Commodity coverage 100.0 percent					
	Total analyzed	17	12,188	12,188	---	100.0
37	Drugs and drug sundries	16	12,046	11,731	97.4	96.3
	Drugs, chemicals, and pharmaceuticals	13	6,784	6,672	98.3	---
	Proprietary medicines and toiletries	5	7,637	5,052	66.2	---
	Other	---	---	7	---	---
41	Soaps	3	2,599	53	2.0	.4
	All other commodities	---	---	404	---	3.3
	West South Central Division					
	All establishments 14; Sales $7,860,000; Commodity coverage 100.0 percent					
	Total analyzed	14	7,860	7,860	---	100.0
37	Drugs and drug sundries	14	7,860	7,805	99.3	99.3
	Drugs, chemicals, and pharmaceuticals	11	6,430	6,310	98.1	---
	Proprietary medicines and toiletries	5	3,402	1,464	43.0	---
	Other	---	---	31	---	---
41	Soaps	3	3,106	55	1.8	.7
	Mountain Division					
	All establishments 8; Sales $1,063,000; Commodity coverage 100.0 percent					
	Total analyzed	8	1,063	1,063	---	100.0
37	Drugs and drug sundries	8	1,063	874	82.2	82.2
	Drugs, chemicals, and pharmaceuticals	5	744	739	99.3	---
	Proprietary medicines and toiletries	3	315	135	42.9	---
	All other commodities	---	---	189	---	17.6
	DRUGS AND DRUG SUNDRIES (SPECIALTY LINES) TRADES—Con.					
	Pacific Division					
	All establishments 49; Sales $17,934,000; Commodity coverage 94.3 percent					
	Total analyzed	45	$16,918	$16,918	---	100.0
05	Confectionery and ice cream	3	1,207	265	22.0	1.6
37	Drugs and drug sundries	45	16,918	16,198	95.7	95.7
	Drugs, chemicals, and pharmaceuticals	29	11,001	10,659	96.9	---
	Proprietary medicines and toiletries	20	10,366	5,435	52.4	---
	Druggists' sundries	6	3,482	59	1.7	---
	Not analyzed in detail	---	---	45	---	---
41	Soaps	4	3,766	88	2.3	.5
	All other commodities	---	---	369	---	2.2
	New York City					
	All establishments 48; Sales $82,095,000; Commodity coverage 98.1 percent					
	Total analyzed	46	80,519	80,519	---	100.0
37	Drugs and drug sundries	45	79,589	77,952	97.9	96.8
	Drugs, chemicals, and pharmaceuticals	22	45,307	43,810	96.7	---
	Proprietary medicines and toiletries	25	44,114	29,864	67.7	---
	Druggists' sundries	[illegible]	11,827	4,278	36.2	---
41	Soaps	[illegible]	16,661	885	5.3	1.1
	Toilet soaps	5	12,228	852	7.0	---
	Other soaps	---	---	33	---	---
	All other commodities	---	---	1,682	---	2.1
	Boston					
	All establishments 7; Sales (x); Commodity coverage (x)					
	Total analyzed	6	2,406	2,406	---	100.0
37	Drugs and drug sundries	6	2,406	2,402	99.8	99.8
	Drugs, chemicals, and pharmaceuticals	[illegible]	2,378	2,286	96.2	---
	Other	---	---	114	---	---
	All other commodities	---	---	4	---	.2
	San Francisco					
	All establishments 20; Sales (x); Commodity coverage (x)					
	Total analyzed	19	10,450	10,450	---	100.0
37	Drugs and drug sundries	19	10,450	10,145	97.1	97.1
	Drugs, chemicals, and pharmaceuticals	10	6,265	6,133	97.9	---
	Proprietary medicines and toiletries	12	7,196	3,957	55.0	---
	Not analyzed in detail	---	---	55	---	---
	All other commodities	---	---	305	---	2.9

Percent column A—Percent of total reported establishments reporting that they handled such commodity.
Percent column B—Percent which such commodity sales are of total sales of such establishments in the kind-of-business group reporting the commodity.
x Withheld to avoid disclosure.

MANUFACTURERS' SALES BRANCHES (WITH STOCKS)

TABLE 8.—COMMODITY SALES, BY KIND-OF-BUSINESS GROUPS

By Geographic Divisions and Selected Cities: [illegible]

[Limited to establishments which [illegible] an analysis of the sales by commodities. Ratio of commodity coverage [illegible]]

Commodity No.	KIND OF BUSINESS AREA AND COMMODITY	Establishments reporting commodity data: Number	Establishments reporting commodity data: Sales of industrial establishments (add 000)	Reported sales of stated commodity: Amount reported (add 000)	Reported sales of stated commodity: Percent of column A (See note)	Percent of column B (See note)
	DRY GOODS (SPECIALTY LINES) TRADES					
	New England Division					
	All establishments 8; Sales $6,776,000; Commodity coverage 100.0 percent					
	Total analyzed	8	$6,776	$6,776	---	100.0
33	Yarns	4	6,388	2,818	44.1	41.6
34	Other dry goods and textile products	3	2,178	909	41.7	13.4
	All other commodities	---	---	3,049	---	45.0
	Middle Atlantic Division					
	All establishments 119; Sales $172,997,000; Commodity coverage 98.0 percent					
	Total analyzed	117	169,494	169,494	---	100.0
28	Clothing and accessories, women's and children's	15	31,004	20,321	65.5	12.0
	Hosiery (women's and misses')	7	18,917	8,848	46.8	---
	Underwear, negligees, etc.	11	26,795	9,087	33.9	---
	Other	---	---	2,386	---	---
30	Notions	31	10,438	10,113	96.9	6.0
31	Piece goods	55	134,407	117,228	87.2	69.2
	Cotton piece goods	10	60,835	41,743	68.6	---
	Rayons	25	93,409	36,791	39.4	---
	Silks and velvets	15	31,647	9,046	28.6	---
	Woolens and worsteds	8	13,854	8,595	62.0	---
	Curtains, draperies, etc.	5	21,602	5,668	26.2	---
	Other	---	---	9,619	---	---
	Not analyzed in detail	5	5,766	5,766	100.0	---
33	Yarns	8	27,541	10,335	37.5	6.1
34	Other dry goods and textile products	20	23,900	10,693	44.7	6.3
	All other commodities	---	---	804	---	.4
	East North Central Division					
	All establishments 32; Sales $9,887,000; Commodity coverage 98.7 percent					
	Total analyzed	30	9,762	9,762	---	100.0
28	Clothing and accessories, women's and children's	4	3,220	3,220	100.0	33.0
	Underwear, negligees, etc.	4	3,220	2,289	71.1	---
	Other	---	---	931	---	---
30	Notions	7	780	780	100.0	8.0
31	Piece goods	7	999	961	96.2	9.8
	Rayons	4	641	515	80.3	---
	Other	---	---	446	---	---
34	Other dry goods and textile products	5	3,973	2,217	55.8	22.7
	All other commodities	---	---	2,584	---	26.5
	Pacific Division					
	All establishments 37; Sales $12,048,000; Commodity coverage 100.0 percent					
	Total analyzed	37	12,048	12,048	---	100.0
28	Clothing and accessories, women's and children's	14	5,863	5,171	88.8	42.9
	Hosiery (women's and misses')	10	4,932	3,770	76.4	---
	Underwear, negligees, etc.	7	2,610	1,385	53.1	---
	Other	---	---	16	---	---
30	Notions	9	797	719	90.1	6.0
31	Piece goods	9	3,574	3,329	93.1	27.6
	Cotton piece goods	3	2,097	1,447	69.0	---
	Rayons	7	2,054	1,165	56.7	---
	Silks and velvets	3	659	200	30.3	---
	Other	---	---	517	---	---
33	Yarns	7	2,701	1,229	45.5	10.2
	DRY GOODS (SPECIALTY LINES) TRADES—Con.					
	Pacific Division—Con.					
34	Other dry goods and textile products	4	$2,169	$1,185	54.6	9.8
	All other commodities	---	---	416	---	3.5
	New York City					
	All establishments 111; Sales $170,530,000; Commodity coverage 97.9 percent					
	Total analyzed	109	167,033	167,033	---	100.0
28	Clothing and accessories, women's and children's	15	31,004	20,321	65.5	12.2
	Hosiery (women's and misses')	7	18,917	8,848	46.8	---
	Underwear, negligees, etc.	11	26,795	9,087	33.9	---
	Other	---	---	2,386	---	---
30	Notions	27	10,201	9,876	96.8	5.9
31	Piece goods	53	133,794	116,615	87.2	69.8
	Cotton piece goods	10	60,835	41,743	68.6	---
	Rayons	25	93,409	36,791	39.4	---
	Silks and velvets	15	31,647	9,046	28.6	---
	Woolens and worsteds	7	13,300	8,541	61.9	---
	Curtains, draperies, etc.	4	21,043	5,109	24.3	---
	Other	---	---	9,619	---	---
	Not analyzed in detail	5	5,766	5,766	100.0	---
33	Yarns	6	25,930	8,744	33.7	5.2
34	Other dry goods and textile products	19	22,477	10,673	47.5	6.4
	All other commodities	---	---	804	---	.5
	Chicago					
	All establishments 24; Sales $9,053,000; Commodity coverage 100.0 percent					
	Total analyzed	24	9,053	9,053	---	100.0
28	Clothing and accessories, women's and children's	4	3,220	3,220	100.0	35.6
	Underwear, negligees, etc.	4	3,220	2,289	71.1	---
	Other	---	---	931	---	---
30	Notions	5	447	447	100.0	4.9
31	Piece goods	7	999	961	96.2	10.6
	Rayons	4	641	515	80.3	---
	Other	---	---	446	---	---
34	Other dry goods and textile products	5	3,973	2,217	55.8	24.5
	All other commodities	---	---	2,206	---	24.4
	San Francisco					
	All establishments 22; Sales $9,709,000; Commodity coverage 100.0 percent					
	Total analyzed	22	9,709	9,709	---	100.0
28	Clothing and accessories, women's and children's	10	5,536	4,884	88.2	50.3
	Hosiery (women's and misses')	8	4,735	3,573	75.5	---
	Underwear, negligees, etc.	5	2,820	1,295	51.4	---
	Other	---	---	16	---	---
30	Notions	6	572	493	86.2	5.1
31	Piece goods	4	2,209	1,955	89.0	20.2
33	Yarns	4	2,246	790	35.2	8.1
34	Other dry goods and textile products	3	1,814	1,169	64.4	12.0
	All other commodities	---	---	408	---	4.3

[illegible]

[illegible]

MANUFACTURERS' SALES BRANCHES (WITH STOCKS)

TABLE 8.—COMMODITY SALES, BY KIND-OF-BUSINESS GROUPS

By Geographic Divisions and 5 Selected Cities—Continued

[Limited to establishments which report an analysis of their sales by commodities. Ratio of commodity coverage indicates sales size of sample]

Commodity No.	Kind of business area and commodity	Establishments reporting commodity data: Number	Establishments reporting commodity data: Sales of such establishments (add 000)	Reported sales of stated commodity: Amount reported (add 000)	Reported sales of stated commodity: Percent column A (See note)	Percent column B (See note)
	ELECTRICAL GOODS TRADES					
	New England Division					
	All establishments 24; Sales $49,917,000; Commodity coverage 100.0 percent					
	Total analyzed	24	$49,917	$49,917	---	100.0
43	Wiring supplies and electrical construction materials	10	6,952	5,766	83.2	11.6
	Interior	7	4,636	3,089	66.6	---
	Incandescent lamps	3	2,602	2,589	99.5	---
	Other	---	---	[illegible]	---	---
44	Electrical apparatus and equipment	14	41,505	38,522	93.3	77.2
	All other commodities	---	---	4,867	---	9.7
	Service receipts	3	14,615	762	5.2	1.5
	Middle Atlantic Division					
	All establishments 92; Sales $189,639,000; Commodity coverage 99.8 percent					
	Total analyzed	90	189,338	189,338	---	100.0
43	Wiring supplies and electrical construction materials	28	40,147	28,208	70.3	14.9
	Interior	16	7,390	4,944	66.9	---
	Outside	3	3,410	2,409	70.6	---
	Incandescent lamps	8	32,079	20,175	62.9	---
	Other	---	---	606	---	---
	Not analyzed in detail	---	---	74	---	---
44	Electrical apparatus and equipment	50	156,584	140,585	89.8	74.3
45	Radios, appliances, and specialties	27	48,805	13,182	28.2	7.0
	Radios, parts, and accessories	[illegible]	3,631	2,032	56.0	---
	Electric household refrigerators	12	41,058	5,927	14.4	---
	Electric washing machines	13	42,239	1,229	2.9	---
	Other electric appliances	19	41,394	3,994	9.6	---
51	Plumbing, heating, and air conditioning	6	40,515	326	.8	.2
58	Office and store equipment and supplies	5	39,445	321	.8	.2
	All other commodities	---	---	2,602	---	1.2
	Service receipts	8	51,734	4,114	8.0	2.2
	East North Central Division					
	All establishments 116; Sales $164,790,000; Commodity coverage 99.9 percent					
	Total analyzed	115	164,680	164,680	---	100.0
43	Wiring supplies and electrical construction materials	[illegible]	44,509	31,331	70.5	19.1
	Interior	29	15,151	11,501	75.9	---
	Outside	5	5,307	3,771	71.1	---
	Incandescent lamps	9	28,687	15,762	54.9	---
	Other	---	---	77	---	---
	Not analyzed in detail	[illegible]	280	280	100.0	---
44	Electrical apparatus and equipment	62	150,430	115,682	88.7	70.2
45	Radios, appliances, and specialties	26	43,780	13,097	29.9	8.0
	Radios, parts, and accessories	6	3,818	2,306	60.4	---
	Electric household refrigerators	8	35,509	5,475	15.4	---
	Electric washing machines	12	36,407	755	2.1	---
	Other electrical appliances	18	40,113	4,561	11.4	---
51	Plumbing (air conditioning)	6	35,036	264	.8	.2
58	Office and store equipment and supplies	6	35,036	284	.8	.2
	All other commodities	---	---	1,367	---	.7
	Service receipts	10	39,538	2,595	6.6	1.6
	West North Central Division					
	All establishments 37; Sales $49,248,000; Commodity coverage 100.0 percent					
	Total analyzed	37	49,248	49,248	---	100.0
	ELECTRICAL GOODS TRADES—Con.					
	West North Central Division—Con.					
43	Wiring supplies and electrical construction materials	10	$10,241	$6,351	62.0	12.9
	Interior	3	426	426	100.0	---
	Incandescent lamps	6	9,458	5,568	58.9	---
	Other	---	---	357	---	---
44	Electrical apparatus and equipment	23	42,960	38,185	88.9	77.5
45	Radios, appliances, and specialties	11	11,534	3,151	27.3	6.4
	Electric household refrigerators	5	10,660	1,341	12.6	---
	Electric washing machines	8	11,203	224	2.0	---
	Other	---	---	1,586	---	---
51	Plumbing, heating, and air conditioning: Air-conditioning equipment	3	10,152	97	1.0	.2
	All other commodities	---	---	580	---	1.2
	Service receipts	5	17,982	884	4.9	1.8
	South Atlantic Division					
	All establishments 28; Sales $73,417,000; Commodity coverage 100.0 percent					
	Total analyzed	28	73,417	73,417	---	100.0
43	Wiring supplies and electrical construction materials	9	9,573	4,523	48.3	6.2
	Interior	3	902	902	100.0	---
	Incandescent lamps	5	8,077	3,227	40.0	---
	Other	---	---	394	---	---
44	Electrical apparatus and equipment	16	88,949	62,787	91.1	85.5
45	Radios, appliances, and specialties	9	17,361	4,948	28.5	6.7
	Electric household refrigerators	[illegible]	17,272	2,714	15.7	---
	Electric washing machines	8	17,272	227	1.3	---
	Other	---	---	2,007	---	---
51	Plumbing, heating, and air conditioning	4	14,990	121	.8	.2
	Air-conditioning equipment	3	14,875	119	.8	---
	Other	---	---	2	---	---
58	Office and store equipment and supplies: Store fixtures and equipment	7	17,263	234	1.4	.3
	Service receipts	3	27,634	804	2.9	1.1
	East South Central Division					
	All establishments 8; Sales $8,363,000; Commodity coverage 100.0 percent					
	Total analyzed	8	8,363	8,363	---	100.0
44	Electrical apparatus and equipment	7	8,306	8,223	99.0	98.3
	All other commodities	---	---	57	---	.7
	Service receipts	---	---	83	---	1.0
	West South Central Division					
	All establishments 19; Sales $25,769,000; Commodity coverage 100.0 percent					
	Total analyzed	19	25,769	25,769	---	100.0
44	Electrical apparatus and equipment	14	24,024	21,790	90.7	84.6
45	Radios, appliances, and specialties	[illegible]	6,378	2,050	32.1	8.0
	Electric household refrigerators	6	6,142	1,186	19.3	---
	Electric washing machines	6	6,142	103	1.7	---
	Other electric appliances	8	6,378	761	11.9	---
51	Plumbing, heating, and air conditioning	4	5,472	127	2.3	.5
58	Office and store equipment and supplies	5	6,010	68	1.1	.3
	All other commodities	---	---	1,385	---	5.5
	Service receipts	3	8,108	349	4.3	1.1

Percent column A—Percent of *total* sales of establishments reporting that they sell such commodity.
Percent column B—Percent which stated commodity bears to *total* sales of all establishments in this kind of business reporting their sales by commodities.

MANUFACTURERS' SALES BRANCHES (WITH STOCKS)

TABLE 8.—COMMODITY SALES, BY KIND-OF-BUSINESS GROUPS

By Geographic Divisions and 5 Selected Cities—Continued

[Limited to establishments which report an analysis of their sales by commodities. Ratio of commodity coverage indicates sales size of sample]

Commodity No.	KIND OF BUSINESS AREA AND COMMODITY	ESTABLISHMENTS REPORTING COMMODITY DATA: Number	ESTABLISHMENTS REPORTING COMMODITY DATA: Sales of such establishments (add 000)	REPORTED SALES OF STATED COMMODITY: Amount reported (add 000)	REPORTED SALES OF STATED COMMODITY: Percent column A (See note)	Percent column B (See note)
	ELECTRICAL GOODS TRADES—Con.					
	Mountain Division					
	All establishments 10; Sales $15,756,000; Commodity coverage 100.0 percent					
	Total analyzed	10	$15,756	$15,756	---	100.0
44	Electrical apparatus and equipment	9	14,867	13,925	93.7	88.4
	All other commodities	---	---	1,690	---	10.7
	Service receipts	---	---	141	---	.9
	Pacific Division					
	All establishments 59; Sales $66,168,000; Commodity coverage 99.5 percent					
	Total analyzed	58	65,844	65,844	---	100.0
43	Wiring supplies and electrical construction materials	17	13,447	8,593	63.9	13.1
	Interior	10	2,794	2,285	81.8	---
	Incandescent lamps	5	10,612	5,758	54.3	---
	Other	---	---	509	---	---
	Not analyzed in detail	---	---	41	---	---
44	Electrical apparatus and equipment	27	56,176	49,754	88.6	75.6
45	Radios, appliances, and specialties	20	18,711	5,955	31.7	9.0
	Radios, parts, and accessories	6	1,056	945	89.5	---
	Electric household refrigerators	[illegible]	10,216	1,460	14.3	---
	Electric washing machines	9	17,116	1,097	6.4	---
	Other	---	---	2,453	---	---
	All other commodities	---	---	287	---	.4
	Service receipts	5	17,961	1,275	7.1	1.9
	New York City					
	All establishments 40; Sales $73,056,000; Commodity coverage 99.6 percent					
	Total analyzed	38	72,780	72,780	---	100.0
43	Wiring supplies and electrical construction materials	15	13,533	13,298	99.7	18.3
44	Electrical apparatus and equipment	16	53,954	49,905	92.5	68.6
45	Radios, appliances, and specialties	11	6,400	5,096	79.6	7.0
	Radios, parts, and accessories	3	3,280	1,999	60.9	---
	Electric household refrigerators	3	2,839	2,131	75.1	---
	Other	---	---	[illegible]	---	---
	All other commodities	---	---	1,617	---	2.2
	Service receipts	4	30,777	2,864	9.3	3.9
	Chicago					
	All establishments 55; Sales $75,993,000; Commodity coverage 100.0 percent					
	Total analyzed	55	75,993	75,993	---	100.0
43	Wiring supplies and electrical construction materials	26	34,510	21,400	62.0	28.2
	Interior	18	11,628	8,025	69.0	---
	Outside	4	5,142	3,728	72.5	---
	Incandescent lamps	4	22,289	9,368	42.0	---
	Other	---	---	75	---	---
	Not analyzed in detail	---	---	204	---	---
44	Electrical apparatus and equipment	23	55,741	45,117	84.0	59.4
45	Radios, appliances, and specialties	15	23,314	7,344	31.5	9.7
	All other commodities	---	---	980	---	1.2
	Service receipts	---	---	1,152	---	1.5
	ELECTRICAL GOODS TRADES—Con.					
	Philadelphia					
	All establishments 18; Sales $50,841,000; Commodity coverage 100.0 percent					
	Total analyzed	18	$50,841	$50,841	---	100.0
43	Wiring supplies and electrical construction materials	5	5,662	5,654	99.9	11.1
44	Electrical apparatus and equipment	13	45,022	40,759	90.5	80.2
45	Radios, appliances, and specialties	[illegible]	13,485	2,359	17.5	4.6
	All other commodities	---	---	1,426	---	2.8
	Service receipts	---	---	[illegible]	---	1.3
	FARM PRODUCTS—CONSUMER GOODS TRADES					
	New England Division					
	All establishments 68; Sales $20,372,000; Commodity coverage 100.0 percent					
	Total analyzed	68	20,372	20,372	---	100.0
02	Butter and cheese	19	12,360	8,508	68.8	41.8
03	Canned foods	[illegible]	5,473	411	7.5	2.0
05	Confectionery and ice cream	51	13,538	7,657	56.6	37.6
	Candy	3	5,911	70	1.2	---
	Ice cream and ices	[illegible]	7,627	7,587	99.5	---
06	Dairy and poultry products (except butter and cheese)	11	11,546	1,440	12.5	7.1
	Eggs	5	5,126	563	11.0	---
	Poultry	[illegible]	4,830	687	14.2	---
	Other	[illegible]	9,282	[illegible]	2.0	---
10	Fruits and vegetables, frozen	[illegible]	3,070	58	1.9	.3
11	Groceries (miscellaneous)	7	10,741	120	1.1	.6
16	Other food and related products	12	7,048	2,091	29.7	10.3
	All other commodities	---	---	87	---	.3
	Middle Atlantic Division					
	All establishments 132; Sales $53,871,000; Commodity coverage 100.0 percent					
	Total analyzed	132	53,871	53,871	---	100.0
02	Butter and cheese	62	36,458	25,177	69.1	46.7
05	Confectionery and ice cream	90	38,919	15,893	40.8	29.5
	Candy	15	22,574	334	1.5	---
	Ice cream and ices	76	16,397	15,482	94.4	---
	Other confectionery	7	1,399	77	5.5	---
06	Dairy and poultry products (except butter and cheese)	33	29,626	3,079	10.4	5.7
	Eggs	5	3,977	413	10.4	---
	Milk and cream, fluid	11	3,618	716	19.8	---
	Other	---	---	1,950	---	---
11	Groceries (butter substitutes)	22	23,006	129	.6	.2
16	Other food and related products	52	29,878	7,010	23.5	13.0
	All other commodities	---	---	2,583	---	4.9
	East North Central Division					
	All establishments 130; Sales $61,379,000; Commodity coverage 100.0 percent					
	Total analyzed	130	61,379	61,379	---	100.0
00	Bakery products	9	3,683	32	.9	.1
01	Beer and other malt liquors	3	650	145	22.3	.2
03	Butter and cheese	74	54,018	42,911	79.4	69.9

Percent column A.—Percent of *total* sales of establishments reporting that they sell such commodity.

Percent column B.—Percent which stated commodity bears to *total* sales of all establishments in this kind of business reporting their sales by commodities.

MANUFACTURERS' SALES BRANCHES (WITH STOCKS)

TABLE 8.—COMMODITY SALES, BY KIND-OF-BUSINESS GROUPS

By Geographic Divisions and 5 Selected Cities—Continued

[Limited to establishments which report an analysis of their sales by commodities. Ratio of commodity coverage indicates sales size of sample]

Commodity No.	KIND OF BUSINESS AREA AND COMMODITY	Establishments reporting commodity data: Number	Establishments reporting commodity data: Sales of such establishments (add 000)	Reported sales of stated commodity: Amount reported (add 000)	Reported sales of stated commodity: Percent column A (See note)	Percent column B (See note)
	FARM PRODUCTS—CONSUMER GOODS TRADES—Con.					
	East North Central Division—Con.					
05	Confectionery and ice cream	85	$19,429	$5,180	26.7	8.4
	Candy	18	11,724	205	1.7	---
	Ice cream and ices	69	7,879	4,941	62.7	---
	Other confectionery	7	2,662	19	.7	---
	Not analyzed in detail	---	---	15	---	---
06	Dairy and poultry products (except butter and cheese)	37	30,734	6,140	20.0	10.0
	Eggs	7	15,869	3,953	24.9	---
	Milk and cream, fluid	13	10,269	999	9.7	---
	Other	---	---	1,188	---	---
10	Fruits and vegetables, frozen	5	8,318	112	1.3	.2
11	Groceries (butter substitutes)	18	19,929	164	.8	.3
13	Soft drinks	7	1,003	273	27.2	.4
16	Other food and related products	49	30,519	3,461	11.3	5.6
	All other commodities	---	---	2,961	---	4.9
	West North Central Division					
	All establishments 62; Sales $12,856,000; Commodity coverage 98.9 percent					
	Total analyzed	59	12,710	12,710	---	100.0
01	Beer and other malt liquors	3	212	68	32.1	.5
02	Butter and cheese	37	11,195	6,195	55.3	48.7
05	Confectionery and ice cream	42	10,455	1,849	17.7	14.5
	Candy	10	7,526	131	1.7	---
	Ice cream and ices	32	2,929	1,686	57.6	---
	Other confectionery	[illegible]	662	32	4.8	---
06	Dairy and poultry products (except butter and cheese)	25	10,254	1,017	9.9	8.0
11	Groceries (butter substitutes)	11	4,917	72	1.5	.6
16	Other food and related products	19	8,327	2,670	32.1	21.0
	All other commodities	---	---	839	---	6.7
	South Atlantic Division					
	All establishments 93; Sales $15,811,000; Commodity coverage 100.0 percent					
	Total analyzed	93	15,811	15,811	---	100.0
00	Bakery products	23	4,827	134	2.8	.8
01	Beer and other malt liquors	3	[illegible]	38	7.6	.2
02	Butter and cheese	34	8,706	4,298	49.4	27.2
05	Confectionery and ice cream	75	11,502	6,222	54.1	39.4
	Candy	16	5,828	474	8.4	---
	Ice cream and ices	[illegible]	6,978	5,386	77.2	---
	Other	---	---	362	---	---
06	Dairy and poultry products (except butter and cheese)	21	7,685	1,876	24.4	11.9
	Eggs	3	968	301	31.1	---
	Milk and cream, fluid	11	2,005	859	42.8	---
	Other	---	---	203	---	---
	Not analyzed in detail	---	---	513	---	---
07	Fish and sea foods (frozen fish)	14	2,103	37	1.8	.2
10	Fruits and vegetables, frozen	19	1,945	117	6.0	.7
11	Groceries (except as listed)	19	7,106	262	3.7	1.7
	Butter substitutes	19	7,106	231	3.3	---
	Other	---	---	31	---	---
16	Other food and related products	25	6,944	2,208	31.8	14.0
	All other commodities	---	---	619	---	3.9
	East South Central Division					
	All establishments 17; Sales $3,978,000; Commodity coverage 100.0 percent					
	Total analyzed	17	3,978	3,978	---	100.0
00	Bakery products	12	3,550	133	3.7	3.3
	FARM PRODUCTS—CONSUMER GOODS TRADES—Con.					
	East South Central Division—Con.					
02	Butter and cheese	[illegible]	$3,645	$2,106	57.8	52.9
05	Confectionery and ice cream	9	3,030	329	10.9	8.3
06	Dairy and poultry products (except butter and cheese)	9	3,228	108	3.3	2.7
11	Groceries (butter substitutes)	7	2,775	86	3.1	2.2
16	Other food and related products	13	3,555	1,158	32.6	29.1
	All other commodities	---	---	58	---	1.5
	West South Central Division					
	All establishments 29; Sales $6,635,000; Commodity coverage 100.0 percent					
	Total analyzed	29	6,635	6,635	---	100.0
00	Bakery products	15	4,697	41	.9	.6
02	Butter and cheese	26	6,229	3,583	57.5	54.0
05	Confectionery and ice cream	16	5,587	[illegible]	7.2	6.1
	Candy	12	5,181	50	1.0	---
	Ice cream and ices	4	406	354	87.2	---
06	Dairy and poultry products (except butter and cheese)	18	5,783	109	1.9	1.6
11	Groceries (butter substitutes)	14	4,791	107	2.2	1.6
	All other commodities	---	---	2,391	---	36.1
	Mountain Division					
	All establishments 17; Sales $3,011,000; Commodity coverage 100.0 percent					
	Total analyzed	17	3,011	3,011	---	100.0
02	Butter and cheese	16	2,956	1,764	59.7	58.6
05	Confectionery (candy)	[illegible]	2,409	26	1.1	.9
06	Dairy and poultry products (except butter and cheese)	9	2,681	41	1.5	1.4
11	Groceries (miscellaneous)	14	2,908	368	12.7	12.2
16	Other food and related products	16	2,950	736	24.9	24.4
	All other commodities	---	---	76	---	2.5
	Pacific Division					
	All establishments 62; Sales $21,287,000; Commodity coverage 100.0 percent					
	Total analyzed	62	21,287	21,287	---	100.0
02	Butter and cheese	48	19,555	10,874	55.7	51.1
03	Canned foods (milk)	5	5,783	1,035	17.9	4.9
05	Confectionery and ice cream	41	14,164	2,139	15.1	10.0
	Candy	19	10,405	111	1.1	---
	Ice cream and ices	22	3,759	2,028	54.0	---
06	Dairy and poultry products (except butter and cheese)	38	18,737	3,184	17.0	15.0
	Eggs	3	4,958	35	.7	---
	Milk and cream, fluid	21	16,870	2,422	14.4	---
	Other	26	16,558	442	2.7	---
	Not analyzed in detail	10	937	285	30.4	---
10	Fruits and vegetables, frozen	5	4,635	78	1.7	.4
11	Groceries (except as listed)	35	9,280	226	2.4	1.1
	Butter substitutes	31	9,069	214	2.4	---
	Not analyzed in detail	4	191	12	6.3	---
16	Other food and related products	36	11,724	3,547	30.3	16.5
	All other commodities	---	---	204	---	1.0

Percent column A—Percent of *total* sales of establishments reporting that they sell such commodity.
Percent column B—Percent which stated commodity bears to *total* sales of all establishments in this kind of business reporting their sales by commodities.

MANUFACTURERS' SALES BRANCHES (WITH STOCKS)

TABLE 8.—COMMODITY SALES, BY KIND-OF-BUSINESS GROUPS

By Geographic Divisions and 5 Selected Cities—Continued

[Limited to establishments which report an analysis of their sales by commodities. Ratio of commodity coverage indicates sales size of sample]

Commodity No.	KIND OF BUSINESS AREA AND COMMODITY	ESTABLISHMENTS REPORTING COMMODITY DATA: Number	ESTABLISHMENTS REPORTING COMMODITY DATA: Sales of such establishments (add 000)	REPORTED SALES OF STATED COMMODITY: Amount reported (add 000)	REPORTED SALES OF STATED COMMODITY: Percent column A (See note)	Percent column B (See note)
	FARM PRODUCTS—CONSUMER GOODS TRADES—Con.					
	New York City					
	All establishments 12					
	Sales $16,015,000					
	Commodity coverage 100.0 percent					
	Total analyzed	12	$16,015	$16,015	---	100.0
02	Butter and cheese	10	14,582	10,216	70.1	63.8
05	Confectionery and ice cream	5	8,233	508	6.2	3.2
06	Dairy and poultry products (except butter and cheese)	4	10,896	926	8.5	5.8
16	Other food and related products	5	9,133	2,068	22.6	12.9
	All other commodities	---	---	2,297	---	14.3
	Chicago					
	All establishments 13					
	Sales $14,253,000					
	Commodity coverage 100.0 percent					
	Total analyzed	13	14,253	14,253	---	100.0
02	Butter and cheese	9	11,680	8,790	75.3	61.7
05	Confectionery and ice cream	5	2,299	915	39.8	6.4
06	Dairy and poultry products (except butter and cheese)	5	10,930	2,526	23.1	17.7
11	Groceries (except as listed)	5	9,786	45	.5	.3
	Butter substitutes	5	9,786	26	.3	---
	Other	---	---	19	---	---
16	Other food and related products	7	2,715	680	25.0	4.8
	All other commodities	---	---	1,297	---	9.1
	Philadelphia					
	All establishments 8					
	Sales $10,414,000					
	Commodity coverage 98.3 percent					
	Total analyzed	7	10,241	10,241	---	100.0
02	Butter and cheese	3	5,920	4,653	78.3	45.2
05	Confectionery and ice cream	4	8,224	3,170	38.5	31.0
	Ice cream and ices	3	3,105	3,105	100.0	---
	Other	---	---	65	---	---
	All other commodities	---	---	2,438	---	23.8
	San Francisco					
	All establishments 6					
	Sales $4,127,000					
	Commodity coverage 100.0 percent					
	Total analyzed	6	4,127	4,127	---	100.0
02	Butter and cheese	5	3,897	2,357	60.5	57.1
05	Confectionery and ice cream	3	1,992	175	8.8	4.2
06	Dairy and poultry products (except butter and cheese)	4	3,539	508	14.4	12.3
	Milk and cream, fluid	3	3,312	374	11.3	---
	Other	4	3,539	134	3.8	---
16	Other food and related products	3	1,995	579	29.0	14.1
	All other commodities	---	---	508	---	12.3
	FARM SUPPLIES TRADES					
	Middle Atlantic Division					
	All establishments 14					
	Sales $10,091,000					
	Commodity coverage 100.0 percent					
	Total analyzed	14	10,091	10,091	---	100.0
	FARM SUPPLIES TRADES—Con.					
	Middle Atlantic Division—Con.					
18	Feed	3	$250	$246	98.4	2.4
90	Fertilizer and fertilizer materials	11	9,841	8,381	85.2	83.1
	All other commodities	---	---	1,464	---	14.5
	East North Central Division					
	All establishments 14					
	Sales $4,310,000					
	Commodity coverage 100.0 percent					
	Total analyzed	14	4,310	4,310	---	100.0
18	Feed	3	333	143	42.9	3.3
90	Fertilizer and fertilizer materials	11	3,970	3,970	100.0	92.1
	All other commodities	---	---	197	---	4.6
	South Atlantic Division					
	All establishments 45					
	Sales $23,537,000					
	Commodity coverage 98.9 percent					
	Total analyzed	36	23,272	23,272	---	100.0
08	Flour	4	371	123	33.2	.5
18	Feed	8	1,167	1,037	88.9	4.5
90	Fertilizer and fertilizer materials	28	22,105	22,105	100.0	95.0
	All other commodities	---	---	7	---	(1)
	East South Central Division					
	All establishments 10					
	Sales $6,536,000					
	Commodity coverage 100.0 percent					
	Total analyzed	10	6,536	6,536	---	100.0
08	Flour	4	1,219	320	26.3	4.9
18	Feed	4	1,219	782	64.3	12.0
90	Fertilizer and fertilizer materials	6	5,311	5,311	100.0	81.3
	All other commodities	---	---	123	---	1.8
	West South Central Division					
	All establishments 21					
	Sales $2,652,000					
	Commodity coverage 72.3 percent					
	Total analyzed	15	1,918	1,918	---	100.0
08	Flour	15	1,918	930	48.5	48.5
11	Groceries (miscellaneous)	9	914	80	8.8	4.2
16	Other food and related products	4	792	76	9.6	4.0
18	Feed	12	1,359	769	56.6	40.1
	All other commodities	---	---	63	---	3.2
	Pacific Division					
	All establishments 7					
	Sales $2,157,000					
	Commodity coverage 100.0 percent					
	Total analyzed	7	2,157	2,157	---	100.0
08	Flour	5	659	179	27.2	8.3
11	Groceries (breakfast cereals)	4	553	29	5.2	1.3
18	Feed	6	1,326	934	70.4	43.3
19	Grain	3	457	149	34.1	6.9
	Corn	3	457	14	3.2	---
	Wheat	3	457	23	5.3	---
	Other (except rice)	3	457	112	25.6	---
	All other commodities	---	---	866	---	40.2

Percent column A — Percent of *total* sales of establishments reporting that they sell such commodity.

Percent column B — Percent which stated commodity bears to *total* sales of all establishments in this kind of business reporting their sales by commodities.

[1] Less than one-tenth of one percent.

MANUFACTURERS' SALES BRANCHES (WITH STOCKS)

TABLE 8.—COMMODITY SALES, BY KIND-OF-BUSINESS GROUPS

By Geographic Division and 5 Selected Cities—Continued

[Limited to establishments that reported analysis of their sales by commodities. Reported commodity coverage indicates sales size of sample]

Commodity No.	KIND OF BUSINESS AREA AND COMMODITY	ESTABLISHMENTS REPORTING COMMODITY DATA: Number	ESTABLISHMENTS REPORTING COMMODITY DATA: Sales of such establishments (add 000)	REPORTED SALES OF STATED COMMODITY: Amount reported (add 000)	REPORTED SALES OF STATED COMMODITY: Percent column A (See note)	Percent column B (See note)
	FURNITURE AND HOUSE FURNISHINGS TRADES					
	New England Division					
	All establishments 19					
	Sales $7,273,000					
	Commodity coverage 96.9 percent					
	Total analyzed	18	$7,050	$7,050	---	100.0
47	Furniture, wooden and metal	8	1,335	1,287	96.4	18.3
	Household furniture	4	616	616	100.0	---
	Office and store furniture, metal	4	719	671	93.3	---
48	House furnishings	9	5,229	3,604	68.9	51.1
	Linoleum, felt base, etc.	4	2,824	1,468	52.0	---
	Other house furnishings	---	---	2,136	---	-
	All other commodities	---	---	2,159	---	30.6
	Middle Atlantic Division					
	All establishments 81					
	Sales $49,580,000					
	Commodity coverage 97.5 percent					
	Total analyzed	78	48,330	48,330	---	100.0
31	Piece goods	9	14,448	4,683	32.4	9.7
34	Other dry goods and textile products	9	13,386	8,088	60.4	16.7
47	Furniture, wooden and metal	38	7,591	6,841	90.1	14.2
	Household furniture	24	4,827	4,434	91.9	---
	Office and store furniture, metal	14	2,764	2,350	85.2	---
	Other	---	---	51	---	---
48	House furnishings	27	28,547	23,206	81.3	48.0
	Carpet and rugs	10	18,590	14,841	79.8	---
	Linoleum, felt base, etc.	6	4,526	4,191	92.6	---
	Other house furnishings	16	14,155	4,174	29.5	---
78	Books, magazines, and other printed material	8	793	253	31.9	.5
	All other commodities	---	---	5,004	---	10.4
	Service receipts	---	---	255	---	.5
	East North Central Division					
	All establishments 65					
	Sales $31,029,000					
	Commodity coverage 89.6 percent					
	Total analyzed	60	27,800	27,800	---	100.0
31	Piece goods (curtains, draperies, etc.)	3	1,564	182	11.6	.7
34	Other dry goods and textile products	11	2,896	1,527	52.7	5.5
47	Furniture, wooden and metal	24	5,158	5,020	97.3	18.1
	Household furniture	18	4,155	4,155	100.0	-
	Office and store furniture, metal	6	1,003	854	85.1	---
	Other	---	---	11	---	---
48	House furnishings	28	19,630	16,019	81.6	57.6
	Carpets and rugs	9	8,002	7,575	94.7	---
	Linoleum, felt base, etc.	6	8,065	4,640	57.5	---
	Other house furnishings	21	11,820	3,559	30.1	---
	Not analyzed in detail	---	---	245	---	---
78	Books, magazines, and other printed material	3	204	95	46.6	.3
	All other commodities	---	---	4,957	---	17.8
	West North Central Division					
	All establishments 29					
	Sales $8,137,000					
	Commodity coverage 100.0 percent					
	Total analyzed	29	8,137	8,137	---	100.0
31	Piece goods (curtains, draperies, etc.)	3	794	72	9.1	.9
34	Other dry goods and textile products	7	1,372	694	50.6	8.5
47	Furniture, wooden and metal	11	1,780	1,780	100.0	21.9
	Household furniture	9	1,598	1,598	100.0	---
	Other	---	---	182	---	---
	FURNITURE AND HOUSE FURNISHINGS TRADES—Con.					
	West North Central Division—Con.					
48	House furnishings	14	$5,657	$4,858	85.9	59.7
	Carpets and rugs	4	2,503	2,385	95.3	---
	Linoleum, felt base, etc.	6	2,616	1,728	66.1	---
	Other house furnishings	10	3,571	745	20.9	---
	All other commodities	---	---	733	---	9.0
	South Atlantic Division					
	All establishments 25					
	Sales $8,029,000					
	Commodity coverage 99.7 percent					
	Total analyzed	24	8,006	8,006	---	100.0
47	Furniture, wooden and metal	12	3,961	3,875	97.8	48.4
48	House furnishings	10	3,518	2,986	84.9	37.3
	Carpets and rugs	5	1,754	1,598	91.1	---
	Other house furnishings	---	---	1,388	---	---
	All other commodities	---	---	1,145	---	14.3
	East South Central Division					
	All establishments 8					
	Sales $1,293,000					
	Commodity coverage 100.0 percent					
	Total analyzed	8	1,293	1,293	---	100.0
47	Furniture (household)	5	597	597	100.0	46.2
	All other commodities	--	---	696	---	53.8
	West South Central Division					
	All establishments 15					
	Sales $4,467,000					
	Commodity coverage 100.0 percent					
	Total analyzed	15	4,467	4,467	---	100.0
47	Furniture (household)	9	1,536	1,499	97.6	33.6
48	House furnishings	6	2,871	2,069	72.1	46.3
	All other commodities	---	---	899	---	20.1
	Mountain Division					
	All establishments 8					
	Sales $2,354,000					
	Commodity coverage 100.0 percent					
	Total analyzed	8	2,354	2,354	---	100.0
47	Furniture (household)	4	427	427	100.0	18.1
48	House furnishings	3	1,478	1,387	93.8	58.9
	All other commodities	---	---	540	---	23.0
	Pacific Division					
	All establishments 35					
	Sales $18,463,000					
	Commodity coverage 95.6 percent					
	Total analyzed	33	18,612	18,612	---	100.0
31	Piece goods (curtains, draperies, etc.)	4	1,038	35	3.4	.2
34	Other dry goods and textile products	4	1,038	198	19.1	1.1
40	Paints and varnishes	4	8,085	1,533	19.0	8.2
47	Furniture, wooden and metal	10	2,053	1,981	96.5	10.6
	Household furniture	6	1,233	980	79.5	---
	Office and store furniture, metal	6	1,278	968	75.7	---
	Other	---	---	33	--	---

Percent column A—Percent of reporting establishments reporting that they sell such commodity.
Percent column B—Percent which reported commodity bears of total sales of all establishments in this kind of business reporting their sales by commodities.

MANUFACTURERS' SALES BRANCHES (WITH STOCKS)

TABLE 8.—COMMODITY SALES, BY KIND-OF-BUSINESS GROUPS

By Geographic Divisions and 5 Selected Cities—Continued

[Limited to establishments which report an analysis of their sales by commodities. Reported commodity coverage indicates [illegible] of sample]

Commodity No.	KIND OF BUSINESS AREA AND COMMODITY	ESTABLISHMENTS REPORTING COMMODITY DATA: Number	ESTABLISHMENTS REPORTING COMMODITY DATA: Sales of such establishments (thousands)	REPORTED SALES OF STATED COMMODITY: Amount reported (thousands)	REPORTED SALES OF STATED COMMODITY: Percent column A (See note)	Percent column B (See note)
	FURNITURE AND HOUSE FURNISHINGS TRADES—Con.					
	Pacific Division—Con.					
48	House furnishings	22	$15,458	$10,181	65.9	54.7
	Carpets and rugs	6	3,806	3,686	96.8	---
	Linoleum, felt base, etc.	11	10,573	4,952	46.8	---
	Other house furnishings	12	5,097	1,509	29.6	---
	Not analyzed in detail	---	---	34	---	---
76	Petroleum and its products	3	7,606	204	2.7	1.1
81	Paper and products (except stationery and wallpaper)	3	7,606	249	3.3	1.3
	All other commodities	---	---	4,231	---	22.8
	New York City					
	All establishments 40; Sales $34,883,000; Commodity coverage 96.8 percent					
	Total analyzed	38	33,701	33,701	---	100.0
31	Piece goods (curtains, draperies, etc.)	6	11,789	4,481	38.0	13.3
34	Other dry goods and textile products	4	10,203	6,996	68.6	20.8
47	Furniture, wooden and metal	16	4,144	3,573	86.2	10.6
	Household furniture	11	2,273	1,880	82.7	---
	Office and store furniture, metal	5	1,871	1,643	87.8	---
	Other	---	---	50	---	---
48	House furnishings	13	18,436	14,240	77.2	42.3
	Carpets and rugs	5	15,692	12,162	77.5	---
	Other house furnishings	---	---	2,078	---	---
	All other commodities	---	---	4,156	---	12.2
	Service receipts	---	---	255	---	.8
	Chicago					
	All establishments 23; Sales $16,423,000; Commodity coverage 81.6 percent					
	Total analyzed	19	13,393	13,393	---	100.0
47	Furniture, wooden and metal	6	1,805	1,724	95.5	12.9
	Household furniture	3	1,123	1,123	100.0	---
	Office and store furniture, metal	3	682	590	86.5	---
	Other	---	---	11	---	---
48	House furnishings	11	11,342	8,557	75.4	63.9
	Linoleum, felt base, etc.	4	6,653	3,492	52.5	---
	Other house furnishings	---	---	4,825	---	---
	Not analyzed in detail	---	---	240	---	---
	All other commodities	---	---	3,112	---	23.2
	Boston					
	All establishments 10; Sales $5,724,000; Commodity coverage 96.2 percent					
	Total analyzed	9	5,504	5,504	---	100.0
47	Furniture, wooden and metal	4	523	475	90.8	8.6
	Office and store furniture, metal	3	450	402	89.3	---
	Other	---	---	73	---	---
48	House furnishings	4	4,495	2,899	64.5	52.7
	All other commodities	---	---	2,130	---	38.7
	San Francisco					
	All establishments 13; Sales $11,230,000; Commodity coverage 93.4 percent					
	Total analyzed	12	10,493	10,493	---	100.0
47	Furniture, wooden and metal	4	937	886	94.6	8.4
	Office and store furniture, metal	3	761	560	73.6	---
	Other	---	---	326	---	---
	FURNITURE AND HOUSE FURNISHINGS TRADES—Con.					
	San Francisco—Con.					
48	House furnishings	7	$8,561	$5,510	64.4	52.5
	Carpets and rugs	3	1,659	1,618	97.5	---
	Linoleum, felt base, etc.	3	6,673	3,702	55.5	---
	Other house furnishings	3	1,187	190	16.0	---
	All other commodities	---	---	4,097	---	39.1
	GROCERIES AND FOODS (SPECIALTY LINES) TRADES					
	New England Division					
	All establishments 270; Sales $253,669,000; Commodity coverage 99.5 percent					
	Total analyzed	269	252,345	252,345	---	100.0
00	Bakery products	61	14,235	11,248	79.0	4.5
02	Butter and cheese	140	156,244	13,643	8.7	5.4
03	Canned foods	141	160,561	11,661	7.3	4.6
	Canned fruits	4	5,404	1,474	27.3	---
	Canned vegetables	5	5,114	858	16.8	---
	Canned fish and sea foods	3	4,136	676	16.3	---
	Canned meats	129	150,587	3,639	2.4	---
	Canned milk	98	92,552	1,317	1.4	---
	Other canned foods	85	82,016	2,335	2.8	---
	Not analyzed in detail	---	---	1,592	---	---
04	Coffee (roasted)	23	12,210	4,390	36.0	1.7
05	Confectionery and ice cream	13	14,045	4,215	30.0	1.7
	Candy	11	11,253	3,445	30.6	---
	Other	---	---	728	---	---
	Not analyzed in detail	---	---	42	---	---
06	Dairy and poultry products (except butter and cheese)	149	158,219	16,492	10.4	6.5
	Eggs	146	154,116	4,963	3.2	---
	Milk and cream, fluid	4	20,510	1,558	7.6	---
	Poultry	127	127,963	9,911	7.7	---
	Not analyzed in detail	---	---	60	---	---
08	Flour	17	19,559	7,153	36.6	2.9
11	Groceries (except as listed)	268	199,122	21,965	11.0	8.7
	Breakfast cereals	42	26,625	4,305	16.5	---
	Lard substitutes and cooking fats	127	155,643	5,976	3.8	---
	Nuts (all kinds)	3	5,515	368	6.7	---
	Butter substitutes	58	70,061	802	1.1	---
	Pickles, preserves, and sauces	8	3,690	1,330	36.0	---
	Teas	22	11,158	791	7.1	---
	Other	---	---	8,442	---	---
	Not analyzed in detail	---	---	54	---	---
12	Meats and meat products	138	158,073	116,597	73.8	46.2
	Lard	134	153,976	4,870	3.2	---
	Meats, fresh	135	152,976	89,596	58.6	---
	Meats, cured or smoked	135	153,646	18,709	12.2	---
	Other (including game)	49	54,888	3,422	6.2	---
13	Soft drinks	9	5,524	565	10.2	.2
16	Other food and related products	66	52,181	4,592	7.1	1.7
18	Feed (mixed and other)	7	18,232	1,563	8.6	.6
37	Drugs and drug sundries	13	30,077	522	1.7	.2
39	Oils, vegetable	31	73,598	954	1.3	.4
	Cottonseed, linseed, etc.	15	32,061	410	1.3	---
	Essential oils	13	34,439	81	.2	---
	Not analyzed in detail	3	7,098	463	6.5	---
41	Soaps	101	137,558	14,947	10.9	5.9
	Toilet soaps	69	117,796	3,524	3.0	---
	Other soaps	92	116,262	11,423	9.8	---
42	Other chemicals and related products	3	29,864	4,335	14.6	1.7
	All other commodities	---	---	17,702	---	7.2
	Middle Atlantic Division					
	All establishments 574; Sales $748,347,000; Commodity coverage 99.4 percent					
	Total analyzed	565	743,497	743,497	---	100.0

Percent column A—Percent of total sales of establishments reporting that they sell such commodity.
Percent column B—Percent which stated commodity bears to total sales of all establishments in this kind of business [illegible] commodities.

MANUFACTURERS' SALES BRANCHES (WITH STOCKS)

TABLE 8.—COMMODITY SALES, BY KIND-OF-BUSINESS GROUPS

By Geographic Divisions and 5 Selected Cities—Continued

[Limited to establishments which report an analysis of their sales by commodities. Ratio of commodity coverage indicates sales size of sample]

Commodity No.	KIND OF BUSINESS AREA AND COMMODITY	ESTABLISHMENTS REPORTING COMMODITY DATA: Number	ESTABLISHMENTS REPORTING COMMODITY DATA: Sales of such establishments (add 000)	REPORTED SALES OF STATED COMMODITY: Amount reported (add 000)	REPORTED SALES OF STATED COMMODITY: Percent column A (See note)	Percent column B (See note)
	GROCERIES AND FOODS (SPECIALTY LINES) TRADES—Con.					
	Middle Atlantic Division—Con.					
00	Bakery products	122	$40,060	$31,589	78.9	4.2
01	Beer and other malt liquors	7	3,463	1,486	42.9	.2
02	Butter and cheese	220	340,091	26,550	7.8	3.6
03	Canned foods	245	376,943	41,072	10.9	5.5
	Canned fruits	8	18,069	5,495	30.4	---
	Canned vegetables	11	19,367	3,043	15.7	---
	Canned fish and sea foods	8	18,756	1,526	8.1	---
	Canned meats	212	334,115	9,420	2.8	---
	Canned milk	137	196,686	2,508	1.3	---
	Other canned foods	164	237,037	13,246	5.6	---
	Not analyzed in detail	11	12,850	5,934	45.4	---
04	Coffee (roasted)	50	56,461	19,431	34.4	2.6
05	Confectionery and ice cream	34	69,875	20,815	29.8	2.8
	Candy	18	51,503	11,795	22.9	---
	Chewing gum	3	7,668	5,759	75.1	---
	Other confectionery	13	42,333	3,087	7.3	---
	Not analyzed in detail	10	11,349	174	1.5	---
06	Dairy and poultry products (except butter and cheese)	265	363,921	40,098	11.0	5.4
	Eggs	240	329,136	12,591	3.8	---
	Milk and cream, fluid	5	7,221	866	12.0	---
	Poultry	204	318,849	25,188	7.9	---
	Other	16	23,958	474	2.0	---
	Not analyzed in detail	10	12,568	998	7.9	---
07	Fish and sea foods (except canned)	6	8,497	1,852	21.8	.2
08	Flour	36	98,815	40,342	40.8	5.4
10	Fruits and vegetables, frozen	10	10,764	4,888	45.4	.7
11	Groceries (except as listed)	370	506,107	82,095	16.2	11.0
	Breakfast cereals	92	116,215	16,622	14.1	---
	Extracts and spices	5	4,653	545	11.7	---
	Lard substitutes and cooking fats	190	313,850	16,001	5.1	---
	Nuts (all kinds)	7	33,458	1,550	4.6	---
	Butter substitutes	79	142,799	1,579	1.1	---
	Pickles, preserves, and sauces	16	17,974	5,338	29.7	---
	Teas	48	49,867	1,440	2.9	---
	Other	84	106,131	38,075	35.9	---
	Not analyzed in detail	6	6,447	945	14.7	---
12	Meats and meat products	248	370,182	268,891	72.6	36.2
	Lard	204	321,165	3,208	1.0	---
	Meats, fresh	228	352,551	201,522	57.2	---
	Meats, cured or smoked	239	353,588	52,991	15.0	---
	Other (including game)	76	145,410	10,215	7.0	---
	Not analyzed in detail	---	---	955	---	---
13	Soft drinks	43	37,321	10,366	27.8	1.4
14	Sugar	6	55,968	44,732	79.9	6.0
16	Other food and related products	130	155,967	14,110	9.0	1.9
18	Feed	27	88,488	10,555	11.9	1.4
37	Drugs and drug sundries	21	49,876	1,916	3.8	.3
39	Oils, vegetable	56	166,839	3,280	2.0	.4
41	Soaps	176	321,797	56,512	17.6	7.6
	Toilet soaps	159	285,248	13,303	4.7	---
	Other soaps	183	296,979	43,124	14.5	---
	Not analyzed in detail	4	6,414	85	1.3	---
42	Other chemicals and related products	13	86,298	5,020	5.8	7
81	Paper and products (except stationery and wallpaper)	3	12,680	3,893	30.7	.5
	All other commodities	---	---	13,456	---	1.9
	Service receipts	---	---	548	---	1
	East North Central Division					
	All establishments 447					
	Sales $406,776,000					
	Commodity coverage 97.7 percent					
	Total analyzed	432	397,527	397,527	---	100.0
00	Bakery products	97	19,300	16,209	84.0	4.1
02	Butter and cheese	121	149,218	11,049	7.4	2.8

Commodity No.	KIND OF BUSINESS AREA AND COMMODITY	ESTABLISHMENTS REPORTING COMMODITY DATA: Number	ESTABLISHMENTS REPORTING COMMODITY DATA: Sales of such establishments (add 000)	REPORTED SALES OF STATED COMMODITY: Amount reported (add 000)	REPORTED SALES OF STATED COMMODITY: Percent column A (See note)	Percent column B (See note)
	GROCERIES AND FOODS (SPECIALTY LINES) TRADES—Con.					
	East North Central Division—Con.					
03	Canned foods	150	$171,502	$21,274	12.4	5.4
	Canned fruits	7	8,316	3,292	39.6	---
	Canned vegetables	9	9,682	1,219	12.6	---
	Canned fish and sea foods	9	9,395	962	10.2	---
	Canned meats	113	149,673	4,034	2.7	---
	Canned milk	80	109,722	1,637	1.5	---
	Other canned foods	98	127,048	7,477	5.9	---
	Not analyzed in detail	11	5,889	2,653	45.1	---
04	Coffee	51	38,613	14,257	36.9	3.6
	Roasted	50	28,415	11,458	40.3	---
	Not analyzed in detail	---	---	2,799	---	---
05	Confectionery and ice cream	31	46,342	14,855	32.1	3.7
	Candy	20	39,220	12,922	32.9	---
	Chewing gum	3	392	16	4.1	---
	Other	-	---	1,839	---	---
	Not analyzed in detail	8	5,058	78	1.5	---
06	Dairy and poultry products (except butter and cheese)	159	162,663	10,766	6.6	2.7
	Eggs	138	150,829	4,769	3.2	---
	Milk and cream, fluid	8	15,115	939	6.2	---
	Poultry	102	128,946	4,898	3.8	---
	Other	8	7,220	83	1.1	---
	Not analyzed in detail	9	5,130	79	1.5	---
07	Fish and sea foods (except canned)	10	4,184	2,398	57.3	.6
08	Flour	22	53,061	23,606	44.5	5.9
10	Fruits and vegetables, frozen	5	2,648	1,285	48.5	.3
11	Groceries (except as listed)	276	302,605	56,508	18.7	14.2
	Breakfast cereals	68	71,117	10,256	14.4	---
	Extracts and spices	3	556	125	22.5	---
	Lard substitutes and cooking fats	106	185,793	10,049	5.4	---
	Nuts (all kinds)	5	24,599	1,151	4.7	---
	Butter substitutes	78	96,489	1,020	1.1	---
	Pickles, preserves, and sauces	18	8,816	3,205	36.4	---
	Teas	50	36,733	1,002	2.7	---
	Other	89	65,217	29,579	45.4	---
	Not analyzed in detail	6	759	121	15.9	---
12	Meats and meat products	145	164,785	126,608	76.8	31.8
	Lard	120	150,380	3,644	2.4	---
	Meats, fresh	127	155,788	87,435	56.1	---
	Meats, cured or smoked	130	157,786	23,698	15.0	---
	Other (including game)	57	62,685	11,021	17.6	---
	Not analyzed in detail	---	---	810	---	---
13	Soft drinks	22	18,690	1,645	9.9	.5
14	Sugar	4	28,002	17,523	62.6	4.4
16	Other food and related products	116	102,321	8,840	8.6	2.2
18	Feed	21	52,328	5,231	10.0	1.3
37	Drugs and drug sundries	27	45,953	1,613	3.5	.4
39	Oils, vegetable	37	119,259	3,840	3.2	1.0
41	Soaps	89	184,758	52,445	28.4	13.2
	Toilet soaps	75	175,108	12,923	7.5	---
	Other soaps	77	160,442	39,456	24.6	---
	Not analyzed in detail	---	---	66	---	---
	All other commodities	---	---	7,375	---	1.9
	West North Central Division					
	All establishments 219					
	Sales $158,687,000					
	Commodity coverage 99.2 percent					
	Total analyzed	216	157,455	157,455	---	100.0
00	Bakery products	37	7,117	5,911	83.1	3.8
02	Butter and cheese	44	54,057	3,944	7.3	2.5
03	Canned foods	84	66,976	11,191	16.7	7.1
	Canned fruits	4	5,285	2,192	41.5	---
	Canned vegetables	4	5,285	754	14.3	---
	Canned fish and sea foods	7	6,194	879	14.2	---
	Canned meats	44	59,466	2,105	3.5	---
	Canned milk	27	37,596	1,028	2.7	---
	Other canned foods	34	42,385	3,456	8.2	---
	Not analyzed in detail	6	1,567	777	49.6	---

Percent column A: [illegible] establishments [illegible] such commodity.

Percent column B: [illegible] commodity bears to total sales of all establishments in the kind of business [illegible] commodities.

MANUFACTURERS' SALES BRANCHES (WITH STOCKS)

TABLE 8.—COMMODITY SALES, BY KIND-OF-BUSINESS GROUPS

By Geographic Divisions and 5 Selected Cities—Continued

[Limited to establishments which report an analysis of their sales by commodities. Ratios of commodity coverage to sales are shown for 5 samples.]

Commodity No.	KIND OF BUSINESS AREA AND COMMODITY	ESTABLISHMENTS REPORTING COMMODITY DATA: Number	ESTABLISHMENTS REPORTING COMMODITY DATA: Sales of such establishments (add 000)	REPORTED SALES OF STATED COMMODITY: Amount reported (add 000)	REPORTED SALES OF STATED COMMODITY: Percent (column A) See note	Percent (column B) See note
	GROCERIES AND FOODS (SPECIALTY LINES) TRADES—Con.					
	West North Central Division—Con.					
04	Coffee	36	$17,805	$4,475	25.1	2.8
	Roasted	35	17,536	4,395	25.1	---
	Other	---	---	80	---	---
05	Confectionery and ice cream	20	17,985	3,902	21.7	2.5
	Candy	15	16,448	3,726	22.7	---
	Other confectionery	4	12,003	154	1.3	---
	Not analyzed in detail	5	1,535	22	1.4	---
06	Dairy and poultry products (except butter and cheese)	63	56,867	2,138	3.8	1.4
	Eggs	58	55,332	1,263	2.3	---
	Poultry	50	47,518	841	1.8	---
	Not analyzed in detail	5	1,535	34	2.2	---
07	Fish and sea foods (except canned)	7	1,370	1,230	89.8	.8
	Fresh fish	6	1,353	317	23.4	---
	Cured and processed fish	[redacted]	1,165	72	6.2	---
	Frozen fish	7	1,370	730	53.3	---
	Other sea foods	4	1,165	111	9.5	---
08	Flour	51	36,782	11,264	30.6	7.2
11	Groceries (except as listed)	144	123,017	27,015	22.0	17.2
	Breakfast cereals	50	42,586	9,381	22.1	---
	Extracts and spices	3	159	63	39.6	---
	Lard substitutes and cooking fats	36	66,782	3,958	5.9	---
	Nuts (all kinds)	4	12,003	274	2.3	---
	Butter substitutes	30	45,635	672	1.5	---
	Pickles, preserves, and sauces	[redacted]	3,487	1,134	32.5	---
	Teas	36	17,128	345	2.0	---
	Other	54	22,858	11,071	48.4	---
	Not analyzed in detail	3	870	117	13.4	---
12	Meats and meat products	56	59,490	47,596	80.0	30.2
	Lard	43	55,853	2,965	5.3	---
	Meats, fresh	50	57,925	30,523	52.7	---
	Meats, cured or smoked	49	57,420	11,946	20.8	---
	Other (including game)	23	28,308	2,152	7.6	---
13	Soft drinks	10	456	435	95.4	.3
14	Sugar	[redacted]	1,598	420	26.3	.3
16	Other food and related products	43	37,473	2,886	7.7	1.8
18	Feed (mixed and other)	29	24,258	8,309	34.3	5.3
19	Grain	11	4,831	452	9.4	.3
39	Oils, vegetable	15	44,785	420	.9	.3
	Cottonseed, linseed, etc.	7	29,631	205	.7	---
	Essential oils	8	16,676	94	.6	---
	Not analyzed in detail	---	---	121	---	---
41	Soaps	28	58,297	20,759	35.6	13.2
	Toilet soaps	26	57,974	5,274	9.1	---
	Other soaps	28	58,297	15,485	26.6	---
	All other commodities	---	---	5,108	---	3.0
	South Atlantic Division					
	All establishments ..... 588 Sales ..... $257,625,000 Commodity coverage ... 99.9 percent					
	Total analyzed	586	257,335	257,335	---	100.0
00	Bakery products	76	16,107	14,053	87.2	5.5
02	Butter and cheese	171	148,080	15,893	10.7	6.2
03	Canned foods	183	159,507	18,918	11.9	7.4
	Canned fruits	4	5,717	2,279	39.9	---
	Canned vegetables	5	6,438	1,090	16.9	---
	Canned fish and sea foods	5	6,438	226	3.5	---
	Canned meats	155	149,465	7,559	5.1	---
	Canned milk	114	107,440	2,099	2.0	---
	Other canned foods	106	106,252	2,919	2.7	---
	Not analyzed in detail	21	6,765	2,746	40.6	---
04	Coffee	46	15,068	6,328	41.9	2.5
	Roasted	44	14,858	6,253	42.1	---
	Not analyzed in detail	---	---	75	---	---
05	Confectionery and ice cream	33	16,172	2,141	13.2	.8
	Candy	17	12,165	1,809	14.9	---
	Other confectionery	---	---	245	---	---
	Not analyzed in detail	14	3,615	87	2.4	---

Commodity No.	KIND OF BUSINESS AREA AND COMMODITY	ESTABLISHMENTS REPORTING COMMODITY DATA: Number	ESTABLISHMENTS REPORTING COMMODITY DATA: Sales of such establishments (add 000)	REPORTED SALES OF STATED COMMODITY: Amount reported (add 000)	REPORTED SALES OF STATED COMMODITY: Percent (column A) See note	Percent (column B) See note
	GROCERIES AND FOODS (SPECIALTY LINES) TRADES—Con.					
	South Atlantic Division—Con.					
06	Dairy and poultry products (except butter and cheese)	198	$147,982	$10,484	7.1	4.1
	Eggs	182	143,881	6,979	4.9	---
	Milk and cream, fluid	4	4,777	239	5.0	---
	Poultry	125	125,029	3,220	2.6	---
	Not analyzed in detail	15	3,677	46	1.3	---
08	Flour	42	21,955	8,674	39.5	3.4
11	Groceries (except as listed)	275	207,241	33,612	16.2	13.1
	Breakfast cereals	62	30,728	4,822	15.7	---
	Extracts and spices	3	6,728	2,225	33.1	---
	Lard substitutes and cooking fats	146	152,477	13,328	8.7	---
	Nuts (all kinds)	15	12,814	526	4.1	---
	Butter substitutes	106	115,869	897	.8	---
	Pickles, preserves, and sauces	11	5,566	1,553	27.9	---
	Teas	45	18,843	1,385	7.4	---
	Other	60	27,971	8,879	31.7	---
12	Meats and meat products	174	152,802	103,153	67.5	40.1
	Lard	140	139,858	5,710	4.1	---
	Meats, fresh	153	145,857	57,646	39.5	---
	Meats, cured or smoked	171	149,176	33,768	22.6	---
	Other (including game)	45	43,412	2,845	6.6	---
	Not analyzed in detail	---	---	3,164	---	---
13	Soft drinks	21	1,056	1,056	100.0	.4
16	Other food and related products	104	62,406	2,594	4.2	1.0
18	Feed (mixed and other)	45	14,343	1,770	12.3	.7
37	Drugs and drug sundries	32	38,931	557	1.4	.2
39	Oils, vegetable	29	57,656	1,057	1.8	.4
	Cottonseed, linseed, etc.	15	30,420	400	1.3	---
	Essential oils	12	24,952	469	1.9	---
	Not analyzed in detail	---	---	188	---	---
41	Soaps	124	134,679	19,593	14.5	7.6
	Toilet soaps	113	125,615	5,484	4.4	---
	Other soaps	116	126,943	14,026	11.0	---
	Not analyzed in detail	---	---	83	---	---
	All other commodities	---	---	17,451	---	6.6
	East South Central Division					
	All establishments ..... 142 Sales ..... $84,557,000 Commodity coverage ... 97.0 percent					
	Total analyzed	139	82,044	82,044	---	100.0
00	Bakery products	25	4,443	4,136	93.1	5.0
02	Butter and cheese	63	53,405	5,749	10.8	7.0
03	Canned foods	68	56,680	6,155	10.9	7.5
	Canned meats	56	53,772	2,262	4.2	---
	Canned milk	40	35,135	785	2.2	---
	Other	---	---	2,404	---	---
	Not analyzed in detail	7	1,279	704	55.0	---
04	Coffee (roasted)	15	4,707	1,940	41.2	2.4
05	Confectionery and ice cream	9	4,245	206	4.9	.3
	Candy	3	2,944	122	4.1	---
	Other	---	---	[redacted]	---	---
06	Dairy and poultry products (except butter and cheese)	74	55,331	2,760	5.0	3.4
	Eggs	69	54,129	2,167	4.0	---
	Poultry	43	43,240	473	1.1	---
	Other	---	---	75	---	---
	Not analyzed in detail	5	1,202	45	3.7	---
08	Flour	17	6,655	2,751	41.3	3.4
11	Groceries (except as listed)	[redacted]	72,794	10,079	13.8	12.3
	Breakfast cereals	22	8,076	870	10.8	---
	Lard substitutes and cooking fats	54	59,682	5,330	8.9	---
	Butter substitutes	36	32,055	744	2.3	---
	Pickles, preserves, and sauces	5	1,388	439	31.6	---
	Teas	16	5,191	279	5.4	---
	Other	--	---	2,417	---	---
12	Meats and meat products	61	53,329	35,328	66.2	43.1
	Lard	55	52,070	5,535	10.6	---
	Meats, fresh	55	52,070	14,740	28.3	---
	Meats, cured or smoked	60	53,253	13,053	24.5	---
	Other (including game)	24	22,525	2,000	8.9	---

Percent column A—Percent of total sales of establishments reporting that they sell such commodities.
Percent column B—Percent which stated commodity sales of all establishments in this kind of business comprising [illegible]

MANUFACTURERS' SALES BRANCHES (WITH STOCKS)

TABLE 8.—COMMODITY SALES, BY KIND-OF-BUSINESS GROUPS

By Geographic Divisions and 5 Selected Cities—Continued

[Limited to establishments able to report on analysis of their sales by commodities. Ratio of commodity to average indicates sales size of sample]

Commodity No.	KIND OF BUSINESS AREA AND COMMODITY	ESTABLISHMENTS REPORTING COMMODITY DATA: Number	ESTABLISHMENTS REPORTING COMMODITY DATA: Sales of such establishments (add 000)	REPORTED SALES OF STATED COMMODITY: Amount reported (add 000)	REPORTED SALES OF STATED COMMODITY: Percent column A (See note)	Percent column B (See note)
	GROCERIES AND FOODS (SPECIALTY LINES) TRADES—Con.					
	East South Central Division—Con.					
13	Soft drinks	8	$297	$276	92.9	.3
16	Other food and related products	37	20,020	517	2.6	.6
18	Feed (mixed and other)	18	4,339	796	18.3	1.0
37	Drugs and drug sundries	14	14,306	122	.9	.1
39	Oils (cottonseed, linseed, etc.)	16	25,874	671	2.6	.8
41	Soaps	45	48,122	8,936	18.6	10.9
	Toilet soaps	42	47,148	2,105	4.5	---
	Other soaps	43	47,025	6,831	14.5	---
42	Other chemicals and related products	4	11,109	882	7.9	1.1
	All other commodities	---	---	740	---	.8
	West South Central Division					
	All establishments 223; Sales $145,485,000; Commodity coverage 97.6 percent					
	Total analyzed	220	142,019	142,019	---	100.0
00	Bakery products	44	9,454	8,171	86.4	5.8
02	Butter and cheese	81	72,403	6,465	8.9	4.6
03	Canned foods	90	79,972	11,752	14.7	8.3
	Canned fruits	4	5,525	2,751	49.8	---
	Canned vegetables	7	7,555	483	6.4	---
	Canned fish and sea foods	4	5,525	272	4.9	---
	Canned meats	74	75,209	3,243	4.3	---
	Canned milk	45	48,986	693	1.4	---
	Other canned foods	64	62,636	2,895	4.6	---
	Not analyzed in detail	11	2,719	1,415	52.0	---
04	Coffee (roasted)	29	12,504	3,874	31.0	2.7
05	Confectionery and ice cream	28	17,646	2,862	16.2	2.0
	Candy	19	14,987	2,634	17.6	---
	Other confectionery	4	9,560	190	2.0	---
	Not analyzed in detail	9	2,659	38	1.4	---
06	Dairy and poultry products (except butter and cheese)	73	66,733	3,470	5.2	2.4
	Eggs	66	64,316	2,838	4.4	---
	Poultry	48	56,358	571	1.0	---
	Not analyzed in detail	7	2,417	61	2.5	---
08	Flour	26	14,179	2,483	17.5	1.7
11	Groceries (except as listed)	151	104,534	20,626	19.7	14.5
	Breakfast cereals	30	17,400	4,231	24.3	---
	Extracts and spices	3	768	359	46.7	---
	Lard substitutes and cooking fats	72	78,548	7,547	9.6	---
	Nuts (all kinds)	3	8,678	72	.8	---
	Butter substitutes	58	58,355	703	1.2	---
	Pickles, preserves, and sauces	7	2,144	762	35.5	---
	Teas	31	13,247	439	3.3	---
	Other	46	18,219	6,495	35.6	---
	Not analyzed in detail	3	472	18	3.8	---
12	Meats and meat products	83	73,767	50,301	68.2	35.4
	Lard	71	69,169	2,633	3.8	---
	Meats, fresh	74	71,108	21,715	30.5	---
	Meats, cured or smoked	33	73,767	22,480	30.5	---
	Other (including game)	32	28,919	3,473	12.0	---
13	Soft drinks	8	489	488	99.8	.3
16	Other food and related products	53	35,032	1,068	3.0	.8
18	Feed	32	7,465	1,369	18.3	1.0
39	Oils, vegetable	17	32,113	673	2.1	.5
	Cottonseed, linseed, etc.	9	17,418	554	3.2	---
	Essential oils	7	14,069	57	.4	---
	Not analyzed in detail	--	---	62	---	---
41	Soaps	50	59,979	11,591	19.3	8.2
	Toilet soaps	45	56,063	3,266	5.8	---
	Other soaps	49	59,386	8,325	14.0	---
42	Other chemicals and related products	9	21,117	303	1.5	.2
	All other commodities	---	---	16,518	---	11.6
	Mountain Division					
	All establishments 88; Sales $33,902,000; Commodity coverage 98.4 percent					
	Total analyzed	87	33,359	33,359	---	100.0
	GROCERIES AND FOODS (SPECIALTY LINES) TRADES—Con.					
	Mountain Division—Con.					
00	Bakery products	13	$3,354	$2,658	79.2	8.0
02	Butter and cheese	27	11,305	1,326	11.7	4.0
03	Canned foods	33	14,766	3,979	26.9	11.9
04	Coffee (roasted)	19	3,668	882	24.0	2.6
05	Confectionery	10	4,319	373	8.6	1.1
	Candy	6	3,158	306	9.7	---
	Other	---	---	67	---	---
06	Dairy and poultry products (except butter and cheese)	22	10,644	828	7.8	2.5
	Eggs	18	9,463	479	5.1	---
	Poultry	15	8,241	186	2.3	---
	Other	---	---	147	---	---
	Not analyzed in detail	4	1,161	16	1.4	---
07	Fish and sea foods (except canned)	3	631	612	97.0	1.8
	Fresh fish	3	631	121	19.2	---
	Cured and processed fish	3	631	80	12.7	---
	Frozen fish	3	631	349	55.3	---
	Other sea foods	3	631	62	9.8	---
08	Flour	10	6,805	2,772	40.7	8.3
11	Groceries (except as listed)	63	24,473	6,026	24.6	18.1
	Breakfast cereals	18	8,870	1,895	21.4	---
	Lard substitutes and cooking fats	23	13,323	1,314	9.9	---
	Butter substitutes	14	7,297	220	3.0	---
	Pickles, preserves, and sauces	3	933	316	33.9	---
	Teas	18	2,774	86	3.1	---
	Other	---	---	2,195	---	---
12	Meats and meat products	29	12,523	7,444	59.4	22.3
	Lard	25	11,362	646	5.7	---
	Meats, fresh	25	11,362	3,260	28.7	---
	Meats, cured or smoked	26	11,605	3,131	27.0	---
	Other (including game)	9	4,155	383	9.2	---
	Not analyzed in detail	3	918	24	2.6	---
16	Other food and related products	14	5,149	667	13.0	2.0
18	Feed	12	5,753	978	17.0	2.9
	Mixed and other feeds	9	4,835	943	19.5	---
	Not analyzed in detail	3	918	35	3.8	---
19	Grain	3	836	93	11.1	.3
	Corn	3	836	17	2.0	---
	Wheat	3	836	30	3.6	---
	Other (except rice)	3	836	46	5.5	---
39	Oils (cottonseed, linseed, etc.)	4	4,358	27	.6	.1
41	Soaps	20	12,572	4,365	34.7	13.1
	Toilet soaps	16	10,855	1,292	11.9	---
	Other soaps	20	12,572	3,072	24.4	---
42	Other chemicals and related products	3	4,962	24	.5	.1
	All other commodities	---	---	305	---	.9
	Pacific Division					
	All establishments 241; Sales $244,258,000; Commodity coverage 98.2 percent					
	Total analyzed	237	239,976	239,976	---	100.0
00	Bakery products	23	8,131	6,565	80.7	2.7
02	Butter and cheese	45	45,805	3,777	8.2	1.6
03	Canned foods	59	75,226	30,753	42.0	12.8
	Canned fruits	12	24,701	12,973	52.5	---
	Canned vegetables	12	23,575	3,017	12.8	---
	Canned fish and sea foods	12	22,844	3,274	14.3	---
	Canned meats	38	51,736	5,590	10.8	---
	Canned milk	27	37,077	752	2.0	---
	Other canned foods	37	49,489	3,726	7.5	---
	Not analyzed in detail	4	2,858	1,421	49.7	---
04	Coffee (roasted)	28	19,888	4,363	21.9	1.8
05	Confectionery and ice cream	24	23,947	10,659	44.4	4.4
	Candy	14	15,074	4,654	30.9	---
	Chewing gum	3	5,628	5,381	95.6	---
	Other confectionery	9	12,335	562	4.6	---
	Not analyzed in detail	4	2,858	42	1.5	---
06	Dairy and poultry products (except butter and cheese)	36	39,693	3,214	8.1	1.3
	Eggs	31	34,450	1,574	4.6	---
	Poultry	31	34,450	1,402	4.1	---
	Not analyzed in detail	5	5,243	238	4.5	---

Percent column A—Percent of *total* sales of establishments reporting that they sell such commodity.

Percent column B—Percent which stated commodity bears to *total* sales of all establishments in this kind of business reporting their sales by commodities.

MANUFACTURERS' SALES BRANCHES WITH STOCKS

TABLE 8.—COMMODITY SALES, BY KIND-OF-BUSINESS GROUPS

By Commodity Lines and Selected Kinds of Business

[illegible]

Commodity No.	KIND OF BUSINESS AREA AND COMMODITY	ESTABLISHMENTS REPORTING COMMODITY DATA: Number	ESTABLISHMENTS REPORTING COMMODITY DATA: Sales of selected commodity (thousands of dollars)	REPORTED SALES OF STATED COMMODITY: Amount (thousands of dollars)	REPORTED SALES OF STATED COMMODITY: Percent of total sales of stated commodity (See note A)	REPORTED SALES OF STATED COMMODITY: Percent of total sales of stated commodity (See note B)
	GROCERIES AND FOODS (SPECIALTY LINES) TRADES—Con.					
	Pacific Division—Con.					
08	Flour	28	$32,183	$14,649	45.5	6.1
11	Groceries (except as listed)	148	114,549	32,621	28.5	13.6
	Breakfast cereals	43	39,480	5,424	13.7	---
	Extracts and spices	13	2,397	538	22.4	---
	Lard substitutes and cooking fats	32	50,992	7,504	14.7	---
	Nuts (all kinds)	6	10,710	962	9.0	---
	Butter substitutes	35	28,260	1,282	4.5	---
	Pickles, preserves, and sauces	18	7,247	3,116	43.0	---
	Teas	23	14,133	477	3.4	---
	Other	65	30,842	13,338	43.2	---
12	Meats and meat products	47	48,530	32,179	66.3	13.4
	Lard	38	43,005	955	2.2	---
	Meats, fresh	42	45,561	15,145	33.2	---
	Meats, cured or smoked	46	48,419	13,541	28.0	---
	Other (including game)	19	24,894	2,427	9.8	---
	Not analyzed in detail	---	---	111	---	---
13	Soft drinks	20	5,486	4,824	87.9	2.0
16	Other food and related products	28	77,302	64,852	83.9	27.0
18	Feed (mixed and other)	28	28,915	6,120	21.2	2.6
37	Drugs and drug sundries	12	11,562	572	4.9	.2
39	Oils, vegetable	19	34,956	1,708	4.9	.7
	Cottonseed, linseed, etc.	15	28,111	1,059	3.8	---
	Not analyzed in detail	---	---	649	---	---
41	Soaps	38	54,268	15,863	29.2	6.6
	Toilet soaps	28	48,174	3,957	8.2	---
	Other soaps	35	53,617	11,896	22.2	---
	All other commodities	---		7,277	---	3.2
	New York City					
	All establishments 139; Sales $301,107,000; Commodity coverage 99.3 percent					
	Total analyzed	137	299,102	299,102	---	100.0
00	Bakery products	22	13,997	9,394	67.1	3.1
01	Beer and other malt liquors	4	3,189	1,386	43.5	.5
02	Butter and cheese	34	98,603	4,697	4.8	1.6
03	Canned foods	44	118,419	18,450	15.6	6.2
	Canned fruits	4	12,610	3,775	29.9	---
	Canned vegetables	6	13,139	2,713	20.6	---
	Canned fish and sea foods	4	13,297	1,204	9.1	---
	Canned meats	34	98,777	3,384	3.4	---
	Canned milk	11	45,260	465	1.0	---
	Other canned foods	23	62,707	5,240	8.4	---
	Not analyzed in detail	---	---	1,671	---	---
04	Coffee (roasted)	5	21,455	6,508	30.3	2.2
05	Confectionery and ice cream	15	37,787	16,478	43.6	5.5
	Candy	8	27,452	7,797	28.4	---
	Other	---	---	8,630	---	---
	Not analyzed in detail	---	---	51	---	---
06	Dairy and poultry products (except butter and cheese)	39	106,284	15,831	14.9	5.3
	Eggs	29	86,505	3,668	4.3	---
	Poultry	32	93,447	11,498	12.3	---
	Other	---	---	201	---	---
	Not analyzed in detail	---	---	464	---	---
08	Flour	11	38,741	17,477	45.1	5.8
11	Groceries (except as listed)	65	168,662	38,797	23.0	13.0
	Breakfast cereals	18	37,804	5,359	14.2	---
	Extracts and spices	3	3,748	482	12.9	---
	Lard substitutes and cooking fats	25	82,047	5,004	6.1	---
	Butter substitutes	11	39,648	218	.5	---
	Pickles, preserves, and sauces	5	6,611	2,051	31.0	---
	Teas	4	16,107	167	1.0	---
	Other	---	---	24,724	---	---
	Not analyzed in detail	---	---	792	---	---
12	Meats and meat products	52	120,087	87,011	72.5	29.1
	Lard	31	91,398	548	.7	---
	Meats, fresh	45	113,861	68,068	59.8	---
	Meats, cured or smoked	48	109,382	14,420	13.2	---
	Other (including game)	21	60,442	3,875	6.4	---
13	Soft drinks	13	20,681	6,162	29.8	2.1
	GROCERIES AND FOODS (SPECIALTY LINES) TRADES—Con.					
	New York City—Con.					
14	Sugar	4	$35,381	$25,562	72.2	[illegible]
16	Other food and related products	[illegible]	48,[illegible]	6,532	13.[illegible]	[illegible]
18	Feed (mixed and other)	[illegible]	31,429	2,408	[illegible]	[illegible]
37	Drugs and drug sundries	3	18,447	1,424	[illegible]	[illegible]
39	Oils, vegetable	[illegible]	57,441	1,943	3.4	[illegible]
	Cottonseed, linseed, etc.	7	39,019	1,137	2.9	---
	Not analyzed in detail	---	---	802	---	---
41	Soaps	26	92,103	18,473	20.1	2.2
	Toilet soaps	18	83,431	4,243	5.1	---
	Other soaps	21	78,937	14,233	18.0	---
81	Paper and products (except stationery and wallpaper):					
	Paper products such as bags, boxes, cups, dishes, etc.	3	12,68[illegible]	3,993	36.7	1.3
	All other commodities	---	---	16,328	---	5.4
	Service receipts	---	---	548	---	2
	Chicago					
	All establishments 79; Sales $177,814,000; Commodity coverage 95.5 percent					
	Total analyzed	76	169,784	169,784	---	100.0
00	Bakery products	8	2,952	2,313	78.[illegible]	1.4
02	Butter and cheese	30	64,103	2,985	4.[illegible]	1.7
03	Canned foods	36	69,985	7,094	[illegible]	4.2
	Canned fruits	3	3,401	1,280	[illegible]	---
	Canned vegetables	3	3,401	526	[illegible]	---
	Canned fish and sea foods	3	3,718	428	11.5	---
	Canned meats	27	61,264	1,178	[illegible]	---
	Canned milk	13	41,058	187	[illegible]	---
	Other canned foods	21	49,810	2,4[illegible]	5.0	---
	Not analyzed in detail	3	2,862	[illegible]	39.1	---
04	Coffee	3	13,042	[illegible]	27.[illegible]	2.1
05	Confectionery and ice cream	8	23,985	[illegible]	42.2	5.9
	Candy	6	2,508	8,484	41.7	---
	Other confectionery	3	13,574	1,562	11.5	---
	Not analyzed in detail	---	---	33	---	---
06	Dairy and poultry products (except butter and cheese)	29	65,199	[illegible]	8.3	1.2
	Eggs	25	60,708	1,762	2.9	-
	Milk and cream, fluid	3	11,230	792	[illegible]	
	Poultry	25	51,348	2,[illegible]	[illegible]	-
	Not analyzed in detail	---	---	[illegible]		
07	Fish and sea foods (except canned)	3	2,397	[illegible]	[illegible]	.9
	Frozen fish	3	2,397	613	[illegible]	---
	Other	---	---	[illegible]		---
08	Flour	3	24,411	12,955	53.1	7.8
11	Groceries (miscellaneous)	46	116,164	23,756	20.5	14.0
12	Meats and meat products	33	67,505	53,704	79.6	31.5
	Lard	29	62,[illegible]	1,286	2.1	---
	Meats, fresh	32	65,495	39,456	60.2	---
	Meats, cured or smoked	31	[illegible]	6,970	10.6	---
	Other (including game)	14	28,949	5,992	21.4	---
14	Sugar	3	24,386	16,614	68.2	9.8
16	Other food and related products	19	57,770	5,878	10.3	2.3
18	Feed (mixed and other)	[illegible]	[illegible]	3,686	11.0	2.2
37	Drugs and drug sundries	4	13,590	[illegible]	7.1	.8
39	Oils, vegetable	11	[illegible]	1,668	3.3	1.0
	Cottonseed, linseed, etc.	8	[illegible]	578	2.1	---
	Essential oils	4	[illegible]	386	2.2	---
	Not analyzed in detail	---	---	704	---	---
41	Soaps	20	89,[illegible]	18,088	20.1	[illegible]
	Toilet soaps	18	67,375	4,[illegible]	6.7	
	Other soaps	12	48,227	[illegible]	28.1	-
	All other commodities	---	---	1,633	---	.8

Percent column A — Percent of total sales of establishments reporting data that [illegible] commodity

Percent column B — Percent which stated commodity [illegible] sales of establishments in this kind of business [illegible] commodities.

MANUFACTURERS' SALES BRANCHES (WITH STOCKS)

TABLE 8.—COMMODITY SALES, BY KIND-OF-BUSINESS GROUPS

By Geographic Divisions and 5 Selected Cities—Continued

[Limited to establishments which report an analysis of their sales by commodities. Ratio of commodity coverage indicates sales size of sample]

Commodity No	Kind of business area and commodity	Establishments reporting commodity data: Number	Establishments reporting commodity data: Sales of such establishments (add 000)	Reported sales of stated commodity: Amount reported (add 000)	Reported sales of stated commodity: Percent column A (See note)	Percent column B (See note)
	GROCERIES AND FOODS (SPECIALTY LINES) TRADES—Con.					
	Philadelphia					
	All establishments 43 Sales $113,742,000 Commodity coverage 99.9 percent					
	Total analyzed	42	$113,647	$113,647	---	100.0
00	Bakery products	5	4,067	3,671	90.3	3.2
02	Butter and cheese	15	46,521	2,895	6.2	2.5
03	Canned foods	17	50,634	6,292	12.4	5.5
05	Confectionery and ice cream	6	13,911	3,560	25.6	3.1
	Candy	5	11,354	3,439	30.3	---
	Other	---	---	121	---	---
06	Dairy and poultry products (except butter and cheese)	16	44,926	5,402	12.0	4.8
	Eggs	14	41,692	1,974	4.7	---
	Poultry	13	37,821	3,025	8.0	---
	Other	---	---	359	---	---
	Not analyzed in detail	---	---	44	---	---
08	Flour	5	17,536	4,571	26.1	4.0
11	Groceries (except as listed)	21	59,252	11,792	19.9	10.4
	Breakfast cereals	6	19,591	3,867	19.7	---
	Lard substitutes and cooking fats	7	35,676	2,646	7.4	---
	Butter substitutes	6	19,886	390	2.0	---
	Other	---	---	4,889	---	---
12	Meats and meat products	16	47,198	33,923	71.9	29.8
	Lard	14	43,964	327	.7	---
	Meats, fresh	15	44,641	25,457	57.0	---
	Meats, cured or smoked	15	46,521	7,526	16.2	---
	Other (including game)	5	18,346	613	3.3	---
16	Other food and related products	7	22,805	2,397	10.5	2.1
18	Feed	4	15,419	1,498	9.7	1.3
39	Oils, vegetable	6	26,184	289	1.1	.3
41	Soaps	9	39,501	12,767	32.3	11.2
	Toilet soaps	6	33,666	3,129	9.3	---
	Other soaps	8	37,878	9,638	25.4	---
	All other commodities	---	---	24,590	---	21.8
	Boston					
	All establishments 31 Sales $92,476,000 Commodity coverage 100.0 percent					
	Total analyzed	31	92,476	92,476	---	100.0
02	Butter and cheese	[illegible]	40,567	1,961	4.8	2.1
03	Canned foods	12	43,899	5,603	12.8	6.1
	Canned vegetables	3	3,598	1,142	31.7	---
	Canned meats	8	39,608	1,590	4.0	---
	Canned milk	4	14,824	418	2.8	---
	Other	---	---	2,453	---	---
05	Confectionery and ice cream	3	7,627	257	3.4	.3
06	Dairy and poultry products (except butter and cheese)	10	41,603	3,888	9.3	4.2
	Eggs	7	37,500	769	2.1	---
	Poultry	[illegible]	22,469	1,936	8.6	---
	Other	---	---	1,148	---	---
	Not analyzed in detail	---	---	37	---	---
08	Flour	4	12,274	4,109	33.5	4.4
11	Groceries (except as listed)	18	66,241	12,594	19.0	13.6
	Breakfast cereals	4	12,274	2,983	24.3	---
	Lard substitutes and cooking fats	7	47,695	3,983	8.4	---
	Butter substitutes	4	15,815	126	.8	---
	Other	---	---	5,502	---	---
12	Meats and meat products	12	43,963	33,445	76.1	36.2
	Lard	9	40,108	2,733	6.8	---
	Meats, fresh	[illegible]	38,866	26,095	67.1	---
	Meats, cured or smoked	10	40,649	4,162	10.2	---
	Other (including game)	4	10,303	455	4.4	---
16	Other food and related products	4	11,727	554	4.6	.6
18	Feed (mixed and other)	5	16,182	1,445	8.9	1.6
39	Oils, vegetable	5	41,865	854	2.0	.9
41	Soaps	6	44,596	8,366	18.8	9.0
	Toilet soaps	6	44,596	1,703	3.8	---
	Other soaps	5	28,199	6,663	23.6	---
	All other commodities	---	---	19,420	---	21.0
	GROCERIES AND FOODS (SPECIALTY LINES) TRADES—Con.					
	San Francisco					
	All establishments 38 Sales $114,833,000 Commodity coverage 98.8 percent					
	Total analyzed	37	$113,504	$113,504	---	100.0
02	Butter and cheese	5	8,510	804	9.4	.7
03	Canned foods	9	20,580	11,606	56.4	10.2
	Canned fruits	[illegible]	12,717	7,101	55.8	---
	Canned vegetables	4	12,717	1,332	10.5	---
	Canned fish and sea foods	3	11,008	852	7.7	---
	Canned meats	4	11,075	1,508	13.6	---
	Other	---	---	440	---	---
	Not analyzed in detail	---	---	373	---	---
05	Confectionery and ice cream	7	7,465	3,763	50.4	3.3
	Candy	4	4,845	1,834	37.9	---
	Other	---	---	1,918	---	---
	Not analyzed in detail	---	---	11	---	---
06	Dairy and poultry products (except butter and cheese)	3	6,769	582	8.6	.5
08	Flour	4	4,397	932	21.2	.8
11	Groceries (except as listed)	15	22,328	8,319	37.3	7.3
	Breakfast cereals	3	4,405	595	13.5	---
	Extracts and spices	4	898	209	23.3	---
	Lard substitutes and cooking fats	3	11,821	2,324	19.7	---
	Butter substitutes	4	6,815	252	3.7	---
	Teas	3	3,888	72	1.9	---
	Other	---	---	4,867	---	---
12	Meats and meat products	5	9,144	6,361	69.6	5.6
	Lard	4	8,393	147	1.8	---
	Meats, fresh	4	8,393	3,674	43.8	---
	Meats, cured or smoked	5	9,144	2,234	24.4	---
	Other	---	---	306	---	---
16	Other food and related products	6	69,023	63,840	92.5	56.4
18	Feed	3	4,014	778	19.4	.7
39	Oils, vegetable	4	11,472	691	6.0	.6
41	Soaps	6	18,439	8,546	46.3	7.5
	Toilet soaps	5	18,340	2,441	13.3	---
	Other soaps	6	18,439	6,105	33.1	---
	All other commodities	---	---	7,282	---	6.4
	HARDWARE TRADES					
	Middle Atlantic Division					
	All establishments 35 Sales $9,385,000 Commodity coverage 95.7 percent					
	Total analyzed	34	8,981	8,981	---	100.0
50	Hardware	34	8,981	8,922	99.3	99.3
	Builders' hardware	6	1,665	1,021	61.3	---
	Heavy hardware	5	880	500	56.8	---
	Bolts, nuts, rivets, and screws	6	2,237	1,115	49.8	---
	Shelf or light hardware	4	1,313	245	18.7	---
	Tools and cutlery	12	2,033	1,018	50.1	---
	Other	---	---	4,659	---	---
	Not analyzed in detail	---	---	364	---	---
	All other commodities	---	---	59	---	.7
	East North Central Division					
	All establishments 29 Sales $9,397,000 Commodity coverage 100.0 percent					
	Total analyzed	29	9,397	9,397	---	100.0
50	Hardware	29	9,397	9,293	98.9	98.9
	Builders' hardware	8	1,827	1,245	68.1	---
	Bolts, nuts, rivets, and screws	6	4,168	3,577	85.8	---
	Shelf or light hardware	3	680	79	11.6	---
	Tools and cutlery	14	4,151	3,178	76.6	---
	Other	---	---	1,214	---	---
	All other commodities	---	---	104	---	1.1

Percent column A—Percent total sales of establishments reporting that they sell such commodity.
Percent column B—Percent reported stated commodity bears to *total* sales of all establishments in this kind of business reporting their sales by commodities

MANUFACTURERS' SALES BRANCHES (WITH STOCKS)

TABLE 8.—COMMODITY SALES, BY KIND-OF-BUSINESS GROUPS

By Geographic Divisions and 5 Selected Cities [continued]

[Limited to establishments which reported an analysis of their sales by commodities. Ratio of commodity coverage indicates sales represented by sample.]

Commodity No.	KIND OF BUSINESS AREA AND COMMODITY	ESTABLISHMENTS REPORTING COMMODITY DATA: Number	ESTABLISHMENTS REPORTING COMMODITY DATA: Sales of establishments (thousands of dollars)	REPORTED SALES OF STATED COMMODITY: Amount (add 000)	REPORTED SALES OF STATED COMMODITY: Percent column A See note	Percent column B See note
	HARDWARE TRADES—Con.					
	West North Central Division					
	All establishments 6					
	Sales $547,000					
	Commodity coverage 100.0 percent					
	Total analyzed	6	$547	$547	---	100.0
50	Hardware	6	547	517	94.5	94.5
	Tools and cutlery	3	291	291	100.0	---
	Other	--	---	226	--	--
	All other commodities	---	---	30	---	5.5
	Pacific Division					
	All establishments 16					
	Sales $2,164,000					
	Commodity coverage 100.0 percent					
	Total analyzed	16	2,164	2,164	---	100.0
50	Hardware	16	2,164	1,954	90.3	90.3
	[illegible] and cutlery	8	1,725	1,692	98.1	---
	[illegible]	-	---	224	---	---
	[illegible] analyzed in detail	---	---	38	---	---
	[illegible] commodities	--	--	210	---	9.7
	New York City					
	[illegible] establishments 23					
	[illegible] $7,790,000					
	Commodity coverage 100.0 percent					
	Total analyzed	23	7,790	7,790	---	100.0
50	Hardware	22	7,391	7,332	99.2	94.1
	Builders' hardware	4	1,424	811	57.0	---
	Bolts, nuts, rivets, and screws	9	2,257	1,115	49.8	
	Shelf or light hardware	3	1,178	110	9.3	--
	Tools and cutlery	6	1,488	473	31.8	---
	Other	---	---	4,459	--	--
	Not analyzed in detail	---	--	364	---	---
	All other commodities	--	---	458	---	5.9
	Chicago					
	All establishments 15					
	Sales $5,384,000					
	Commodity coverage 100.0 percent					
	Total analyzed	15	5,384	5,384	---	100.0
50	Hardware	15	5,384	5,264	98.1	98.1
	Builders' hardware	6	1,768	1,206	68.2	---
	Tools and cutlery	7	3,760	2,787	74.1	---
	Other	---	---	1,292	---	---
	All other commodities	---	---	100	---	1.9
	JEWELRY TRADES					
	Middle Atlantic Division					
	All establishments 13					
	Sales $38,420,000					
	Commodity coverage 100.0 percent					
	Total analyzed	13	38,420	38,420	---	100.0
91	Jewelry, silverware, etc.	13	38,420	37,932	98.7	98.7
	Jewelry	4	1,256	1,004	79.9	---
	Silverware and plated ware	6	3,203	1,651	51.5	---
	Other	---	---	34,526	---	---
	Not analyzed in detail	---	---	751	---	---
	All other commodities	---	---	488	---	1.3
	JEWELRY TRADES—Con.					
	East North Central Division					
	All establishments 9					
	Sales $6,934,000					
	Commodity coverage 99.5 percent					
	Total analyzed	8	$6,897	$6,897	---	100.0
91	Jewelry, silverware, etc.	8	6,897	6,472	93.8	93.8
	Silverware and plated ware	7	6,064	4,468	73.7	---
	Other	--	---	2,004	---	---
	All other commodities	-	---	425	---	6.2
	Pacific Division					
	All establishments 6					
	Sales $2,786,000					
	Commodity coverage 100.0 percent					
	Total analyzed	6	2,786	2,786	---	100.0
91	Jewelry, silverware, etc.	6	2,786	2,729	98.0	98.0
	Silverware and plated ware	3	1,631	1,631	100.0	---
	Other	---	---	1,098	---	---
	All other commodities	---	---	57	---	2.0
	Chicago					
	All establishments 9					
	Sales $6,934,000					
	Commodity coverage 99.5 percent					
	Total analyzed	8	6,897	6,897	---	100.0
91	Jewelry, silverware, etc.	8	6,897	6,472	93.8	93.8
	Silverware and plated ware	7	6,064	4,468	73.8	---
	Other	--	---	2,004	---	---
	All other commodities	---	---	425	---	6.2
	LUMBER AND CONSTRUCTION MATERIALS TRADES					
	New England Division					
	All establishments 15					
	Sales $8,528,000					
	Commodity coverage 98.2 percent					
	Total analyzed	13	8,372	8,372	---	100.0
39	Oils (cottonseed, linseed, etc.)	5	[illegible]	34	1.6	.4
46	Paints and varnishes	6	[illegible]	510	15.7	6.1
75	Glass, sheet	[illegible]	[illegible]	1,517	73.5	[illegible]
80	Lumber rough, dressed, and finished	4	2,346	1,748	74.5	[illegible]
87	Building materials (except as listed)	4	4,908	2,898	[illegible]	[illegible]
	All other commodities	---	---	1,597	---	19.2
	Middle Atlantic Division					
	All establishments 81					
	Sales $81,923,000					
	Commodity coverage 97.8 percent					
	Total analyzed	78	64,368	64,368	---	100.0
34	Other dry goods and textile products	3	15,579	336	2.0	.5
37	Drugs and drug sundries	3	11,621	460	4.0	.7
39	Oils (cottonseed, linseed, etc.)	15	9,616	159	1.7	.2
40	Paints and varnishes	17	15,813	2,926	18.5	4.5
46	China, glassware, and crockery	6	1,064	280	26.3	.4
48	House furnishings (linoleum, felt base, etc.)	4	11,734	3,912	33.3	6.1
56	Industrial equipment and supplies	3	22,583	3,669	16.2	5.7
62	Building metal work	3	20,803	1,081	5.2	1.7
70	Brick, tile, and terra cotta	23	20,910	2,386	11.4	3.7

Percent column A—Percent of sales of establishments reporting that they stock commodity.
Percent column B—Percent of stated commodity sales of establishments in the kind of business reporting stated commodity.

MANUFACTURERS' SALES BRANCHES (WITH STOCKS)

TABLE 8.—COMMODITY SALES, BY KIND-OF-BUSINESS GROUPS

By Geographic Divisions and 5 Selected Cities—Continued

[Limited to establishments which report an analysis of their sales by commodities. Ratio of commodity coverage indicates sales size of sample]

Commodity No.	KIND OF BUSINESS AREA AND COMMODITY	ESTABLISHMENTS REPORTING COMMODITY DATA: Number	ESTABLISHMENTS REPORTING COMMODITY DATA: Sales of such establishments (add 000)	REPORTED SALES OF STATED COMMODITY: Amount reported (add 000)	REPORTED SALES OF STATED COMMODITY: Percent column A (See note)	Percent column B (See note)
	LUMBER AND CONSTRUCTION MATERIALS TRADES—Con.					
	Middle Atlantic Division—Con.					
71	Building stone, slate, and concrete products	8	$2,847	$883	31.0	1.4
72	Cement, lime, plaster, and stucco	10	10,028	3,933	39.2	6.1
73	Coal and coke	[illegible]	1,389	185	13.3	.3
75	Glass--sheet and containers	18	21,237	9,448	44.5	14.7
	Sheet glass	15	9,616	6,865	71.4	---
	Glass containers	3	11,621	2,583	22.2	---
77	Sand, gravel, and crushed stone	6	1,620	252	15.6	.4
80	Lumber--rough, dressed, and finished	12	7,650	7,564	98.9	11.8
84	Planing-mill products	5	948	948	100.0	1.5
87	Building materials (except as listed)	25	36,812	15,702	42.7	24.4
	All other commodities	---	---	10,272	---	15.9
	East North Central Division					
	All establishments 88; Sales $77,467,000; Commodity coverage 96.6 percent					
	Total analyzed	80	74,805	74,805	---	100.0
39	Oils (cottonseed, linseed, etc.)	15	25,258	221	.9	.3
40	Paints and varnishes	18	26,228	2,821	10.8	3.8
56	Industrial equipment and supplies	6	20,596	6,411	31.1	8.6
	Belting, hose, packing, etc.	3	12,648	1,083	8.6	---
	Other industrial equipment	6	20,596	5,328	25.9	---
62	Building metal work	[illegible]	13,781	180	1.3	.2
70	Brick, tile, and terra cotta	9	9,117	763	9.4	1.0
72	Cement, lime, plaster, and stucco	14	8,801	8,309	94.4	11.1
75	Glass, sheet	23	34,658	25,258	72.9	33.8
77	Sand, gravel, and crushed stone	4	785	706	89.9	.9
80	Lumber--rough, dressed, and finished	5	5,665	1,800	31.8	2.4
82	Wallpaper	3	970	79	8.1	.1
84	Planing-mill products	5	5,714	4,809	84.2	6.4
87	Building materials (except as listed)	31	31,157	17,683	56.8	23.6
	All other commodities	---	---	5,765	---	7.8
	West North Central Division					
	All establishments 35; Sales $18,628,000; Commodity coverage 99.4 percent					
	Total analyzed	34	18,518	18,518	---	100.0
39	Oils, vegetable	9	4,164	136	3.3	.7
	Cottonseed, linseed, etc.	8	3,633	115	3.2	---
	Other	---	---	21	---	---
40	Paints and varnishes	9	4,164	1,284	30.8	6.9
70	Brick, tile, and terra cotta	7	2,234	669	29.9	3.6
72	Cement, lime, plaster, and stucco	7	4,222	3,570	84.6	19.3
75	Glass--sheet and containers	11	5,868	2,766	47.1	14.9
80	Lumber--rough, dressed, and finished	3	1,427	424	29.7	2.3
84	Planing-mill products	7	2,790	2,782	99.7	15.0
87	Building materials (except as listed)	11	6,959	2,963	42.7	16.0
	All other commodities	---	---	3,924	---	21.3
	South Atlantic Division					
	All establishments 41; Sales $19,479,000; Commodity coverage 95.6 percent					
	Total analyzed	38	18,623	18,623	---	100.0
39	Oils, vegetable	9	4,207	[illegible]	2.3	.5
40	Paints and varnishes	10	4,230	1,101	26.0	5.9
70	Brick, tile, and terra cotta	4	4,441	1,860	41.9	10.0
72	Cement, lime, plaster, and stucco	3	5,519	2,805	50.8	15.1
75	Glass, sheet	11	4,379	3,170	72.4	17.0
80	Lumber--rough, dressed, and finished	4	1,657	1,657	100.0	8.9
84	Planing-mill products	6	1,773	1,773	100.0	9.5
87	Building materials (except as listed)	12	8,326	4,627	55.6	24.8
	All other commodities	---	---	1,534	---	8.3
	LUMBER AND CONSTRUCTION MATERIALS TRADES—Con.					
	East South Central Division					
	All establishments 7; Sales $3,244,000; Commodity coverage 100.0 percent					
	Total analyzed	7	$3,244	$3,244	---	100.0
39	Oils (cottonseed, linseed, etc.)	5	2,319	[illegible]	2.6	1.8
40	Paints and varnishes	5	2,319	832	35.9	25.6
75	Glass, sheet	5	2,319	1,421	61.3	43.8
	All other commodities	---	---	931	---	28.8
	West South Central Division					
	All establishments 29; Sales $10,002,000; Commodity coverage 85.5 percent					
	Total analyzed	24	8,554	8,554	---	100.0
39	Oils (cottonseed, linseed, etc.)	8	3,372	123	3.6	1.4
40	Paints and varnishes	8	3,372	1,479	43.9	17.3
70	Brick, tile, and terra cotta	8	257	247	96.1	2.9
75	Glass, sheet	[illegible]	3,372	1,748	51.8	20.4
87	Building materials (except as listed)	5	2,858	2,685	93.9	31.4
	All other commodities	---	---	2,274	---	26.6
	Pacific Division					
	All establishments 53; Sales $33,157,000; Commodity coverage 87.6 percent					
	Total analyzed	48	29,039	29,039	---	100.0
56	Industrial equipment and supplies	3	3,795	557	14.7	1.9
62	Building metal work	9	10,456	802	7.7	2.8
	Metal lath	8	10,329	738	7.1	---
	Other	---	---	64	---	---
70	Brick, tile, and terra cotta	15	4,764	2,580	54.2	8.9
72	Cement, lime, plaster, and stucco	13	11,891	8,211	69.1	28.3
80	Lumber--rough, dressed, and finished	10	7,972	7,654	96.0	26.4
84	Planing-mill products	5	3,777	628	16.6	2.2
87	Building materials (except as listed)	11	10,703	7,451	69.4	25.6
	All other commodities	---	---	1,176	---	3.9
	New York City					
	All establishments 22; Sales $34,863,000; Commodity coverage 100.0 percent					
	Total analyzed	22	34,863	34,863	---	100.0
40	Paints and varnishes	3	7,898	618	7.8	1.8
70	Brick, tile, and terra cotta	6	13,518	758	5.6	2.2
75	Glass--sheet and containers	3	9,678	3,243	33.5	9.3
80	Lumber--rough, dressed, and finished	6	3,212	3,126	97.3	9.0
87	Building materials (except as listed)	[illegible]	23,126	8,558	37.0	24.5
	All other commodities	---	---	18,560	---	53.2
	Chicago					
	All establishments 20; Sales $26,490,000; Commodity coverage 96.2 percent					
	Total analyzed	19	25,480	25,480	---	100.0
70	Brick, tile, and terra cotta	5	576	576	100.0	2.3
84	Planing-mill products	3	5,428	4,547	83.8	17.8
87	Building materials (except as listed)	7	12,100	7,967	65.8	31.3
	All other commodities	---	---	12,390	---	48.6

Percent column A—Percent of *total* sales of establishments reporting that they sell such commodity.
Percent column B—Percent which stated commodity bears to *total* sales of all establishments in this kind of business reporting their sales by commodities.

MANUFACTURERS' SALES BRANCHES (WITH STOCKS)

TABLE 8.—COMMODITY SALES, BY KIND-OF-BUSINESS GROUPS

By Geographic Divisions and 5 Selected Cities—Continued

[Limited to establishments which report an analysis of their sales by commodities. Ratios of commodity coverage are shown for each area]

Commodity No.	KIND OF BUSINESS AREA AND COMMODITY	ESTABLISHMENTS REPORTING COMMODITY DATA: Number	ESTABLISHMENTS REPORTING COMMODITY DATA: Sales of establishments reporting (add 000)	REPORTED SALES OF STATED COMMODITY: Amount reported (add 000)	REPORTED SALES OF STATED COMMODITY: Percent of total (unit A) See note	Percent of total (unit B) See note
	LUMBER AND CONSTRUCTION MATERIALS TRADES—Con.					
	Philadelphia					
	All establishments 14					
	Sales $14,467,000					
	Commodity coverage 91.6 percent					
	Total analyzed	12	$13,254	$13,254	---	100.0
70	Brick, tile, and terra cotta	3	3,915	500	12.8	3.8
80	Lumber—rough, dressed, and finished	3	1,288	1,288	100.0	9.7
87	Building materials (except as listed)	5	9,228	4,606	49.9	34.8
	All other commodities	---	---	6,860	---	51.7
	San Francisco					
	All establishments 13					
	Sales $9,218,000					
	Commodity coverage 97.9 percent					
	Total analyzed	12	9,028	9,028	---	100.0
62	Building metal work	3	5,491	439	8.0	4.9
	Metal lath	3	5,491	399	7.3	---
	Other	---	---	40	---	---
70	Brick, tile, and terra cotta	5	881	681	100.0	7.5
87	Building materials (except as listed)	3	3,269	1,913	58.5	21.2
	All other commodities	---	---	5,995	---	66.4
	MACHINERY—EQUIPMENT—SUPPLIES TRADES					
	New England Division					
	All establishments 206					
	Sales $42,046,000					
	Commodity coverage 90.6 percent					
	Total analyzed	178	38,088	38,088	---	100.0
34	Other dry goods and textile products	3	621	220	35.4	.6
37	Drugs and drug sundries	3	585	359	61.4	.9
38	Chemicals, industrial and heavy	3	1,204	253	21.0	.7
41	Soaps	3	784	145	18.5	.4
42	Other chemicals and related products	5	1,215	395	32.3	1.0
51	Plumbing, heating, and air conditioning	3	2,084	410	19.7	1.1
55	Farm and garden machinery and equipment	5	3,844	1,458	37.9	3.8
56	Industrial equipment and supplies	50	13,004	7,918	60.9	20.8
	Belting, hose, packing, etc.	6	486	472	97.1	---
	Mechanical power transmission equipment	4	1,415	129	9.1	---
	Printing equipment and supplies (except paper)	8	972	972	100.0	---
	Metal-working tools	5	2,057	1,995	97.0	---
	Materials-handling equipment	3	586	495	87.5	---
	Rope, cordage, and twine	6	2,486	679	27.3	---
	Other industrial equipment	19	5,076	3,176	62.6	---
57	Industrial machinery	30	13,443	12,230	91.0	32.1
	Road-building machinery	3	1,956	339	17.3	---
	Mining, quarrying, etc.	3	2,906	1,795	61.8	---
	Power-plant machinery (except electrical)	3	2,535	1,045	41.2	---
	Printing machinery	5	936	866	92.5	---
	Other industrial machinery	---	---	7,825	---	---
	Not analyzed in detail	---	---	360	---	---
58	Office and store equipment and supplies	71	8,199	4,564	55.7	12.0
	Office machines and equipment	55	7,003	3,466	49.5	---
	Garage and filling station equipment	3	346	332	96.0	---
	Store machines	14	3,148	353	11.2	---
	Other	---	---	292	---	---
	Not analyzed in detail	---	---	121	---	---
61	Surgical and hospital equipment	5	630	625	99.2	1.6
63	Stationery and supplies (commercial)	4	565	206	36.6	.5
	All other commodities	---	---	5,516	---	14.5
	Service receipts	65	11,703	3,791	32.4	10.0
	MACHINERY—EQUIPMENT—SUPPLIES TRADES—Con.					
	Middle Atlantic Division					
	All establishments 636					
	Sales $236,222,000					
	Commodity coverage 95.8 percent					
	Total analyzed	573	$226,351	$226,351	---	100.0
27	Clothing and furnishings, men's and boys'	6	5,992	787	13.1	.3
31	Piece goods	14	8,609	6,464	75.1	2.9
	Cotton piece goods	5	2,518	373	14.8	---
	Curtains, draperies, etc.	9	6,091	6,091	100.0	---
32	Shoes and other footwear	4	5,458	1,537	28.2	.7
34	Other dry goods and textile products	7	1,828	1,014	55.5	.4
35	Automobiles and other motor vehicles	9	12,994	7,002	53.9	3.1
	Trucks, busses, taxicabs, etc.	5	7,638	1,572	20.6	---
	Tractors	9	12,994	5,430	41.8	---
36	Automotive supplies	11	4,816	354	7.4	.2
37	Drugs and drug sundries	7	6,478	1,115	17.2	.5
41	Soaps	7	5,787	579	10.0	.2
42	Other chemicals and related products	17	7,291	1,987	27.3	.9
47	Furniture, wooden and metal	5	1,201	827	68.9	.4
50	Hardware	7	3,664	1,537	41.9	.7
51	Plumbing, heating, and air conditioning	7	12,171	2,886	23.7	1.3
54	Barber and beauty parlor equipment	4	1,570	1,056	67.3	.5
55	Farm and garden machinery and equipment	25	34,424	15,222	44.2	6.7
	Dairy equipment and supplies	6	9,725	2,981	30.7	---
	Farm machinery and equipment	18	24,649	12,191	49.5	---
	Not analyzed in detail	---	---	50	---	---
56	Industrial equipment and supplies	182	84,590	55,203	65.3	24.4
	Belting, hose, packing, etc.	39	15,375	12,259	79.6	---
	Mechanical power transmission equipment	12	8,099	2,120	26.2	---
	Printing equipment and supplies (except paper)	25	12,177	7,159	58.8	---
	Metal-working tools	23	11,689	6,343	54.3	---
	Materials-handling equipment	13	2,177	1,589	73.0	---
	Rope, cordage, and twine	14	15,618	4,610	29.5	---
	Other industrial equipment	67	30,165	20,262	67.2	---
	Not analyzed in detail	---	---	[illegible]	---	---
57	Industrial machinery	99	65,877	52,477	79.6	23.2
	Road-building machinery	11	9,515	619	6.5	---
	Machine tools (power-driven)	7	2,200	839	38.1	---
	Mining, quarrying, etc.	17	18,584	12,161	65.4	---
	Oil-well and oil-refining	13	8,318	1,566	18.8	---
	Power-plant machinery (except electrical)	11	13,137	6,565	50.0	---
	Printing machinery	17	7,564	7,521	99.4	---
	Textile machinery	5	1,566	1,566	100.0	---
	Other industrial machinery	34	30,559	21,932	72.1	---
	Not analyzed in detail	---	---	64	---	---
58	Office and store equipment and supplies	189	31,521	17,031	54.0	7.5
	Office machines and equipment	165	24,674	11,735	47.6	---
	Garage and filling station equipment	11	2,085	1,531	73.4	---
	Store machines	36	12,554	1,610	12.8	---
	Store fixtures and equipment	9	1,958	1,482	76.5	---
	Not analyzed in detail	4	717	673	93.9	---
59	Railroad equipment and supplies	7	12,960	1,035	8.0	.5
60	Dental equipment and supplies	7	6,910	6,868	99.4	3.0
61	Surgical and hospital equipment	28	4,500	4,283	99.6	1.9
62	Building metal work	3	991	406	41.0	.2
66	Iron and steel—wire and wire products	8	1,685	1,372	81.4	.6
88	Cameras and supplies	8	1,746	1,341	76.8	.6
91	Jewelry, silverware, etc.	3	905	852	94.1	.4
98	Second-hand merchandise	3	6,024	662	11.0	.3
	All other commodities	---	---	29,398	---	12.7
	Service receipts	122	46,080	13,264	28.8	5.9
	East North Central Division					
	All establishments 729					
	Sales $257,714,000					
	Commodity coverage 94.4 percent					
	Total analyzed	641	243,318	243,318	---	100.0

Percent column A—Percent of total sales of establishment reporting that they sell such commodity

Percent column B—Percent which stated commodity bears to total sales of all establishments in this kind of business reporting their sales by commodities

MANUFACTURERS' SALES BRANCHES (WITH STOCKS)

TABLE 8.—COMMODITY SALES, BY KIND-OF-BUSINESS GROUPS

By Geographic Divisions and 5 Selected Cities—Continued

[Limited to establishments which report an analysis of their sales by commodities. Ratio of commodity coverage indicates sales size of sample]

Commodity No.	KIND OF BUSINESS AREA AND COMMODITY	Establishments reporting commodity data: Number	Establishments reporting commodity data: Sales of such establishments (add 000)	Reported sales of stated commodity: Amount reported (add 000)	Reported sales of stated commodity: Percent column A (See note)	Percent column B (See note)
	MACHINERY—EQUIPMENT—SUPPLIES TRADES—Con.					
	East North Central Division—Con.					
31	Piece goods	11	$5,585	$2,526	46.9	1.0
34	Other dry goods and textile products	12	3,837	1,580	41.2	.6
35	Automobiles and other motor vehicles	27	42,390	22,722	53.6	9.3
	Trucks, busses, taxicabs, etc.	18	30,545	6,945	22.7	---
	Tractors	27	42,390	15,777	37.2	---
36	Automotive supplies	20	17,140	4,626	27.0	1.9
	Automotive accessories	10	14,756	1,136	7.7	---
	Automotive parts	11	4,450	1,757	39.5	---
	Other	---	---	1,733	---	---
37	Drugs and drug sundries	17	8,292	1,628	19.6	.7
38	Chemicals, industrial and heavy	5	2,929	1,240	42.5	.5
41	Soaps	8	2,938	371	12.6	.2
42	Other chemicals and related products	19	3,801	1,421	37.4	.6
43	Wiring supplies and electrical construction materials	3	10,571	487	4.6	.2
44	Electrical apparatus and equipment	6	8,631	472	5.5	.2
45	Radios, appliances, and specialties	7	8,649	1,200	13.9	.5
47	Furniture, wooden and metal	3	570	439	77.0	.2
50	Hardware	11	10,610	2,288	21.5	.9
51	Plumbing, heating, and air conditioning	14	12,878	1,800	14.0	.7
	Air-conditioning equipment	9	5,759	846	14.7	---
	Oil burners	3	1,144	110	9.6	---
	Pipe fittings, valves, brass goods, etc.	3	7,011	389	5.5	---
	Other	---	---	455	---	---
54	Barber and beauty parlor equipment	5	1,347	1,147	85.2	.5
55	Farm and garden machinery and equipment	64	72,815	40,765	56.0	16.6
	Dairy equipment and supplies	5	5,529	3,402	61.5	---
	Farm machinery and equipment	58	64,891	36,864	56.8	---
	Garden equipment and supplies	4	3,687	183	5.0	---
	Not analyzed in detail	---	---	316	---	---
56	Industrial equipment and supplies	215	123,303	69,961	56.7	28.6
	Belting, hose, packing, etc.	35	25,700	16,663	64.8	---
	Mechanical power transmission equipment	24	14,619	5,016	34.3	---
	Printing equipment and supplies (except paper)	27	12,349	6,132	49.7	---
	Metal-working tools	30	20,712	9,515	45.9	---
	Materials-handling equipment	12	6,157	770	12.5	---
	Rope, cordage, and twine	25	38,700	2,606	6.7	---
	Other industrial equipment	80	41,355	29,259	70.8	---
57	Industrial machinery	130	60,656	42,068	69.4	17.3
	Road-building machinery	7	6,410	189	2.9	---
	Machine tools (power-driven)	16	10,276	3,645	35.5	---
	Mining, quarrying, etc.	10	6,781	3,589	52.9	---
	Oil-well and oil-refining	39	9,649	5,243	54.3	---
	Power-plant machinery (except electrical)	14	8,871	3,272	36.9	---
	Printing machinery	16	5,481	4,590	83.7	---
	Other industrial machinery	---	---	21,540	---	---
58	Office and store equipment and supplies	159	29,385	14,032	47.8	5.6
	Office machines and equipment	115	19,568	9,900	50.6	---
	Garage and filling station equipment	4	565	364	64.7	---
	Store machines	30	12,593	1,124	8.9	---
	Store fixtures and equipment	11	2,439	2,041	83.7	---
	Not analyzed in detail	6	751	603	80.3	---
59	Railroad equipment and supplies	10	9,360	1,820	19.4	.7
60	Dental equipment and supplies	18	3,174	3,049	96.1	1.3
61	Surgical and hospital equipment	23	2,516	2,445	97.2	1.0
66	Iron and steel--wire and wire products	7	6,037	606	10.0	.2
67	Iron and steel finished products--other than flat and wire	5	7,823	753	9.6	.3
	Steel pipe	3	7,504	163	2.2	---
	Other	---	---	590	---	---
69	Other non-ferrous metals (except precious)	3	2,156	478	22.2	.2
88	Cameras and supplies	9	808	668	82.7	.3
91	Jewelry, silverware, etc.	3	1,267	1,078	85.1	.5
98	Second-hand merchandise	4	3,760	465	12.4	.2
	All other commodities	--	---	10,572	---	4.3
	Service receipts	149	65,824	10,613	16.1	4.4

Commodity No.	KIND OF BUSINESS AREA AND COMMODITY	Establishments reporting commodity data: Number	Establishments reporting commodity data: Sales of such establishments (add 000)	Reported sales of stated commodity: Amount reported (add 000)	Reported sales of stated commodity: Percent column A (See note)	Percent column B (See note)
	MACHINERY—EQUIPMENT—SUPPLIES TRADES—Con.					
	West North Central Division					
	All establishments 423					
	Sales $148,163,000					
	Commodity coverage 96.8 percent					
	Total analyzed	381	$143,390	$143,390	---	100.0
31	Piece goods (curtains, draperies, etc.)	3	593	595	100.0	.4
35	Automobiles and other motor vehicles	39	60,418	30,615	50.7	21.4
	Trucks, busses, taxicabs, etc.	26	36,609	7,105	19.4	---
	Tractors	39	60,418	23,234	38.5	---
	Other	---	---	278	---	---
37	Drugs and drug sundries	24	3,086	1,822	59.0	1.3
44	Electrical apparatus and equipment	6	6,233	654	10.5	.5
51	Plumbing, heating, and air conditioning	10	8,056	872	10.8	.6
	Air-conditioning equipment	6	7,292	515	7.1	---
	Not analyzed in detail	4	764	357	46.7	---
54	Barber and beauty parlor equipment	4	492	455	92.1	.3
55	Farm and garden machinery and equipment	104	104,786	64,324	61.4	44.9
	Dairy equipment and supplies	15	4,787	3,389	70.8	---
	Farm machinery and equipment	85	99,235	60,525	61.0	---
	Not analyzed in detail	4	764	410	53.7	---
56	Industrial equipment and supplies	94	53,833	10,305	19.1	7.2
	Belting, hose, packing, etc.	10	1,701	1,440	84.7	---
	Mechanical power transmission equipment	11	2,631	452	17.2	---
	Printing equipment and supplies (except paper)	9	606	606	100.0	---
	Materials-handling equipment	7	558	211	39.2	---
	Rope, cordage, and twine	30	38,412	1,915	5.0	---
	Other	---	---	5,681	---	---
57	Industrial machinery	69	31,589	16,484	52.2	11.5
	Road-building machinery	9	8,945	294	3.3	---
	Mining, quarrying, etc.	9	7,552	2,056	27.2	---
	Oil-well and oil-refining	26	3,704	2,371	64.0	---
	Power-plant machinery (except electrical)	6	6,730	3,341	49.6	---
	Printing machinery	7	940	927	98.6	---
	Other industrial machinery	---	---	6,662	---	---
	Not analyzed in detail	---	---	833	---	---
58	Office and store equipment and supplies	87	10,489	5,648	53.8	3.9
	Office machines and equipment	65	7,865	4,567	58.1	---
	Garage and filling station equipment	6	440	418	95.0	---
	Store machines	16	1,779	446	25.1	---
	Other	---	---	217	---	---
59	Railroad equipment and supplies	5	4,978	167	3.4	.1
60	Dental equipment and supplies	3	442	429	97.1	.3
61	Surgical and hospital equipment	20	1,403	1,261	89.9	.9
67	Iron and steel finished products--other than flat and wire	4	851	422	49.6	.3
88	Cameras and supplies	5	216	216	100.0	.2
	All other commodities	---	---	4,341	---	2.9
	Service receipts	98	52,663	4,784	9.1	3.3
	South Atlantic Division					
	All establishments 271					
	Sales $59,771,000					
	Commodity coverage 89.9 percent					
	Total analyzed	234	53,750	53,750	---	100.0
31	Piece goods	5	659	555	84.2	1.0
	Curtains, draperies, etc.	3	546	546	100.0	---
	Other	---	---	9	---	---
35	Automobiles and other motor vehicles	6	12,186	7,242	59.4	13.5
	Trucks, busses, taxicabs, etc.	5	9,847	4,412	44.8	---
	Tractors	6	12,186	2,830	23.2	---
36	Automotive supplies	6	652	87	13.3	.2
	Automotive accessories	3	571	48	8.4	---
	Automotive parts	3	81	39	48.1	---
55	Farm and garden machinery and equipment	14	18,107	8,846	48.9	16.5
	Farm machinery and equipment	12	17,057	8,575	50.3	---
	Other	---	---	271	---	---

Percent column A. Percent of total sales of establishments reporting that they sell such commodity.
Percent column B. Percent which stated commodity bears to total sales of all establishments in this kind of business reporting their sales by commodities.

MANUFACTURERS' SALES BRANCHES (WITH STOCKS)

TABLE 8.—COMMODITY SALES, BY KIND-OF-BUSINESS GROUPS

By Geographic Divisions and 5 Selected Cities—Continued

[Limited to establishments which report an analysis of their sales by commodities. Ratio of commodity coverage indicates the size of sample]

Commodity No.	KIND OF BUSINESS AREA AND COMMODITY	Establishments reporting commodity data: Number	Establishments reporting commodity data: Sales of such establishments (add 000)	Reported sales of stated commodity: Amount reported (add 000)	Reported sales of stated commodity: Percent (column A) (See note)	Percent (column B) (See note)
	MACHINERY—EQUIPMENT—SUPPLIES TRADES—Con.					
	South Atlantic Division—Con.					
56	Industrial equipment and supplies	50	$23,039	$5,065	22.0	9.4
	Belting, hose, packing, etc.	6	593	561	94.6	---
	Mechanical power transmission equipment	7	4,545	420	9.2	---
	Printing equipment and supplies (except paper)	5	363	363	100.0	---
	Materials-handling equipment	[redacted]	579	343	59.2	---
	Rope, cordage, and twine	7	12,284	249	2.0	---
	Other industrial equipment	---	---	3,129	---	---
57	Industrial machinery	57	14,902	13,098	87.9	24.4
	Road-building machinery	6	4,726	570	12.1	---
	Mining, quarrying, etc.	6	2,865	2,078	72.5	---
	Oil-well and oil-refining	5	3,457	186	5.4	---
	Power-plant machinery (except electrical)	6	4,889	746	15.3	---
	Printing machinery	5	935	924	98.8	---
	Other industrial machinery	---	---	8,592	---	---
58	Office and store equipment and supplies	110	11,867	6,896	58.1	12.8
	Office machines and equipment	84	10,399	5,870	56.6	---
	Garage and filling station equipment	6	657	628	95.6	---
	Store machines	16	688	573	83.3	---
	Other	---	---	65	---	---
	Not analyzed in detail	---	---	[redacted]	---	---
59	Railroad equipment and supplies	3	4,798	95	2.0	.2
61	Surgical and hospital equipment	12	1,134	1,125	99.2	2.1
66	Iron and steel—wire and wire products	3	469	469	100.0	.9
88	Cameras and supplies	3	408	224	54.9	.4
	All other commodities	---	---	4,386	---	8.1
	Service receipts	95	25,702	5,664	22.0	10.5
	East South Central Division					
	All establishments 111; Sales $25,854,000; Commodity coverage 94.4 percent					
	Total analyzed	96	24,404	24,404	---	100.0
35	Automobiles and other motor vehicles	8	13,817	8,138	58.9	33.5
	Trucks, busses, taxicabs, etc.	3	6,788	3,169	46.7	---
	Tractors	[redacted]	13,817	4,969	36.0	---
42	Other chemicals and related products	4	177	136	76.8	.6
55	Farm and garden machinery and equipment	15	16,095	7,454	46.3	30.5
	Farm machinery and equipment	13	15,744	7,103	45.1	---
	Other	---	---	351	---	---
56	Industrial equipment and supplies	18	10,922	1,763	16.1	7.2
	Belting, hose, packing, etc.	3	1,324	1,322	99.8	---
	Printing equipment and supplies (except paper)	3	45	45	100.0	---
	Rope, cordage, and twine	[redacted]	9,018	68	.8	---
	Other industrial equipment	---	---	328	---	---
57	Industrial machinery	13	4,844	2,581	53.3	10.6
	Mining, quarrying, etc.	5	1,225	934	76.2	---
	Oil-well and oil-refining	4	265	265	100.0	---
	Other industrial machinery	---	---	947	---	---
	Not analyzed in detail	---	---	435	---	---
58	Office and store equipment and supplies	42	3,120	1,872	60.0	7.7
	Office machines and equipment	35	3,007	1,757	58.4	---
	Store machines	[redacted]	165	115	69.7	---
61	Surgical and hospital equipment	8	356	354	99.4	1.5
	All other commodities	---	---	518	---	2.1
	Service receipts	37	12,060	1,588	13.2	6.5
	West South Central Division					
	All establishments 445; Sales $96,295,000; Commodity coverage 90.2 percent					
	Total analyzed	399	86,851	86,851	---	100.0
31	Piece goods	3	365	139	38.1	.2
35	Automobiles and other motor vehicles	15	24,584	14,146	57.5	16.3
	Trucks, busses, taxicabs, etc.	[redacted]	18,250	6,019	33.0	---
	Tractors	15	24,584	8,127	33.1	---
	MACHINERY—EQUIPMENT—SUPPLIES TRADES—Con.					
	West South Central Division—Con.					
37	Drugs and drug sundries	8	$880	$497	56.5	.6
42	Other chemicals and related products	6	388	277	71.4	.3
44	Electrical apparatus and equipment	5	3,322	274	8.2	.3
50	Hardware	7	2,832	1,063	40.4	1.2
51	Plumbing, heating, and air conditioning	[redacted]	4,295	1,103	25.7	1.3
54	Barber and beauty parlor equipment	5	462	457	98.9	.5
55	Farm and garden machinery and equipment	52	55,155	17,105	48.7	19.7
	Dairy equipment and supplies	12	2,646	1,405	53.1	---
	Farm machinery and equipment	37	51,940	15,378	48.1	---
	Not analyzed in detail	3	569	322	56.6	---
56	Industrial equipment and supplies	74	30,785	7,008	[illegible]	8.1
	Belting, hose, packing, etc.	18	1,551	1,459	94.1	---
	Mechanical power transmission equipment	7	1,861	826	44.4	---
	Printing equipment and supplies (except paper)	8	[illegible]	[illegible]	68.8	---
	Metal-working tools	3	954	92	9.6	---
	Rope, cordage, and twine	13	18,830	793	4.2	---
	Other industrial equipment	---	---	2,598	---	---
	Not analyzed in detail	3	2,085	677	32.5	---
57	Industrial machinery	170	32,425	30,056	92.7	34.6
	Road-building machinery	5	4,354	442	10.2	---
	Mining, quarrying, etc.	11	6,399	3,147	49.2	---
	Oil-well and oil-refining	147	22,309	21,589	96.8	---
	Power-plant machinery (except electrical)	6	3,459	1,939	56.1	---
	Printing machinery	3	1,054	693	65.7	---
	Other industrial machinery	---	---	2,221	---	---
	Not analyzed in detail	---	---	25	---	---
58	Office and store equipment and supplies	80	7,118	4,429	62.2	5.1
	Office machines and equipment	60	5,811	3,216	55.3	---
	Garage and filling station equipment	5	886	881	99.4	---
	Store machines	14	389	297	76.3	---
	Not analyzed in detail	---	---	35	---	---
61	Surgical and hospital equipment	15	1,104	942	85.3	1.1
66	Iron and steel—wire and wire products	[redacted]	2,932	827	32.7	1.0
	All other commodities	---	---	4,834	---	5.4
	Service receipts	---	---	3,696	---	4.3
	Mountain Division					
	All establishments 90; Sales $19,107,000; Commodity coverage 95.4 percent					
	Total analyzed	81	18,231	18,231	---	100.0
35	Automobiles and other motor vehicles	9	9,461	5,799	61.3	31.8
	Trucks, busses, taxicabs, etc.	5	8,155	3,203	39.4	---
	Tractors	[redacted]	9,461	2,596	27.4	---
37	Drugs and drug sundries	3	175	115	65.7	.6
42	Other chemicals and related products	3	65	35	53.8	.2
55	Farm and garden machinery and equipment	17	11,003	4,557	41.2	24.9
	Farm machinery and equipment	14	10,443	4,040	38.7	---
	Other	---	---	394	---	---
	Not analyzed in detail	---	---	103	---	---
56	Industrial equipment and supplies	13	8,575	554	4.5	2.1
	Belting, hose, packing, etc.	4	224	205	91.5	---
	Rope, cordage, and twine	5	8,135	128	1.6	---
	Other industrial equipment	---	---	51	---	---
57	Industrial machinery	29	6,682	3,994	59.8	21.9
	Road-building machinery	3	1,398	46	3.3	---
	Mining, quarrying, etc.	7	1,751	1,539	87.9	---
	Oil-well and oil-refining	15	2,825	1,764	62.2	---
	Other industrial machinery	---	---	645	---	---
58	Office and store equipment and supplies	26	2,582	1,299	54.5	7.1
	Office machines and equipment	18	1,278	851	65.0	---
	Garage and filling station equipment	4	1,019	365	37.6	---
	Store machines	[redacted]	85	85	100.0	---
61	Surgical and hospital equipment	6	570	425	74.6	2.3
	All other commodities	---	---	772	---	4.3
	Service receipts	25	9,820	871	8.9	4.8

Percent column A—Percent of *total* sales of establishments reporting that they sell such commodity.

Percent column B—Percent which stated commodity bears to *total* sales of all establishments in this kind of business reporting that they sell such commodities.

MANUFACTURERS' SALES BRANCHES (WITH STOCKS)

TABLE 8.—COMMODITY SALES, BY KIND-OF-BUSINESS GROUPS

By Geographic Divisions and Selected Cities—Continued

[Limited to establishments which report analyses of their sales by commodities. Ratio of commodity coverage indicates sales covered by sample]

Commodity No.	KIND OF BUSINESS AREA AND COMMODITY	ESTABLISHMENTS REPORTING COMMODITY DATA: Number	ESTABLISHMENTS REPORTING COMMODITY DATA: Sales of establishments reporting	REPORTED SALES OF STATED COMMODITY: Amount reported	REPORTED SALES OF STATED COMMODITY: Percent column A See note	Percent column B See note
	MACHINERY—EQUIPMENT—SUPPLIES TRADES—Con.					
	Pacific Division					
	All establishments ..... 422 Sales ..... $91,292,000 Commodity coverage ..... 95.4 percent					
	Total analyzed	384	$87,122	$87,122		100.0
31	Piece goods	6	813	644	79.2	.7
	Cotton piece goods	3	290	121	41.7	---
	Curtains, draperies, etc.	3	523	523	100.0	---
35	Automobiles and other motor vehicles	13	11,967	5,796	48.4	6.7
	Trucks, busses, taxicabs, etc.	3	3,169	789	24.9	---
	Tractors	11	10,290	4,535	44.1	---
	Other	---	---	472	---	---
37	Drugs and drug sundries	10	2,932	939	32.0	1.1
38	Chemicals, industrial and heavy	4	658	253	40.0	.3
42	Other chemicals and related products	7	503	167	33.2	.2
44	Electrical apparatus and equipment	6	3,069	438	14.3	.5
50	Hardware	10	1,262	697	55.2	.8
	Heavy hardware	3	121	121	100.0	---
	Tools and cutlery	5	834	506	60.7	---
	Other	---	---	70	---	---
51	Plumbing, heating, and air conditioning	8	3,320	706	21.3	.8
	Air-conditioning equipment	4	2,911	345	11.9	---
	Oil burners	3	1,127	219	19.4	---
	Other	---	---	142	---	---
55	Farm and garden machinery and equipment	33	19,346	9,396	48.6	10.8
	Dairy equipment and supplies	11	3,091	1,901	61.5	---
	Farm machinery and equipment	22	16,255	7,495	46.1	---
56	Industrial equipment and supplies	109	24,573	11,766	47.9	13.5
	Belting, hose, packing, etc.	23	3,852	2,697	70.0	---
	Mechanical power transmission equipment	17	4,658	2,397	51.5	---
	Printing equipment and supplies (except paper)	9	1,543	1,145	74.2	---
	Metal-working tools	8	1,528	893	58.4	---
	Materials-handling equipment	14	2,382	954	40.4	---
	Rope, cordage, and twine	5	5,985	204	3.4	---
	Other industrial equipment	50	7,998	3,476	43.5	---
57	Industrial machinery	116	35,498	29,710	83.7	34.1
	Construction machinery (except road-building)	3	1,512	1,512	100.0	---
	Road-building machinery	14	5,124	1,098	21.4	---
	Mining, quarrying, etc.	17	7,144	4,550	63.7	---
	Oil-well and oil-refining	44	14,877	14,234	95.7	---
	Power-plant machinery (except electrical)	8	4,319	1,111	25.7	---
	Printing machinery	12	1,785	1,415	79.3	---
	Other industrial machinery	---	---	5,720	---	---
	Not analyzed in detail	---	---	70	---	---
58	Office and store equipment and supplies	83	9,248	5,392	58.3	6.2
	Office machines and equipment	56	6,873	3,682	53.6	---
	Garage and filling station equipment	10	1,291	1,067	82.6	---
	Store machines	11	506	372	73.5	---
	Store fixtures and equipment	3	413	106	25.7	---
	Not analyzed in detail	3	165	165	100.0	---
59	Railroad equipment and supplies	4	2,464	113	4.6	.1
60	Dental equipment and supplies	3	762	726	95.3	.8
61	Surgical and hospital equipment	22	3,557	3,122	87.8	3.6
66	Iron and steel--wire and wire products	5	964	964	100.0	1.1
75	Glass containers	5	5,816	5,264	90.5	6.0
81	Paper and products (except stationery and wallpaper): Paper products such as bags, boxes, cups, dishes, etc.	7	5,854	608	10.8	.7
88	Cameras and supplies	8	343	274	79.9	.3
	All other commodities	---	---	6,748	---	7.8
	Service receipts	74	17,487	3,397	19.4	3.9
	New York City					
	All establishments ..... 242 Sales ..... $128,275,000 Commodity coverage ..... 93.8 percent					
	Total analyzed	228	120,337	120,337	---	100.0

Commodity No.	KIND OF BUSINESS AREA AND COMMODITY	ESTABLISHMENTS REPORTING COMMODITY DATA: Number	ESTABLISHMENTS REPORTING COMMODITY DATA: Sales of establishments reporting	REPORTED SALES OF STATED COMMODITY: Amount reported	REPORTED SALES OF STATED COMMODITY: Percent column A See note	Percent column B See note
	MACHINERY—EQUIPMENT—SUPPLIES TRADES—Con.					
	New York City—Con.					
27	Clothing and furnishings, men's and boys'	4	$5,358	$716	13.4	.6
31	Piece goods	8	7,548	5,574	73.8	4.6
	Curtains, draperies, etc.	6	5,220	5,220	100.0	---
	Other	---	---	354	---	---
34	Other dry goods and textile products	5	1,597	968	60.6	.8
36	Automotive supplies	4	2,521	200	7.9	.2
37	Drugs and drug sundries	5	5,711	698	12.2	.8
41	Soaps	3	3,196	308	9.6	.3
47	Furniture, wooden and metal	3	914	705	77.1	.6
50	Hardware	6	3,477	1,526	43.9	1.3
	Tools and cutlery	5	3,091	1,288	41.7	---
	Other	---	---	238	---	---
51	Plumbing, heating, and air conditioning	5	10,082	2,041	20.2	1.7
	Air-conditioning equipment	3	9,684	1,710	17.7	---
	Other	---	---	331	---	---
54	Barber and beauty parlor equipment	4	1,570	1,056	67.3	.9
55	Farm and garden machinery and equipment	6	12,310	2,633	21.4	2.2
	Dairy equipment and supplies	3	6,969	2,132	30.6	---
	Other	---	---	451	---	---
	Not analyzed in detail	---	---	50	---	---
56	Industrial equipment and supplies	84	49,610	35,486	71.5	29.[illegible]
	Belting, hose, packing, etc.	17	10,771	8,044	74.7	---
	Mechanical power transmission equipment	4	4,826	1,764	36.6	---
	Printing equipment and supplies (except paper)	14	10,764	5,746	53.4	---
	Metal-working tools	11	8,489	3,266	38.5	---
	Materials-handling equipment	6	1,326	1,000	75.4	---
	Rope, cordage, and twine	4	3,307	3,167	95.8	---
	Other industrial equipment	34	19,186	12,499	65.1	---
57	Industrial machinery	39	34,184	27,247	79.7	22.6
	Mining, quarrying, etc.	4	8,606	2,808	32.6	---
	Power-plant machinery (except electrical)	7	10,111	5,848	57.8	---
	Printing machinery	10	5,193	5,061	97.5	---
	Other	---	---	13,530	---	---
58	Office and store equipment and supplies	52	15,451	8,424	54.5	7.0
	Office machines and equipment	22	11,246	5,591	49.5	---
	Garage and filling station equipment	4	1,193	672	56.3	---
	Store machines	6	5,918	708	12.0	---
	Store fixtures and equipment	3	1,351	895	66.2	---
	Not analyzed in detail	---	---	558	---	---
59	Railroad equipment and supplies	3	8,929	992	11.1	.8
60	Dental equipment and supplies	5	6,148	6,127	99.7	5.1
61	Surgical and hospital equipment	10	2,099	2,092	99.7	1.7
66	Iron and steel--wire and wire products	3	1,013	874	86.3	.7
88	Cameras and supplies	5	1,401	1,153	82.3	1.0
91	Jewelry, silverware, etc.	3	905	852	94.1	.7
	All other commodities	---	---	14,736	---	12.2
	Service receipts	27	20,011	5,929	29.6	4.9
	Chicago					
	All establishments ..... 216 Sales ..... $102,358,000 Commodity coverage ..... 94.5 percent					
	Total analyzed	199	96,761	96,761	---	100.0
31	Piece goods	5	3,413	1,427	41.8	1.5
34	Other dry goods and textile products	7	2,843	1,341	47.2	1.4
36	Automotive supplies	7	10,585	2,215	20.9	2.3
37	Drugs and drug sundries	6	6,924	1,274	18.4	1.3
50	Hardware	6	4,389	1,459	33.2	1.5
	Tools and cutlery	4	4,109	847	20.6	---
	Other	---	---	612	---	---
51	Plumbing, heating, and air conditioning	5	5,432	729	13.4	.8
55	Farm and garden machinery and equipment	9	10,763	5,347	49.7	5.5
	Dairy equipment and supplies	3	3,752	2,629	70.1	---
	Farm machinery and equipment	4	4,842	2,448	50.5	---
	Other	---	---	170	---	---
	Not analyzed in detail	---	---	105	---	---

Percent column A—Percent of *total* sales of establishments reporting that may sell such commodity.

Percent column B—Percent which reported commodity bears to *total* sales of all establishments in this kind of business reporting their sales by commodities.

MANUFACTURERS' SALES BRANCHES (WITH STOCKS)

TABLE 8.—COMMODITY SALES, BY KIND-OF-BUSINESS GROUPS

[illegible]

Limited to establishments which reported [illegible] commodities. Ratio of commodity [illegible]

Commodity No.	KIND OF BUSINESS AREA AND COMMODITY	ESTABLISHMENTS REPORTING COMMODITY DATA: Number	ESTABLISHMENTS REPORTING COMMODITY DATA: Sales of reported commodity (000)	REPORTED SALES OF STATED COMMODITY: Amount (000)	REPORTED SALES OF STATED COMMODITY: Percent of column A (See note)	Percent of column B (See note)
	MACHINERY—EQUIPMENT—SUPPLIES TRADES—Con.					
	Chicago—Con.					
56	Industrial equipment and supplies	95	$46,918	$33,759	72.0	34.9
	Belting, hose, packing, etc.	22	13,371	9,093	68.0	---
	Mechanical power transmission equipment	6	3,744	1,590	42.5	---
	Printing equipment and supplies (except paper)	16	11,292	5,189	46.0	---
	Metal-working tools	14	10,872	4,197	38.6	---
	Materials-handling equipment	7	980	627	64.0	---
	Rope, cordage, and twine	3	765	765	100.0	---
	Other industrial equipment	35	17,046	12,298	72.1	---
57	Industrial machinery	40	29,297	23,515	80.3	24.3
	Machine tools (power-driven)	5	2,562	1,471	57.4	---
	Mining, quarrying, etc.	3	3,781	1,681	44.5	---
	Power-plant machinery (except electrical)	5	4,927	2,046	41.5	---
	Printing machinery	9	4,194	3,341	79.7	---
	Other	---	---	14,856	---	---
	Not analyzed in detail	---	---	140	---	---
58	Office and store equipment and supplies	27	8,533	4,972	58.3	5.1
	Office machines and equipment	13	6,070	3,000	49.4	---
	Store machines	4	3,531	330	9.3	---
	Store fixtures and equipment	4	855	843	98.6	---
	Other	---	---	206	---	---
	Not analyzed in detail	5	747	593	79.4	---
59	Railroad equipment and supplies	5	5,735	1,706	29.7	1.6
60	Dental equipment and supplies	3	1,219	1,170	96.0	1.2
61	Surgical and hospital equipment	8	1,038	975	93.9	1.0
88	Cameras and supplies	5	607	467	76.9	.5
91	Jewelry, silverware, etc.	3	1,267	1,078	85.1	1.1
	All other commodities	---	---	11,998	---	12.4
	Service receipts	17	12,375	3,329	26.9	3.4
	Philadelphia					
	All establishments 111					
	Sales $37,768,000					
	Commodity coverage ..... 95.5 percent					
	Total analyzed	104	36,069	36,069	---	100.0
38	Automotive supplies	3	1,658	78	4.8	.2
55	Farm and garden machinery and equipment	3	4,321	1,595	36.9	4.4
56	Industrial equipment and supplies	45	15,909	11,444	71.9	31.7
	Belting, hose, packing, etc.	12	2,814	2,485	88.3	---
	Mechanical power transmission equipment	3	1,674	240	14.3	---
	Printing equipment and supplies (except paper)	7	1,243	1,243	100.0	---
	Metal-working tools	5	1,144	1,144	100.0	---
	Materials-handling equipment	3	397	245	61.7	---
	Other	---	---	6,087	---	---
57	Industrial machinery	18	11,615	10,391	89.5	28.8
58	Office and store equipment and supplies	19	4,147	2,461	59.3	6.8
	Office machines and equipment	11	2,953	1,415	47.9	---
	Garage and filling station equipment	3	499	489	98.0	---
	Store machines	4	1,982	343	17.3	---
	Other	---	---	214	---	---
61	Surgical and hospital equipment	8	1,187	1,184	99.7	3.3
	All other commodities	---	---	7,317	---	20.4
	Service receipts	15	5,932	1,599	27.0	4.4
	Boston					
	All establishments 100					
	Sales $25,674,000					
	Commodity coverage ..... 92.7 percent					
	Total analyzed	91	23,801	23,801	---	100.0
37	Drugs and drug sundries	3	585	359	61.4	1.5
51	Plumbing, heating, and air conditioning	3	2,084	410	19.7	1.7
55	Farm and garden machinery and equipment	5	3,844	1,458	37.9	6.1
	MACHINERY—EQUIPMENT—SUPPLIES TRADES—Con.					
	Boston—Con.					
56	Industrial equipment and supplies	36	$8,956	$4,937	55.1	20.7
	Belting, hose, packing, etc.	3	359	359	100.0	---
	Mechanical power transmission equipment	2	1,391	118	8.5	---
	Printing equipment and supplies (except paper)	5	865	865	100.0	---
	Rope, cordage, and twine	5	1,957	676	34.5	---
	Other	---	---	2,979	---	---
57	Industrial machinery	22	9,116	7,965	87.4	33.5
	Road-building machinery	3	1,956	339	17.3	---
	Power-plant machinery (except electrical	3	2,535	1,045	41.2	---
	Printing machinery	4	869	861	99.1	---
	Other	---	---	5,360	---	---
	Not analyzed in detail	---	---	360	---	---
58	Office and store equipment and supplies	19	3,849	2,253	58.5	9.5
	Office machines and equipment	10	2,861	1,384	48.4	---
	Garage and filling station equipment	3	346	332	96.0	---
	Store machines	4	1,539	128	8.2	---
	Other	---	---	290	---	---
	Not analyzed in detail	---	---	121	---	---
61	Surgical and hospital equipment	3	449	444	98.9	1.9
83	Stationery (commercial)	3	503	170	33.8	.7
	All other commodities	---	---	4,242	---	17.8
	Service receipts	18	6,565	1,563	23.8	6.6
	San Francisco					
	All establishments 113					
	Sales $31,539,000					
	Commodity coverage ..... 95.8 percent					
	Total analyzed	105	30,209	30,209	---	100.0
37	Drugs and drug sundries	3	2,047	413	20.2	1.4
51	Plumbing, heating, and air conditioning	3	1,251	240	19.2	.8
55	Farm and garden machinery and equipment	5	4,396	2,384	54.2	7.9
	Farm machinery and equipment	3	3,924	1,968	50.2	---
	Other	---	---	416	---	---
56	Industrial equipment and supplies	36	9,223	5,112	55.4	16.9
	Belting, hose, packing, etc.	7	2,139	1,326	62.0	---
	Mechanical power transmission equipment	4	1,287	387	30.1	---
	Printing equipment and supplies (except paper)	4	907	662	73.0	---
	Metal-working tools	3	565	3.8	66.9	---
	Materials-handling equipment	5	974	769	79.0	---
	Other	---	---	1,590	---	---
57	Industrial machinery	28	8,559	7,322	85.5	24.2
	Road-building machinery	5	1,275	566	44.4	---
	Mining, quarrying, etc.	4	2,947	1,847	62.7	---
	Printing machinery	7	1,116	755	67.5	---
	Other	---	---	4,154	---	---
58	Office and store equipment and supplies	18	2,677	1,552	58.0	5.1
	Office machines and equipment	10	1,625	768	47.3	---
	Garage and filling station equipment	4	775	564	72.8	---
	Other	---	---	72	---	---
	Not analyzed in detail	---	---	148	---	---
61	Surgical and hospital equipment	7	2,352	2,043	85.8	6.8
75	Glass, containers	3	4,722	4,207	89.1	13.9
81	Paper products (except stationery and wallpaper):					
	Paper products such as bags, boxes, cups, dishes, etc.	3	4,463	540	12.1	1.8
88	Cameras and supplies	3	136	113	83.1	.4
	All other commodities	---	---	5,407	---	17.9
	Service receipts	13	4,746	876	18.5	2.9

Percent column A.—Percent [illegible] 1942, sales of establishments reporting that they [illegible] such commodity.

Percent column B.—Percent which stated commodity bears to total sales of all establishments in the kind-of-business group [illegible]

MANUFACTURERS' SALES BRANCHES (WITH STOCKS)

TABLE 8.—COMMODITY SALES, BY KIND-OF-BUSINESS GROUPS

By Geographic Divisions and 5 Selected Cities—Continued

[Limited to establishments which report an analysis of their sales by commodities. Ratio of commodity coverage indicates sales size of sample]

Commodity No.	KIND OF BUSINESS AREA AND COMMODITY	ESTABLISHMENTS REPORTING COMMODITY DATA: Number	ESTABLISHMENTS REPORTING COMMODITY DATA: Sales of such establishments (add 000)	REPORTED SALES OF STATED COMMODITY: Amount reported (add 000)	REPORTED SALES OF STATED COMMODITY: Percent column A (See note)	Percent column B (See note)
	METALS AND METAL WORK (EXCEPT SCRAP) TRADES					
	New England Division					
	All establishments 31					
	Sales $29,378,000					
	Commodity coverage ..... 86.9 percent					
	Total analyzed	26	$25,487	$25,487	---	100.0
43	Wiring supplies and electrical construction materials	4	10,155	1,207	11.9	4.7
60	Building metal work	4	1,328	657	49.5	2.6
63	Copper and products	4	10,155	[illegible]	[illegible]	10.7
64	Iron and steel products--semi-finished	[illegible]	9,486	1,694	17.9	6.5
65	Iron and steel products--flat	7	12,312	5,352	43.5	21.0
	Strip--hot-rolled	4	10,960	[illegible]	9.3	-
	Strip--cold rolled	5	11,555	2,608	[illegible]	-
	Other	- -	---	[illegible]	-	--
	Not analyzed in detail	--	---	113	---	
66	Iron and steel--wire and wire products	6	13,216	8,949	67.7	35.1
	Woven wire fence	3	8,867	1,790	20.1	---
	Wire rope and cable except insulated	3	10,650	3,719	34.9	--
	Other	- -	--	3,145	---	---
	Not analyzed in detail	---	--	305	---	---
67	Iron and steel finished products--other than flat and wire	11	11,406	2,328	20.4	9.1
	Bars and small shapes except reinforcing	4	9,573	913	9.5	--
	Steel pipe	3	87	87	100.0	--
	Seamless steel tubing	3	2,983	111	3.8	- -
	Other	--	---	959	---	---
	Not analyzed in detail	--	--	279	--	---
69	Other non-ferrous metals (except precious)	3	1,911	1,909	99.9	7.5
	All other commodities	---	--	672	---	2.7
	Middle Atlantic Division					
	All establishments 94					
	Sales $132,318,000					
	Commodity coverage ..... 96.1 percent					
	Total analyzed	89	127,652	127,652	---	100.0
43	Other chemicals and related products	4	12,818	3,077	24.0	2.4
43	Wiring supplies and electrical construction materials	11	47,253	4,861	10.3	3.8
[illegible]	Hardware	11	16,856	388	2.3	.3
[illegible]	Plumbing, heating, and air conditioning	7	13,253	662	5.0	.5
60	Building metal work	24	14,224	8,635	60.7	6.8
[illegible]	Copper and products	19	51,732	16,915	32.7	13.3
64	Iron and steel products--semi finished	12	50,117	8,815	17.6	6.9
	Scrap iron and steel	6	37,922	404	1.1	--
	Ingots, blooms, billets, and slabs	3	34,050	3,217	9.4	---
	Wire rods	5	32,476	2,658	8.2	---
	Other	--	---	1,951	---	---
	Not analyzed in detail		---	584	-	---
65	Iron and steel products--flat	22	53,041	15,861	29.9	12.4
	Plates	5	11,877	4,753	40.0	--
	Strip--hot-rolled	10	21,478	1,302	4.1	-
	Strip--cold rolled	13	35,965	6,587	18.4	--
	Sheets--continuous-mill	4	3,711	306	8.2	- -
	Sheets--galvanized or otherwise coated	10	30,839	594	1.9	--
	Other	15	39,593	2,219	5.6	--
	Not analyzed in detail	-	---	100	---	---
66	Iron and steel--wire and wire products	32	63,865	28,508	44.6	22.3
	Woven wire fence	9	41,908	2,924	7.0	---
	Fence posts and fittings	6	28,706	157	.5	---
	Barbed and twisted wire	6	32,830	455	1.4	---
	Nails (including staples and tacks)	9	42,115	3,560	8.5	--
	Wire rope and cable except insulated	9	35,336	3,446	9.8	---
	Strand, galvanized	4	27,585	395	1.4	---
	Reinforcement mesh	8	33,288	1,831	5.5	---
	Drawn wire	12	41,198	8,522	20.7	-
	Other	14	44,343	5,513	12.4	---
	Not analyzed in detail	6	6,389	1,705	26.7	---
	METALS AND METAL WORK (EXCEPT SCRAP) TRADES—Con.					
	Middle Atlantic Division—Con.					
67	Iron and steel finished products--other than flat and wire	29	$51,138	$12,028	23.5	9.4
	Bars and small shapes except reinforcing	12	33,170	1,777	5.4	---
	Concrete reinforcing bars, all types	7	28,801	813	2.8	---
	Structural shapes	4	2,876	735	25.6	---
	Cast-iron pipe	4	1,799	1,609	89.4	---
	Seamless steel tubing	7	9,252	2,799	30.3	---
	Other	---	---	1,641	---	---
	Not analyzed in detail	4	5,954	2,652	44.5	---
68	Lead (metallic, and zinc	5	11,989	1,871	15.6	1.5
69	Other non-ferrous metals (except precious)	12	19,791	10,109	51.1	7.9
	All other commodities	---	---	15,924	---	12.5
	East North Central Division					
	All establishments 119					
	Sales $154,690,000					
	Commodity coverage ..... 93.9 percent					
	Total analyzed	110	145,190	145,180	---	100.0
38	Chemicals, industrial and heavy	4	32,041	80	.2	.1
42	Other chemicals and related products	5	2,069	161	7.8	.1
43	Wiring supplies and electrical construction materials	12	53,745	1,895	3.5	1.3
44	Electrical apparatus and equipment	3	1,886	94	5.0	.1
50	Hardware	12	25,452	1,044	4.1	.7
	Bolts, nuts, rivets, and screws	12	25,452	664	2.6	---
	Other	---	---	380	---	---
51	Plumbing, heating, and air conditioning	10	16,759	1,140	6.8	.8
	Pipe fittings, valves, brass goods, etc.	7	14,696	519	3.5	---
	Plumbing fixtures, equipment, and supplies	5	10,876	516	4.7	---
	Other	---	---	105	---	---
62	Building metal work	24	10,825	7,388	68.2	5.1
	Metal roofing and siding	3	1,034	250	24.2	---
	Metal storage tanks, etc.	9	2,847	1,852	65.1	---
	Metal lath	6	2,005	511	25.5	---
	Other	---	---	3,068	---	---
	Not analyzed in detail	3	4,403	1,707	38.8	---
63	Copper and products	20	61,243	15,080	24.6	10.4
64	Iron and steel products--semi-finished	17	64,588	7,474	11.6	5.1
	Scrap iron and steel	5	41,705	96	.2	---
	Ingots, blooms, billets, and slabs	6	26,329	347	1.3	---
	Wire rods	7	25,346	3,415	13.5	---
	Rough castings and foundry products	3	11,314	100	.9	---
	Forgings	3	11,314	102	.9	---
	Other	--	---	1,539	---	---
	Not analyzed in detail	4	1,875	1,875	100.0	---
65	Iron and steel products--flat	27	69,001	22,608	32.8	15.6
	Plates	8	19,132	1,354	7.1	---
	Strip--hot-rolled	18	64,104	4,584	7.2	---
	Strip--cold rolled	20	63,924	10,300	16.1	---
	Sheets--continuous-mill	5	7,818	565	7.2	---
	Sheets--hand-mill	3	11,314	2,721	24.0	---
	Sheets--galvanized or otherwise coated	11	46,376	1,277	2.8	---
	Other	---	---	1,807	---	---
66	Iron and steel--wire and wire products	32	69,204	46,767	67.6	32.2
	Woven wire fence	9	46,012	3,141	6.8	---
	Fence posts and fittings	7	39,730	593	1.5	---
	Barbed and twisted wire	9	46,012	1,433	3.1	---
	Nails (including staples and tacks	12	48,414	4,589	9.5	---
	Wire rope and cable except insulated	14	51,714	12,626	24.4	---
	Strand, galvanized	5	38,941	327	.8	---
	Reinforcement mesh	9	45,732	1,730	3.8	---
	Drawn wire	13	50,070	15,778	31.5	---
	Other	13	50,067	5,357	10.7	---
	Not analyzed in detail	4	4,476	1,193	26.7	---

Percent column A: Percentage of establishments reporting that they sell such commodity.
Percent column B: Percentage of commodity business to total sales of all establishments in the kind-of-business group [illegible] tabulated.

MANUFACTURERS' SALES BRANCHES (WITH STOCKS)

TABLE 8.—COMMODITY SALES, BY KIND-OF-BUSINESS GROUPS

By Geographic Divisions and Selected Cities—Continued

[Limited to establishments which report an analysis of their sales by commodities. Ratio of commodity coverage indicates sales not analyzed]

Commodity No.	KIND OF BUSINESS AREA AND COMMODITY	Establishments reporting commodity data: Number	Establishments reporting commodity data: Sales of such establishments (add 000)	Reported sales of stated commodity: Amount reported (add 000)	Reported sales of stated commodity: Percent (column A) (See note)	Percent (column B) (See note)
	METALS AND METAL WORK (EXCEPT SCRAP) TRADES—Con.					
	East North Central Division—Con.					
67	Iron and steel finished products--other than flat and wire	33	$75,496	$16,612	22.0	11.4
	Rails, tie plates, splice bars, etc.	4	7,323	53	.7	---
	Bars and small shapes except reinforcing	17	60,177	6,287	10.4	---
	Concrete reinforcing bars, all types	9	35,827	684	1.9	---
	Structural shapes	6	7,935	1,966	24.8	---
	Steel pipe	5	12,016	392	3.3	---
	Seamless steel tubing	13	26,456	2,138	8.1	---
	Other	---	---	3,510	---	---
	Not analyzed in detail	3	4,403	1,602	36.4	---
68	Lead (metallic) and zinc	8	11,443	8,554	74.8	5.9
69	Other non-ferrous metals (except precious)	15	14,174	12,308	86.8	8.5
	All other commodities	---	---	3,995	---	2.7
	West North Central Division					
	All establishments 42; Sales $22,112,000; Commodity coverage 94.5 percent					
	Total analyzed	40	20,896	20,896	---	100.0
43	Wiring supplies and electrical construction materials	4	6,397	449	7.0	2.1
	Interior	3	5,884	246	4.2	---
	Outside	3	5,063	161	3.2	---
	Other	---	---	42	---	---
48	House furnishings (linoleum, felt base, etc.)	4	1,181	50	4.2	.2
50	Hardware	9	5,156	55	1.1	.3
	Bolts, nuts, rivets, and screws	6	4,032	40	1.0	---
	Other	---	---	15	---	---
51	Plumbing, heating, and air conditioning	4	2,815	90	3.2	.4
62	Building metal work	20	8,711	4,109	47.2	19.7
	Metal roofing and siding	8	2,303	373	16.2	---
	Metal storage tanks, etc.	7	883	416	47.1	---
	Metal lath	7	2,210	83	3.8	---
	Other	---	---	671	---	---
	Not analyzed in detail	3	5,677	2,566	45.2	---
63	Copper and products	9	9,289	2,508	27.0	12.0
64	Iron and steel products--semi-finished	4	4,820	23	.5	.1
65	Iron and steel products--flat	15	9,769	1,741	17.8	8.3
	Strips--hot-rolled	5	3,059	238	7.8	---
	Strips--cold-rolled	5	3,059	73	2.4	---
	Sheets--continuous-mill	5	6,427	203	3.2	---
	Sheets--hand-mill	7	2,508	140	5.6	---
	Sheets--galvanized or otherwise coated	14	8,895	525	5.9	---
	Tin plate	3	1,339	7	.5	---
	Other	---	---	555	---	---
66	Iron and steel--wire and wire products	17	13,876	6,246	45.0	29.9
	Woven wire fence	11	7,423	845	11.4	---
	Fence posts and fittings	11	7,799	100	1.3	---
	Barbed and twisted wire	11	7,423	535	7.2	---
	Nails (including staples and tacks)	11	7,423	1,249	16.8	---
	Strand, galvanized	4	5,732	178	3.1	---
	Reinforcement mesh	4	5,227	119	2.3	---
	Drawn wire	11	7,423	1,199	16.2	---
	Other	---	---	694	---	---
	Not analyzed in detail	3	5,677	1,327	23.4	---
67	Iron and steel finished products--other than flat and wire	16	13,935	3,755	26.9	18.0
	Rails, tie plates, splice bars, etc.	4	2,185	24	1.1	---
	Bars and small shapes except reinforcing	7	7,609	575	7.6	---
	Concrete reinforcing bars, all types	6	2,631	459	17.4	---
	Structural shapes	6	2,514	462	18.4	---
	Cast-iron pipe	4	1,261	22	1.8	---
	Seamless steel tubing	3	1,877	80	4.3	---
	Other	---	---	349	---	---
	Not analyzed in detail	3	5,677	1,784	31.4	---
68	Lead (metallic) and zinc	4	1,191	243	20.4	1.2
87	Building materials (except as listed)	8	2,093	298	14.2	1.4
	All other commodities	---	---	1,329	---	6.4

Commodity No.	KIND OF BUSINESS AREA AND COMMODITY	Establishments reporting commodity data: Number	Establishments reporting commodity data: Sales of such establishments (add 000)	Reported sales of stated commodity: Amount reported (add 000)	Reported sales of stated commodity: Percent (column A) (See note)	Percent (column B) (See note)
	METALS AND METAL WORK (EXCEPT SCRAP) TRADES—Con.					
	South Atlantic Division					
	All establishments 20; Sales $12,299,000; Commodity coverage 94.4 percent					
	Total analyzed	19	$11,605	$11,605	---	100.0
43	Wiring supplies and electrical construction materials	4	2,757	307	11.1	2.6
50	Hardware	3	1,445	137	9.5	1.2
51	Plumbing, heating, and air conditioning	6	2,185	190	8.7	1.6
62	Building metal work	9	6,893	3,944	57.2	34.0
63	Copper and products	8	4,089	1,129	27.6	9.7
65	Iron and steel products--flat	8	4,322	1,223	28.3	10.5
	Strip--cold-rolled	3	2,662	507	19.0	---
	Sheets--galvanized or otherwise coated	5	2,782	234	8.5	---
	Other	---	---	482	---	---
66	Iron and steel--wire and wire products	10	8,687	2,896	33.3	24.9
67	Iron and steel finished products--other than flat and wire	7	8,418	1,667	19.8	14.4
	All other commodities	---	---	119	---	1.1
	East South Central Division					
	All establishments 13; Sales $8,109,000; Commodity coverage 80.3 percent					
	Total analyzed	11	6,510	6,510	---	100.0
62	Building metal work	5	5,286	1,693	32.0	26.0
65	Iron and steel products--flat	3	3,584	145	4.3	2.2
66	Iron and steel--wire and wire products	4	5,155	1,447	28.1	22.2
67	Iron and steel finished products--other than flat and wire	5	4,861	2,568	52.8	39.4
	All other commodities	---	---	657	---	10.2
	West South Central Division					
	All establishments 73; Sales $33,976,000; Commodity coverage 86.3 percent					
	Total analyzed	68	29,329	29,329	---	100.0
43	Wiring supplies and electrical construction materials	4	4,177	344	8.2	1.2
50	Hardware	4	4,963	402	8.1	1.4
56	Industrial equipment and supplies	5	2,569	93	3.6	.3
62	Building metal work	44	8,956	4,822	53.8	16.4
	Metal roofing and siding	11	5,815	948	16.3	---
	Metal storage tanks, etc.	31	2,957	2,947	99.7	---
	Metal lath	3	431	32	7.4	---
	Other	---	---	895	---	---
63	Copper and products	5	4,506	1,189	26.4	4.1
64	Iron and steel products--semi-finished	4	9,857	164	1.7	.6
65	Iron and steel products--flat	18	14,412	3,937	27.3	13.4
	Plates	4	7,555	565	7.5	---
	Strip--hot-rolled	4	7,661	42	.5	---
	Sheets--continuous-mill	3	6,121	113	1.8	---
	Sheets--hand-mill	3	3,855	142	3.7	---
	Sheets--galvanized or otherwise coated	13	10,375	2,908	28.0	---
	Other	---	---	129	---	---
	Not analyzed in detail	---	---	35	---	---
66	Iron and steel--wire and wire products	23	11,988	5,085	42.4	17.3
	Woven wire fence	15	10,491	836	8.0	---
	Fence posts and fittings	3	3,543	22	.6	---
	Barbed and twisted wire	14	10,018	681	6.8	---
	Nails (including staples and tacks)	14	10,018	1,629	16.3	---
	Wire rope and cable except insulated	11	8,765	655	7.5	---
	Reinforcement mesh	4	4,300	87	2.0	---
	Drawn wire	7	7,835	244	3.1	---
	Other	---	---	686	---	---
	Not analyzed in detail	---	---	245	---	---

Percent column A: Percent of total sales of establishments reporting that they had such commodity

Percent column B: Percent which stated commodity bears of total sales of establishments in the kind of business group [illegible]

MANUFACTURERS' SALES BRANCHES (WITH STOCKS)

TABLE 8.—COMMODITY SALES, BY KIND-OF-BUSINESS GROUPS

By Geographic Divisions and 5 Selected Cities: 1948

[Limited data by reports showing sales of manufactured goods by commodities. Rated commodity coverage indicates sales size of sample]

Commodity No.	KIND OF BUSINESS AREA AND COMMODITY	ESTABLISHMENTS REPORTING COMMODITY DATA: Number	ESTABLISHMENTS REPORTING COMMODITY DATA: Sales of such establishment (add 000)	REPORTED SALES OF STATED COMMODITY: Amount reported (add 000)	REPORTED SALES OF STATED COMMODITY: Percent column A (See note)	Percent column B (See note)
	METALS AND METAL WORK (EXCEPT SCRAP) TRADES—Con.					
	West South Central Division—Con.					
67	Iron and steel finished products--other than flat and wire	16	$19,307	$11,514	59.6	39.3
	Bars and small shapes except reinforcing	3	7,054	630	8.9	---
	Concrete reinforcing bars, all types	3	14,156	1,178	11.6	---
	Structural shapes	3	7,054	932	13.2	---
	Steel pipe	3	5,362	2,296	42.7	---
	Seamless steel tubing	5	11,202	6,245	55.7	---
	Other	---	---	239	---	---
69	Other non-ferrous metals (except precious)	3	3,069	248	8.1	.8
87	Building materials (except as listed)	7	3,709	320	8.6	1.1
	All other commodities	---	---	928	---	3.1
	Service receipts	---	---	266	---	1.0
	Mountain Division					
	All establishments 11; Sales $2,777,000; Commodity coverage 81.9 percent					
	Total analyzed	10	2,274	2,274	---	100.0
62	Building metal work	4	753	753	100.0	33.1
66	Iron and steel--wire and wire products	5	1,475	1,164	78.9	51.2
	Woven wire fence	3	1,223	131	10.7	---
	Fence posts and fittings	2	1,223	39	3.2	---
	Barbed and twisted wire	3	1,223	88	7.2	---
	Nails (including staples and tacks)	3	1,223	320	26.2	---
	Wire rope and cable except insulated	4	1,375	322	23.4	---
	Drawn wire	3	1,223	111	9.1	---
	Other	---	---	153	---	---
67	Iron and steel finished products--other than flat and wire	3	1,223	15	1.2	.7
	All other commodities	---	---	342	---	15.0
	Pacific Division					
	All establishments 73; Sales $73,775,000; Commodity coverage 96.0 percent					
	Total analyzed	73	70,846	70,846	---	100.0
43	Wiring supplies and electrical construction materials	7	4,463	1,052	23.6	1.5
50	Hardware	12	8,639	822	9.5	1.2
	Bolts, nuts, rivets, and screws	7	3,705	49	1.3	---
	Wire screening	5	4,934	773	15.7	---
51	Plumbing, heating, and air conditioning	5	2,198	329	15.0	.5
	Pipe fittings, valves, brass goods, etc.	5	2,198	273	12.4	---
	Plumbing fixtures, equipment, and supplies	3	1,464	56	3.8	---
56	Industrial equipment and supplies	6	292	257	88.0	.4
62	Building metal work	11	31,837	2,449	7.7	3.5
	Fabricated structural work	4	31,040	1,665	5.4	---
	Other	---	---	784	---	---
63	Copper and products	11	49,751	1,752	3.5	2.5
64	Iron and steel products--semi-finished	10	47,724	2,582	5.4	3.6
65	Iron and steel products--flat	21	52,891	20,956	39.6	29.6
	Plates	7	47,008	3,998	8.5	---
	Strip--hot-rolled	9	46,893	718	1.5	---
	Strip--cold-rolled	10	47,013	887	1.9	---
	Sheets--hand-mill	7	47,152	4,981	10.6	---
	Sheets--galvanized or otherwise coated	5	46,492	4,331	9.3	---
	Tin plate	4	45,288	4,305	9.5	---
	Other	---	---	1,724	---	---
	Not analyzed in detail	4	495	12	2.4	---
	METALS AND METAL WORK (EXCEPT SCRAP) TRADES—Con.					
	Pacific Division—Con.					
66	Iron and steel--wire and wire products	29	$59,354	$17,403	29.3	24.6
	Woven wire fence	8	49,471	2,057	4.2	---
	Fence posts and fittings	6	47,701	158	.3	---
	Barbed and twisted wire	7	48,184	185	.4	---
	Nails (including staples and tacks)	7	48,184	3,275	6.8	---
	Wire rope and cable except insulated	21	55,877	7,421	13.3	---
	Strand, galvanized	8	46,287	139	.3	---
	Reinforcement mesh	6	47,826	657	1.4	---
	Drawn wire	11	49,923	2,279	4.6	---
	Other	14	51,976	1,079	2.1	---
	Not analyzed in detail	---	---	153	---	---
67	Iron and steel finished products--other than flat and wire	20	49,978	18,668	37.4	26.4
	Rails, tie plates, splice bars, etc.	6	46,249	1,385	3.0	---
	Bars and small shapes except reinforcing	8	46,909	2,907	6.2	---
	Concrete reinforcing bars, all types	5	45,766	2,427	5.3	---
	Structural shapes	6	46,249	2,849	6.2	---
	Piling and bearing piles	3	40,891	375	.9	---
	Cast-iron pipe	4	319	319	100.0	---
	Steel pipe	6	46,388	5,203	11.2	---
	Seamless steel tubing	8	47,539	2,390	5.0	---
	Other	12	47,408	813	1.7	---
68	Lead (metallic) and zinc	[illegible]	25,046	639	2.6	.9
69	Other non-ferrous metals (except precious)	9	4,153	3,050	73.4	4.3
92	Scrap (scrap metals, except iron)	4	4,406	285	6.5	.4
	All other commodities	---	---	601	---	.6
	New York City					
	All establishments 39; Sales $84,065,000; Commodity coverage 95.9 percent					
	Total analyzed	37	80,645	80,645	---	100.0
43	Wiring supplies and electrical construction materials	3	32,557	3,570	11.0	4.4
62	Building metal work	8	7,135	5,010	70.2	6.2
63	Copper and products	6	34,936	9,722	27.8	12.1
64	Iron and steel products--semi-finished	4	28,918	3,444	11.9	4.3
65	Iron and steel products--flat	5	30,014	7,401	24.7	9.2
66	Iron and steel--wire and wire products	12	39,141	20,390	52.1	25.3
	Woven wire fence	3	31,216	688	2.2	---
	Nails (including staples and tacks)	4	26,791	2,601	9.7	---
	Wire rope and cable except insulated	3	26,803	2,474	9.2	---
	Reinforcement mesh	3	26,303	1,666	6.3	---
	Drawn wire	5	32,124	6,575	20.5	---
	Other	---	---	5,464	---	---
	Not analyzed in detail	---	---	922	---	---
67	Iron and steel finished products--other than flat and wire	10	33,723	6,894	20.4	8.5
68	Lead (metallic) and zinc	3	11,417	1,358	11.9	1.7
69	Other non-ferrous metals (except precious)	7	13,843	5,735	41.4	7.1
	All other commodities	---	---	17,121	---	21.2
	Chicago					
	All establishments 41; Sales $75,811,000; Commodity coverage 96.1 percent					
	Total analyzed	38	72,887	72,887	---	100.0
50	Hardware	4	12,851	911	7.1	1.2
	Bolts, nuts, rivets, and screws	4	12,851	542	4.2	---
	Other	---	---	369	---	---
51	Plumbing, heating, and air conditioning	4	5,352	648	12.1	.9

Percent columns A: Percent of establishments reporting that they sell such commodity.
Percent column B: Percent which the commodity bears to total sales of establishments in the kind of business reporting the sales by commodities.

MANUFACTURERS' SALES BRANCHES WITH STOCKS

TABLE 8.—COMMODITY SALES, BY KIND OF BUSINESS GROUPS

By [illegible]

[illegible]

Commodity No.	KIND OF BUSINESS AREA AND COMMODITY	ESTABLISHMENTS REPORTING COMMODITY DATA: Number	ESTABLISHMENTS REPORTING COMMODITY DATA: [illegible] (add 000)	REPORTED SALES OF STATED COMMODITY: Amount	REPORTED SALES OF STATED COMMODITY: Percent [illegible] A (See note)	Percent [illegible] B (See note)
	METALS AND METAL WORK (EXCEPT SCRAP) TRADES—Con.					
	Chicago—Con.					
62	Building metal work	5	$4,144	$2,430	58.6	3.3
63	Copper and products	7	30,580	4,855	15.9	6.7
64	Iron and steel products--semi-finished	5	33,824	2,541	7.6	3.5
65	Iron and steel products--flat	7	33,997	9,078	27.0	12.5
	Plates	3	16,227	690	8.7	---
	Strip--hot-rolled	5	32,126	1,375	4.3	---
	Strip--cold-rolled	5	31,606	3,132	9.9	---
	Sheets--galvanized or otherwise coated	3	25,957	700	2.7	---
	Other	---	---	2,981	---	---
66	Iron and steel--wire and wire products	14	37,722	26,944	71.4	37.0
	Nails (including staples and tacks)	3	25,169	2,277	9.1	---
	Wire rope and cable except insulated	6	28,491	7,811	27.4	---
	Reinforcement lath	3	24,535	1,080	4.4	---
	Drawn wire	3	25,109	7,315	29.1	---
	Other	---	---	7,997	---	---
	Not analyzed in detail	---	---	464	---	---
67	Iron and steel finished products--other than flat and wire	12	38,733	8,597	22.2	11.8
	Bars and small shapes except reinforcing	5	31,585	2,210	7.0	---
	Concrete reinforcing bars, all types	4	26,793	539	2.0	---
	Steel pipe	3	9,566	382	4.0	---
	Seamless steel tubing	5	13,519	1,550	11.5	---
	Other	---	---	750	---	---
	Not analyzed in detail	---	---	3,166	---	---
68	Lead (metallic) and zinc	3	7,168	6,449	90.0	8.8
69	Other non-ferrous metals (except precious)	6	7,542	6,837	90.7	9.4
	All other commodities	---	---	3,597	---	4.9
	Philadelphia					
	All establishments 20; Sales $16,458,000; Commodity coverage 94.0 percent					
	Total analyzed	19	15,451	15,451	---	100.0
43	Wiring supplies and electrical construction materials	3	5,836	738	12.6	4.8
62	Building metal work	5	2,901	1,587	54.7	10.3
63	Copper and products	4	6,316	2,794	44.2	18.1
64	Iron and steel products--semi-finished	3	5,686	212	3.7	1.4
65	Iron and steel products--flat	3	3,934	922	23.4	6.0
66	Iron and steel--wire and wire products	7	6,029	2,625	43.5	17.0
67	Iron and steel finished products--other than flat and wire	4	4,819	1,211	25.1	7.8
69	Other non-ferrous metals (except precious)	3	4,380	3,553	81.1	23.0
	All other commodities	---	---	1,809	---	11.6
	Boston					
	All establishments 13; Sales $15,336,000; Commodity coverage 92.1 percent					
	Total analyzed	11	14,129	14,129	---	100.0
43	Wiring supplies and electrical construction materials	3	8,863	1,148	12.9	8.1
63	Copper and products	3	8,983	1,538	17.3	10.9
65	Iron and steel products--flat	5	8,303	2,194	26.4	15.5
	Strip--cold-rolled	3	7,546	1,483	19.7	---
	Other	---	---	598	---	---
	Not analyzed in detail	---	---	113	---	---
66	Iron and steel--wire and wire products	3	10,650	7,060	66.3	50.0
	Wire rope and cable except insulated	3	10,650	3,719	34.9	---
	Other	---	---	3,341	---	---
67	Iron and steel finished products--other than flat and wire	4	7,595	529	7.0	3.7
	Bars and small shapes except reinforcing	3	7,546	267	3.5	---
	Other	---	---	262	---	---
	METALS AND METAL WORK (EXCEPT SCRAP) TRADES—Con.					
	Boston—Con.					
	All other commodities	---	---	$1,660	---	11.8
	San Francisco					
	All establishments 23; Sales $32,182,000; Commodity coverage 93.8 percent					
	Total analyzed	21	$30,180	30,180	---	100.0
50	Hardware	4	2,789	100	3.6	.3
62	Building metal work	3	22,880	725	3.2	2.4
63	Copper and products	3	24,144	674	2.8	2.2
64	Iron and steel products--semi-finished	3	23,178	2,196	9.5	7.3
65	Iron and steel products--flat	6	24,425	10,136	41.5	33.6
66	Iron and steel--wire and wire products	9	27,879	7,255	26.0	24.0
	Woven wire fence	3	24,345	1,554	6.4	---
	Wire rope and cable except insulated	6	26,054	2,953	11.3	---
	Drawn wire	4	23,736	758	3.2	---
	Other	---	---	1,994	---	---
67	Iron and steel finished products--other than flat and wire	5	23,433	6,977	29.8	23.2
69	Other non-ferrous metals (except precious)	3	960	748	77.9	2.5
	All other commodities	---	---	1,389	---	4.5
	PAPER AND ITS PRODUCTS TRADES					
	New England Division					
	All establishments 12; Sales $1,162,000; Commodity coverage 87.1 percent					
	Total analyzed	10	1,012	1,012	---	100.0
81	Paper products (except stationery and wallpaper)	4	599	592	98.8	58.5
	Paper products such as bags, boxes, cups, dishes, etc.	3	447	440	98.4	---
	Other	---	---	152	---	---
83	Stationery and supplies	6	413	377	91.3	37.3
	Commercial stationery	[illegible]	370	334	90.3	---
	Not analyzed in detail	---	---	43	---	---
	All other commodities	---	---	43	---	4.2
	Middle Atlantic Division					
	All establishments 65; Sales $54,827,000; Commodity coverage 99.7 percent					
	Total analyzed	64	54,486	54,486	---	100.0
38	Chemicals, industrial and heavy	5	23,462	1,479	6.3	2.7
41	Soaps	5	682	17	2.5	(1)
56	Industrial equipment and supplies	7	2,528	475	18.8	.9
58	Office and store equipment and supplies	8	399	282	31.4	.5
81	Paper products (except stationery and wallpaper)	38	50,511	46,525	92.1	85.4
	Printing and writing papers	8	25,956	14,833	57.4	---
	Wrapping or coarse paper	6	29,102	8,369	28.8	---
	Paper products such as bags, boxes, cups, dishes, etc.	25	17,445	15,259	87.5	---
	Other	---	---	4,766	---	---
	Not analyzed in detail	7	3,610	3,298	91.4	---
83	Stationery and supplies	27	5,377	3,760	69.9	6.9
	Commercial stationery	9	2,421	963	39.8	---
	Other	---	---	527	---	---
	Not analyzed in detail	17	2,429	2,270	93.5	---
	All other commodities	---	---	1,569	---	2.9
	Service receipts	---	---	338	---	.7

Percent [illegible] A: Percent of [illegible] establishments reporting that they [illegible] commodity

Percent [illegible] B: Percent [illegible] commodity [illegible] sales [illegible] establishments [illegible]

[1] Less than one-tenth of one percent.

MANUFACTURERS' SALES BRANCHES (WITH STOCKS)

TABLE 8.—COMMODITY SALES, BY KIND-OF-BUSINESS GROUPS

By Geographic Divisions and 5 Selected Cities—Continued

[Limited to establishments which report an analysis of their sales by commodities. Rate of commodity coverage indicates sales size of sample]

Commodity No.	KIND OF BUSINESS AREA AND COMMODITY	ESTABLISHMENTS REPORTING COMMODITY DATA: Number	ESTABLISHMENTS REPORTING COMMODITY DATA: Sales of such establishments (add 000)	REPORTED SALES OF STATED COMMODITY: Amount reported (add 000)	REPORTED SALES OF STATED COMMODITY: Percent column A (See note)	Percent column B (See note)
	PAPER AND ITS PRODUCTS TRADES—Con.					
	East North Central Division					
	All establishments 67					
	Sales $38,321,000					
	Commodity coverage ..... 84.6 percent					
	Total analyzed	64	$32,406	$32,406	---	100.0
56	Industrial equipment and supplies	3	2,569	84	3.3	.3
58	Office and store equipment and supplies	12	1,210	610	50.4	2.0
81	Paper and products (except stationery and wallpaper)	34	25,367	25,013	98.6	77.2
	Printing and writing papers	6	10,874	7,540	69.3	---
	Cardboard and paperboard	4	2,519	310	12.3	---
	Wrapping or coarse paper	4	10,496	3,480	33.2	---
	Paper products such as bags, boxes, cups, dishes, etc.	21	12,096	9,116	75.4	---
	Not analyzed in detail	8	4,770	4,567	95.7	---
83	Stationery and supplies	29	13,409	5,859	43.7	18.0
	Commercial stationery	15	5,188	1,106	21.3	---
	Not analyzed in detail	14	8,221	4,753	57.8	---
	All other commodities	---	---	840	---	2.5
	West North Central Division					
	All establishments 40					
	Sales $10,142,000					
	Commodity coverage ..... 100.0 percent					
	Total analyzed	40	10,142	10,142	---	100.0
56	Industrial equipment and supplies: Rope, cordage, and twine	5	5,595	262	4.7	2.6
81	Paper and products (except stationery and wallpaper)	16	8,971	8,419	93.8	83.0
	Printing and writing papers	7	7,030	3,492	49.7	---
	Cardboard and paperboard	4	5,250	823	15.7	---
	Wrapping or coarse paper	7	5,893	1,349	22.9	---
	Paper products such as bags, boxes, cups, dishes, etc.	8	5,968	1,525	25.6	---
	Not analyzed in detail	4	1,270	1,230	96.9	---
83	Stationery and supplies	27	7,303	1,121	15.3	11.1
	Commercial stationery	23	6,948	766	11.0	---
	Not analyzed in detail	4	355	355	100.0	---
	All other commodities	---	---	340	---	3.3
	South Atlantic Division					
	All establishments 14					
	Sales $1,530,000					
	Commodity coverage ..... 100.0 percent					
	Total analyzed	14	1,530	1,530	---	100.0
81	Paper and products (except stationery and wallpaper)	3	972	934	96.1	61.2
	Paper products such as bags, boxes, cups, dishes, etc.	3	972	416	42.8	---
	Other	---	---	518	---	---
83	Stationery and supplies	10	674	491	72.8	32.2
	Commercial stationery	7	637	454	71.3	---
	Other	---	---	37	---	---
	All other commodities	---	---	105	---	6.6
	East South Central Division					
	All establishments 14					
	Sales $3,903,000					
	Commodity coverage ..... 100.0 percent					
	Total analyzed	14	3,903	3,903	---	100.0
56	Industrial equipment and supplies: Rope, cordage, and twine	4	2,082	136	6.5	3.5
	PAPER AND ITS PRODUCTS TRADES—Con.					
	East South Central Division—Con.					
81	Paper and products (except stationery and wallpaper)	6	$3,581	$3,330	93.0	85.3
	Printing and writing papers	4	2,082	703	33.8	---
	Cardboard and paperboard	5	3,532	523	14.8	---
	Wrapping or coarse paper	4	2,082	482	23.2	---
	Paper products such as bags, boxes, cups, dishes, etc.	6	3,581	1,622	45.3	---
83	Stationery and supplies (commercial)	9	2,336	292	12.5	7.5
	All other commodities	---	---	145	---	3.7
	West South Central Division					
	All establishments 25					
	Sales $6,568,000					
	Commodity coverage ..... 100.0 percent					
	Total analyzed	25	6,568	6,568	---	100.0
56	Industrial equipment and supplies: Rope, cordage, and twine	6	3,289	168	5.1	2.6
81	Paper and products (except stationery and wallpaper)	13	6,221	5,872	94.4	89.4
	Printing and writing papers	6	3,289	1,042	31.7	---
	Cardboard and paperboard	7	3,365	292	8.7	---
	Wrapping or coarse paper	9	4,084	1,460	35.7	---
	Paper products such as bags, boxes, cups, dishes, etc.	7	3,421	1,182	34.6	---
	Not analyzed in detail	---	---	1,896	---	---
83	Stationery and supplies	16	4,221	444	10.5	6.8
	Commercial stationery	15	4,204	427	10.2	---
	Not analyzed in detail	---	---	17	---	---
	All other commodities	---	---	84	---	1.2
	Mountain Division					
	All establishments 12					
	Sales $3,668,000					
	Commodity coverage ..... 100.0 percent					
	Total analyzed	12	3,668	3,668	---	100.0
56	Industrial equipment and supplies: Rope, cordage, and twine	5	2,040	68	3.3	1.9
81	Paper and products (except stationery and wallpaper)	8	3,567	2,966	83.2	80.9
	Printing and writing papers	5	2,040	527	25.8	---
	Cardboard and paperboard	5	2,040	83	4.1	---
	Wrapping or coarse paper	6	2,402	962	40.0	---
	Paper products such as bags, boxes, cups, dishes, etc.	5	2,040	490	24.0	---
	Not analyzed in detail	---	---	904	---	---
83	Stationery and supplies	10	2,760	431	15.6	11.8
87	Building materials (except as listed)	3	1,219	38	3.1	1.0
	All other commodities	---	---	165	---	4.4
	Pacific Division					
	All establishments 68					
	Sales $57,533,000					
	Commodity coverage ..... 99.7 percent					
	Total analyzed	67	57,366	57,366	---	100.0
56	Industrial equipment and supplies: Rope, cordage, and twine	15	18,825	610	3.2	1.1
58	Office and store equipment and supplies	9	288	174	60.4	.3
81	Paper and products (except stationery and wallpaper)	49	56,586	52,859	93.4	92.1
	Printing and writing papers	21	48,507	19,502	40.2	---
	Cardboard and paperboard	15	18,825	871	4.6	---
	Wrapping or coarse paper	29	53,155	20,169	38.0	---
	Paper products such as bags, boxes, cups, dishes, etc.	36	50,762	12,120	23.9	---
	Not analyzed in detail	4	177	177	100.0	---

Percent column A: Percent of total sales of establishments reporting that they sell such commodity.
Percent column B: Percent of which stated commodity bears to sales of establishments in this kind of business reporting their sales by commodities.

MANUFACTURERS' SALES BRANCHES (WITH STOCKS)

TABLE 8.—COMMODITY SALES, BY KIND-OF-BUSINESS GROUPS

By Geographic Divisions and 5 Selected Cities—Continued

[Limited to establishments which report an analysis of their sales by commodities. Ratio of commodity coverage indicates sales (see 4 samples)]

Commodity No.	KIND OF BUSINESS AREA AND COMMODITY	Establishments reporting commodity data: Number	Establishments reporting commodity data: Sales of such establishments (add 000)	Reported sales of stated commodity: Amount reported (add 000)	Reported sales of stated commodity: Percent column A (See note)	Percent column B (See note)
	PAPER AND ITS PRODUCTS TRADES—Con.					
	Pacific Division—Con.					
83	Stationery and supplies	29	$19,474	$2,597	13.3	4.5
	Commercial stationery	23	19,276	2,333	12.1	---
	Social stationery	9	16,230	264	1.6	---
	All other commodities	---	---	1,003	---	1.8
	Service receipts	13	18,638	123	.7	.2
	New York City					
	All establishments 39; Sales $51,840,000; Commodity coverage 100.0 percent					
	Total analyzed	39	51,840	51,840	---	100.0
56	Industrial equipment and supplies	3	2,056	346	16.8	.7
58	Office and store equipment and supplies	3	707	198	28.0	.4
81	Paper and products (except stationery and wallpaper)	25	48,625	44,823	92.2	86.5
	Printing and writing paper	4	25,398	14,404	56.7	---
	Wrapping or coarse paper	4	28,931	8,350	28.9	---
	Paper products such as bags, boxes, cups, dishes, etc.	16	16,270	14,246	87.6	---
	Other	---	---	4,766	---	---
	Not analyzed in detail	5	3,357	3,057	91.1	---
83	Stationery and supplies	14	4,082	3,031	74.3	5.8
	All other commodities	---	---	3,054	---	5.9
	Service receipts	---	---	388	---	.7
	Chicago					
	All establishments 33; Sales $21,899,000; Commodity coverage 99.5 percent					
	Total analyzed	32	21,794	21,794	---	100.0
56	Industrial equipment and supplies	3	2,569	84	3.3	.4
58	Office and store equipment and supplies	4	773	300	38.8	1.4
81	Paper and products (except stationery and wallpaper)	19	18,374	16,234	99.2	83.7
	Printing and writing paper	4	9,141	6,495	71.1	---
	Cardboard and paperboard	4	2,519	310	12.3	---
	Wrapping or coarse paper	4	10,496	3,480	33.2	---
	Paper products such as bags, boxes, cups, dishes, etc.	12	9,501	7,486	78.8	---
	Not analyzed in detail	3	474	463	97.7	---
83	Stationery and supplies	12	4,713	2,339	49.6	10.7
	All other commodities	---	---	837	---	3.8
	Philadelphia					
	All establishments 9; Sales $1,516,000; Commodity coverage 100.0 percent					
	Total analyzed	9	1,516	1,516	---	100.0
81	Paper products (except stationery and wallpaper)	5	984	925	94.0	61.0
	Paper products such as bags, boxes, cups, dishes, etc.	3	480	440	91.7	---
	Other	---	---	402	---	---
	Not analyzed in detail	---	---	83	---	---
83	Stationery and supplies	8	943	540	57.3	35.6
	All other commodities	---	---	51	---	3.4
	Boston					
	All establishments 11; Sales $1,159,000; Commodity coverage 87.1 percent					
	Total analyzed	9	1,009	1,009	--	100.0
	PAPER AND ITS PRODUCTS TRADES—Con.					
	Boston—Con.					
58	Office and store equipment and supplies	3	$131	$70	53.4	6.9
81	Paper and products (except stationery and wallpaper)	4	599	571	95.3	56.6
	Paper products such as bags, boxes, cups, dishes, etc.	3	447	438	98.0	---
	Other	---	---	133	---	---
83	Stationery and supplies	5	410	368	89.8	36.5
	Commercial stationery	4	370	334	90.3	---
	Not analyzed in detail	---	---	34	---	---
	San Francisco					
	All establishments 21; Sales $31,290,000; Commodity coverage 99.5 percent					
	Total analyzed	20	31,248	31,248	---	100.0
58	Office and store equipment and supplies	4	137	62	45.3	.2
81	Paper and products (except stationery and wallpaper)	14	30,937	30,024	97.0	96.1
	Printing and writing paper	4	28,595	14,786	51.7	---
	Wrapping or coarse paper	6	30,188	10,596	35.1	---
	Paper products such as bags, boxes, cups, dishes, etc.	10	28,773	4,348	15.1	---
	Other	---	---	259	---	---
	Not analyzed in detail	---	---	35	---	---
83	Stationery and supplies	7	5,172	451	8.7	1.4
	Commercial stationery	4	5,012	291	5.8	---
	Not analyzed in detail	3	160	160	100.0	---
	All other commodities	---	---	711	---	2.3
	PETROLEUM AND ITS PRODUCTS TRADE					
	New England Division					
	All establishments 6; Sales $871,000; Commodity coverage 100.0 percent					
	Total analyzed	6	871	871	---	100.0
76	Petroleum and its products	6	871	827	94.9	94.9
	All other commodities	---	---	44	--	5.1
	Middle Atlantic Division					
	All establishments 12; Sales $10,008,000; Commodity coverage 100.0 percent					
	Total analyzed	12	10,008	10,008	---	100.0
76	Petroleum and its products	12	10,008	8,431	84.2	84.2
	All other commodities	---	---	1,577	---	15.8
	East North Central Division					
	All establishments 8; Sales $1,009,000; Commodity coverage 100.0 percent					
	Total analyzed	8	1,009	1,009	---	100.0
76	Petroleum and its products	8	1,009	899	89.1	89.1
	All other commodities	---	---	110	---	10.9

[illegible]

MANUFACTURERS' SALES BRANCHES (WITH STOCKS)

TABLE 8.—COMMODITY SALES, BY KIND-OF-BUSINESS GROUPS

By Geographic Divisions and 5 Selected Cities—Continued

[Limited to establishments which reported in analysis of their sales by commodities. Ratio of commodity coverage indicates sales size of sample]

Commodity No.	KIND OF BUSINESS AREA AND COMMODITY	ESTABLISHMENTS REPORTING COMMODITY DATA: Number	ESTABLISHMENTS REPORTING COMMODITY DATA: Sales of such establishments (add 000)	REPORTED SALES OF STATED COMMODITY: Amount reported (add 000)	REPORTED SALES OF STATED COMMODITY: Percent column A (See note)	Percent column B (See note)
	PETROLEUM AND ITS PRODUCTS TRADE—Con.					
	South Atlantic Division					
	All establishments 6; Sales $1,441,000; Commodity coverage 100.0 percent					
	Total analyzed	6	$1,441	$1,441	---	100.0
76	Petroleum and its products	6	1,441	1,127	78.2	78.2
	All other commodities	---	---	314	---	21.8
	Pacific Division					
	All establishments 20; Sales $2,137,000; Commodity coverage 100.0 percent					
	Total analyzed	20	2,137	2,137	---	100.0
76	Petroleum and its products	20	2,137	2,048	95.8	95.8
93	Leather and cut stock	3	184	77	41.8	3.6
	All other commodities	---	---	12	---	.6
	PLUMBING AND HEATING EQUIPMENT AND SUPPLIES TRADES					
	New England Division					
	All establishments 42; Sales $17,539,000; Commodity coverage 100.0 percent					
	Total analyzed	42	17,539	17,539	---	100.0
51	Plumbing, heating, and air conditioning	37	16,468	14,361	87.2	81.9
	Gas appliances and supplies	5	5,915	413	7.0	---
	Oil burners	3	4,385	461	10.5	---
	Pipe fittings, valves, brass goods, etc.	13	7,631	3,042	39.9	---
	Plumbing fixtures, equipment, and supplies	[illegible]	6,895	3,041	44.1	---
	Stoves, ranges, furnaces (except gas and electric)	[illegible]	10,098	5,633	55.8	---
	Other	-	---	55	---	---
	Not analyzed in detail	8	5,432	1,716	50.0	---
56	Industrial equipment and supplies	10	3,811	1,463	38.4	8.3
59	Railroad equipment and supplies	3	2,372	35	1.5	.2
67	Iron and steel finished products--other than flat and wire	11	8,466	525	6.2	3.0
	Steel pipe	9	4,460	521	11.7	---
	Other	---	---	4	---	---
	All other commodities	---	---	1,155	---	6.6
	Middle Atlantic Division					
	All establishments 130; Sales $69,952,000; Commodity coverage 95.5 percent					
	Total analyzed	119	66,836	66,836	---	100.0
51	Plumbing, heating, and air conditioning	112	62,792	54,274	86.4	81.2
	Air-conditioning equipment	13	9,802	485	4.9	---
	Gas appliances and supplies	17	21,472	1,438	6.7	---
	Oil burners	13	18,989	925	4.9	---
	Oil burner-furnace combinations	4	674	332	49.3	---
	Pipe fittings, valves, brass goods, etc.	46	34,211	11,720	34.3	---
	Plumbing fixtures, equipment, and supplies	31	27,530	13,566	49.3	---
	Stoves, ranges, furnaces (except gas and electric)	60	40,108	20,556	51.3	---
	Not analyzed in detail	20	11,904	5,252	44.1	---
56	Industrial equipment and supplies	23	13,995	6,552	46.8	9.8
59	Railroad equipment and supplies	7	7,243	216	3.0	.3
63	Copper and products	3	1,065	258	24.2	.4
	PLUMBING AND HEATING EQUIPMENT AND SUPPLIES TRADES—Con.					
	Middle Atlantic Division—Con.					
67	Iron and steel finished products--other than flat and wire	31	$27,891	$1,459	5.2	2.2
	Cast-iron pipe	17	19,246	299	1.6	---
	Steel pipe	25	12,361	1,069	8.6	---
	Other	5	2,392	91	3.8	---
	All other commodities	---	---	3,966	---	5.9
	Service receipts	6	10,242	111	1.1	.2
	East North Central Division					
	All establishments 109; Sales $54,924,000; Commodity coverage 99.1 percent					
	Total analyzed	108	54,449	54,449	---	100.0
51	Plumbing, heating, and air conditioning	101	51,672	41,118	79.6	75.5
	Air-conditioning equipment	23	14,102	1,160	8.2	---
	Gas appliances and supplies	9	9,104	1,300	14.3	---
	Oil burners	4	7,215	50	.7	---
	Pipe fittings, valves, brass goods, etc.	40	22,989	6,986	30.4	---
	Plumbing fixtures, equipment, and supplies	35	23,367	11,762	50.3	---
	Stoves, ranges, furnaces (except gas and electric)	50	24,871	10,224	41.1	---
	Other	---	---	70	---	---
	Not analyzed in detail	32	18,082	9,566	52.9	---
56	Industrial equipment and supplies	28	14,773	5,784	39.2	10.6
59	Railroad equipment and supplies	10	8,317	470	5.7	.9
67	Iron and steel finished products--other than flat and wire	51	31,365	3,728	11.7	6.8
	Cast iron pipe	20	15,695	384	2.4	---
	Steel pipe	48	24,692	2,947	11.9	---
	Other	13	7,528	397	5.3	---
	All other commodities	- -	---	3,289	---	6.1
	Service receipts	7	3,786	60	1.6	.1
	West North Central Division					
	All establishments 55; Sales $25,030,000; Commodity coverage 99.8 percent					
	Total analyzed	54	24,968	24,968	---	100.0
45	Radios, appliances, and specialties	5	2,402	996	41.5	4.0
51	Plumbing, heating, and air conditioning	48	23,940	19,027	79.5	76.2
	Air-conditioning equipment	7	6,006	241	4.0	---
	Gas appliances and supplies	7	6,753	891	13.2	---
	Oil burners	7	8,402	295	3.5	---
	Pipe fittings, valves, brass goods, etc.	16	9,946	2,751	27.7	---
	Plumbing fixtures, equipment, and supplies	13	9,907	4,265	43.1	---
	Stoves, ranges, furnaces (except gas and electric)	18	11,777	4,576	38.9	---
	Not analyzed in detail	20	9,481	6,008	63.4	---
56	Industrial equipment and supplies	16	8,343	2,142	25.7	8.6
59	Railroad equipment and supplies	9	6,555	336	5.1	1.3
67	Iron and steel finished products--other than flat and wire	24	16,899	1,891	11.2	7.6
	Cast-iron pipe	8	8,212	246	3.0	---
	Steel pipe	19	10,430	1,384	13.3	---
	Other	4	2,587	70	2.7	---
	Not analyzed in detail	-	---	191	---	---
	All other commodities	- -	---	576	---	2.3

Percent column A: Percent of total sales of establishments reporting that they sell such commodity.
Percent column B: Percent which stated commodity bears to total sales of all establishments in this kind of business reporting their sales by commodities.

MANUFACTURERS' SALES BRANCHES (WITH STOCKS)

TABLE 8. COMMODITY SALES, BY KIND OF BUSINESS GROUPS

By Geographic Divisions and Selected States—Continued

[Limited to establishments which report an analysis of their sales by commodities. Reported commodity average indicates size of sample]

Commodity No.	KIND OF BUSINESS AREA AND COMMODITY	ESTABLISHMENTS REPORTING COMMODITY DATA: Number	ESTABLISHMENTS REPORTING COMMODITY DATA: Sales of establishments (mil. dollars)	REPORTED SALES OF STATED COMMODITY: Amount reported (mil. dollars)	REPORTED SALES OF STATED COMMODITY: Per cent of column A (See note)	Per cent of column B (See note)
	PLUMBING AND HEATING EQUIPMENT AND SUPPLIES TRADES—Con.					
	South Atlantic Division					
	All establishments 42					
	Sales $22,365,000					
	Commodity coverage 100.0 percent					
	Total analyzed	42	$22,365	$22,365	---	100.0
45	Radios, appliances, and specialties	3	631	618	97.9	2.8
51	Plumbing, heating, and air conditioning	39	21,734	18,824	86.6	84.2
	Air-conditioning equipment	5	4,624	78	1.7	---
	Gas appliances and supplies	6	9,651	439	4.5	---
	Oil burners	4	8,071	69	.9	---
	Pipe fittings, valves, brass goods, etc.	12	10,893	2,546	23.4	---
	Plumbing fixtures, equipment, and supplies	11	9,566	4,421	46.2	---
	Stoves, ranges, furnaces (except gas and electric)	14	13,358	6,802	50.9	---
	Not analyzed in detail	18	7,230	4,469	61.8	---
56	Industrial equipment and supplies	16	7,067	1,686	23.9	7.5
59	Railroad equipment and supplies	7	4,116	78	1.9	.3
67	Iron and steel finished products--other than flat and wire	22	15,741	1,021	6.5	4.6
	Cast-iron pipe	6	8,674	44	.5	---
	Steel pipe	18	7,670	940	12.3	---
	Other	---	---	37	---	---
	All other commodities	---	---	138	--	.6
	East South Central Division					
	All establishments 19					
	Sales $8,493,000					
	Commodity coverage 96.5 percent					
	Total analyzed	18	8,198	8,198	---	100.0
51	Plumbing, heating, and air conditioning	18	8,198	5,668	69.1	69.1
	Air-conditioning equipment	5	2,708	232	8.6	---
	Pipe fittings, valves, brass goods, etc.	7	3,025	437	14.4	---
	Plumbing fixtures, equipment, and supplies	7	3,676	1,938	52.7	
	Stoves, ranges, furnaces (except gas and electric)	7	3,025	910	30.1	---
	Not analyzed in detail	9	4,208	2,151	51.2	---
56	Industrial equipment and supplies	9	4,208	1,300	30.9	15.9
59	Railroad equipment and supplies	4	2,146	33	1.5	.4
67	Iron and steel finished products--other than flat and wire	14	6,909	1,134	16.4	13.8
	Cast-iron pipe	5	2,706	143	5.5	---
	Steel pipe	14	6,909	828	12.0	---
	Other	4	2,334	157	6.7	---
99	Miscellaneous commodities	7	2,476	63	2.2	.8
	West South Central Division					
	All establishments 43					
	Sales $17,182,000					
	Commodity coverage 100.0 percent					
	Total analyzed	43	17,182	17,182	---	100.0
45	Radios, appliances, and specialties	3	359	355	98.9	2.1
51	Plumbing, heating, and air conditioning	37	16,532	12,242	72.9	70.1
	Air-conditioning equipment	6	3,232	59	1.8	---
	Gas appliances and supplies	5	1,151	921	80.0	---
	Pipe fittings, valves, brass goods, etc.	12	4,328	1,391	32.1	---
	Plumbing fixtures, equipment, and supplies	13	8,036	5,715	71.1	---
	Stoves, ranges, furnaces (except gas and electric)	9	5,095	724	14.2	---
	Not analyzed in detail	15	6,397	3,232	46.9	---
	PLUMBING AND HEATING EQUIPMENT AND SUPPLIES TRADES—Con.					
	West South Central Division—Con.					
56	Industrial equipment and supplies	15	$6,964	$2,439	35.9	14.5
59	Railroad equipment and supplies	5	3,021	46	1.5	.3
67	Iron and steel finished products--other than flat and wire	22	10,294	1,701	16.5	9.9
	Cast-iron pipe	6	3,232	203	6.3	---
	Steel pipe	20	10,109	1,230	12.2	---
	Other	6	2,495	268	10.7	---
	All other commodities	---	---	539	---	3.1
	Mountain Division					
	All establishments 22					
	Sales $8,191,000					
	Commodity coverage 100.0 percent					
	Total analyzed	22	8,191	8,191	---	100.0
51	Plumbing, heating, and air conditioning	22	8,191	5,518	67.4	67.4
	Air-conditioning equipment	3	1,371	67	4.9	--
	Pipe fittings, valves, brass goods, etc.	5	1,537	335	21.8	---
	Plumbing fixtures, equipment, and supplies	5	2,247	1,380	61.4	---
	Stoves, ranges, furnaces (except gas and electric)	4	1,447	309	21.4	---
	Other	---	---	85	---	---
	Not analyzed in detail	14	5,688	3,342	58.8	---
56	Industrial equipment and supplies	14	5,688	887	15.6	10.8
59	Railroad equipment and supplies	6	3,700	65	1.8	.8
67	Iron and steel finished products--other than flat and wire	17	7,059	1,429	20.2	17.4
	Cast-iron pipe	3	1,371	81	5.9	---
	Steel pipe	17	7,059	1,333	18.9	---
	Other	---	---	15	---	---
	All other commodities	---	---	292	---	3.6
	Pacific Division					
	All establishments 57					
	Sales $27,957,000					
	Commodity coverage 100.0 percent					
	Total analyzed	57	27,957	27,957	---	100.0
44	Electrical apparatus and equipment	3	1,966	174	8.9	.6
45	Radios, appliances, and specialties	4	992	318	32.1	1.1
51	Plumbing, heating, and air conditioning	54	27,513	19,874	72.2	71.1
	Air-conditioning equipment	3	2,108	166	7.9	---
	Gas appliances and supplies	10	4,809	1,922	40.0	---
	Pipe fittings, valves, brass goods, etc.	14	9,056	5,693	62.9	---
	Plumbing fixtures, equipment, and supplies	11	7,921	4,795	60.5	---
	Stoves, ranges, furnaces (except gas and electric)	10	4,932	1,609	32.6	---
	Other	---	---	304	--	---
	Not analyzed in detail	18	12,160	5,389	44.4	---
56	Industrial equipment and supplies	15	11,416	2,488	21.8	8.9
59	Railroad equipment and supplies	7	6,921	242	2.7	.9
67	Iron and steel finished products--other than flat and wire	21	18,623	4,099	22.0	14.7
	Cast-iron pipe	9	7,207	586	8.1	---
	Steel pipe	18	11,416	3,503	30.7	---
	All other commodities	--	---	764	---	2.7
	New York City					
	All establishments 37					
	Sales $29,914,000					
	Commodity coverage 99.2 percent					
	Total analyzed	37	29,684	29,684	---	100.0

Per cent of column A: Per cent of reported amount

Per cent of column B: Per cent of total amount

MANUFACTURERS' SALES BRANCHES (WITH STOCKS)

TABLE 8.—COMMODITY SALES, BY KIND-OF-BUSINESS GROUPS

By Geographic Divisions and 5 Selected Cities—Continued

[Limited to establishments which reported an analysis of their sales by commodities. Ratio of commodity coverage indicates sales size of sample]

Commodity No.	Kind of business area and commodity	Establishments reporting commodity data: Number	Establishments reporting commodity data: Sales of such establishments (add 000)	Reported sales of stated commodity: Amount reported (add 000)	Reported sales of stated commodity: Percent column A (See note)	Percent column B (See note)
	PLUMBING AND HEATING EQUIPMENT AND SUPPLIES TRADES—Con.					
	New York City—Con.					
51	Plumbing, heating, and air conditioning	34	$27,414	$24,091	87.9	81.2
	Air-conditioning equipment	3	4,206	231	5.5	---
	Gas appliances and supplies	7	9,940	739	7.4	---
	Oil burners	4	7,442	536	7.2	---
	Pipe fittings, valves, brass goods, etc.	14	14,624	6,409	45.7	---
	Plumbing fixtures, equipment, and supplies	7	10,884	6,532	60.0	---
	Stoves, ranges, furnaces (except gas and electric)	15	15,838	7,990	50.4	---
	Other	-	---	171	---	---
	Not analyzed in detail	5	4,222	1,483	35.1	---
56	Industrial equipment and supplies	4	5,839	3,229	55.3	10.9
67	Iron and steel finished products--other than flat and wire	3	7,714	242	3.1	.8
	All other commodities	-	---	2,060	---	6.9
	Service receipts	3	8,493	62	.7	.2
	Chicago					
	All establishments 33; Sales $18,734,000; Commodity coverage 100.0 percent					
	Total analyzed	33	18,734	18,734	---	100.0
51	Plumbing, heating, and air conditioning	32	17,977	14,740	82.0	78.7
	Air-conditioning equipment	5	4,428	166	3.7	---
	Gas appliances and supplies	3	3,295	474	14.4	---
	Pipe fittings, valves, brass goods, etc.	14	9,463	4,347	45.9	---
	Plumbing fixtures, equipment, and supplies	6	5,905	2,581	43.7	---
	Stoves, ranges, furnaces (except gas and electric)	12	8,519	4,731	55.5	---
	Other	---	---	64	---	---
	Not analyzed in detail	6	5,208	2,377	45.6	---
56	Industrial equipment and supplies	3	3,994	1,936	48.5	10.3
67	Iron and steel finished products--other than flat and wire	7	9,200	796	8.7	4.2
	Steel pipe	6	6,205	703	11.3	---
	Other	-	-	93	---	---
	All other commodities	---	---	1,262	---	6.8
	Philadelphia					
	All establishments 23; Sales $13,056,000; Commodity coverage 100.0 percent					
	Total analyzed	23	13,056	13,056	---	100.0
51	Plumbing, heating, and air conditioning	21	12,040	10,903	90.6	83.5
	Gas appliances and supplies	4	1,161	1,153	99.3	---
	Pipe fittings, valves, brass goods, etc.	8	6,612	2,322	35.1	---
	Plumbing fixtures, equipment, and supplies	4	5,100	2,647	51.9	---
	Stoves, ranges, furnaces (except gas and electric)	10	7,776	4,223	54.3	---
	Other	---	---	322	---	---
	Not analyzed in detail	3	2,223	236	10.6	---
	All other commodities	---	---	2,153	---	16.5
	Boston					
	All establishments 17; Sales $9,427,000; Commodity coverage 100.0 percent					
	Total analyzed	17	9,427	9,427	---	100.0
	PLUMBING AND HEATING EQUIPMENT AND SUPPLIES TRADES—Con.					
	Boston—Con.					
51	Plumbing, heating, and air conditioning	14	$8,791	$7,464	84.9	79.2
	Gas appliances and supplies	3	3,208	367	11.4	---
	Pipe fittings, valves, brass goods, etc.	7	5,385	2,637	49.0	---
	Plumbing fixtures, equipment, and supplies	3	4,966	2,101	42.3	---
	Stoves, ranges, furnaces (except gas and electric)	5	4,510	1,749	38.8	---
	Other	---	---	144	---	---
	Not analyzed in detail	---	---	466	---	---
56	Industrial equipment and supplies	3	1,853	998	53.9	10.6
67	Iron and steel finished products--other than flat and wire	3	5,383	331	6.1	3.5
	All other commodities	---	---	634	---	6.7
	San Francisco					
	All establishments 18; Sales $8,586,000; Commodity coverage 100.0 percent					
	Total analyzed	18	8,586	8,586	---	100.0
51	Plumbing, heating, and air conditioning	16	8,211	5,976	72.8	69.6
	Gas appliances and supplies	5	2,101	364	17.3	---
	Pipe fittings, valves, brass goods, etc.	5	3,243	1,592	49.1	---
	Plumbing fixtures, equipment, and supplies	4	3,105	2,405	77.5	---
	Stoves, ranges, furnaces (except gas and electric)	5	3,052	674	22.1	---
	Other	---	---	97	---	---
	Not analyzed in detail	---	---	844	---	---
67	Iron and steel finished products--other than flat and wire	3	5,287	1,295	24.5	15.1
	All other commodities	---	---	1,315	---	15.3
	TOBACCO AND PRODUCTS (EXCEPT LEAF) TRADE					
	Middle Atlantic Division					
	All establishments 23; Sales $323,047,000; Commodity coverage 100.0 percent					
	Total analyzed	23	323,047	323,047	---	100.0
89	Tobacco products	23	323,047	322,951	100.0	100.0
	Cigars	22	156,430	28,793	18.4	---
	Cigarettes	3	300,488	257,330	85.6	---
	Other tobacco products	4	300,608	36,828	12.3	---
	All other commodities	---	---	96	---	(1)
	East North Central Division					
	All establishments 10; Sales $3,511,000; Commodity coverage 100.0 percent					
	Total analyzed	10	3,511	3,511	---	100.0
89	Tobacco products:					
	Cigars	10	3,511	3,511	100.0	100.0
	New York City					
	All establishments 16; Sales $318,595,000; Commodity coverage 100.0 percent					
	Total analyzed	16	318,595	318,595	---	100.0

Percentage column A [illegible] establishments [illegible] which such commodity.
Percentage column B [illegible] which reported commodity data [illegible] all establishments in this kind of business reporting [illegible] commodities.

1 Less than one-tenth of one percent.

MANUFACTURERS' SALES BRANCHES (WITH STOCKS)

TABLE 8.—COMMODITY SALES, BY KIND-OF-BUSINESS GROUPS

By Geographic Divisions and 8 Selected Cities—Continued

[Limited to establishments which report an analysis of their sales by commodities. Ratio of commodity coverage indicates [illegible] of sample.

Commodity No.	KIND OF BUSINESS AREA AND COMMODITY	Establishments reporting commodity data: Number	Establishments reporting commodity data: Sales of establishment (add 000)	Reported sales of stated commodity: Amount reported (add 000)	Reported sales of stated commodity: Percent (column A / column B)	Percent (column B) (See note)
	TOBACCO AND PRODUCTS (EXCEPT LEAF) TRADE—Con.					
	New York City—Con.					
89	Tobacco products	16	$318,595	$318,504	100.0	100.0
	Cigars	15	151,982	24,346	16.0	---
	Cigarettes	3	300,488	257,330	85.6	---
	Other tobacco products	4	300,608	36,828	12.3	---
	All other commodities	---	---	91	---	(1)
	ALL OTHER PRODUCTS TRADES					
	New England Division					
	All establishments 55; Sales $49,016,000; Commodity coverage 99.5 percent					
	Total analyzed	54	48,777	48,777	---	100.0
33	Yarns	4	16,178	13,342	82.5	27.4
	Cotton yarns	3	1,231	1,184	96.2	---
	Other	---	---	12,158	---	---
34	Other dry goods and textile products	3	4,257	2,969	69.7	6.1
78	Books, magazines, and other printed material	5	2,059	2,054	99.8	4.2
81	Paper and products (except stationery and wallpaper)	3	4,119	417	10.1	.9
93	Leather and cut stock	13	23,266	23,266	100.0	47.7
96	Optical goods (except photographic)	23	1,771	1,771	100.0	3.6
	All other commodities	---	---	4,958	---	10.1
	Middle Atlantic Division					
	All establishments 134; Sales $130,476,000; Commodity coverage 98.8 percent					
	Total analyzed	131	128,923	128,923	---	100.0
[illegible]	[illegible]	3	19,522	8,644	44.3	6.7
[illegible]	[illegible]	12	80,458	42,031	52.2	32.6
	[illegible] yarns	8	2,173	1,916	88.2	---
	[illegible] yarns	3	78,02[illegible]	39,828	50.8	---
	[illegible] spun or thrown	3	[illegible]	251	94.0	---
	[illegible]	--		262	---	---
34	[illegible] dry [illegible] and textile products	9	57,414	17,789	31.0	13.8
39	[illegible]	6	3,556	2,613	73.5	2.0
42	[illegible] related products	4	62,625	5,568	8.9	4.3
79	Books, magazines, and other printed material	16	11,084	11,038	99.6	8.6
84	Planing-mill products	5	557	557	100.0	.4
93	Leather and cut stock	13	11,842	11,620	98.1	9.0
94	Luggage, saddlery, harness, etc.	9	1,500	1,287	85.8	1.0
96	Optical goods (except photographic)	36	4,882	4,882	100.0	3.5
	All other commodities	---	--	23,224	---	18.1
	East North Central Division					
	All establishments [illegible]; Sales [illegible]; Commodity coverage 96.9 percent					
	Total analyzed	114	46,259	46,259	---	100.0
28	Clothing and accessories, women's and children's	3	1,934	288	14.9	.6
33	Yarns	10	2,171	1,651	76.0	3.6
	Cotton yarns	10	2,171	697	32.1	---
	Silk: spun or thrown	3	1,070	711	66.4	---
	Other	---	---	243	---	---
34	Other dry goods and textile products	8	6,369	5,076	79.6	11.0
39	Oils, vegetable	4	1,696	1,424	84.0	3.1
	Essential oils	3	1,248	976	78.2	---
	Other	---	---	448	---	---
	ALL OTHER PRODUCTS TRADES—Con.					
	East North Central Division—Con.					
78	Books, magazines, and other printed material	16	$11,156	$11,059	99.2	23.9
93	Leather and cut stock	11	15,172	11,400	75.1	24.9
96	Optical goods (except photographic)	44	5,206	5,206	100.0	11.3
	All other commodities	---	---	10,161	---	22.0
	West North Central Division					
	All establishments 56; Sales $8,161,000; Commodity coverage 100.0 percent					
	Total analyzed	56	8,161	8,161	---	100.0
33	Yarns	8	302	296	98.0	3.6
	Cotton yarns	4	302	217	71.9	---
	Other	---	---	79	---	---
39	Oils, essential	3	905	759	83.9	9.3
84	Planing-mill products	3	201	201	100.0	2.5
93	Leather and cut stock	3	2,479	2,479	100.0	30.4
96	Optical goods (except photographic)	34	2,754	2,754	100.0	33.7
	All other commodities	--	--	1,672	---	20.5
	South Atlantic Division					
	All establishments 51; Sales $26,622,000; Commodity coverage 99.2 percent					
	Total analyzed	50	26,404	26,404	---	100.0
33	Yarns	3	20,980	13,156	62.7	49.8
79	Books, magazines, and other printed material	7	1,761	1,761	100.0	6.7
96	Optical goods (except photographic)	31	2,139	2,139	100.0	8.1
	All other commodities	-	---	9,348	---	35.4
	East South Central Division					
	All establishments 20; Sales $1,209,000; Commodity coverage 100.0 percent					
	Total analyzed	20	1,209	1,209	---	100.0
96	Optical goods (except photographic)	16	996	996	100.0	82.4
	All other commodities	---	---	213	---	17.6
	West South Central Division					
	All establishments 43; Sales $4,426,000; Commodity coverage 92.3 percent					
	Total analyzed	42	4,087	4,087	---	100.0
78	Books, magazines, and other printed material	5	1,418	1,418	100.0	34.7
96	Optical goods (except photographic)	30	2,026	2,016	100.0	49.3
	All other commodities	---	---	653	---	15.9
	Mountain Division					
	All establishments 23; Sales $2,[illegible]; Commodity coverage 96.2 percent					
	Total analyzed	22	2,700	2,700	---	100.0
34	Other dry goods and textile products	4	1,523	1,302	86.1	48.2

Percent (column A): [illegible]

Percent (column B): [illegible]

1 Less than one-tenth of one percent.

MANUFACTURERS' SALES BRANCHES (WITH STOCKS)

TABLE 8.—COMMODITY SALES, BY KIND-OF-BUSINESS GROUPS

By Geographic Divisions and 5 Selected Cities—Continued

[Limited to establishments which report an analysis of their sales by commodities. Ratio of commodity coverage indicates sales size of sample]

Commodity No	KIND OF BUSINESS AREA AND COMMODITY	ESTABLISHMENTS REPORTING COMMODITY DATA: Number	ESTABLISHMENTS REPORTING COMMODITY DATA: Sales of such establishments (add 000)	REPORTED SALES OF STATED COMMODITY: Amount reported (add 000)	REPORTED SALES OF STATED COMMODITY: Percent column A (See note)	Percent column B (See note)
	ALL OTHER PRODUCTS TRADES—Con.					
	Mountain Division—Con.					
81	Paper and products (except stationery and wallpaper)	5	$1,343	$221	16.5	8.2
	Cardboard and paperboard	3	293	16	5.5	---
	Paper products such as bags, boxes, cups, dishes, etc.	3	1,249	205	16.4	---
84	Planing-mill products	3	293	175	59.7	6.5
96	Optical goods (except photographic)	13	626	626	100.0	23.2
98	Second-hand merchandise	3	293	31	10.6	1.1
	All other commodities	---	---	345	---	12.8

Commodity No	KIND OF BUSINESS AREA AND COMMODITY	ESTABLISHMENTS REPORTING COMMODITY DATA: Number	ESTABLISHMENTS REPORTING COMMODITY DATA: Sales of such establishments (add 000)	REPORTED SALES OF STATED COMMODITY: Amount reported (add 000)	REPORTED SALES OF STATED COMMODITY: Percent column A (See note)	Percent column B (See note)
	ALL OTHER PRODUCTS TRADES—Con.					
	Pacific Division					
	All establishments 79; Sales $11,325,000; Commodity coverage 92.5 percent					
	Total analyzed	76	$10,478	$10,478	---	100.0
33	Yarns	4	520	447	86.0	4.3
78	Books, magazines, and other printed material	10	2,373	2,366	99.7	22.6
84	Planing-mill products	3	168	168	100.0	1.6
96	Optical goods (except photographic)	30	3,075	3,069	99.8	29.3
	All other commodities	---	---	4,428	---	42.2

Percent column A.—Percent of *total* sales of establishments reporting that they sell such commodity.

Percent column B.—Percent which stated commodity bears to *total* sales of all establishments in this kind of business reporting their sales by commodities.

PETROLEUM BULK STATIONS AND TERMINALS

TABLE 8.—COMMODITY SALES, BY KIND-OF-BUSINESS GROUPS

By Geographic Divisions

[Limited to establishments which report an analysis of their sales by commodities. Rate of commodity coverage indicates sales size of sample]

Commodity No.	KIND OF BUSINESS AND COMMODITY	ESTABLISHMENTS REPORTING COMMODITY DATA: Number	ESTABLISHMENTS REPORTING COMMODITY DATA: Sales of such establishments (add 000)	REPORTED SALES OF STATED COMMODITY: Amount reported (add 000)	REPORTED SALES OF STATED COMMODITY: Percent column A (See note)	Percent column B (See note)
	PETROLEUM AND ITS PRODUCTS TRADE					
	All establishments 30,825 Sales $3,807,908,000 Commodity coverage 73.1 percent					
	Total analyzed	29,761	* $2,783,458	* $2,783,458	---	100.0
36	Automotive supplies	7,353	1,126,643	42,892	3.8	1.5
	New England	140	81,100	1,447	1.8	---
	Middle Atlantic	414	246,306	4,834	2.0	---
	East North Central	1,978	273,495	11,248	4.1	---
	West North Central	1,475	101,139	4,840	4.8	---
	South Atlantic	1,116	144,411	7,695	5.3	---
	East South Central	600	57,924	3,363	5.8	---
	West South Central	565	43,281	2,992	6.9	---
	Mountain	355	32,943	1,551	4.7	---
	Pacific	710	146,044	4,924	3.4	---
51	Plumbing, heating, and air conditioning	293	144,278	4,997	3.5	.2
	New England	36	21,730	759	3.5	---
	Middle Atlantic	82	69,984	2,090	3.0	---
	East North Central	33	5,706	215	3.8	---
	West North Central	25	4,278	113	2.6	---
	South Atlantic	93	35,557	1,639	4.6	---
	East South Central	9	5,141	55	1.1	---
	West South Central	2	190	7	3.7	---
	Mountain	3	410	50	12.2	---
	Pacific	10	1,282	69	5.4	---
76	Petroleum and its products	29,761	2,783,458	2,704,973	97.2	97.2
	New England	712	211,849	208,510	98.4	---
	Middle Atlantic	1,647	531,767	520,175	97.8	---
	East North Central	5,864	572,156	553,343	96.7	---
	West North Central	8,297	332,287	321,182	96.7	---
	South Atlantic	2,732	319,007	307,883	96.5	---
	East South Central	1,540	128,575	123,327	95.9	---
	West South Central	4,321	221,707	216,960	97.9	---
	Mountain	2,222	116,167	113,146	97.4	---
	Pacific	2,426	349,943	340,647	97.4	---
	Crude oil	138	20,344	2,631	12.9	.1
	Lubricants, automotive	24,254	2,389,463	202,336	8.5	7.2
	New England	558	173,092	8,695	5.0	---
	Middle Atlantic	1,348	446,397	25,691	5.8	---
	East North Central	5,162	510,530	52,802	10.3	---
	West North Central	6,560	290,396	29,680	10.2	---
	South Atlantic	2,107	259,726	20,239	7.8	---
	East South Central	1,088	95,336	8,642	9.1	---
	West South Central	3,599	191,980	21,537	11.2	---
	Mountain	1,769	105,962	10,284	9.7	---
	Pacific	2,063	316,044	24,766	7.8	---
	Lubricants, other than automotive	1,264	136,382	13,197	9.7	.5
	New England	11	6,373	[illegible]	4.2	---
	Middle Atlantic	[illegible]	10,286	919	8.9	---
	East North Central	140	21,543	869	4.0	---
	West North Central	194	18,479	1,602	8.7	---
	South Atlantic	309	31,706	2,403	7.6	---
	East South Central	323	28,438	2,994	10.5	---
	West South Central	163	11,795	3,814	32.3	---
	Mountain	52	4,502	207	4.6	---
	Pacific	26	3,260	120	3.7	---

Commodity No.	KIND OF BUSINESS AND COMMODITY	ESTABLISHMENTS REPORTING COMMODITY DATA: Number	ESTABLISHMENTS REPORTING COMMODITY DATA: Sales of such establishment (add 000)	REPORTED SALES OF STATED COMMODITY: Amount reported (add 000)	REPORTED SALES OF STATED COMMODITY: Percent column A (See note)	Percent column B (See note)
	PETROLEUM AND ITS PRODUCTS TRADE—Con.					
	Gasoline and naphthas	29,481	$2,748,055	$1,987,531	72.3	71.4
	New England	688	206,049	118,483	57.5	---
	Middle Atlantic	1,596	521,437	360,746	69.2	---
	East North Central	5,810	565,878	429,598	75.9	---
	West North Central	8,264	331,896	237,135	71.4	---
	South Atlantic	2,705	314,847	235,860	74.9	---
	East South Central	1,533	128,153	97,651	76.2	---
	West South Central	4,283	218,244	162,753	74.6	---
	Mountain	2,213	116,063	92,847	80.0	---
	Pacific	2,389	345,468	252,458	73.1	---
	Light fuel oils	15,798	1,870,462	224,595	12.0	8.1
	New England	524	184,240	33,475	18.2	---
	Middle Atlantic	976	418,371	69,309	16.6	---
	East North Central	3,611	374,685	36,419	9.7	---
	West North Central	5,458	237,061	33,038	13.9	---
	South Atlantic	1,162	187,963	17,705	9.4	---
	East South Central	774	74,524	3,790	5.1	---
	West South Central	868	69,427	5,563	8.0	---
	Mountain	988	67,278	4,875	7.2	---
	Pacific	1,437	256,915	20,425	8.0	---
	Other fuel oils	6,468	1,060,033	93,826	8.9	3.4
	New England	218	88,435	16,079	18.2	---
	Middle Atlantic	498	259,955	24,339	9.4	---
	East North Central	1,483	191,729	10,012	5.2	---
	West North Central	1,171	83,270	5,567	6.7	---
	South Atlantic	[illegible]	97,968	8,025	8.2	---
	East South Central	54	8,720	[illegible]	5.4	---
	West South Central	615	54,325	6,273	11.5	---
	Mountain	339	30,542	1,617	5.3	---
	Pacific	1,482	245,089	21,426	8.7	---
	Kerosene	16,829	2,116,220	108,371	5.1	3.9
	New England	[illegible]	188,964	25,946	13.7	---
	Middle Atlantic	1,300	462,182	23,237	5.0	---
	East North Central	3,153	379,184	12,271	3.2	---
	West North Central	3,338	191,205	8,544	4.5	---
	South Atlantic	2,413	293,843	16,708	5.7	---
	East South Central	1,348	120,520	6,760	5.6	---
	West South Central	3,216	184,611	11,205	6.1	---
	Mountain	538	52,817	1,254	2.4	---
	Pacific	930	242,914	2,446	1.0	---
	Other	8,468	1,435,980	71,445	5.0	2.6
	New England	[illegible]	135,433	5,469	4.0	---
	Middle Atlantic	785	350,682	15,898	4.5	---
	East North Central	1,368	236,519	10,539	4.5	---
	West North Central	944	85,187	5,493	6.4	---
	South Atlantic	1,191	177,286	6,141	3.5	---
	East South Central	522	58,582	2,578	4.4	---
	West South Central	1,250	98,141	5,496	5.6	---
	Mountain	525	46,328	2,025	4.4	---
	Pacific	1,499	247,822	17,806	7.2	---
	Not analyzed in detail	11	1,087	1,041	95.8	(1)
	All other commodities	---	---	24,028	---	.9
	Service receipts	1,123	370,577	6,568	1.8	.2
	New England	26	38,707	249	.6	---
	Middle Atlantic	106	119,954	1,064	.9	---
	East North Central	130	37,231	759	2.0	---
	West North Central	249	19,123	973	5.1	---
	South Atlantic	55	16,488	251	1.5	---
	East South Central	14	4,317	102	2.4	---
	West South Central	86	19,383	384	2.0	---
	Mountain	78	10,818	337	3.1	---
	Pacific	379	104,576	2,429	2.3	---

Percent column A.—Percent of total sales of establishments reporting that they sell such commodity.
Percent column B.—Percent which stated commodity bears to total sales of all establishments in this kind of business reporting their sales by commodities.
* Sales ex tax.
[1] Less than one-tenth of one percent.

ASSEMBLERS (MAINLY FARM PRODUCTS)

TABLE 8.—COMMODITY SALES, BY KIND-OF-BUSINESS GROUPS

By Geographic Divisions

[Limited to establishments which report an analysis of their sales by commodities. Ratio of commodity coverage indicates sales size of sample]

Commodity No	KIND OF BUSINESS AREA AND COMMODITY	ESTABLISHMENTS REPORTING COMMODITY DATA: Number	ESTABLISHMENTS REPORTING COMMODITY DATA: Sales of such establishments (add 000)	REPORTED SALES OF STATED COMMODITY: Amount reported (add 000)	REPORTED SALES OF STATED COMMODITY: Percent column A (See note)	Percent column B (See note)
	FARM PRODUCTS—RAW MATERIALS TRADES					
	New England Division					
	All establishments 100; Sales $22,740,000; Commodity coverage 100.0 percent					
	Total analyzed	100	$22,740	$22,740	---	100.0
18	Feed	[illegible]	225	19	8.4	.1
20	Hides, skins, and raw furs	10	164	136	82.9	.6
	Hides and skins	4	[illegible]	21	35.6	---
	Raw furs	[illegible]	137	114	83.2	---
	Not analyzed in detail	---	---	1	---	---
21	Livestock	79	2,793	2,394	85.7	10.5
	Cattle (including calves)	68	2,542	1,820	71.6	---
	Hogs	6	205	24	11.7	---
	Horses and mules	23	1,067	391	36.6	---
	Sheep and lambs	5	130	14	10.8	---
	Other	---	---	15	---	---
	Not analyzed in detail	7	154	130	97.0	---
24	Leaf tobacco	11	2,310	2,285	98.9	10.0
25	Wool, raw	4	18,043	17,728	98.3	78.0
55	Farm and garden machinery and equipt	[illegible]	279	50	17.9	.2
	All other commodities	---	---	128	---	.6
	Middle Atlantic Division					
	All establishments 272; Sales $20,317,000; Commodity coverage 97.5 percent					
	Total analyzed	260	19,816	19,816	---	100.0
06	Dairy and poultry products (except butter and cheese)	25	1,440	247	17.2	1.2
09	Fruits and vegetables, fresh	4	517	48	9.3	.2
12	Meats and meat products	6	275	[illegible]	17.5	.2
18	Feed	19	1,395	126	9.0	.6
19	Grain	39	4,613	2,582	56.0	13.0
	Corn	10	544	289	53.1	---
	Wheat	29	3,004	769	25.6	---
	Other (except rice)	7	664	131	19.2	---
	Not analyzed in detail	3	1,514	1,393	92.0	---
20	Hides, skins, and raw furs	37	773	379	49.0	1.9
	Hides and skins	20	452	185	40.9	---
	Raw furs	27	490	171	34.9	---
	Not analyzed in detail	---	--	23	---	---
21	Livestock	167	12,032	11,628	96.6	58.7
	Cattle (including calves)	154	6,517	4,424	67.9	---
	Hogs	45	8,110	2,386	29.4	---
	Horses and mules	42	6,844	2,789	40.8	---
	Sheep and lambs	25	7,476	1,487	19.9	---
	Other livestock	5	300	20	6.7	---
	Not analyzed in detail	7	546	522	95.6	---
22	Seeds	13	1,465	68	4.6	.3
24	Leaf tobacco	7	1,494	1,452	97.2	7.3
25	Wool, raw	18	644	226	35.1	1.1
26	Other farm products--raw materials	28	3,556	2,649	74.5	13.4
73	Coal and coke	9	2,335	112	4.8	.6
90	Fertilizer and fertilizer materials	13	1,246	66	5.3	.3
	All other commodities	---	--	123	---	.9
	Service receipts	4	901	62	6.9	.3
	East North Central Division					
	All establishments 3,095; Sales $452,799,000; Commodity coverage 96.3 percent					
	Total analyzed	2,995	435,896	435,896	---	100.0
06	Dairy and poultry products (except butter and cheese)	60	6,500	640	9.8	.1
09	Fruits and vegetables, fresh	16	1,898	283	14.9	.1
18	Feed	1,080	139,110	14,556	10.5	3.3
	Hay, straw, and alfalfa	100	14,069	865	6.1	---
	Mixed and other feeds	941	120,105	12,465	10.4	---
	Not analyzed in detail	100	14,375	1,226	8.5	---
	FARM PRODUCTS—RAW MATERIALS TRADES—Con.					
	East North Central Division—Con.					
19	Grain	2,091	$250,109	$196,962	78.8	45.2
	Corn	1,864	230,310	100,074	43.5	---
	Wheat	1,589	194,977	37,510	19.2	---
	Other (except rice)	1,621	210,135	50,834	24.2	---
	Not analyzed in detail	---	---	8,544	---	---
20	Hides, skins, and raw furs	123	8,211	5,291	64.4	1.2
	Hides and skins	51	4,084	1,031	25.2	---
	Raw furs	99	6,252	4,195	67.3	---
	Not analyzed in detail	---	---	65	---	---
21	Livestock	743	180,641	176,834	97.9	40.6
	Cattle (including calves)	660	151,483	64,294	42.4	---
	Hogs	517	147,878	70,867	47.9	---
	Horses and mules	101	11,523	2,479	21.5	---
	Sheep and lambs	308	133,908	14,694	11.0	---
	Other livestock	26	3,867	323	8.4	---
	Not analyzed in detail	---	---	24,177	---	---
22	Seeds	817	89,606	3,974	4.4	.9
24	Leaf tobacco	16	2,182	1,898	87.0	.4
25	Wool, raw	175	40,024	5,816	19.1	.9
26	Other farm products--raw materials	244	29,258	9,489	32.5	2.2
36	Automotive supplies	3	604	[illegible]	1.5	---
50	Hardware	22	4,398	285	6.5	.1
55	Farm and garden machinery and equipment	170	26,170	1,547	5.9	.4
66	Iron and steel--wire and wire products	40	7,252	248	3.4	.1
72	Cement, lime, plaster, and stucco	158	26,943	507	1.9	.1
73	Coal and coke	1,181	152,206	9,355	6.2	2.1
76	Petroleum and its products	93	15,984	978	6.1	.2
80	Lumber--rough, dressed, and finished	73	●13,104	1,265	9.7	.3
90	Fertilizer and fertilizer materials	495	66,355	2,193	3.2	.5
	All other commodities	---	---	5,010	---	1.1
	Service receipts	285	40,764	746	1.8	.2
	West North Central Division					
	All establishments 6,816; Sales $566,839,000; Commodity coverage 98.8 percent					
	Total analyzed	6,656	560,167	560,167	---	100.0
06	Dairy and poultry products (except butter and cheese)	133	11,222	1,661	14.8	.3
	Eggs	85	7,991	680	8.5	---
	Milk and cream, fluid	67	5,643	280	5.0	---
	Poultry	102	8,787	598	6.8	---
	Not analyzed in detail	[illegible]	712	105	14.7	---
08	Flour	140	16,985	380	2.2	.1
18	Feed	1,707	165,463	15,653	9.5	2.8
	Hay, straw, and alfalfa	97	9,771	621	6.4	---
	Mixed and other feeds	1,483	145,556	12,729	8.7	---
	Not analyzed in detail	177	15,652	2,301	14.7	---
19	Grain	5,371	351,307	288,490	82.1	51.5
	Corn	3,872	242,468	65,829	27.1	---
	Wheat	4,366	276,472	147,998	53.5	---
	Other (except rice)	3,524	259,857	68,353	26.3	---
	Not analyzed in detail	111	7,407	6,312	85.2	---
20	Hides, skins, and raw furs	120	6,246	2,386	38.2	.4
	Hides and skins	87	5,179	1,372	26.5	---
	Raw furs	89	5,070	966	19.1	---
	Not analyzed in detail	5	313	[illegible]	14.7	---
21	Livestock	1,252	219,582	209,735	95.5	37.4
	Cattle (including calves)	1,001	176,928	81,426	46.0	---
	Hogs	1,023	202,910	106,558	52.5	---
	Horses and mules	121	11,007	1,309	11.9	---
	Sheep and lambs	513	135,711	11,759	8.7	---
	Other livestock	22	2,638	719	27.3	---
	Not analyzed in detail	38	8,510	7,962	93.6	---
22	Seeds	803	91,064	4,543	5.0	.8
25	Wool, raw	160	14,922	7,639	51.2	1.4
26	Other farm products--raw materials	63	6,278	1,287	20.5	.2
39	Oils, vegetable	50	6,867	334	4.9	.1
55	Farm and garden machinery and equipment	246	26,918	1,754	6.4	.3
	Dairy equipment and supplies	7	775	48	6.2	---
	Farm machinery and equipment	218	23,217	1,456	6.3	---
	Garden equipment and supplies	9	1,127	60	5.3	---
	Not analyzed in detail	21	2,829	170	6.0	---
73	Coal and coke	2,673	200,249	13,006	6.5	2.3

Percent column A — Percent of *total* sales of establishments reporting that they sell such commodity.
Percent column B — Percent which stated commodity bears to *total* sales of all establishments in this kind of business reporting their sales by commodities.

ASSEMBLERS (MAINLY FARM PRODUCTS)

TABLE 8.—COMMODITY SALES, BY KIND-OF-BUSINESS GROUPS

By Geographic Divisions—Continued

[Limited to establishments which report an analysis of their sales by commodities. Ratio of commodity coverage indicates sales size of sample]

Commodity No.	KIND OF BUSINESS AREA AND COMMODITY	ESTABLISHMENTS REPORTING COMMODITY DATA: Number	ESTABLISHMENTS REPORTING COMMODITY DATA: Sales of such establishments (add 000)	REPORTED SALES OF STATED COMMODITY: Amount reported (add 000)	REPORTED SALES OF STATED COMMODITY: Percent (column A) (See note)	Percent (column B) (See note)
	FARM PRODUCTS—RAW MATERIALS TRADES—Con.					
	West North Central Division—Con.					
76	Petroleum and its products	277	$29,381	$3,565	12.1	.6
80	Lumber--rough, dressed, and finished	60	6,205	978	15.8	.2
90	Fertilizer and fertilizer materials	109	16,189	318	2.0	.1
	All other commodities	---	---	7,234	---	1.3
	Service receipts	399	43,154	1,228	2.8	.2
	South Atlantic Division					
	All establishments 1,066; Sales $208,363,000; Commodity coverage 95.9 percent					
	Total analyzed	965	199,750	199,750	---	100.0
06	Dairy and poultry products (except butter and cheese)	18	1,305	152	11.6	.1
09	Fruits and vegetables, fresh	22	2,230	[illegible]	13.4	.1
17	Cotton, raw	426	60,354	56,051	92.9	28.1
18	Feed	30	5,271	557	10.6	.3
	Hay, straw, and alfalfa	11	3,372	113	3.4	---
	Mixed and other feeds	19	2,471	415	16.8	---
	Not analyzed in detail	3	147	29	19.7	---
19	Grain	88	6,808	2,292	33.7	1.1
	Corn	75	5,470	846	15.5	---
	Wheat	38	2,251	1,022	45.4	---
	Other (except rice)	25	3,301	401	12.1	---
	Not analyzed in detail	3	98	23	23.5	---
20	Hides, skins, and raw furs	25	1,258	1,030	81.9	.5
	Hides and skins	13	957	351	34.6	---
	Raw furs	18	878	552	62.9	---
	Not analyzed in detail	---	---	147	---	---
21	Livestock	246	11,799	11,219	95.1	5.6
	Cattle (including calves)	162	7,991	4,377	54.8	---
	Hogs	138	8,509	4,029	47.5	---
	Horses and mules	50	4,114	1,257	30.6	---
	Sheep and lambs	61	3,639	826	22.7	---
	Other livestock	4	330	30	9.1	---
	Not analyzed in detail	14	943	700	74.2	---
22	Seeds	31	4,706	257	5.5	.1
24	Leaf tobacco	142	110,223	109,819	99.6	55.0
25	Wool, raw	18	755	351	44.0	.2
26	Other farm products--raw materials	135	18,997	15,342	80.8	7.7
39	Oils, vegetable	24	2,074	172	8.3	.1
90	Fertilizer and fertilizer materials	104	13,809	1,774	12.8	.9
	All other commodities	---	---	455	---	.2
	East South Central Division					
	All establishments 756; Sales $133,784,000; Commodity coverage 91.7 percent					
	Total analyzed	704	122,676	122,676	---	100.0
17	Cotton, raw	313	77,630	75,772	97.6	61.8
18	Feed	18	1,373	63	4.6	.1
19	Grain	36	6,071	5,305	87.4	4.3
	Corn	33	5,813	2,499	43.0	---
	Wheat	16	4,877	1,713	35.1	---
	Other (except rice)	9	4,334	1,095	25.2	---
20	Hides, skins, and raw furs	13	369	187	50.7	.2
	Hides and skins	[illegible]	246	77	31.3	---
	Raw furs	7	173	105	60.7	---
	Not analyzed in detail	---	---	[illegible]	---	---
21	Livestock	253	22,878	20,990	91.7	17.1
	Cattle (including calves)	162	16,484	7,705	46.7	---
	Hogs	140	15,128	6,388	42.2	---
	Horses and mules	77	9,049	1,860	20.6	---
	Sheep and lambs	34	10,238	1,493	14.6	---
	Other livestock	5	1,362	165	12.1	---
	Not analyzed in detail	19	3,379	3,379	100.0	---
22	Seeds	11	1,631	88	5.4	.1
24	Leaf tobacco	79	16,746	16,726	99.9	13.6
25	Wool, raw	28	1,055	689	66.6	.6
26	Other farm products--raw materials	22	1,776	1,290	72.6	1.1
39	Oils (cottonseed, linseed, etc.)	14	1,135	120	10.6	.1
90	Fertilizer and fertilizer materials	21	3,376	636	18.8	.5
	All other commodities	---	---	810	---	.5

Commodity No.	KIND OF BUSINESS AREA AND COMMODITY	ESTABLISHMENTS REPORTING COMMODITY DATA: Number	ESTABLISHMENTS REPORTING COMMODITY DATA: Sales of such establishment (add 000)	REPORTED SALES OF STATED COMMODITY: Amount reported (add 000)	REPORTED SALES OF STATED COMMODITY: Percent (column A) (See note)	Percent (column B) (See note)
	FARM PRODUCTS—RAW MATERIALS TRADES—Con.					
	West South Central Division					
	All establishments 2,074; Sales $266,812,000; Commodity coverage 94.8 percent					
	Total analyzed	1,967	$252,881	$252,881	---	100.0
06	Dairy and poultry products (except butter and cheese)	41	5,981	599	10.0	.2
17	Cotton, raw	585	135,801	132,608	97.6	52.4
18	Feed	260	28,477	3,439	12.1	1.4
19	Grain	813	64,354	50,332	78.2	19.9
	Corn	234	20,204	3,184	15.8	---
	Wheat	675	48,859	34,771	71.2	---
	Other (except rice)	269	27,509	5,369	19.5	---
	Not analyzed in detail	15	7,285	7,008	96.2	---
20	Hides, skins, and raw furs	54	5,512	1,757	31.9	.7
	Hides and skins	29	3,390	1,122	33.1	---
	Raw furs	31	2,770	635	22.9	---
21	Livestock	509	36,812	34,069	92.6	13.5
	Cattle (including calves)	423	31,520	22,840	72.5	---
	Hogs	175	19,641	3,088	16.6	---
	Horses and mules	121	5,969	3,273	54.8	---
	Sheep and lambs	133	19,692	4,170	21.2	---
	Other livestock	30	2,782	441	15.9	---
	Not analyzed in detail	12	287	277	96.5	---
22	Seeds	58	7,374	491	6.7	.2
25	Wool, raw	63	16,052	9,320	58.1	3.7
26	Other farm products--raw materials	107	25,990	17,895	68.9	7.1
39	Oils, vegetable	28	2,985	435	14.6	.2
55	Farm and garden machinery and equipment	17	2,766	256	9.3	.1
73	Coal and coke	116	13,159	250	1.9	.1
76	Petroleum and its products	31	3,682	374	10.2	.1
	All other commodities	---	---	817	---	.3
	Service receipts	38	7,800	199	2.6	.1
	Mountain Division					
	All establishments 1,042; Sales $82,269,000; Commodity coverage 96.2 percent					
	Total analyzed	985	79,118	79,118	---	100.0
06	Dairy and poultry products (except butter and cheese)	6	613	55	9.[illegible]	.1
08	Flour	37	2,759	294	10.7	.4
09	Fruits and vegetables, fresh	12	872	164	18.8	.2
12	Meats and meat products	5	303	58	19.1	.1
16	Other food and related products	41	2,447	59	2.4	.1
17	Cotton, raw	3	697	697	100.0	.9
18	Feed	199	18,890	1,966	10.4	2.5
	Hay, straw, and alfalfa	25	[illegible]	216	6.4	---
	Mixed and other feeds	142	[illegible]	1,657	9.8	---
	Not analyzed in detail	10	1,[illegible]	93	9.1	---
19	Grain	726	48,501	39,863	82.2	50.4
	Corn	131	13,167	2,734	20.8	---
	Wheat	702	45,607	32,013	70.2	---
	Other (except rice)	280	26,337	4,861	18.5	---
	Not analyzed in detail	5	347	255	46.6	---
20	Hides, skins, and raw furs	51	2,214	1,125	50.8	1.4
	Hides and skins	45	2,072	779	37.5	---
	Raw furs	32	1,315	328	24.9	---
	Not analyzed in detail	---	---	19	---	---
21	Livestock	137	21,357	19,691	92.2	24.9
	Cattle (including calves)	93	15,523	8,838	56.9	---
	Hogs	60	16,289	5,751	35.2	---
	Horses and mules	10	816	42	5.1	---
	Sheep and lambs	50	15,272	5,061	33.1	---
	Not analyzed in detail	3	19	19	100.0	---
22	Seeds	54	5,592	356	6.4	.4
25	Wool, raw	66	6,571	3,884	59.1	4.9
26	Other farm products--raw materials	94	10,511	7,607	72.4	9.6
55	Farm and garden machinery and equipment	19	2,891	224	7.7	.3
73	Coal and coke	145	11,975	740	6.2	.9
76	Petroleum and its products	42	4,185	643	15.4	.8
80	Lumber--rough, dressed, and finished	3	550	53	9.6	.1
	All other commodities	---	---	1,290	---	1.6
	Service receipts	127	10,486	349	3.3	.4

Percent column A—Percent of *total* sales of establishments reporting that they sell such commodity.

Percent column B—Percent which stated commodity bears to *total* sales of all establishments in this kind of business reporting sales of stated commodity.

ASSEMBLERS (MAINLY FARM PRODUCTS)

TABLE 8.—COMMODITY SALES, BY KIND-OF-BUSINESS GROUPS

By Geographic Division—Continued

[Limited to establishments which furnished analyses of their sales by commodities. Ratio of commodity coverage indicates sales size of sample]

Commodity No.	KIND OF BUSINESS AREA AND COMMODITY	ESTABLISHMENTS REPORTING COMMODITY DATA: Number	ESTABLISHMENTS REPORTING COMMODITY DATA: Sales of such establishments (add 000)	REPORTED SALES OF STATED COMMODITY: Amount reported (add 000)	REPORTED SALES OF STATED COMMODITY: Percent column A (See note)	Percent column B (See note)
	FARM PRODUCTS—RAW MATERIALS TRADES—Con.					
	Pacific Division					
	All establishments 418					
	Sales $62,334,000					
	Commodity coverage 97.5 percent					
	Total analyzed	404	$54,2[illegible]	$54,028	--	100.0
06	Flour	3	719	1[illegible]	14.0	.2
08	Fruits and vegetables, fresh	4	451	55	12.2	.1
14	Feed	60	12,72[illegible]	1,586	12.5	2.9
	Hay, straw, and alfalfa	19	4,925	786	16.0	---
	Mixed and other feeds	43	9,656	666	6.9	--
	Not analyzed in detail	4	772	134	17.3	--
19	Grain	275	33,[illegible]	28,840	85.5	53.4
	Corn	14	2,827	[illegible]	10.8	--
	Wheat	2[illegible]	[illegible],443	[illegible],206	81.5	---
	Other (except rice)	76	14,507	3,943	27.2	--
	Not analyzed in detail	8	1,568	1,386	88.4	--
20	Hides, skins, and raw furs	12	967	324	33.5	.6
	Hides and skins	5	591	2[illegible]	37.3	---
	Raw furs	5	357	42	7.5	--
	Not analyzed in detail	--	-	20	---	--
21	Livestock	104	12,737	12,373	97.1	22.9
	Cattle (including calves)	92	10,111	6,912	68.4	---
	Hogs	37	7,006	2,431	34.7	---
	Horses and mules	7	138	40	29.0	--
	Sheep and lambs	12	5,190	608	11.7	---
	Not analyzed in detail	8	2,[illegible]	2,382	100.0	---
22	Seeds	9	2,016	32	1.6	.1
25	Wool, raw	11	1,585	1,414	89.2	2.6
26	Other farm products—raw materials	16	8,342	6,490	77.8	12.0
55	Farm and garden machinery and equipt	11	2,713	192	7.1	.4
76	Petroleum and its products	7	2,745	130	4.7	.2
	All other commodities	--	---	1,659	---	3.1
	Service receipts	93	9,574	832	8.9	1.5
	FARM PRODUCTS—CONSUMER GOODS TRADES					
	New England Division					
	All establishments 291					
	Sales $54,916,000					
	Commodity coverage 97.5 percent					
	Total analyzed	284	53,543	53,543	---	100.0
02	Butter and cheese	20	12,993	3,822	29.4	7.1
03	Canned foods (milk)	4	4,717	245	5.2	.5
06	Dairy and poultry products (except butter and cheese)	123	36,015	31,565	87.6	59.0
	Eggs	35	13,382	4,711	35.2	---
	Milk and cream, fluid	71	25,259	22,984	91.0	---
	Poultry	39	9,627	3,428	35.6	---
	Other	13	6,623	442	6.7	---
09	Fruits and vegetables, fresh	159	17,420	17,301	99.3	32.3
	Fresh fruits	16	7,347	7,284	99.1	---
	Fresh vegetables	147	9,449	9,318	98.6	---
	Not analyzed in detail	--	---	699	---	--
19	Grain	4	818	100	12.2	.2
90	Fertilizer and fertilizer materials	6	1,105	54	4.9	.1
	All other commodities	--	---	393	---	.7
	Service receipts	17	2,419	63	2.6	.1
	Middle Atlantic Division					
	All establishments 535					
	Sales $165,673,000					
	Commodity coverage 92.7 percent					
	Total analyzed	508	153,619	153,619	---	100.0
02	Butter and cheese	37	15,975	11,597	68.3	7.5
03	Canned foods (milk)	9	11,087	657	5.9	.4
	FARM PRODUCTS—CONSUMER GOODS TRADES—Con.					
	Middle Atlantic Division—Con.					
06	Dairy and poultry products (except butter and cheese)	324	$115,532	$102,071	88.3	66.4
	Eggs	122	32,736	16,094	49.2	---
	Milk and cream, fluid	165	86,749	80,480	92.8	---
	Poultry	94	24,039	4,376	18.2	---
	Other	12	2,484	628	25.3	---
	Not analyzed in detail	---	---	493	--	---
09	Fruits and vegetables, fresh	180	39,[illegible]59	34,191	87.5	22.3
	Fresh fruits	80	27,288	22,931	84.0	---
	Fresh vegetables	133	13,826	8,594	62.2	---
	Not analyzed in detail	8	3,383	2,666	78.8	---
16	Other food and related products	4	1,188	665	56.0	.4
18	Feed	18	4,799	464	9.7	.3
19	Grain	22	3,863	565	14.6	.4
21	Livestock	11	2,372	293	12.4	.2
22	Seeds	24	5,985	199	3.3	.1
55	Farm and garden machinery and equipment	13	5,174	132	2.6	.1
90	Fertilizer and fertilizer materials	41	7,609	544	7.1	.4
	All other commodities	---	---	2,156	---	1.4
	Service receipts	6	10,314	85	.8	.1
	East North Central Division					
	All establishments 2,308					
	Sales $136,667,000					
	Commodity coverage 93.9 percent					
	Total analyzed	2,204	128,293	128,293	---	100.0
02	Butter and cheese	108	20,892	12,374	59.2	9.6
03	Canned foods	4	4,128	396	9.6	.3
06	Dairy and poultry products (except butter and cheese)	1,894	90,301	78,015	86.4	60.8
	Eggs	1,022	48,327	20,405	42.2	---
	Milk and cream, fluid	1,045	48,447	35,284	72.8	---
	Poultry	1,131	46,281	19,713	42.6	---
	Other	46	9,179	1,113	12.1	---
	Not analyzed in detail	41	1,645	1,500	91.2	---
09	Fruits and vegetables, fresh	293	32,613	29,817	91.4	23.2
	Fresh fruits	119	21,831	18,292	83.8	---
	Fresh vegetables	217	13,763	10,396	75.5	---
	Not analyzed in detail	14	1,586	1,129	71.2	---
11	Groceries (miscellaneous)	32	2,713	507	18.7	.4
14	Sugar	4	460	111	24.1	.1
16	Other food and related products	14	1,852	110	5.9	.1
18	Feed	205	13,621	1,581	11.6	1.2
19	Grain	34	3,686	619	16.8	.5
	Corn	20	2,469	60	2.4	---
	Wheat	22	2,698	278	10.3	---
	Other (except rice)	24	2,921	253	8.7	---
	Not analyzed in detail	3	126	28	22.2	---
20	Hides, skins, and raw furs	47	4,336	164	3.8	.1
21	Livestock	20	854	419	49.1	.3
	Cattle (including calves)	19	835	226	27.1	---
	Hogs	8	453	148	30.6	---
	Other	---	---	45	---	---
22	Seeds	37	5,056	311	6.2	.2
25	Wool, raw	56	5,315	268	5.0	.2
55	Farm and garden machinery and equipment	29	6,053	241	4.0	.2
73	Coal and coke	36	4,039	293	7.3	.2
90	Fertilizer and fertilizer materials	37	5,571	269	4.8	.2
	All other commodities	---	---	2,619	---	2.3
	Service receipts	35	5,989	179	3.0	.1
	West North Central Division					
	All establishments 4,497					
	Sales $186,161,000					
	Commodity coverage 98.8 percent					
	Total analyzed	4,445	183,550	183,550	---	100.0
02	Butter and cheese	125	44,154	21,146	47.9	11.5
03	Canned foods	4	19,264	1,686	8.8	.9

Percent column A: [illegible] commodity.
Percent column B: [illegible] establishments [illegible] commodities.

ASSEMBLERS (MAINLY FARM PRODUCTS)

TABLE 8.—COMMODITY SALES, BY KIND-OF-BUSINESS GROUPS

By Geographic Division—Continued

[Limited to establishments where [illegible] Ratios of commodity [illegible] to sales of [illegible]]

Commodity No.	KIND OF BUSINESS AREA AND COMMODITY	ESTABLISHMENTS REPORTING COMMODITY DATA: Number	ESTABLISHMENTS REPORTING COMMODITY DATA: Sales of stated commodity (add 000)	REPORTED SALES OF STATED COMMODITY: Amount (add 000)	REPORTED SALES OF STATED COMMODITY: Percent of line A (See note)	Percent of line B (See note)
	FARM PRODUCTS—CONSUMER GOODS TRADES—Con.					
	West North Central Division—Con.					
06	Dairy and poultry products (except butter and cheese)	4,184	$100,993	$122,430	79.9	66.4
	Eggs	2,371	118,996	46,382	39.0	---
	Milk and cream, fluid	2,831	98,423	38,915	40.8	---
	Poultry	2,676	116,422	37,446	32.2	---
	Other	136	22,445	1,457	6.5	---
	Not analyzed in detail	146	1,590	1,287	80.9	---
08	Flour	30	12,482	119	.9	.1
09	Fruits and vegetables, fresh	276	23,490	19,075	81.2	10.4
	Fresh fruits	71	10,468	8,146	77.8	---
	Fresh vegetables	216	14,667	10,485	71.5	---
	Not analyzed in detail	19	935	444	47.5	---
11	Groceries (miscellaneous)	146	10,061	1,151	11.4	.6
14	Sugar	9	3,269	282	8.8	.2
16	Other food and related products	29	4,284	300	7.0	.2
18	Feed	851	57,733	5,716	9.9	3.1
	Hay, straw, and alfalfa	24	1,441	79	5.5	---
	Mixed and other feeds	820	56,434	5,538	9.8	---
	Not analyzed in detail	22	1,054	99	9.6	---
19	Grain	82	17,154	708	4.1	.4
	Corn	64	16,260	409	2.5	---
	Wheat	31	14,449	244	1.7	---
	Other (except rice)	13	930	55	5.9	---
20	Hides, skins, and raw furs	163	15,684	569	3.6	.3
	Hides and skins	107	12,118	324	2.7	---
	Raw furs	52	3,401	174	5.1	---
	Not analyzed in detail	32	2,626	71	2.7	---
21	Livestock	18	1,693	339	20.0	.2
	Cattle (including calves)	[illegible]	931	131	14.1	---
	Hogs	9	1,105	176	16.1	---
	Other	---	---	30	---	---
22	Seeds	113	18,917	661	3.5	.4
25	Wool, raw	202	15,621	996	6.4	.5
26	Other farm products--raw materials	15	9,966	169	1.7	.1
55	Farm and garden machinery and equipt.	45	24,337	2,021	8.3	1.1
	Dairy equipment and supplies	10	19,989	1,808	9.0	---
	Farm machinery and equipment	32	4,193	199	4.7	---
	Other	---	---	14	---	---
90	Fertilizer and fertilizer materials	36	4,555	147	3.2	.1
	All other commodities	---	---	2,232	---	1.1
	Service receipts	48	10,581	737	7.0	.4
	South Atlantic Division					
	All establishments 757; Sales $121,539,000; Commodity coverage 92.1 percent					
	Total analyzed	705	111,788	111,788	---	100.0
02	Butter and cheese	7	821	73	8.9	.1
06	Dairy and poultry products (except butter and cheese)	215	26,164	25,527	97.6	22.8
	Eggs	188	4,911	1,895	38.6	---
	Milk and cream, fluid	55	15,921	15,670	98.4	---
	Poultry	136	9,603	7,788	81.1	---
	Other	11	592	164	27.7	---
	Not analyzed in detail	3	14	10	71.4	---
09	Fruits and vegetables, fresh	496	88,081	82,518	93.7	73.9
	Fresh fruits	338	64,967	58,935	90.7	---
	Fresh vegetables	226	29,487	20,155	68.4	---
	Not analyzed in detail	15	3,656	3,468	94.8	---
11	Groceries (except as listed)	11	865	66	7.6	.1
	Nuts (all kinds)	[illegible]	621	43	6.9	---
	Other	---	---	23	---	---
18	Feed	22	2,823	266	9.4	.2
22	Seeds	22	4,515	256	5.7	.2
55	Farm and garden machinery and equipt.	6	3,435	221	6.4	.2
	Farm machinery and equipment	3	2,489	184	7.4	---
	Not analyzed in detail	---	---	37	---	---
84	Planing-mill products	3	1,256	195	15.5	.2
90	Fertilizer and fertilizer materials	27	6,828	607	8.9	.5
	All other commodities	---	---	1,613	---	1.4
	Service receipts	7	4,636	404	10.0	.4
	FARM PRODUCTS—CONSUMER GOODS TRADES—Con.					
	East South Central Division					
	All establishments 561; Sales $24,[illegible]; Commodity coverage 96.[illegible] percent					
	Total analyzed	556	$24,048	$24,048	---	100.0
02	Butter and cheese	4	1,300	32	2.5	.1
06	Dairy and poultry products (except butter and cheese)	435	18,955	13,998	87.7	58.2
	Eggs	190	10,770	3,641	33.8	---
	Milk and cream, fluid	222	4,835	3,904	80.7	---
	Poultry	222	11,702	6,599	51.1	---
	Other	4	408	112	28.1	---
	Not analyzed in detail	11	322	254	100.0	---
09	Fruits and vegetables, fresh	162	8,837	7,914	89.6	32.9
	Fresh fruits	78	5,161	3,807	73.9	---
	Fresh vegetables	87	5,868	3,860	65.8	---
	Not analyzed in detail	4	306	248	81.0	---
11	Groceries (miscellaneous)	24	3,033	248	8.2	1.0
12	Meats and meat products	13	1,456	40	2.7	.2
16	Feed	40	3,463	348	10.0	1.4
	Hay, straw, and alfalfa	5	157	19	12.1	---
	Mixed and other feeds	34	2,906	264	9.1	---
	Not analyzed in detail	4	517	63	12.2	---
19	Grain	12	1,410	60	4.3	.2
20	Hides, skins, and raw furs	39	4,885	289	5.9	.8
	Hides and skins	28	3,842	109	3.0	---
	Raw furs	24	2,814	70	2.5	---
	Not analyzed in detail	4	198	16	6.3	---
21	Livestock	4	412	21	5.1	.1
22	Seeds	10	1,182	150	12.7	.6
25	Wool, raw	28	2,917	177	6.1	.7
55	Farm and garden machinery and equipment	8	936	55	5.9	.2
90	Fertilizer and fertilizer materials	18	1,811	231	12.8	1.0
	All other commodities	---	---	586	---	2.6
	West South Central Division					
	All establishments 1,614; Sales $58,899,000; Commodity coverage 96.6 percent					
	Total analyzed	1,586	56,888	56,888	---	100.0
02	Butter and cheese	11	668	251	37.6	.4
06	Dairy and poultry products (except butter and cheese)	1,279	29,668	26,321	88.7	46.3
	Eggs	616	20,423	6,813	33.4	---
	Milk and cream, fluid	989	21,727	11,227	51.7	---
	Poultry	756	21,280	7,744	36.4	---
	Other	30	1,127	161	14.3	---
	Not analyzed in detail	45	434	376	86.6	---
09	Fruits and vegetables, fresh	516	28,060	26,988	96.2	47.4
	Fresh fruits	166	16,275	13,290	81.7	---
	Fresh vegetables	211	18,253	13,559	75.6	---
	Not analyzed in detail	8	2,259	2,139	95.5	---
11	Groceries (except as listed)	98	5,449	910	16.7	1.6
	Nuts (all kinds)	79	4,780	799	16.7	---
	Other	---	---	87	---	---
	Not analyzed in detail	---	---	24	---	---
18	Feed	146	6,058	784	12.9	1.4
19	Grain	16	821	82	10.1	.1
20	Hides, skins, and raw furs	96	6,203	301	4.9	.5
22	Seeds	25	2,053	108	5.3	.2
25	Wool, raw	16	1,836	186	10.1	.3
26	Other farm products--raw materials	4	221	175	79.8	.3
90	Fertilizer and fertilizer materials	28	2,676	351	13.1	.6
	All other commodities	---	---	375	---	.8
	Service receipts	[illegible]	941	56	6.0	.1
	Mountain Division					
	All establishments 548; Sales $44,[illegible]; Commodity coverage [illegible] percent					
	Total analyzed	539	44,231	44,231	---	[illegible]

Percent [illegible] A: Percent [illegible]

Percent [illegible] B: Percent [illegible]

ASSEMBLERS (MAINLY FARM PRODUCTS)

TABLE 8.—COMMODITY SALES, BY KIND-OF-BUSINESS GROUPS

By Geographic Divisions—Continued

[Limited to establishments which report an analysis of their sales by commodities. Ratio of commodity coverage indicates sales size of sample]

Commodity No.	KIND OF BUSINESS AREA AND COMMODITY	ESTABLISHMENTS REPORTING COMMODITY DATA: Number	ESTABLISHMENTS REPORTING COMMODITY DATA: Sales of such establishments (add 000)	REPORTED SALES OF STATED COMMODITY: Amount reported (add 000)	REPORTED SALES OF STATED COMMODITY: Percent column A (See note)	Percent column B (See note)
	FARM PRODUCTS—CONSUMER GOODS TRADES—Con.					
	Mountain Division—Con.					
02	Butter and cheese	13	$1,468	$790	53.8	1.8
06	Dairy and poultry products (except butter and cheese)	296	15,189	12,634	83.2	28.6
	Eggs	88	8,006	4,581	57.2	---
	Milk and cream, fluid	179	3,138	2,048	65.3	---
	Poultry	94	6,622	4,893	73.9	---
	Other	16	1,195	363	30.4	---
	Not analyzed in detail	10	749	749	100.0	---
09	Fruits and vegetables, fresh	249	29,064	28,008	96.4	63.3
	Fresh fruits	95	10,470	6,523	62.3	---
	Fresh vegetables	189	22,591	20,238	89.6	---
	Not analyzed in detail	11	1,245	1,245	100.0	---
16	Feed	41	6,759	1,836	27.1	4.1
	Hay, straw, and alfalfa	6	1,564	128	8.2	---
	Mixed and other feeds	34	5,439	1,672	30.7	---
	Not analyzed in detail	---	---	35	---	---
19	Grain	14	2,122	117	5.5	.3
	Wheat	9	1,476	55	3.7	---
	Other	---	---	62	---	---
22	Seeds	11	1,645	150	9.1	.3
26	Other farm products--raw materials	5	499	25	5.0	.1
55	Farm and garden machinery and equipt.	[illegible]	427	91	21.3	.2
73	Coal and coke	5	506	43	8.5	.1
	All other commodities	---	---	540	---	1.2
	Pacific Division					
	All establishments 1,001; Sales $355,078,000; Commodity coverage 89.5 percent					
	Total analyzed	955	317,664	317,664	---	100.0
02	Butter and cheese	29	7,424	4,101	55.2	1.3
06	Dairy and poultry products (except butter and cheese)	166	40,839	36,298	88.9	11.4
	Eggs	77	16,852	12,165	72.2	---
	Milk and cream, fluid	63	19,263	17,153	89.0	---
	Poultry	68	13,292	5,185	39.0	---
	Other	20	5,464	1,762	32.2	---
	Not analyzed in detail	---	---	33	---	---
09	Fruits and vegetables, fresh	786	275,576	264,961	96.1	83.4
	Fresh fruits	614	243,614	227,653	93.4	---
	Fresh vegetables	212	40,423	33,949	84.0	---
	Not analyzed in detail	17	3,517	3,379	96.1	---
18	Feed	46	8,849	1,966	22.2	.6
55	Farm and garden machinery and equipt.	32	6,522	486	7.5	.2
	All other commodities	---	---	8,409	---	2.6
	Service receipts	43	12,547	1,443	11.5	.5
	FARM SUPPLIES TRADES					
	Middle Atlantic Division					
	All establishments 13; Sales $1,522,000; Commodity coverage 100.0 percent					
	Total analyzed	13	1,522	1,522	---	100.0
18	Feed	12	1,015	805	79.3	52.9
	Hay, straw, and alfalfa	9	736	542	73.6	---
	Mixed and other feeds	5	557	263	47.2	---
19	Grain	3	398	166	41.7	10.9
	All other commodities	---	---	547	---	35.9
	Service receipts	---	---	4	---	.3
	East North Central Division					
	All establishments 140; Sales $10,147,000; Commodity coverage 97.7 percent					
	Total analyzed	137	9,918	9,918	---	100.0
	FARM SUPPLIES TRADES—Con.					
	East North Central Division—Con.					
06	Dairy and poultry products (except butter and cheese)	13	$623	$125	20.1	1.3
	Eggs	10	551	60	10.9	---
	Milk and cream, fluid	7	371	32	8.6	---
	Poultry	[illegible]	286	22	7.7	---
	Other	---	---	11	---	---
08	Flour	3	329	15	4.6	.2
09	Fruits and vegetables, fresh	3	121	51	42.1	.5
16	Feed	116	8,564	3,977	46.4	40.1
	Hay, straw, and alfalfa	60	2,169	1,194	55.0	---
	Mixed and other feeds	58	[illegible]	1,645	58.8	---
	Not analyzed in detail	9	[illegible]	1,138	33.9	---
19	Grain	45	4,120	1,005	[illegible]	14.1
	Corn	31	2,761	527	[illegible]	---
	Wheat	31	3,164	373	[illegible]	---
	Other (except rice)	23	3,014	292	[illegible]	---
	Not analyzed in detail	---	---	11	[illegible]	---
21	Livestock	3	213	22	[illegible]	.2
22	Seeds	50	6,964	2,014	28.9	[illegible]
25	Wool, raw	7	664	27	4.1	[illegible]
26	Other farm products--raw materials	10	731	92	12.6	[illegible]
55	Farm and garden machinery and equipt.	6	3,105	275	8.9	2.8
72	Cement, lime, plaster, and stucco	6	759	32	4.2	.3
73	Coal and coke	28	3,041	274	9.0	2.8
76	Petroleum and its products	6	3,402	574	16.9	5.8
90	Fertilizer and fertilizer materials	21	4,925	527	10.7	5.3
	All other commodities	---	---	836	---	8.[illegible]
	Service receipts	20	2,015	74	3.7	.7
	West North Central Division					
	All establishments 154; Sales $8,255,000; Commodity coverage 94.8 percent					
	Total analyzed	145	7,826	7,826	---	100.0
06	Dairy and poultry products (except butter and cheese)	42	2,441	515	21.1	6.6
	Eggs	33	2,245	194	8.6	---
	Milk and cream, fluid	29	1,975	92	4.7	---
	Poultry	38	2,303	229	9.9	---
08	Flour	8	637	50	7.8	.6
10	Groceries (miscellaneous)	10	920	81	8.8	1.0
18	Feed	97	5,400	2,182	40.4	27.9
	Hay, straw, and alfalfa	30	1,053	433	41.1	---
	Mixed and other feeds	77	4,999	1,749	35.0	---
19	Grain	49	3,663	981	26.8	12.5
	Corn	33	2,681	423	15.8	---
	Wheat	32	2,981	334	11.2	---
	Other (except rice)	26	2,074	224	10.8	---
22	Seeds	77	5,291	3,188	60.3	40.7
25	Wool, raw	16	1,476	132	8.9	1.7
55	Farm and garden machinery and equipt.	7	680	75	11.0	1.0
	Farm machinery and equipment	6	552	51	9.2	---
	Other	---	---	24	---	---
73	Coal and coke	17	1,190	58	4.9	.7
76	Petroleum and its products	5	505	33	6.5	.4
90	Fertilizer and fertilizer materials	9	896	21	2.3	.3
	All other commodities	---	---	433	---	5.6
	Service receipts	10	1,154	77	6.7	1.0
	South Atlantic Division					
	All establishments 30; Sales $714,000; Commodity coverage 73.9 percent					
	Total analyzed	28	528	528	---	100.0
18	Feed	6	121	48	39.7	9.1
	Hay, straw, and alfalfa	5	35	21	60.0	---
	Mixed and other feeds	[illegible]	93	27	29.0	---
19	Grain	[illegible]	142	28	19.7	5.3
	Corn	3	133	18	13.5	---
	Other	---	---	10	---	---
22	Seeds	22	350	292	83.4	55.3

Percent column A—Percent of *total* sales of establishments reporting that they sell such commodity.
Percent column B—Percent which stated commodity bears to *total* sales of all establishments in this kind-of-business reporting their sales by commodities.

ASSEMBLERS (MAINLY FARM PRODUCTS)

TABLE 8.—COMMODITY SALES, BY KIND-OF-BUSINESS GROUPS

By Geographic Divisions—Continued

[Limited to establishments which report an analysis of their sales [illegible] immediately. Results [illegible] sample]

Commodity No.	KIND OF BUSINESS AREA AND COMMODITY	ESTABLISHMENTS REPORTING COMMODITY DATA: Number	ESTABLISHMENTS REPORTING COMMODITY DATA: Sales of such establishments (add 000)	REPORTED SALES OF STATED COMMODITY: Amount reported (add 000)	REPORTED SALES OF STATED COMMODITY: Percent of column A (See note)	Percent of column B (See note)
	FARM SUPPLIES TRADES—Con.					
	South Atlantic Division—Con.					
26	Other farm products--raw materials	3	$148	$31	20.9	5.9
90	Fertilizer and fertilizer materials	5	203	62	30.5	11.7
	All other commodities	---	---	67	---	12.7
	East South Central Division					
	All establishments 20					
	Sales $1,110,000					
	Commodity coverage 94.4 percent					
	Total analyzed	18	1,048	1,048	---	100.0
06	Dairy and poultry products (except butter and cheese)	5	330	101	30.6	9.6
18	Feed	11	563	240	42.6	22.9
	Hay, straw, and alfalfa	4	216	33	15.3	---
	Mixed and other feeds	10	562	204	36.3	---
	Not analyzed in detail	---	---	3	---	---
19	Grain	6	444	48	10.8	4.6
	Corn	5	386	41	10.6	---
	Wheat	3	119	7	5.9	---
22	Seeds	10	741	443	59.8	42.3
90	Fertilizer and fertilizer materials	6	674	180	26.7	17.2
	All other commodities	---	---	36	---	3.4
	West South Central Division					
	All establishments 36					
	Sales $2,899,000					
	Commodity coverage 100.0 percent					
	Total analyzed	36	2,899	2,899	---	100.0
06	Dairy and poultry products (except butter and cheese)	3	222	74	33.3	2.6
11	Groceries (miscellaneous)	4	153	20	13.1	.7
17	Cotton, raw	8	1,049	346	33.0	11.9
18	Feed	22	1,607	841	52.3	29.0
	Hay, straw, and alfalfa	6	151	94	62.3	---
	Mixed and other feeds	17	796	394	49.5	---
	Not analyzed in detail	---	---	353	---	---
19	Grain	15	666	171	25.7	5.9
22	Seeds	22	1,455	586	40.3	20.2
26	Other farm products--raw materials	3	202	16	7.9	.6
	All other commodities	---	---	845	---	29.1
	Mountain Division					
	All establishments 39					
	Sales $4,923,000					
	Commodity coverage 86.6 percent					
	Total analyzed	33	4,274	4,274	---	100.0
18	Feed	11	943	582	61.7	13.6
	Hay, straw, and alfalfa	5	734	451	61.4	---
	Mixed and other feeds	7	417	131	31.4	---
19	Grain	12	1,889	266	14.1	6.2
	Corn	3	294	17	5.8	---
	Wheat	10	1,844	197	10.7	---
	Other (except rice)	4	337	52	15.4	---
22	Seeds	26	4,000	3,193	79.8	74.7
55	Farm and garden machinery and equipt	3	288	30	10.4	.7
90	Fertilizer and fertilizer materials	3	618	25	4.0	.6
	All other commodities	---	---	164	---	3.9
	Service receipts	5	473	14	3.0	.3
	Pacific Division					
	All establishments 49					
	Sales $4,867,000					
	Commodity coverage 98.7 percent					
	Total analyzed	47	4,805	4,805	---	100.0
18	Feed	31	2,828	2,622	92.7	54.6
	Hay, straw, and alfalfa	27	2,506	2,333	93.0	---
	Mixed and other feeds	7	627	289	46.1	---

Commodity No.	KIND OF BUSINESS AREA AND COMMODITY	ESTABLISHMENTS REPORTING COMMODITY DATA: Number	ESTABLISHMENTS REPORTING COMMODITY DATA: Sales of such establishments (add 000)	REPORTED SALES OF STATED COMMODITY: Amount reported (add 000)	REPORTED SALES OF STATED COMMODITY: Percent of column A (See note)	Percent of column B (See note)
	FARM SUPPLIES TRADES—Con.					
	Pacific Division—Con.					
	Grain	8	[illegible]	$67	7.4	1.4
	Wheat	8	[illegible]	53	5.9	---
	Other (except rice)	3	[illegible]	14	8.3	---
22	Seeds	17	2,376	1,958	82.3	40.7
55	Farm and garden machinery and equipment	4	1,662	75	4.5	1.6
	Farm machinery and equipment	3	430	43	10.0	---
	Other	---	---	32	---	---
90	Fertilizer and fertilizer materials	3	113	9	8.0	.2
	All other commodities	---	---	79		1.5
	GROCERIES AND FOODS (SPECIALTY LINES) TRADES					
	New England Division					
	All establishments 35					
	Sales $5,148,000					
	Commodity coverage 84.4 percent					
	Total analyzed	32	4,344	4,344	---	100.0
07	Fish and sea foods (except canned)	27	3,458	3,458	100.0	79.6
	Fresh fish	4	1,455	1,195	82.1	---
	Cured and processed fish	4	834	726	87.3	---
	Frozen fish	3	523	193	36.9	---
	Other sea foods	14	1,903	1,342	70.5	---
11	Groceries (miscellaneous)	4	1,114	91	8.2	2.1
	All other commodities	---	---	795	---	18.3
	Middle Atlantic Division					
	All establishments 32					
	Sales $2,502,000					
	Commodity coverage 90.8 percent					
	Total analyzed	30	2,272	2,272	---	100.0
07	Fish and sea foods (except canned)	28	1,858	1,811	97.6	79.7
	Fresh fish	8	780	667	85.5	---
	Other	---	---	864	---	---
	Not analyzed in detail	---	---	280	---	---
	All other commodities	---	---	461	---	20.3
	East North Central Division					
	All establishments 53					
	Sales $1,992,000					
	Commodity coverage 98.5 percent					
	Total analyzed	51	1,962	1,962	---	100.0
07	Fish and sea foods (except canned)	36	1,179	1,110	94.1	56.6
	Fresh fish	29	929	675	72.7	---
	Cured and processed fish	9	349	330	65.9	---
	Frozen fish	7	406	45	11.0	---
	Other	---	---	106	---	---
	Not analyzed in detail	---	---	54	---	---
11	Groceries (miscellaneous)	7	241	227	94.2	11.6
16	Other food and related products	6	87	87	100.0	4.4
	All other commodities	---	---	538	---	27.4
	West North Central Division					
	All establishments 13					
	Sales $1,034,000					
	Commodity coverage 96.1 percent					
	Total analyzed	12	994	994	---	100.0
07	Fish and sea foods (except canned)	3	211	154	73.0	15.5
11	Groceries (except as listed)	5	91	64	70.3	6.4
	Nuts (all kinds)	3	38	38	100.0	---
	Not analyzed in detail	---	---	28	---	---
16	Other food and related products	4	692	634	91.6	63.8
18	Feed	4	111	19	17.1	1.9
	All other commodities	---	---	123	---	12.4

Percent column A—Percent of *total* sales of establishments reporting that they sell such commodity.

Percent column B—Percent which stated commodity bears to *total* sales of all establishments in this kind of business reporting their sales by commodities.

ASSEMBLERS (MAINLY FARM PRODUCTS)

TABLE 8.—COMMODITY SALES, BY KIND-OF-BUSINESS GROUPS

By Geographic Divisions—Continued

[Limited to establishments which report an analysis of their sales by commodities. Ratio of commodity coverage indicates sales size of sample]

Commodity No.	Kind of business area and commodity	Establishments reporting commodity data: Number	Establishments reporting commodity data: Sales of such establishments (add 000)	Reported sales of stated commodity: Amount reported (add 000)	Reported sales of stated commodity: Percent column A (See note)	Percent column B (See note)
	GROCERIES AND FOODS (SPECIALTY LINES) TRADES—Con.					
	South Atlantic Division					
	All establishments 448					
	Sales $20,802,000					
	Commodity coverage 100.0 percent					
	Total analyzed	448	$20,802	$20,802	---	100.0
07	Fish and sea foods (except canned)	387	16,419	15,508	94.5	74.5
	Fresh fish	108	6,274	4,245	67.7	---
	Cured and processed fish	6	438	69	15.8	---
	Frozen fish	13	2,814	395	14.0	---
	Other sea foods	310	13,028	9,807	75.3	---
	Not analyzed in detail	13	995	992	99.7	---
09	Fruits and vegetables, fresh	5	1,425	1,345	94.4	6.5
11	Groceries (except as listed)	50	3,385	3,342	98.8	16.1
	Nuts (all kinds)	46	2,948	2,900	98.4	---
	Other	5	545	432	79.3	---
	Not analyzed in detail	---	---	10	---	---
	All other commodities	---	---	607	---	2.9
	East South Central Division					
	All establishments 43					
	Sales $941,000					
	Commodity coverage 76.0 percent					
	Total analyzed	42	715	715	---	100.0
07	Fish and sea foods (except canned)	20	231	231	100.0	32.5
09	Fruits and vegetables, fresh	3	53	[illegible]	15.1	1.1
11	Groceries (except as listed)	22	484	380	78.5	53.1
	Nuts (all kinds)	21	[illegible]	358	76.5	---
	Other	---	---	22	---	---
	All other commodities	---	---	96	---	13.5
	West South Central Division					
	All establishments 72					
	Sales $6,543,000					
	Commodity coverage 100.0 percent					
	Total analyzed	72	6,543	6,543	---	100.0
06	Dairy and poultry products (except butter and cheese)	12	1,627	293	18.0	4.5
	GROCERIES AND FOODS (SPECIALTY LINES) TRADES—Con.					
	West South Central Division—Con.					
07	Fish and sea foods (except canned)	33	$2,281	$2,275	99.7	34.8
	Fresh fish	17	920	523	56.8	---
	Frozen fish	3	622	340	54.7	---
	Other	---	---	1,412	---	---
11	Groceries (except as listed)	36	4,103	2,881	70.2	44.0
	Nuts (all kinds)	[illegible]	4,088	2,874	70.3	---
	Other	---	---	7	---	---
20	Hides, skins, and raw furs	7	1,738	161	9.3	2.5
25	Wool, raw	3	1,549	75	4.8	1.1
26	Other farm products—raw materials	3	960	237	24.7	3.6
	All other commodities	---	---	605	---	9.3
	Service receipts	3	634	16	2.5	.2
	Pacific Division					
	All establishments 118					
	Sales $53,194,000					
	Commodity coverage 96.3 percent					
	Total analyzed	108	51,222	51,222	---	100.0
03	Canned foods	3	6,930	4,648	67.1	9.1
07	Fish and sea foods (except canned)	35	2,834	2,792	98.5	5.5
	Fresh fish	24	2,347	1,678	71.5	---
	Cured and processed fish	[illegible]	1,233	193	15.7	---
	Frozen fish	3	1,015	286	28.2	---
	Other sea foods	15	1,495	417	27.9	---
	Not analyzed in detail	---	---	218	---	---
11	Groceries (except as listed)	66	40,215	39,978	99.4	78.0
	Nuts (all kinds)	52	27,924	27,714	99.2	---
	Other	---	---	12,210	---	---
	Not analyzed in detail	---	---	54	---	---
16	Other food and related products	5	1,329	1,328	99.9	2.6
	All other commodities	---	---	2,476	---	4.8

Percent column A—Percent of *total* sales of establishments reporting that they sell such commodity.

Percent column B—Percent which stated commodity bears to *total* sales of all establishments in this kind of business reporting their sales by commodities.

Table 9.—LEGAL FORM OF ORGANIZATION

Table 9 is given for each State and the District of Columbia. It presents the basic data on establishments, sales, expenses, personnel, pay roll, and stocks separately for individual proprietorships, partnerships, corporations, and "other" or miscellaneous forms of organization.

States:	Page
Alabama	858
Arizona	858
Arkansas	858
California	858
Colorado	858
Connecticut	858
Delaware	858
District of Columbia	858
Florida	858
Georgia	858
Idaho	858
Illinois	858
Indiana	858
Iowa	859
Kansas	859
Kentucky	859
Louisiana	859
Maine	859
Maryland	859
Massachusetts	859
Michigan	859
Minnesota	859
Mississippi	859
Missouri	859
Montana	859

States—Continued.	Page
Nebraska	859
Nevada	860
New Hampshire	860
New Jersey	860
New Mexico	860
New York	860
North Carolina	860
North Dakota	860
Ohio	860
Oklahoma	860
Oregon	860
Pennsylvania	860
Rhode Island	860
South Carolina	860
South Dakota	861
Tennessee	861
Texas	861
Utah	861
Vermont	861
Virginia	861
Washington	861
West Virginia	861
Wisconsin	861
Wyoming	861

TABLE 9.—LEGAL FORM OF ORGANIZATION

SALES, EXPENSES, PERSONNEL, PAY ROLL, AND STOCKS, BY STATES

STATE AND LEGAL FORM OF ORGANIZATION	NUMBER OF ESTABLISHMENTS	SALES (add 000)	OPERATING EXPENSES (including pay roll) Amount (add 000)	OPERATING EXPENSES Percent of sales	Active proprietors of unincorporated businesses	Number of employees* (full-time and part-time) Average for year	PAY ROLL* Total (add 000)	PAY ROLL* Full-time (add 000)	PAY ROLL* Part-time (add 000)	Stocks on hand, end of year, at cost (add 000)
ALABAMA	1,943	$415,688	$41,049	9.9	1,571	14,202	$18,910	$18,511	$399	$34,923
Individual proprietorship	733	69,974	5,427	7.8	673	2,597	2,243	2,149	94	4,317
Partnership	306	74,933	5,607	7.5	580	2,329	2,331	2,188	143	5,916
Corporation [1]	879	265,477	29,663	11.2	[2]317	9,083	14,182	14,025	157	24,518
Other or not stated	25	5,304	332	6.3	1	193	154	149	5	172
ARIZONA	607	96,528	12,633	13.1	[illegible]	3,854	5,623	5,297	326	7,752
Individual proprietorship	145	18,844	1,821	9.7	130	615	698	595	101	1,237
Partnership	63	12,756	992	7.8	106	313	362	332	30	823
Corporation [1]	390	62,482	9,427	15.1	[2]154	2,655	4,363	4,169	194	5,628
Other or not stated	9	2,446	393	16.1	---	271	202	201	1	[illegible]
ARKANSAS	1,785	248,916	21,826	8.8	1,468	7,890	9,643	9,314	329	20,651
Individual proprietorship	670	56,180	3,127	5.6	621	1,368	1,166	1,102	64	2,323
Partnership	230	51,003	3,324	6.5	390	1,110	1,167	1,105	62	3,115
Corporation [1]	881	139,338	15,307	11.0	[2]443	5,376	7,274	7,078	196	15,202
Other or not stated	24	2,395	68	2.8	14	36	36	29	7	11
CALIFORNIA	14,414	3,840,129	471,116	12.3	10,569	138,278	226,304	216,423	9,881	300,649
Individual proprietorship	5,984	559,682	56,126	10.0	5,532	19,371	25,033	23,119	1,914	31,337
Partnership	2,181	370,184	40,007	10.8	4,499	12,902	17,471	16,474	997	25,842
Corporation [1]	5,904	2,659,128	344,226	12.9	[2]480	87,069	166,854	162,778	4,056	233,075
Other or not stated	345	251,135	30,757	12.2	58	18,936	16,966	14,052	2,914	10,395
COLORADO	2,296	435,126	44,356	10.2	1,576	13,875	20,433	19,992	441	27,729
Individual proprietorship	796	56,819	4,980	8.8	744	1,909	1,965	1,854	111	2,972
Partnership	299	72,650	4,748	6.5	503	1,619	1,871	1,779	92	2,544
Corporation [1]	1,139	296,889	34,008	11.5	[2]317	9,736	16,262	16,074	188	21,897
Other or not stated	62	8,768	620	7.1	12	411	335	285	50	316
CONNECTICUT	1,607	413,134	50,832	12.3	815	15,375	26,378	25,932	446	33,538
Individual proprietorship	480	32,044	3,815	11.9	447	1,444	1,712	1,657	55	2,503
Partnership	154	27,143	3,005	11.1	340	880	1,149	1,123	26	1,900
Corporation [1]	962	346,157	43,767	12.6	[2]24	12,953	23,381	23,023	358	29,084
Other or not stated	11	7,790	245	3.1	[illegible]	98	136	129	7	51
DELAWARE	316	157,474	21,858	13.9	189	2,946	6,018	5,924	94	4,562
Individual proprietorship	128	9,743	911	9.4	122	446	379	350	29	540
Partnership	26	2,929	238	8.1	[illegible]	123	80	58	22	103
Corporation [1]	158	143,858	20,661	14.4	[2]18	2,360	5,538	5,496	42	3,852
Other or not stated	4	944	48	5.1	---	17	21	20	1	67
DISTRICT OF COLUMBIA	753	347,772	33,411	9.6	437	10,250	18,388	18,104	284	18,255
Individual proprietorship	260	37,555	2,864	7.7	259	1,133	1,367	1,335	32	1,300
Partnership	110	26,771	2,594	9.7	198	974	1,291	1,237	54	1,452
Corporation	378	277,236	27,444	9.9	---	7,924	15,435	15,239	196	15,103
Other or not stated	5	6,410	509	7.9	---	219	295	293	2	[illegible]
FLORIDA	2,696	525,889	75,756	14.4	1,699	32,442	34,405	30,604	3,801	40,986
Individual proprietorship	775	56,350	7,512	13.3	705	3,846	2,986	2,534	452	3,903
Partnership	298	41,485	4,615	11.1	556	2,311	1,899	1,745	154	3,430
Corporation [1]	1,561	399,809	55,826	14.0	[2]435	22,036	26,382	23,977	2,405	33,278
Other or not stated	62	28,245	7,803	27.6	3	4,249	3,138	2,348	790	375
GEORGIA	3,032	806,238	80,481	10.0	2,094	24,501	34,899	34,130	769	53,133
Individual proprietorship	1,096	118,718	7,743	6.5	1,012	3,561	3,029	2,846	183	6,918
Partnership	381	83,564	5,614	6.7	678	2,110	2,181	2,048	133	5,343
Corporation [1]	1,527	592,963	66,161	11.2	[2]400	18,554	29,199	28,786	413	39,158
Other or not stated	28	11,193	963	8.6	[illegible]	276	490	450	40	1,714
IDAHO	989	105,510	12,421	11.8	606	4,695	5,282	4,610	672	9,451
Individual proprietorship	236	17,820	2,553	14.3	211	1,080	931	734	197	1,028
Partnership	108	11,246	1,176	10.5	123	383	424	354	70	961
Corporation [1]	583	69,248	8,042	11.6	[2]262	2,806	3,585	3,315	270	7,256
Other or not stated	62	7,196	650	9.0	10	426	342	207	135	206
ILLINOIS	14,498	4,998,786	481,305	9.6	9,555	122,741	228,407	225,187	3,220	257,764
Individual proprietorship	5,255	628,446	38,201	6.1	4,816	13,241	16,446	15,725	721	21,257
Partnership	1,938	612,847	30,951	5.1	3,693	9,518	12,947	12,609	338	18,317
Corporation [1]	7,022	3,646,902	408,747	11.2	[2]996	98,700	197,074	194,976	2,098	215,761
Other or not stated	283	110,571	3,406	3.1	50	1,282	1,940	1,877	63	2,429
INDIANA	4,842	847,035	87,433	10.3	3,358	28,555	42,844	42,002	842	58,070
Individual proprietorship	1,648	114,116	10,557	9.3	1,488	4,512	4,621	4,382	239	5,880
Partnership	[illegible]	126,950	7,323	5.8	1,149	2,746	3,104	2,977	127	5,559
Corporation [1]	2,476	572,920	68,463	11.9	[2]715	20,819	34,464	34,013	451	46,217
Other or not stated	70	33,049	1,090	3.3	6	478	655	630	25	614

For footnotes, see end of table

TABLE 9.—LEGAL FORM OF ORGANIZATION

SALES, EXPENSES, PERSONNEL, PAY ROLL, AND STOCKS, BY STATES—Continued

STATE AND LEGAL FORM OF ORGANIZATION	NUMBER OF ESTABLISHMENTS	SALES (add 000)	OPERATING EXPENSES (including pay roll) Amount (add 000)	OPERATING EXPENSES Percent of sales	Active proprietors of unincorporated businesses	Number of employees* (full-time and part-time) Average for year	PAY ROLL* Total (add 000)	PAY ROLL* Full-time (add 000)	PAY ROLL* Part-time (add 000)	Stocks on hand, end of year, at cost (add 000)
IOWA	5,802	$790,518	$69,088	8.7	4,307	24,120	$52,088	$51,072	$1,016	$47,996
Individual proprietorship	2,279	174,359	11,728	6.7	2,085	4,632	4,319	4,056	263	5,850
Partnership	679	130,570	7,155	5.5	1,076	2,785	2,891	2,689	202	4,206
Corporation [1]	2,535	439,279	47,715	10.9	[2]1,142	15,638	23,599	23,107	492	36,590
Other or not stated	309	46,310	2,490	5.4	4	1,065	1,279	1,220	59	1,550
KANSAS	5,130	427,851	40,443	9.5	3,521	14,997	18,163	17,497	666	41,674
Individual proprietorship	1,840	90,664	6,621	7.3	1,629	3,056	2,635	2,449	186	4,065
Partnership	577	63,314	4,270	6.7	771	1,884	1,695	1,571	124	3,425
Corporation [1]	2,439	250,526	28,246	11.3	[2]1,095	9,354	13,165	12,852	313	33,121
Other or not stated	274	23,147	1,306	5.6	26	703	668	625	43	1,063
KENTUCKY	2,174	464,432	49,833	10.7	1,673	19,499	23,671	22,635	1,036	67,664
Individual proprietorship	742	50,797	4,128	8.1	685	1,954	1,695	1,567	128	3,125
Partnership	569	80,899	6,668	8.2	728	2,985	2,714	2,531	183	6,909
Corporation [1]	1,036	325,741	38,636	11.9	[2]248	14,408	19,117	18,407	710	55,817
Other or not stated	27	6,995	401	5.7	12	152	145	130	15	1,913
LOUISIANA	2,391	706,402	68,065	9.6	1,434	24,024	32,822	31,853	969	65,361
Individual proprietorship	656	82,677	5,821	7.0	588	2,730	2,445	2,337	108	3,949
Partnership	277	73,029	5,575	7.6	494	1,957	1,984	1,900	84	6,790
Corporation [1]	1,439	490,954	55,202	11.2	[2]343	18,820	27,413	26,650	763	41,671
Other or not stated	19	59,742	1,467	2.5	9	517	980	966	14	12,951
MAINE	1,032	165,848	22,304	13.4	608	7,286	10,135	9,705	430	18,132
Individual proprietorship	395	20,618	2,527	12.3	353	1,011	878	807	71	1,925
Partnership	105	8,018	1,184	14.8	199	372	365	326	39	941
Corporation [1]	521	134,811	18,362	13.6	[2]55	5,842	8,825	8,505	320	15,235
Other or not stated	11	2,401	231	9.6	1	61	67	67	---	31
MARYLAND	2,464	688,989	69,647	10.1	1,906	23,533	33,412	32,377	1,035	41,557
Individual proprietorship	1,069	91,195	8,060	8.8	995	4,242	3,811	3,521	290	4,575
Partnership	439	97,224	8,788	9.0	848	4,451	4,180	3,905	275	6,281
Corporation [1]	943	494,169	52,453	10.6	[2]81	14,721	25,237	24,768	469	30,660
Other or not stated	13	6,403	346	5.4	2	119	184	183	1	841
MASSACHUSETTS	5,960	2,232,117	225,469	10.1	3,190	59,155	112,302	110,150	2,152	154,986
Individual proprietorship	2,139	255,105	17,613	6.9	1,989	5,570	7,079	6,746	333	8,864
Partnership	571	202,348	10,813	5.3	1,157	2,600	3,883	3,719	164	8,295
Corporation [1]	3,224	1,755,821	195,772	11.1	[2]38	50,658	100,835	99,188	1,647	136,484
Other or not stated	26	18,843	1,271	6.7	[2]	327	505	497	8	1,343
MICHIGAN	6,908	1,926,474	181,782	9.4	4,878	52,292	88,969	87,428	1,541	105,907
Individual proprietorship	2,790	281,178	23,509	8.4	2,538	8,768	10,554	10,066	488	11,786
Partnership	924	154,137	13,987	9.1	1,734	5,089	6,382	6,176	206	9,536
Corporation [1]	3,105	1,454,623	142,563	9.8	[2]587	37,676	71,232	70,462	770	83,244
Other or not stated	89	36,536	1,723	4.7	19	759	801	724	77	1,341
MINNESOTA	6,460	1,458,224	130,412	8.9	4,077	37,523	60,716	59,412	1,304	130,766
Individual proprietorship	2,187	150,010	10,951	7.3	2,023	3,953	4,539	4,028	311	6,653
Partnership	660	113,015	7,644	6.8	1,143	2,542	2,931	2,816	115	6,545
Corporation [1]	3,083	1,111,557	107,712	9.7	[2]864	29,345	51,355	50,577	778	115,478
Other or not stated	530	83,642	4,105	4.9	47	1,703	2,091	1,991	100	2,090
MISSISSIPPI	1,425	245,154	19,767	8.1	1,136	7,028	8,182	7,963	219	26,365
Individual proprietorship	541	64,024	3,462	5.4	488	1,246	1,151	1,085	66	4,725
Partnership	181	39,466	2,128	5.4	310	859	786	767	19	2,741
Corporation [1]	692	124,911	13,901	11.1	[2]335	4,821	6,052	5,921	131	12,048
Other or not stated	10	16,753	276	1.6	3	102	193	190	3	6,851
MISSOURI	7,649	2,261,258	227,984	10.1	5,202	64,373	106,362	104,896	1,466	157,564
Individual proprietorship	2,903	260,248	15,605	6.0	2,692	6,194	6,076	5,779	297	8,154
Partnership	926	245,085	11,071	4.5	1,715	5,885	4,494	4,344	150	7,918
Corporation [1]	3,648	1,719,661	199,331	11.6	[2]775	53,353	94,784	93,828	956	140,016
Other or not stated	172	36,262	1,977	5.5	22	941	1,008	945	63	1,476
MONTANA	1,336	150,584	15,523	10.4	599	4,152	6,130	5,892	238	16,000
Individual proprietorship	187	13,658	1,285	9.3	165	378	421	383	38	1,028
Partnership	55	4,228	481	11.4	95	137	175	159	16	470
Corporation [1]	1,016	106,625	11,406	10.7	[2]336	3,474	5,532	5,173	179	14,113
Other or not stated	78	6,073	371	6.1	3	143	182	177	5	391
NEBRASKA	3,391	566,975	45,270	8.0	2,338	15,038	20,723	20,263	460	35,464
Individual proprietorship	1,384	142,064	5,781	4.1	1,264	2,387	2,170	2,031	139	3,192
Partnership	349	105,694	3,761	3.6	591	1,317	1,498	1,461	37	3,102
Corporation [1]	1,412	296,482	34,227	11.5	[2]458	10,585	16,331	16,106	225	27,802
Other or not stated	246	24,735	1,501	6.1	25	749	724	665	59	1,368

For footnotes, see end of table.

TABLE 9.—LEGAL FORM OF ORGANIZATION

SALES, EXPENSES, PERSONNEL, PAY ROLL, AND STOCKS, BY STATES—Continued

STATE AND LEGAL FORM OF ORGANIZATION	NUMBER OF ESTABLISHMENTS	SALES (add 000)	OPERATING EXPENSES (including pay roll) Amount (add 000)	OPERATING EXPENSES Percent of sales	Active proprietors of unincorporated businesses	Number of employees* (full-time and part-time, average for year)	PAY ROLL* Total (add 000)	PAY ROLL* Full-time (add 000)	PAY ROLL* Part-time (add 000)	Stocks on hand, end of year, at cost (add 000)
NEVADA	176	$23,249	$3,088	13.2	108	733	$1,296	$1,248	$48	$2,106
Individual proprietorship	27	2,122	334	15.7	21	93	138	133	5	225
Partnership	13	1,343	195	14.5	23	49	74	73	1	152
Corporation [1]	136	19,784	2,539	12.8	[2]64	591	1,084	1,042	42	1,731
NEW HAMPSHIRE	363	64,263	8,224	12.8	198	2,534	3,735	3,662	73	5,184
Individual proprietorship	118	9,572	1,274	13.3	99	460	499	479	20	526
Partnership	32	3,865	515	14.1	60	212	228	223	5	308
Corporation [1]	206	49,450	6,247	12.6	[2]39	1,809	2,937	2,889	[illegible]	4,338
Other or not stated	7	1,576	188	11.9	---	53	71	71	---	14
NEW JERSEY	3,531	1,075,302	131,758	12.3	1,928	36,609	64,412	63,498	914	77,354
Individual proprietorship	1,159	89,262	10,156	11.4	1,084	3,588	4,298	4,173	125	5,802
Partnership	385	65,629	6,135	9.3	784	2,010	2,699	2,611	88	4,288
Corporation [1]	1,988	910,608	114,879	12.6	[2]54	30,808	57,105	56,409	[illegible]	67,003
Other or not stated	21	9,803	588	6.0	6	225	310	305	5	261
NEW MEXICO	542	66,387	7,767	11.7	414	2,463	3,197	3,074	123	7,752
Individual proprietorship	130	10,249	1,061	10.4	114	471	447	427	20	818
Partnership	72	8,395	736	8.8	104	250	259	250	[illegible]	616
Corporation [1]	335	47,164	5,939	12.6	[2]196	1,724	2,473	2,382	91	6,310
Other or not stated	5	579	31	5.4	---	18	18	15	3	8
NEW YORK	30,389	14,508,479	1,327,329	9.1	19,577	292,807	631,525	624,994	6,531	897,701
Individual proprietorship	10,647	1,325,862	86,265	6.5	10,219	26,045	37,413	36,442	971	72,945
Partnership	4,279	1,509,568	89,253	5.9	9,139	22,312	37,384	36,744	[illegible]	89,040
Corporation [1]	15,341	11,581,251	1,148,639	9.9	[2]192	243,526	555,153	550,266	4,887	732,575
Other or not stated	122	91,798	3,172	3.5	27	924	1,575	1,542	33	3,141
NORTH CAROLINA	2,859	831,251	70,346	8.5	2,075	30,347	33,838	32,179	1,659	85,248
Individual proprietorship	955	122,901	8,016	6.5	850	3,700	3,433	3,162	271	5,272
Partnership	481	149,260	7,121	4.8	916	3,844	3,007	2,693	314	4,590
Corporation [1]	1,396	554,065	54,785	9.9	[2]309	22,835	27,229	26,157	1,072	75,237
Other or not stated	27	5,025	424	8.4	---	168	169	167	2	149
NORTH DAKOTA	2,682	170,252	16,605	9.8	1,300	5,901	7,195	6,854	341	22,604
Individual proprietorship	632	17,964	1,677	9.3	579	684	584	527	57	2,161
Partnership	155	11,850	1,006	8.5	214	328	321	[illegible]	27	1,397
Corporation [1]	1,588	123,581	12,713	10.3	[2]465	4,359	5,693	5,476	217	16,148
Other or not stated	307	16,857	1,209	7.2	22	530	597	557	40	2,898
OHIO	9,588	2,630,784	263,441	10.0	6,021	75,975	132,423	130,070	2,353	150,867
Individual proprietorship	3,694	296,060	25,399	8.6	3,401	9,869	11,039	10,383	656	11,686
Partnership	1,192	187,397	15,540	8.3	2,328	5,247	6,397	6,156	241	8,608
Corporation [1]	4,560	2,108,375	220,813	10.5	[2]271	60,029	114,091	112,694	1,397	129,181
Other or not stated	142	38,952	1,689	4.3	21	830	896	837	[illegible]	1,592
OKLAHOMA	3,998	461,519	46,213	10.0	2,769	15,559	21,561	20,969	592	35,842
Individual proprietorship	1,689	90,685	7,074	7.8	1,481	3,305	2,936	2,726	210	4,343
Partnership	429	47,210	3,270	6.9	634	1,315	1,290	1,233	57	2,096
Corporation [1]	1,757	294,909	35,057	11.9	[2]640	10,526	16,883	16,581	302	28,828
Other or not stated	123	28,715	812	2.8	14	413	452	429	23	577
OREGON	1,934	441,310	49,368	11.2	1,025	15,443	24,630	23,520	1,110	38,455
Individual proprietorship	559	44,008	4,562	10.4	476	1,668	1,933	1,810	123	2,558
Partnership	203	34,775	3,936	11.3	338	1,628	1,774	1,551	223	3,512
Corporation [1]	1,116	348,928	39,586	11.3	[2]204	11,454	20,246	19,620	626	31,291
Other or not stated	[illegible]	13,599	1,284	9.4	5	693	677	539	138	1,094
PENNSYLVANIA	11,450	3,347,488	345,008	10.3	8,671	98,972	189,140	186,019	3,121	204,647
Individual proprietorship	5,052	471,387	46,174	9.8	4,711	17,143	20,160	19,339	821	32,288
Partnership	1,910	408,553	38,596	9.4	3,779	13,059	16,573	15,986	587	32,737
Corporation [1]	4,399	2,415,267	258,187	10.7	[2]155	68,169	151,602	129,925	1,677	138,708
Other or not stated	89	52,281	2,051	3.9	26	601	805	769	36	934
RHODE ISLAND	762	239,013	25,175	10.5	456	7,430	12,435	12,123	312	20,993
Individual proprietorship	300	28,070	3,403	12.1	[illegible]	1,310	1,542	1,487	55	2,170
Partnership	80	14,764	1,406	9.5	164	522	591	505	86	1,491
Corporation [1]	375	192,017	20,086	10.5	[2]8	5,512	10,182	10,012	170	17,101
Other or not stated	7	4,162	280	6.7	---	[illegible]	120	119	1	231
SOUTH CAROLINA	1,450	297,211	22,991	7.7	1,102	8,241	9,994	9,770	224	16,312
Individual proprietorship	574	68,075	3,581	5.3	533	1,547	1,357	1,291	66	2,576
Partnership	187	59,900	2,127	3.6	346	936	794	751	[illegible]	1,829
Corporation [1]	675	167,991	17,220	10.3	[2]220	5,720	7,816	7,704	112	11,864
Other or not stated	14	1,245	63	5.1	3	38	27	[illegible]	3	43

For footnotes, see end of table.

TABLE 9.—LEGAL FORM OF ORGANIZATION

SALES, EXPENSES, PERSONNEL, PAY ROLL, AND STOCKS, BY STATES—Continued

STATE AND LEGAL FORM OF ORGANIZATION	NUMBER OF ESTABLISHMENTS	SALES (add 000)	OPERATING EXPENSES (exclusive pay roll) Amount (add 000)	OPERATING EXPENSES Percent of sales	Average proprietors, partners, and unpaid officers of corporations	Number employees* full-time and part-time, first week in March	PAY ROLL Total (add 000)	PAY ROLL [illegible] (add 000)	PAY ROLL Part-time (add 000)	Stocks on hand, end of year (add 000)
SOUTH DAKOTA	2,022	$133,396	$12,706	9.5	1,100	4,697	$5,631	$5,362	$269	$12,175
Individual proprietorship	808	21,780	1,610	7.4	527	864	551	525	36	1,301
Partnership	104	12,842	733	5.7	169	273	268	250	18	550
Corporation [1]	1,134	84,517	9,534	11.3	[2]388	3,309	4,374	4,204	170	9,582
Other or not stated	178	14,457	829	5.7	16	451	438	393	45	722
TENNESSEE	2,656	839,529	69,911	8.3	1,912	23,171	31,353	30,363	990	68,484
Individual proprietorship	974	157,379	7,003	4.4	874	3,068	2,860	2,625	235	6,299
Partnership	457	194,513	10,524	5.4	850	3,015	3,352	3,149	203	15,155
Corporation [1]	1,195	472,019	51,202	10.8	[2]184	16,861	24,718	24,176	542	46,401
Other or not stated	30	15,618	1,182	7.6	[illegible]	228	423	413	10	2,629
TEXAS	10,296	2,040,548	203,587	10.0	7,627	84,479	86,760	83,561	3,259	191,449
Individual proprietorship	4,198	401,039	26,504	6.6	3,792	11,879	10,871	10,189	682	17,179
Partnership	1,295	272,887	18,834	6.9	2,143	7,792	7,097	6,456	641	29,1[illegible]
Corporation [1]	4,724	1,282,941	150,811	11.8	[2]1,667	44,102	67,215	65,352	1,863	139,624
Other or not stated	79	83,881	7,438	8.9	25	706	1,577	1,504	73	14,556
UTAH	957	194,172	21,326	11.0	604	6,705	10,358	10,077	281	14,824
Individual proprietorship	316	24,684	2,177	8.8	294	830	919	873	[illegible]	850
Partnership	98	21,768	1,290	5.9	187	437	517	484	33	706
Corporation [1]	497	132,928	17,302	13.0	[2]118	5,129	8,630	8,443	187	12,917
Other or not stated	46	14,792	557	3.8	5	309	292	277	15	349
VERMONT	383	57,112	7,778	13.6	209	2,354	3,434	3,374	60	5,140
Individual proprietorship	106	6,508	833	12.8	98	262	244	233	11	452
Partnership	37	3,855	576	14.9	67	197	208	200	8	327
Corporation [1]	214	40,681	5,598	13.8	[2]44	1,680	2,701	2,664	37	4,337
Other or not stated	26	6,068	771	12.7	---	215	281	277	4	24
VIRGINIA	2,432	627,632	70,698	11.3	1,500	28,236	33,971	32,278	1,693	75,272
Individual proprietorship	764	75,009	6,241	8.3	702	3,575	2,806	2,485	321	3,520
Partnership	285	53,274	5,290	9.9	578	2,534	2,009	1,812	197	4,564
Corporation [1]	1,348	493,761	58,805	11.9	[2]214	21,920	28,965	27,844	1,121	66,965
Other or not stated	35	5,588	362	6.5	6	207	191	137	54	223
WASHINGTON	3,584	767,751	91,935	12.0	1,820	27,425	44,619	42,789	1,830	59,786
Individual proprietorship	1,091	93,765	8,914	9.5	995	3,194	5,877	5,526	351	4,808
Partnership	282	32,756	4,178	12.8	533	1,378	1,725	1,608	117	2,879
Corporation [1]	2,143	624,073	75,766	12.1	[2]293	21,327	37,730	36,488	1,242	51,517
Other or not stated	68	17,157	3,077	18.0	1	1,526	1,287	1,167	120	582
WEST VIRGINIA	1,424	284,196	35,939	12.6	757	11,525	17,153	16,842	311	26,289
Individual proprietorship	495	32,145	4,035	12.6	439	1,625	1,666	1,589	77	2,424
Partnership	137	12,617	1,522	12.1	244	578	621	591	30	1,261
Corporation [1]	777	238,875	30,313	12.7	[2]72	9,277	14,833	14,632	201	22,543
Other or not stated	15	561	69	12.3	2	45	33	30	3	51
WISCONSIN	4,798	824,956	85,255	10.3	3,017	26,728	42,663	41,823	840	73,368
Individual proprietorship	1,717	121,627	9,786	8.0	1,599	3,519	3,805	3,565	240	[illegible],292
Partnership	397	45,798	4,448	9.7	751	1,584	1,654	1,539	115	[illegible],944
Corporation [1]	2,465	627,842	68,859	11.0	[2]646	20,671	36,169	35,740	429	64,114
Other or not stated	219	29,689	2,162	7.3	21	954	1,035	979	56	1,018
WYOMING	397	37,031	3,984	10.8	312	1,210	1,671	1,590	81	3,654
Individual proprietorship	125	7,130	714	10.0	123	231	252	[illegible]	22	456
Partnership	35	2,854	421	14.9	58	138	182	173	9	294
Corporation [1]	223	24,443	2,743	11.2	[2]127	791	1,189	1,121	[illegible]	2,780
Other or not stated	14	2,624	106	4.0	4	50	68	66	2	124

* Employees and pay roll include paid executives of corporations but not the number and compensation of proprietors of unincorporated businesses.

[1] Includes petroleum bulk stations operated on a commission basis.

[2] Operators of commission bulk stations in the petroleum trade.

INDEX TO TABLE 12A

CITIES OF 50,000 POPULATION OR MORE ARE ARRANGED ALPHABETICALLY WITHIN THEIR RESPECTIVE STATES

States:	Page
Alabama	864
Arizona	865
Arkansas	865
California	866
Colorado	868
Connecticut	869
Delaware	870
Florida	871
Georgia	872
Illinois	873
Indiana	875
Iowa	877
Kansas	879

States Continued.	Page
Kentucky	880
Louisiana	881
Maine	881
Massachusetts	882
Michigan	885
Minnesota	887
Mississippi	888
Missouri	889
Nebraska	889
New Hampshire	889
New Jersey	890
New York	892
North Carolina	897

States Continued.	Page
Ohio	899
Oklahoma	902
Pennsylvania	903
Rhode Island	906
South Carolina	906
Tennessee	907
Texas	908
Utah	910
Virginia	911
Washington	912
West Virginia	913
Wisconsin	914

Table 12A.—CITIES OF 50,000 POPULATION OR MORE

In this section the basic data on number of establishments, sales, personnel, and pay roll are given for each city of 50,000 population or more (except 27 selected cities for which table 1 is given) by types of operation and kinds of business. Cities are arranged alphabetically within their respective States. A complete index to all cities of more than 20,000 population is given on page IX.

TABLE 12A.—CITIES OF 50,000 POPULATION OR MORE

ESTABLISHMENTS, SALES, PERSONNEL, AND PAY ROLL

TYPES OF OPERATION BY KINDS OF BUSINESS

ALABAMA

CITY TYPE OF OPERATION KIND OF BUSINESS	Number of establishments	Sales (add 000)	Active proprietors	Number of employees* Average for year	TOTAL PAY ROLL* (add 000)
BIRMINGHAM					
TOTALS, 1939	483	$182,932	291	6,150	$9,742
1935	398	118,223	245	4,411	6,678
1929	420	248,377	---	6,499	11,623
SERVICE AND LIMITED-FUNCTION WHOLESALERS	290	89,660	216	3,995	5,849
MANUFACTURERS' SALES BRANCHES (With stocks)	65	30,998	---	1,206	2,045
MANUFACTURERS' SALES OFFICES (Without stocks)	36	33,327	1	375	971
PETROLEUM BULK STATIONS AND TERMINALS **	17	8,198	2	322	433
AGENTS AND BROKERS	69	20,407	65	207	423
ASSEMBLERS (Mainly farm products)	6	342	7	26	21
BY KINDS OF BUSINESS:					
SERVICE AND LIMITED-FUNCTION WHOLESALERS	290	89,660	216	3,995	5,849
Amusement and sporting goods	3	144	1	13	15
Automotive	26	13,305	30	344	500
Beer, wines, and liquors	3	1,216	---	49	103
Clothing and furnishings	10	1,768	10	52	76
Coal and coke	7	2,428	2	47	87
Drugs (general line)	2	3,253	3	163	255
Drugs and drug sundries (specialty lines)	6				
Dry goods (general line)	3	1,684	4	80	115
Dry goods (specialty lines)	6	371	6	22	23
Electrical goods	13	5,767	3	237	393
Farm products—consumer goods	41	5,889	46	259	265
Farm supplies	3	665	1	31	33
Furniture and house furnishings	3	1,335	1	87	113
Groceries (general line)	13	6,209	15	233	264
Groceries and foods (specialty lines)	38	7,154	32	370	432
Hardware	4	11,574	---	702	1,140
Lumber and construction materials	13	6,735	1	132	378
Machinery—equipment—supplies	41	7,920	34	421	775
Paper and its products	10	1,383	4	89	162
Plumbing and heating equipment and spls.	[redacted]	577	2	49	52
Tobacco and products (except leaf)	3	4,673	---	85	110
Waste materials	14	2,490	13	365	308
All other	22	3,120	[redacted]	185	248
MANUFACTURERS' SALES BRANCHES (With stocks)	65	30,998	---	1,206	2,045
Automotive	7	3,551	---	94	217
Groceries and foods (specialty lines)	13	10,460	---	443	615
Machinery—equipment—supplies	24	6,470	---	291	598
All other	21	10,517	---	378	615
MANUFACTURERS' SALES OFFICES (Without stocks)	36	33,327	1	375	971
Chemicals and paints	5	4,072	---	141	302
Lumber and construction materials	9	7,005	1	100	260
Machinery—equipment—supplies	6	1,202	---	22	65
Metals and metal work (except scrap)	5	15,580	---	72	248
All other	11	5,468	---	40	98
PETROLEUM BULK STATIONS AND TERMINALS:					
Petroleum and its products	17	8,198	2	322	433
AGENTS AND BROKERS	69	20,407	65	207	423
Coal and coke	4	3,742	1	33	121
Electrical goods	5	435	4	14	19
Farm products—raw materials	5	3,046	4	28	51
Farm products—consumer goods	[redacted]	1,125	[redacted]	10	9
Farm supplies	3	210	2	3	1
Groceries and foods (specialty lines)	19	5,413	18	34	56
Lumber and construction materials	[redacted]	906	4	14	32
Machinery—equipment—supplies	17	2,043	15	62	114
All other	[redacted]	3,487	12	9	20
MOBILE					
TOTALS, 1939	163	43,976	95	1,791	2,379
1935	152	36,740	78	1,547	1,834
SERVICE AND LIMITED-FUNCTION WHOLESALERS [1]	95	26,759	61	1,385	1,755
MANUFACTURERS' SALES BRANCHES (With stocks)	18	5,276	---	200	292
MOBILE—Con.					
MANUFACTURERS' SALES OFFICES (Without stocks)	5	$2,389	---	25	$58
PETROLEUM BULK STATIONS **	12	3,114	6	109	152
AGENTS AND BROKERS	33	6,438	28	72	122
BY KINDS OF BUSINESS:					
SERVICE AND LIMITED-FUNCTION WHOLESALERS [1]	95	26,759	61	1,385	1,755
Automotive	4	424	2	41	56
Beer, wines, and liquors	7	1,142	2	50	68
Dry goods (general line)	2	683	1	46	99
Dry goods (specialty lines)	1				
Farm products—consumer goods	13	2,111	17	159	141
Groceries (general line)	3	1,851	4	74	97
Groceries and foods (specialty lines) [1]	15	1,841	9	158	187
Lumber and construction materials	11	2,257	6	77	133
Machinery—equipment—supplies	11	1,901	4	135	211
Paper and its products	4	349	1	35	36
Tobacco and products (except leaf)	3	3,239	1	87	91
Waste materials	3	657	3	116	78
All other	18	10,304	11	407	578
MANUFACTURERS' SALES BRANCHES (With stocks)	18	5,276	---	200	292
Groceries and foods (specialty lines)	10	4,692	---	156	226
All other	[redacted]	584	---	44	66
PETROLEUM BULK STATIONS:					
Petroleum and its products	12	3,114	6	109	152
AGENTS AND BROKERS	33	6,438	28	72	122
Farm products—consumer goods	[redacted]	395	3	2	3
Groceries and foods (specialty lines)	13	3,272	14	31	41
Lumber and construction materials	8	1,862	5	18	28
All other	9	909	6	21	50
MONTGOMERY					
TOTALS, 1939	147	56,851	85	1,740	2,406
1935	133	45,469	67	1,407	1,955
SERVICE AND LIMITED-FUNCTION WHOLESALERS	87	29,686	58	1,236	1,650
MANUFACTURERS' SALES BRANCHES (With stocks)	18	10,093	---	269	425
MANUFACTURERS' SALES OFFICES (Without stocks)	2				
PETROLEUM BULK STATIONS **	11	3,088	4	108	156
AGENTS AND BROKERS	26	13,334	21	94	149
ASSEMBLERS (Farm products—raw materials)	3	650	2	33	26
BY KINDS OF BUSINESS:					
SERVICE AND LIMITED-FUNCTION WHOLESALERS	87	29,686	58	1,236	1,650
Automotive	11	1,893	[redacted]	135	227
Beer, wines, and liquors	[redacted]	1,002	3	58	54
Dry goods (general line)	2	1,958	---	75	146
Dry goods (specialty lines)	2				
Farm products—raw materials	3	5,722	2	54	91
Farm products—consumer goods	7	581	5	78	59
Farm supplies	5	3,586	3	29	52
Groceries (general line)	3	5,115	3	178	243
Groceries and foods (specialty lines)	10	967	9	57	45
Lumber and construction materials	7	1,396	5	181	157
Machinery—equipment—supplies	6	1,647	[redacted]	127	149
Paper and its products	[redacted]	349	2	18	24
Tobacco and products (except leaf)	3	1,455	1	54	42
Waste materials	5	256	3	32	17
All other	13	3,779	10	199	344
PETROLEUM BULK STATIONS:					
Petroleum and its products	11	3,088	4	108	156
AGENTS AND BROKERS	26	13,334	21	94	149
Farm products—raw materials	12	9,012	[redacted]	69	100
Groceries and foods (specialty lines)	7	2,682	7	10	17
All other	7	1,640	6	15	32

* Employees and pay roll include paid executives of corporations but not the number and compensation of proprietors of unincorporated businesses.

** Sales include taxes.

[1] Includes 2 assemblers.

TABLE 12A.—CITIES OF 50,000 POPULATION OR MORE

ESTABLISHMENTS, SALES, PERSONNEL, AND PAY ROLL

TYPES OF OPERATION BY KINDS OF BUSINESS

ARIZONA

CITY TYPE OF OPERATION KIND OF BUSINESS	Number of establishments	Sales (add 000)	Active proprietors*	Number of employees* Average for year	TOTAL PAY ROLL* (add 000)
PHOENIX					
TOTALS, 1939	194	$49,815	95	2,040	$3,338
1935	201	40,332	102	1,425	2,078
SERVICE AND LIMITED-FUNCTION WHOLESALERS	131	27,542	81	1,977	1,865
MANUFACTURERS' SALES BRANCHES (With stocks)	27	8,810	---	344	800
MANUFACTURERS' SALES OFFICES (Without stocks)	3				
PETROLEUM BULK STATIONS **	3	1,386	1	93	228
AGENTS AND BROKERS	13	7,824	11	47	95
ASSEMBLERS (Mainly farm products	15	4,267	2	488	147
BY KINDS OF BUSINESS:					
SERVICE AND LIMITED-FUNCTION WHOLESALERS	131	27,542	81	1,977	1,865
Automotive	11	1,284	6	107	206
Beer, wines, and liquors	12	2,267	5	89	149

CITY TYPE OF OPERATION KIND OF BUSINESS	Number of establishments	Sales (add 000)	Active proprietors*	Number of employees* Average for year	TOTAL PAY ROLL* (add 000)
PHOENIX—Con.					
SERVICE AND LIMITED-FUNCTION WHOLESALERS—Con.					
Chemicals and paints	[illegible]	$211	4	14	$26
Electrical goods	[illegible]	1,988	1	52	124
Farm products--raw materials	[illegible]	5,858	3	[illegible]	158
Farm products--consumer goods	26	2,151	12	184	235
Groceries (general line	7	3,844	1	112	158
Groceries and foods (specialty lines)	13	[illegible]	6	[illegible]	78
Hardware	3	1,432	---	54	124
Lumber and construction materials	3	71	3	32	52
Machinery--equipment--supplies	16	874	6	[illegible]	121
Tobacco and products (except leaf)	3	946	1	26	22
Waste materials	3	141	3	15	16
All other	17	2,429	6	121	199

ARKANSAS

LITTLE ROCK					
TOTALS, 1939	243	$73,500	143	2,579	$3,618
1935	197	50,376	120	1,629	2,522
SERVICE AND LIMITED-FUNCTION WHOLESALERS	153	35,142	90	1,856	2,526
MANUFACTURERS' SALES BRANCHES (With stocks)	25	10,955	---	478	688
MANUFACTURERS' SALES OFFICES (Without stocks)	6	2,758	---	37	81
PETROLEUM BULK STATIONS **	10	3,350	6	94	139
AGENTS AND BROKERS	45	20,877	42	89	167
ASSEMBLERS (Mainly farm products)	4	418	5	25	17
BY KINDS OF BUSINESS:					
SERVICE AND LIMITED-FUNCTION WHOLESALERS	153	35,142	90	1,856	2,526
Amusement and sporting goods	5	1,030	---	76	121
Automotive	16	1,804	11	190	254
Beer, wines, and liquors	9	7,409	5	192	264
Clothing and furnishings	3	112	2	11	14
Drugs (general line)	3	2,433	2	126	199
Drugs and drug sundries (specialty lines)	3				
Dry goods (general line)	1	1,114	1	50	96
Dry goods (specialty lines)	2				
Electrical goods	8	1,522	6	82	117
Farm products--consumer goods	16	2,133	15	120	110

LITTLE ROCK—Con.					
SERVICE AND LIMITED-FUNCTION WHOLESALERS—Con.					
Groceries (general line)	5	$3,808	2	127	$243
Groceries and foods (specialty lines)	11	2,371	16	126	144
Lumber and construction materials	8	580	5	65	54
Machinery--equipment--supplies	26	2,103	15	204	363
Paper and its products	6	967	2	66	86
Tobacco and products (except leaf)	4	1,577	1	29	39
Waste materials	5	541	2	53	64
All other	14	4,638	5	237	358
MANUFACTURERS' SALES BRANCHES (With stocks)	25	10,955	---	478	688
Groceries and foods (specialty lines)	7	5,657	---	190	264
Machinery--equipment--supplies	12	3,918	---	187	307
All other	6	1,380	---	101	117
PETROLEUM BULK STATIONS:					
Petroleum and its products	10	3,350	6	94	139
AGENTS AND BROKERS	45	20,877	42	89	167
Farm products--raw materials	13	6,307	13	9	15
Groceries and foods (specialty lines)	14	12,327	15	43	94
Paper and its products	3	294	1	4	14
All other	15	1,949	13	33	44

* Employees and pay roll include paid executives of corporations but not the number and compensation of proprietors of unincorporated businesses.
** Sales include taxes.

TABLE 12A.—CITIES OF 50,000 POPULATION OR MORE

ESTABLISHMENTS, SALES, PERSONNEL, AND PAY ROLL

TYPES OF OPERATION BY KINDS OF BUSINESS

CALIFORNIA

CITY TYPE OF OPERATION KIND OF BUSINESS	Number of establishments	Sales (add 000)	Active proprietors of unincorporated businesses	Number of employees* (full-time and part-time) Average for year	TOTAL PAY ROLL* (add 000)
BERKELEY					
TOTALS, 1939	34	$8,909	14	297	$533
1935	36	3,620	20	194	349
SERVICE AND LIMITED-FUNCTION WHOLESALERS	25	2,233	14	168	232
MANUFACTURERS' SALES BRANCHES (With stocks)	5	5,782	---	109	257
MANUFACTURERS' SALES OFFICES (Without stocks)	1				
ALL OTHER [1]	3	894	---	20	[illegible]
BY KINDS OF BUSINESS:					
SERVICE AND LIMITED-FUNCTION WHOLESALERS	25	2,233	14	168	232
Farm products--consumer goods	4	246	4	24	26
Machinery--equipment--supplies	3	116	1	12	18
Waste materials	3	41	1	4	7
All other	15	1,830	8	128	181
FRESNO					
TOTALS, 1939	218	56,641	141	1,762	2,925
1935 [2]	209	36,569	[2]131	[2]1,363	[2]2,032
SERVICE AND LIMITED-FUNCTION WHOLESALERS	151	31,303	119	1,046	1,722
MANUFACTURERS' SALES BRANCHES (With stocks)	30	7,737	---	316	571
MANUFACTURERS' SALES OFFICES (Without stocks)	[illegible]	2,078	---	12	26
PETROLEUM BULK STATIONS AND TERMINALS **	8	4,333	3	106	235
AGENTS AND BROKERS	14	4,314	13	26	49
ASSEMBLERS (Mainly farm products)	10	6,876	6	256	322
BY KINDS OF BUSINESS:					
SERVICE AND LIMITED-FUNCTION WHOLESALERS	151	31,303	119	1,046	1,722
Automotive	24	1,471	15	120	189
Beer, wines, and liquors	9	2,518	7	63	117
Chemicals and paints	3	98	3	6	9
Electrical goods	11	1,403	11	53	90
Farm products--raw materials	6	3,673	2	52	100
Farm products--consumer goods	23	2,591	26	136	203
Groceries (general line)	5	5,128	---	183	302
Groceries and foods (specialty lines)	13	1,164	15	56	102
Lumber and construction materials	5	1,258	4	33	60
Machinery--equipment--supplies	14	633	8	[illegible]	66
Paper and its products	7	873	7	46	76
Plumbing and heating equipt and spls	5	967	2	39	67
Tobacco and products (except leaf)	7	2,243	8	29	38
Waste materials	4	95	2	10	12
All other	15	4,185	9	171	291
MANUFACTURERS' SALES BRANCHES (With stocks)	30	7,737	---	316	571
Chemicals and paints	4	792	---	48	94
Groceries and foods (specialty lines)	[illegible]	4,790	---	122	217
Machinery--equipment--supplies	6	317	---	42	80
All other	11	1,838	---	104	180
PETROLEUM BULK STATIONS AND TERMINALS:					
Petroleum and its products	8	4,333	3	106	235
AGENTS AND BROKERS	14	4,314	13	26	49
Farm products--raw materials	6	3,318	6	4	10
Lumber and construction materials	3	403	3	8	8
All other	5	593	4	14	31
GLENDALE					
TOTALS, 1939	66	8,954	52	447	676
1935	54	5,571	44	364	553
SERVICE AND LIMITED-FUNCTION WHOLESALERS	57	6,592	48	395	581
PETROLEUM BULK STATIONS **	4	1,941	1	37	69
ALL OTHER [3]	[illegible]	421	3	15	28
BY KINDS OF BUSINESS:					
SERVICE AND LIMITED-FUNCTION WHOLESALERS	57	6,592	48	395	581
Automotive	11	277	9	37	49
Farm products--consumer goods	5	1,018	4	99	157
Groceries (general line)	3	299	---	4	7
Groceries and foods (specialty lines)	7	1,165	7	74	117
Machinery--equipment--supplies	8	287	7	37	46
Plumbing and heating equipt and spls	4	641	3	39	62
Tobacco and products (except leaf)	4	2,126	3	50	68
Waste materials	3	30	3	11	[illegible]
All other	12	749	12	44	67

CITY TYPE OF OPERATION KIND OF BUSINESS	Number of establishments	Sales (add 000)	Active proprietors of unincorporated businesses	Number of employees* (full-time and part-time) Average for year	TOTAL PAY ROLL* (add 000)
LONG BEACH					
TOTALS, 1939	281	$35,262	229	1,528	$2,552
1935	242	25,840	197	1,407	2,066
1929	127	33,893	---	1,207	2,169
SERVICE AND LIMITED-FUNCTION WHOLESALERS [4]	243	24,877	217	1,257	2,013
MANUFACTURERS' SALES BRANCHES (With stocks)	17	4,422	---	163	318
MANUFACTURERS' SALES OFFICES (Without stocks)	2				
PETROLEUM BULK STATIONS **	12	5,081	4	95	204
AGENTS AND BROKERS	7	882	8	13	19
BY KINDS OF BUSINESS:					
SERVICE AND LIMITED-FUNCTION WHOLESALERS [4]	243	24,877	217	1,257	2,013
Automotive	28	1,618	27	109	174
Beer, wines, and liquors	8	2,748	6	111	188
Chemicals and paints	6	181	6	18	24
Electrical goods	9	734	4	33	[illegible]
Farm products--consumer goods [4]	41	3,982	38	243	414
Groceries (general line)	8	3,402	3	[illegible]	142
Groceries and foods (specialty lines)	[illegible]	2,882	47	176	237
Jewelry	3	188	6	4	3
Machinery--equipment--supplies	43	5,708	37	200	350
Paper and its products	3	226	3	19	[illegible]
Petroleum and its products	3	40	3	3	3
Plumbing and heating equipt and spls	4	422	---	21	36
Tobacco and products (except leaf)	4	1,897	2	36	85
Waste materials	17	654	18	51	53
All other	17	2,197	17	149	218
PETROLEUM BULK STATIONS: Petroleum and its products	12	5,081	4	95	204
AGENTS AND BROKERS	7	882	8	13	19
Machinery--equipment--supplies	3	163	3	4	7
All other	4	699	5	9	12
LOS ANGELES					
(See page 349.)					
OAKLAND					
TOTALS, 1939	552	135,317	420	5,160	9,414
1935	534	112,758	453	4,193	6,738
1929	385	117,308	---	5,432	9,393
SERVICE AND LIMITED-FUNCTION WHOLESALERS	428	84,665	390	3,262	5,747
MANUFACTURERS' SALES BRANCHES (With stocks)	74	32,578	---	1,452	2,747
MANUFACTURERS' SALES OFFICES (Without stocks)	12	3,481	---	75	166
PETROLEUM BULK STATIONS AND TERMINALS **	11	12,052	3	277	588
AGENTS AND BROKERS	22	1,661	22	76	143
ASSEMBLERS (Mainly farm products)	5	880	5	18	23
BY KINDS OF BUSINESS:					
SERVICE AND LIMITED-FUNCTION WHOLESALERS	428	84,665	390	3,262	5,747
Amusement and sporting goods	4	126	4	[illegible]	12
Automotive	53	19,252	37	521	999
Beer, wines, and liquors	25	6,153	19	187	351
Chemicals and paints	7	142	8	9	9
Clothing and furnishings	3	397	4	14	12
Drugs (general line)	1	1,354	6	63	110
Drugs and drug sundries (spclty lines)	[illegible]				
Dry goods (specialty lines)	6	194	6	6	9
Electrical goods	17	2,474	[illegible]	102	206
Farm products--consumer goods	[illegible]	7,976	60	[illegible]	816
Furniture and house furnishings	5	216	7	22	23
Groceries (general line)	7	9,200	---	198	356
Groceries and foods (specialty lines)	[illegible]	9,208	67	368	644
Hardware	6	824	6	50	81
Lumber and construction materials	22	5,740	11	340	660
Machinery--equipment--supplies	47	2,900	40	234	349
Metals and metal work (except scrap)	13	2,183	7	120	248
Paper and its products	11	1,178	10	62	101
Plumbing and heating equipt and spls	15	3,042	13	116	224
Tobacco and products (except leaf)	17	7,374	19	94	153
Waste materials	20	2,539	19	157	181
All other	29	2,195	38	150	203
MANUFACTURERS' SALES BRANCHES (With stocks)	74	32,578	---	1,452	2,747
Automotive	6	3,476	---	108	214
Beer, wines, and liquors	[illegible]	1,121	---	[illegible]	91
Chemicals and paints	6	3,427	---	159	355
Groceries and foods (specialty lines)	16	12,400	---	419	746
Machinery--equipment--supplies	17	3,352	---	229	473
Plumbing and heating equipt and spls	[illegible]	1,020	---	72	139
All other	21	7,782	---	421	749

For footnotes, see end of table.

TABLE 12A.—CITIES OF 50,000 POPULATION OR MORE

ESTABLISHMENTS, SALES, PERSONNEL, AND PAY ROLL—[illegible]

[illegible] OF OPERATION AND KIND OF BUSINESS

CALIFORNIA

CITY TYPE OF OPERATION KIND OF BUSINESS	Number of establishments	Sales	Average number of proprietors and partners and paid employees during the year	Number of paid employees during the week including [illegible]	TOTAL PAY ROLL*
		Thousands of dollars			Thousands of dollars
OAKLAND—Con.					
PETROLEUM BULK STATIONS AND TERMINALS:					
Petroleum and its products	21	$14,482	3	277	$568
AGENTS AND BROKERS	22	1,861	22	76	143
Farm products--consumer goods	11	1,498	14	28	55
Machinery--equipment--supplies	5	401	3	38	82
All other	6	164	5	10	6
PASADENA					
TOTALS, 1939	73	14,361	46	785	1,121
1935 [2]	70	8,007	[2]42	[3]606	[4]905
SERVICE AND LIMITED-FUNCTION WHOLESALERS	5	5,793	42	374	554
MANUFACTURERS' SALES BRANCHES (With stocks)	6	1,095	---	67	138
PETROLEUM BULK STATIONS	9	6,214	1	104	218
ALL OTHER	6	619	3	244	214
BY KINDS OF BUSINESS:					
SERVICE AND LIMITED-FUNCTION WHOLESALERS	5	5,793	42	374	554
Automotive	6	549	7	69	96
Chemicals and paints	3	55	2	11	11
Farm products--consumer goods	6	575	9	35	49
Groceries (general line)	4	364	---	5	6
Groceries and foods (specialty lines)	6	1,006	5	63	103
Machinery--equipment--supplies	6	262	6	19	32
Waste materials	3	181	5	35	36
All other	14	2,845	6	139	221
SACRAMENTO					
TOTALS, 1939	228	67,784	298	2,494	4,468
1935 [2]	175	50,233	[2]126	[2]1,389	[2]3,425
1929	125	83,579	---	2,170	4,499
SERVICE AND LIMITED-FUNCTION WHOLESALERS	165	35,869	192	1,399	2,364
MANUFACTURERS' SALES BRANCHES (With stocks)	25	11,426	---	494	947
MANUFACTURERS' SALES OFFICES (Without stocks)	6	2,499	---	12	26
PETROLEUM BULK STATIONS AND TERMINALS	12	4,934	5	246	568
AGENTS AND BROKERS	12	3,966	10	41	99
ASSEMBLERS (Mainly farm products)	5	9,210	1	302	464
BY KINDS OF BUSINESS:					
SERVICE AND LIMITED-FUNCTION WHOLESALERS	165	35,869	192	1,399	2,364
Automotive	22	1,015	21	87	148
Beer, wines, and liquors	14	3,996	17	130	198
Electrical goods	11	1,047	8	57	124
Farm products--raw materials	3	975	2	11	18
Farm products--consumer goods	19	2,141	28	73	110
Farm supplies	4	391	5	39	50
Groceries (general line)	6	8,090	7	152	245
Groceries and foods (specialty lines)	27	3,251	58	188	341
Machinery--equipment--supplies	15	1,111	14	97	150
Paper and its products	6	1,064	8	72	104
Petroleum and its products	4	158	3	4	5
Plumbing and heating equipt and spls	3	1,410	2	53	85
Tobacco and products (except leaf)	5	2,817	6	44	61
Waste materials	7	456	6	40	46
All other	21	6,875	7	350	679
MANUFACTURERS' SALES BRANCHES (With stocks)	25	11,426	---	494	947
Chemicals and paints	4	1,179	---	66	137
Groceries and foods (specialty lines)	6	4,656	---	115	235
Machinery--equipment--supplies	5	398	---	56	98
All other	11	5,201	---	254	477
PETROLEUM BULK STATIONS AND TERMINALS:					
Petroleum and its products	12	4,934	5	246	568
AGENTS AND BROKERS	12	3,966	10	41	99
Farm products--consumer goods	3	1,958	1	26	72
Machinery--equipment--supplies	3	127	3	9	22
All other	6	1,901	6	6	5

CITY TYPE OF OPERATION KIND OF BUSINESS	Number of establishments	Sales	Average number of proprietors and partners and paid employees during the year	Number of paid employees during the week including [illegible]	TOTAL PAY ROLL*
		Thousands of dollars			Thousands of dollars
SAN DIEGO					
TOTALS, 1939	276	$[illegible]	171	2,538	$4,940
1935 [2]	249	42,627	[2]182	[2]2,492	[2]3,053
1929 "	199	56,575	---	[illegible]	4,212
SERVICE AND LIMITED-FUNCTION WHOLESALERS	196	32,850	149	1,862	2,661
MANUFACTURERS' SALES BRANCHES (With stocks)	30	[illegible]	---	[illegible]	[illegible]
MANUFACTURERS' SALES OFFICES (Without stocks)	3	7,283	---	373	494
PETROLEUM BULK STATIONS AND TERMINALS	21	8,444	10	271	516
AGENTS AND BROKERS	12	1,484	11	33	61
ASSEMBLERS (Mainly farm products)	8	5,174	1	79	106
BY KINDS OF BUSINESS:					
SERVICE AND LIMITED-FUNCTION WHOLESALERS	196	32,850	149	1,862	2,661
Automotive	16	1,147	19	98	141
Beer, wines, and liquors	17	7,981	[illegible]	115	174
Chemicals and paints	6	291	2	21	33
Drugs (general line)	2	[illegible]	[illegible]	[illegible]	[illegible]
Drugs and drug sundries (spclty lines)	1	1,786	---	[illegible]	149
Electrical goods	14	2,160	[illegible]	[illegible]	[illegible]
Farm products--consumer goods	26	[illegible]	[illegible]	[illegible]	[illegible]
Groceries (general line)	5	2,864	---	[illegible]	[illegible]
Groceries and foods (specialty lines)	30	3,465	[illegible]	[illegible]	[illegible]
Hardware	4	[illegible]	[illegible]	[illegible]	[illegible]
Lumber and construction materials	11	[illegible]	[illegible]	[illegible]	[illegible]
Machinery--equipment--supplies	17	1,101	14	[illegible]	[illegible]
Paper and its products	4	[illegible]	4	[illegible]	[illegible]
Petroleum and its products	3	27	4	[illegible]	[illegible]
Plumbing and heating equipt and spls	4	895	2	[illegible]	[illegible]
Tobacco and products (except leaf)	3	892	2	[illegible]	[illegible]
Waste materials	11	558	12	47	43
All other	18	1,643	14	48	71
MANUFACTURERS' SALES BRANCHES (With stocks)	30	6,149	---	264	477
Groceries and foods (specialty lines)	10	3,125	---	133	176
Machinery--equipment--supplies	6	275	---	11	21
All other	14	2,749	---	131	240
PETROLEUM BULK STATIONS AND TERMINALS:					
Petroleum and its products	21	8,444	10	271	516
AGENTS AND BROKERS	12	1,484	11	33	61
Groceries and foods (specialty lines)	3	792	1	5	5
Machinery--equipment--supplies	4	684	5	23	42
All other	5	408	5	7	13
SAN FRANCISCO					
(See page 405.)					
SAN JOSE					
TOTALS, 1939	123	21,419	84	1,123	1,844
1935 [2]	113	16,085	[2]67	[2]899	[2]1,430
SERVICE AND LIMITED-FUNCTION WHOLESALERS	87	11,142	74	641	1,030
MANUFACTURERS' SALES BRANCHES (With stocks)	18	3,675	---	170	297
PETROLEUM BULK STATIONS	9	4,589	6	146	326
ASSEMBLERS (Mainly farm products)	6	1,201	3	167	178
ALL OTHER	3	952	1	7	17
BY KINDS OF BUSINESS:					
SERVICE AND LIMITED-FUNCTION WHOLESALERS	87	11,142	74	641	1,030
Automotive	16	217	17	66	101
Beer, wines, and liquors	6	1,244	9	52	104
Electrical goods	7	345	9	18	21
Farm products--consumer goods	16	2,809	16	233	339
Groceries (general line	1	1,442	6	58	99
Groceries and foods (specialty lines)	7	[illegible]	[illegible]	[illegible]	[illegible]
Lumber and construction materials	4	239	7	23	39
Machinery--equipment--supplies	4	136	1	14	18
Plumbing and heating equipt and spls	3	719	---	26	52
Tobacco and products (except leaf)	3	2,320	1	53	96
Waste materials	3	336	3	31	34
All other	13	941	5	65	107
MANUFACTURERS' SALES BRANCHES (With stocks)	18	3,675	---	170	297
Groceries and foods (specialty lines)	6	1,875	---	56	109
Machinery--equipment--supplies	4	216	---	25	47
All other	8	1,584	---	89	141

For footnotes, see end of table.

TABLE 12A.—CITIES OF 50,000 POPULATION OR MORE

ESTABLISHMENT, SALES, PERSONNEL, AND PAY ROLL—Continued

[Person Officers Not Included]

CALIFORNIA

CITY [illegible] KIND OF BUSINESS	Number of establishments	Sales	Average number of proprietors	Number of paid employees, including officers, average for year	TOTAL PAY ROLL*
		(000)			(000)
SANTA MONICA					
TOTALS, 1939	57	$8,143	52	321	$463
1935 [8]	41	7,392	[8] 26	[8] 255	[8] 426
SERVICE AND LIMITED-FUNCTION WHOLESALERS	40	7,942	44	290	383
MANUFACTURERS' SALES BRANCHES (With stocks)	5	618	---	31	64
PETROLEUM BULK STATIONS [4]	2	4,471	8	69	133
ALL OTHER [9]	3	137	2	[illegible]	3
BY KINDS OF BUSINESS:					
SERVICE AND LIMITED-FUNCTION WHOLESALERS	40	3,942	44	273	383
Automotive	2	140	4	17	22
Beer, wines, and liquors	3	914	2	32	50
Groceries (general line	1				
Groceries and foods (specialty lines	9	989	18	56	42
Machinery--equipment--supplies	2	65	2	7	14
Tobacco and products (except leaf	1	242	3	2	2
Waste materials	3	69	3	12	12
All other	15	1,519	12	97	141
STOCKTON					
TOTALS, 1939	161	34,110	147	1,135	1,922
1935 [8]	145	27,844	[8] 126	[8] 875	[8] 1,401
SERVICE AND LIMITED-FUNCTION WHOLESALERS	94	18,673	98	765	1,092
MANUFACTURERS' SALES BRANCHES (With stocks)	23				
MANUFACTURERS' SALES OFFICES (Without stocks)	1	4,481	---	196	374
PETROLEUM BULK STATIONS AND TERMINALS [4]	14	3,447	8	140	301
AGENTS AND BROKERS	15	4,245	17	36	76
ASSEMBLERS (Mainly farm products)	14	3,264	24	58	79

CITY [illegible] KIND OF BUSINESS	Number of establishments	Sales	Average number of proprietors	Number of paid employees, including officers, average for year	TOTAL PAY ROLL*
		(000)			(000)
STOCKTON—Con.					
BY KINDS OF BUSINESS:					
SERVICE AND LIMITED-FUNCTION WHOLESALERS	94	$18,673	98	765	$1,092
Automotive	17	1,215	13	122	188
Beer, wines, and liquors	5	864	3	37	51
Farm products--raw materials	3	3,430	---	20	57
Farm products--consumer goods	12	2,753	23	118	196
Groceries (general line	2	2,750	3	73	104
Groceries and foods (specialty lines	15	1,803	25	67	96
Machinery--equipment--supplies	5	69	3	8	11
Plumbing and heating equipt and spls	3	396	---	19	31
Tobacco and products (except leaf	3	2,195	4	33	58
Waste materials	3	92	6	9	6
All other	18	3,085	12	199	293
PETROLEUM BULK STATIONS AND TERMINALS:					
Petroleum and its products	14	3,447	8	140	301
AGENTS AND BROKERS	15	4,245	17	36	76
Farm products--raw materials	3	2,312	3	8	19
Farm products--consumer goods	9	1,849	13	18	32
Machinery--equipment--supplies	3	84	1	10	25
ASSEMBLERS (Mainly farm products)	14	3,264	24	58	79
Farm products--raw materials	4	2,357	8	8	13
Farm products--consumer goods	10	907	16	50	66

COLORADO

CITY [illegible] KIND OF BUSINESS	Number of establishments	Sales	Average number of proprietors	Number of paid employees, including officers, average for year	TOTAL PAY ROLL*
DENVER					
(See page 329.)					
PUEBLO					
TOTALS, 1939	94	$16,446	44	669	$865
1935	81	11,524	41	483	670
SERVICE AND LIMITED-FUNCTION WHOLESALERS	57	10,321	33	484	586
MANUFACTURERS' SALES BRANCHES (With stocks)	9				
MANUFACTURERS' SALES OFFICES (Without stocks)	3	2,581	---	96	154
PETROLEUM BULK STATIONS [4]	13	1,853	5	63	83
AGENTS AND BROKERS	9	1,281	6	14	28
ASSEMBLERS (Farm products--consumer goods)	3	410	---	10	14

CITY [illegible] KIND OF BUSINESS	Number of establishments	Sales	Average number of proprietors	Number of paid employees, including officers, average for year	TOTAL PAY ROLL*
		(000)			(000)
PUEBLO—Con.					
BY KINDS OF BUSINESS:					
SERVICE AND LIMITED-FUNCTION WHOLESALERS	57	$10,321	33	484	$586
Automotive	8	1,325	1	107	117
Beer, wines, and liquors	5	555	6	22	30
Farm products--consumer goods	11	1,330	5	72	63
Groceries (general line	2				
Groceries and foods (specialty lines)	7	2,120	8	72	94
Machinery--equipment--supplies	[illegible]	521	7	23	27
Tobacco and products (except leaf)	3	1,421	1	27	34
All other	15	3,049	6	161	221
PETROLEUM BULK STATIONS:					
Petroleum and its products	13	1,853	5	63	83
AGENTS AND BROKERS	9	1,281	6	14	28
Groceries and foods (specialty lines)	3	569	2	2	2
Machinery--equipment--supplies	3	79	2	10	24
All other	3	633	2	2	2

* Employees and pay roll include paid executives of corporations but not the number and compensation of proprietors of unincorporated businesses.

** Sales include taxes.

1 Includes 2 petroleum bulk stations; and 1 assembler (mainly farm products).

2 Data for 1935 exclude personnel and pay roll of 1 commission bulk station.

3 Includes 2 manufacturers' sales branches (with stocks); 1 manufacturer's sales office (without stocks); 1 agent; and 1 assembler (mainly farm products).

4 Includes 1 assembler (mainly farm products).

5 Includes 3 manufacturers' sales offices (without stocks); 2 agents and brokers; and 1 assembler (mainly farm products).

6 Includes 1 chain-store warehouse not classified as a wholesale establishment in 1935 and 1939.

7 Includes 2 manufacturers' sales offices (without stocks); and 1 agent.

8 Data for 1935 exclude personnel and pay roll of 2 commission bulk stations.

9 Includes 2 agents and brokers; and 1 assembler (mainly farm products).

TABLE 12A.—CITIES OF 50,000 POPULATION OR MORE

[illegible]

CONNECTICUT

CITY TYPE OF OPERATION KIND OF BUSINESS	[illegible]	[illegible] (add 000)	[illegible]	[illegible]	TOTAL PAY ROLL [illegible]
BRIDGEPORT					
TOTALS, 1939	211	$42,842	110	2,153	$3,971
1935	192	37,[illegible]	96	1,870	2,916
1929	14[illegible]	74,574		1,892	3,875
SERVICE AND LIMITED-FUNCTION WHOLESALERS	166	36,323	108	1,489	2,582
MANUFACTURERS' SALES BRANCHES (With stocks)	[illegible]	11,169	---	417	892
MANUFACTURERS' SALES OFFICES (Without stocks)	5	521	---	12	74
PETROLEUM BULK STATIONS **	14	10,735	2	220	425
ALL OTHER	3	286	---	15	36
BY KINDS OF BUSINESS:					
SERVICE AND LIMITED-FUNCTION WHOLESALERS	166	36,323	108	1,489	2,582
Amusement and sporting goods	4	95	2	2	[illegible]
Automotive	8	707	5	64	127
Beer, wines, and liquors	[illegible]	2,887	4	78	1[illegible]
Chemicals and paints	4	1[illegible]4	2	12	26
Clothing and furnishings	5	381	4	14	30
Coal and coke	3	1,128		71	92
Electrical goods	13	1,366	6	75	159
Farm products--consumer goods	19	4,034	19	210	3[illegible]
Groceries (general line)	5	1,976	---	58	108
Groceries and foods (specialty lines)	15	3,943	12	94	171
Lumber and construction materials	3	2,399	---	89	166
Machinery--equipment--supplies	13	2,420	10	174	3[illegible]
Metals and metal work (except scrap)	4	639	4	64	1[illegible]
Paper and its products	9	678	7	45	70
Plumbing and heating equipment and supplies	12	1,911	8	121	192
Tobacco and products (except leaf)	7	2,494	5	40	54
Waste materials	16	1,225	11	121	175
All other	18	1,866	[illegible]	153	222
MANUFACTURERS' SALES BRANCHES (With stocks)	23	11,169	---	417	892
Beer, wines, and liquors	5	1,790	---	112	228
Groceries and foods (specialty lines)	5	4,245	---	132	223
Machinery--equipment--supplies	4	429	---	38	88
All other	9	4,705	---	135	353
HARTFORD					
TOTALS, 1939	365	115,046	167	4,529	7,746
1935	368	81,074	185	3,738	5,892
1929	323	125,187	---	7,804	8,527
SERVICE AND LIMITED-FUNCTION WHOLESALERS	266	64,898	153	3,237	5,287
MANUFACTURERS' SALES BRANCHES (With stocks)	56	21,038	---	849	1,655
MANUFACTURERS' SALES OFFICES (Without stocks)	14	8,469	---	52	140
PETROLEUM BULK STATIONS **	12	10,284	3	244	444
AGENTS AND BROKERS	12	2,566	6	49	94
ASSEMBLERS (Mainly farm products)	11	7,791	5	98	126
BY KINDS OF BUSINESS:					
SERVICE AND LIMITED-FUNCTION WHOLESALERS	266	64,898	153	3,237	5,287
Automotive	24	7,643	12	350	621
Beer, wines, and liquors	12	3,497	5	134	270
Chemicals and paints	5	727	---	53	98
Clothing and furnishings	7	291	5	18	22
Drugs (general line)	2	3,577	3	109	213
Drugs and drug sundries (specialty lines)	2				
Dry goods (general line)	1	575	2	23	41
Dry goods (specialty lines)	2				
Electrical goods	13	4,008	5	191	367
Farm products--raw materials	11	3,562	6	779	776
Farm products--consumer goods	35	8,147	30	224	350
Furniture and house furnishings	5	1,194	1	26	60
Groceries (general line)	7	2,673	3	107	176
Groceries and foods (specialty lines)	37	7,832	25	213	381
Hardware	3	474	---	27	54
Lumber and construction materials	7	3,362	---	85	166
Machinery--equipment--supplies	26	3,054	8	204	404
Metals and metal work (except scrap)	6	1,449	1	116	178
Paper and its products	11	2,290	7	112	263
Plumbing and heating equipment and supplies	11	2,312	5	98	217
Tobacco and products (except leaf)	10	4,016	12	75	102
Waste materials	19	3,066	11	226	421
All other	14	1,149	12	67	107
MANUFACTURERS' SALES BRANCHES (With stocks)	56	21,038	---	849	1,655
Automotive	1[illegible]	5,360	---	2[illegible]	3[illegible]
Groceries and foods (specialty lines)	8	9,443	---	262	442
Machinery--equipment--supplies	15	2,308	---	204	46[illegible]
All other	17	3,927	---	181	36[illegible]
MANUFACTURERS' SALES OFFICES (Without stocks)	14	8,469	---	52	140
Metals and metal work (except scrap)	5	6,763	---	23	66
All other	9	1,706	---	29	74

CITY TYPE OF OPERATION KIND OF BUSINESS	[illegible]	[illegible]	[illegible]	[illegible]	TOTAL PAY ROLL [illegible]
HARTFORD—Con.					
PETROLEUM BULK STATIONS: Petroleum and its products	[illegible]	[illegible]	[illegible]	[illegible]	$444
AGENTS AND BROKERS	12	[illegible]	[illegible]	4[illegible]	[illegible]4
Machinery--equipment--supplies	[illegible]	[illegible]	[illegible]	[illegible]	[illegible]
All other	9	2,469	4	[illegible]	[illegible]
ASSEMBLERS (Mainly farm products)	11	[illegible]	[illegible]	98	[illegible]
Farm products--raw materials	[illegible]	1,757	4	[illegible]	51
All other	5	6,034	1	[illegible]	[illegible]
NEW BRITAIN					
TOTAL, 1939	46	6,588	27	[illegible]	452
1935 [1]	4[illegible]	[illegible]	24	[illegible]	[illegible]
SERVICE AND LIMITED-FUNCTION WHOLESALERS	42	4,877	27	241	[illegible]
ALL OTHER	4	1,711	---	[illegible]	[illegible]
BY KINDS OF BUSINESS:					
SERVICE AND LIMITED-FUNCTION WHOLESALERS	42	4,877	27	241	[illegible]
Automotive	3	282	[illegible]	21	[illegible]
Electrical goods	4	841	1	[illegible]	107
Farm products--consumer goods	4	255	4	16	17
Groceries (general line)	[illegible]	[illegible]	[illegible]	[illegible]	[illegible]
Groceries and foods (specialty lines)	[illegible]	1,284	6	47	71
Machinery--equipment--supplies	4	[illegible]	[illegible]	17	27
Plumbing and heating equipment and supplies	3	[illegible]	[illegible]	15	25
Tobacco and products (except leaf)	5	1,057	1	21	33
Waste materials	4	344	[illegible]	29	54
All other	3	407	8	[illegible]	21
NEW HAVEN					
TOTALS, 1939	375	117,994	183	3,752	6,531
1935	328	85,595	167	2,913	4,919
1929 [2]	389	138,850	---	3,826	7,329
SERVICE AND LIMITED-FUNCTION WHOLESALERS	288	67,656	176	2,651	4,490
MANUFACTURERS' SALES BRANCHES (With stocks)	46	22,090	---	637	1,194
MANUFACTURERS' SALES OFFICES (Without stocks)	10	7,537	---	69	145
PETROLEUM BULK STATIONS AND TERMINALS **	12	10,923	---	293	541
AGENTS AND BROKERS	16	8,314	6	62	116
ASSEMBLERS (Mainly farm products)	3	1,474	1	42	45
BY KINDS OF BUSINESS:					
SERVICE AND LIMITED-FUNCTION WHOLESALERS	288	67,656	176	2,651	4,490
Amusement and sporting goods	5	357	1	26	40
Automotive	15	2,253	9	168	290
Beer, wines, and liquors	12	7,849	7	282	465
Chemicals and paints	12	754	4	64	129
Clothing and furnishings	12	1,417	9	75	66
Coal and coke	5	6,325		87	296
Drugs (general line)	3	1,911	1	101	145
Drugs and drug sundries (specialty lines)	3	3,235	1	86	127
Dry goods (specialty lines)	4	290	6	19	21
Electrical goods	13	3,513	7	114	218
Farm products--consumer goods	44	6,644	38	250	359
Furniture and house furnishings	5	1,173	2	29	89
Groceries (general line)	8	4,152	12	152	178
Groceries and foods (specialty lines)	31	3,689	22	164	266
Jewelry	3	681	4	6	15
Lumber and construction materials	5	1,879	---	54	125
Machinery--equipment--supplies	24	2,252	8	197	349
Paper and its products	11	1,892	10	1[illegible]	194
Plumbing and heating equipment and supplies	9	3,543	3	235	375
Tobacco and products (except leaf)	9	6,394	5	114	146
Waste materials	22	1,952	14	173	228
All other	28	5,171	17	265	449
MANUFACTURERS' SALES BRANCHES (With stocks)	46	22,090	---	637	1,194
Amusement and sporting goods	9	3,284	---	115	212
Beer, wines, and liquors	4	1,569	-	35	97
Groceries and foods (specialty lines)	9	7,851	-	224	370
Machinery--equipment--supplies	11	885	-	57	154
All other	13	8,411	---	173	361
PETROLEUM BULK STATIONS AND TERMINALS: Petroleum and its products	12	10,923	- -	293	54[illegible]
AGENTS AND BROKERS	16	8,314	6	62	116
Farm products--consumer goods	3	4,085	1	13	29
Groceries and foods (specialty lines)	3	2,821	- -	13	37
Machinery--equipment--supplies	5	567	1	15	28
All other	5	841	4	14	22

For footnotes, see end of table.

TABLE 12A.—CITIES OF 50,000 POPULATION OR MORE

ESTABLISHMENTS, SALES, PERSONNEL, AND PAY ROLL—Continued

TYPES OF OPERATION BY KINDS OF BUSINESS

CONNECTICUT

CITY TYPE OF OPERATION KIND OF BUSINESS	Number of establishments	Sales (add 000)	Active proprietors (of business owned by them)	Number of employees* (including active proprietors) Average for year	TOTAL PAY ROLL* (add 000)
WATERBURY					
TOTALS, 1939	91	$20,982	43	862	$1,370
1935	85	15,839	35	722	1,078
SERVICE AND LIMITED-FUNCTION WHOLESALERS [3]	68	12,536	40	629	958
MANUFACTURERS' SALES BRANCHES					
With stocks	13	5,978	---	174	307
PETROLEUM BULK STATIONS AND TERMINALS [**]	10	2,468	3	59	105
BY KINDS OF BUSINESS:					
SERVICE AND LIMITED-FUNCTION WHOLESALERS	68	12,536	40	629	958
Automotive	8	318	4	37	50
Beer, wines, and liquors	3	1,724	1	67	110
Farm products--consumer goods	6	1,376	4	67	96
Groceries (general line)	2	2,125	1	55	87
Groceries and foods (specialty lines)	8				

CITY TYPE OF OPERATION KIND OF BUSINESS	Number of establishments	Sales (add 000)	Active proprietors (of business owned by them)	Number of employees* (including active proprietors) Average for year	TOTAL PAY ROLL* (add 000)
WATERBURY—Con.					
SERVICE AND LIMITED-FUNCTION WHOLESALERS—Con.					
Machinery--equipment--supplies [3]	8	$1,022	3	77	$139
Paper and its products	4	385	1	32	61
Plumbing and heating equipt and spls	5	895	2	54	108
Tobacco and products (except leaf)	3	1,427	1	27	27
Waste materials	4	478	5	34	32
All other	17	2,806	12	179	248
MANUFACTURERS' SALES BRANCHES					
With stocks	13	5,978	---	174	307
Groceries and foods (specialty lines)	5	5,043	--	109	189
Machinery--equipment--supplies	4	308	---	28	53
All other	4	627	---	37	65

DELAWARE

CITY TYPE OF OPERATION KIND OF BUSINESS	Number of establishments	Sales (add 000)	Active proprietors (of business owned by them)	Number of employees* (including active proprietors) Average for year	TOTAL PAY ROLL* (add 000)
WILMINGTON					
TOTALS, 1939	164	$135,[illegible]	[illegible]	2,260	$2,[illegible]
1935	149	96,497	[illegible]	1,[illegible]	2,[illegible]
1929	127	102,114	[illegible]	1,[illegible]	[illegible]
SERVICE AND LIMITED-FUNCTION WHOLESALERS [4]	119	21,996	55	1,104	1,845
MANUFACTURERS' SALES BRANCHES					
With stocks	16	106,438	---	1,009	3,169
Without stocks	8				
PETROLEUM BULK STATIONS [**]	6	4,168	2	100	179
AGENTS AND BROKERS	11	3,038	9	47	90
BY KINDS OF BUSINESS:					
SERVICE AND LIMITED-FUNCTION WHOLESALERS [4]	119	21,996	55	1,104	1,845
Automotive	6	596	3	63	110
Beer, wines, and liquors	11	3,643	2	116	260
Chemicals and paints	7	433	1	41	60
Electrical goods	6	1,081	4	68	114
Farm products--raw materials [4]	3	1,434	-	36	60

CITY TYPE OF OPERATION KIND OF BUSINESS	Number of establishments	Sales (add 000)	Active proprietors (of business owned by them)	Number of employees* (including active proprietors) Average for year	TOTAL PAY ROLL* (add 000)
WILMINGTON—Con.					
SERVICE AND LIMITED-FUNCTION WHOLESALERS—Con.					
Farm products--consumer goods	12	$993	13	44	$57
Groceries (general line	3	1,699	--	54	87
Groceries and foods (specialty lines)	8	320	8	33	30
Lumber and construction materials	8	2,950	---	101	201
Machinery--equipment--supplies	7	497	2	47	80
Paper and its products	6	185	5	19	23
Plumbing and heating equipment and spls.	4	2,000	--	114	232
Tobacco and products (except leaf	7	2,369	3	41	64
Waste materials	11	455	10	67	49
All other	28	3,338	6	257	408
PETROLEUM BULK STATIONS:					
Petroleum and its products	6	4,168	2	100	179
AGENTS AND BROKERS	11	3,038	9	47	90
Farm products--consumer goods	7	384	7	14	17
All other	4	2,654	2	29	73

* Employees and pay roll include paid executives of corporations but not the number and compensation of proprietors of unincorporated businesses.

** Sales include taxes.

1 Data for 1935 have been corrected for errors discovered after the 1935 report was issued.

2 Includes 2 chain-store warehouses not classified as wholesale establishments in 1935 and 1939.

3 Includes 1 small agent.

4 Includes 1 assembler of farm products--raw materials.

DISTRICT OF COLUMBIA

WASHINGTON, D. C.

(See page 219.)

TABLE 12A.—CITIES OF 50,000 POPULATION OR MORE

[illegible]

[illegible] OF OPERATION BY KINDS OF BUSINESS

FLORIDA

CITY TYPE OF OPERATION KIND OF BUSINESS	[illegible]	[illegible] (add 000)	[illegible]	[illegible] employees* [illegible]	TOTAL PAY ROLL* [illegible]
JACKSONVILLE					
TOTALS, 1939	402	$151,633	163	4,844	$7,299
1935	323	129,281	105	3,497	5,610
1929	342	163,160	---	4,085	7,461
SERVICE AND LIMITED-FUNCTION WHOLESALERS	262	71,186	148	2,971	4,260
MANUFACTURERS' SALES BRANCHES (With stocks)	69	45,991	---	1,240	2,090
MANUFACTURERS' SALES OFFICES (Without stocks)	6	4,227	---	42	78
PETROLEUM BULK STATIONS AND TERMINALS **	18	9,309	1	372	449
AGENTS AND BROKERS	40	20,484	28	167	385
ASSEMBLERS (Mainly farm products)	7	436	6	52	37
BY KINDS OF BUSINESS:					
SERVICE AND LIMITED FUNCTION WHOLESALERS	262	71,186	148	2,971	4,260
Automotive	26	12,404	9	328	560
Beer, wines, and liquors	9	5,104	4	202	331
Chemicals and paints	7	1,423	2	32	57
Drugs (general line)	2	1,667	1	103	124
Drugs and drug sundries (specialty lines)	4				
Dry goods (specialty lines)	3	62	2	4	5
Electrical goods	13	3,202	5	158	310
Farm products--consumer goods	39	6,146	40	326	294
Farm supplies	6	2,139	4	56	73
Furniture and house furnishings	4	1,051	1	30	93
Groceries (general line)	8	8,511	2	231	355
Groceries and foods (specialty lines)	36	6,278	23	286	316
Lumber and construction materials	20	4,544	6	123	227
Machinery--equipment--supplies	27	4,043	14	301	470
Paper and its products	7	1,777	1	174	279
Petroleum and its products	3	76	2	[illegible]	7
Plumbing and heating equipment and spls.	7	2,071	4	162	180
Tobacco and products (except leaf)	4	3,574	5	68	102
Waste materials	11	2,807	8	134	83
All other	26	4,907	15	247	394
MANUFACTURERS' SALES BRANCHES (With stocks)	[illegible]	45,991	---	1,240	2,090
Automotive	12	17,803	---	223	488
Chemicals and paints	8	1,706	---	99	174
Groceries and foods (specialty lines)	18	18,399	---	495	744
Machinery--equipment--supplies	13	3,395	---	151	274
All other	18	6,688	---	272	410
PETROLEUM BULK STATIONS AND TERMINALS:					
Petroleum and its products	18	9,309	1	372	449
AGENTS AND BROKERS	40	20,484	28	167	385
Chemicals and paints	3	5,943	2	18	88
Groceries and foods (specialty lines)	17	7,291	14	56	[illegible]
Lumber and construction materials	3	3,686	2	28	90
Machinery--equipment--supplies	5	533	2	26	51
Petroleum and its products	3	1,276	1	10	28
All other	[illegible]	1,755	7	29	48
MIAMI					
TOTALS, 1939	382	88,065	179	4,178	6,328
1935	301	58,092	151	2,717	4,073
1929	244	47,243	---	1,701	2,920
SERVICE AND LIMITED-FUNCTION WHOLESALERS	298	58,412	157	3,231	4,863
MANUFACTURERS' SALES BRANCHES (With stocks)	24	10,348	---	447	712
MANUFACTURERS' SALES OFFICES (Without stocks)	4	2,990	---	16	33
PETROLEUM BULK STATIONS AND TERMINALS **	10	8,171	---	215	322
AGENTS AND BROKERS	34	4,633	17	111	187
ASSEMBLERS (Mainly farm products)	12	3,511	5	158	211
BY KINDS OF BUSINESS:					
SERVICE AND LIMITED-FUNCTION WHOLESALERS	298	58,412	157	3,231	4,863
Amusement and sporting goods	7	211	6	17	16
Automotive	13	2,315	7	246	429
Beer, wines, and liquors	16	8,288	4	323	562
Chemicals and paints	4	210	2	29	46
Clothing and furnishings	10	553	7	20	23
Drugs (general line)	2	2,197	4	94	171
Drugs and drug sundries (specialty lines)	6				
Electrical goods	17	3,921	4	196	333
Farm products--consumer goods	43	6,656	37	398	440
Farm supplies	4	1,982	---	98	163
Furniture and house furnishings	7	1,772	1	146	[illegible]
Groceries (general line)	[illegible]	7,630	1	279	473
Groceries and foods (specialty lines)	47	4,559	34	232	316
Jewelry	3	63	1	5	4
Lumber and construction materials	13	2,251	9	161	234
Machinery--equipment--supplies	36	2,378	15	209	333
Paper and its products	8	1,095	3	76	120
Petroleum and its products	7	781	1	42	72
Plumbing and heating equipment and spls.	7	1,893	3	207	234
Tobacco and products (except leaf)	9	5,255	7	91	131
Waste materials	7	445	2	32	36
All other	21	3,841	9	326	524

CITY TYPE OF OPERATION KIND OF BUSINESS	[illegible]	[illegible]	[illegible] price [illegible]	[illegible] employees* [illegible]	TOTAL PAY ROLL* [illegible]
MIAMI—Con.					
MANUFACTURERS' SALES BRANCHES (With stocks)	24	$4,348	---	447	$712
Groceries and foods (specialty lines)	11	[illegible]	---	111	482
All other	13	[illegible]		106	230
PETROLEUM BULK STATIONS AND TERMINALS:					
Petroleum and its products	10	[illegible]		215	322
AGENTS AND BROKERS	34	[illegible]	17	111	187
Groceries and foods (specialty lines)	1[illegible]	[illegible]	7	22	37
Lumber and construction materials	4	[illegible]	1	[illegible]	45
Machinery--equipment--supplies	7	417	4	[illegible]	[illegible]
All other	13	466	[illegible]	23	34
ST. PETERSBURG					
TOTALS, 1939	50	7,832	24	26	[illegible]
1935	49	[illegible]	20	34	423
SERVICE AND LIMITED-FUNCTION WHOLESALERS	34	3,248	17	216	294
MANUFACTURERS' SALES BRANCHES (With stocks)	5	1,427	---	40	[illegible]
PETROLEUM BULK STATIONS **	12	2,657	[illegible]	164	133
BY KINDS OF BUSINESS:					
SERVICE AND LIMITED-FUNCTION WHOLESALERS	34	3,248	17	216	294
Automotive	5	262	3	21	46
Farm products--consumer goods	4	440	2	49	81
Groceries (general line)	2	1,660	4	39	51
Groceries and foods (specialty lines)	6				
Machinery--equipment--supplies	3	36	2	5	4
Paper and its products	3	198	---	17	26
All other	11	1,292	5	75	[illegible]
TAMPA					
TOTALS, 1939	298	87,997	138	3,640	4,923
1935	264	63,575	128	2,822	2,923
1929 [1]	223	82,679	---	2,406	4,076
SERVICE AND LIMITED-FUNCTION WHOLESALERS	217	49,075	108	2,502	3,372
MANUFACTURERS' SALES BRANCHES (With stocks)	30	11,300	---	482	666
MANUFACTURERS' SALES OFFICES (Without stocks)	5	4,780	---	18	44
PETROLEUM BULK STATIONS AND TERMINALS **	10	4,361	---	194	236
AGENTS AND BROKERS	28	5,599	26	57	86
ASSEMBLERS (Mainly farm products)	8	12,862	4	387	519
BY KINDS OF BUSINESS:					
SERVICE AND LIMITED-FUNCTION WHOLESALERS	217	49,075	108	2,502	3,372
Automotive	21	3,147	10	214	314
Beer, wines, and liquors	11	4,684	2	188	296
Chemicals and paints	8	274	3	38	51
Drugs (general line)	2	2,299	1	119	189
Drugs and drug sundries (spclty lines)	2				
Electrical goods	11	2,680	1	113	224
Farm products--raw materials	4	407	6	13	12
Farm products--consumer goods	12	3,319	4	324	239
Farm supplies	9	3,999	4	155	216
Furniture and house furnishings	3	402	1	23	33
Groceries (general line)	11	4,731	6	126	184
Groceries and foods (specialty lines)	34	4,774	28	203	283
Hardware	5	2,269	--	157	292
Lumber and construction materials	11	3,978	---	166	231
Machinery--equipment--supplies	27	2,822	15	213	288
Paper and its products	6	905	1	57	80
Petroleum and its products	4	304	1	16	29
Plumbing and heating equipment and spls.	4	715	---	37	64
Tobacco and products (except leaf)	4	4,153	5	98	113
Waste materials	9	611	11	70	37
All other	17	2,432	7	170	224
MANUFACTURERS' SALES BRANCHES (With stocks)	30	11,300	---	482	666
Groceries and foods (specialty lines)	11	8,143	---	319	411
Machinery--equipment--supplies	7	313	---	37	62
All other	12	2,844	---	126	193
PETROLEUM BULK STATIONS AND TERMINALS:					
Petroleum and its products	10	4,361	---	194	236
AGENTS AND BROKERS	28	5,599	26	57	86
Groceries and foods (specialty lines)	10	4,135	9	23	39
Machinery--equipment--supplies	7	462	4	23	42
All other	11	1,002	13	7	4

* Employees and pay roll include paid executives of corporations but not the number and compensation of proprietors of unincorporated businesses.

** Sales include taxes.

[1] Includes 2 chain-store warehouses not classified as wholesale establishments in 1935 and 1939.

TABLE 12A.—CITIES OF 50,000 POPULATION OR MORE

[illegible], Sales, Payroll, and Pay Roll

[illegible] Kind of Business

GEORGIA

CITY TYPE OF OPERATION KIND OF BUSINESS	Number of establishments	Sales (add 000)	Value of inventory	Number of employees*	TOTAL PAY ROLL* (add 000)
ATLANTA					
(See page 289.)					
AUGUSTA					
TOTAL, 1939	165	[illegible]	84	945	$1,200
1935	149	37,796	94	734	[illegible]
SERVICE AND LIMITED-FUNCTION WHOLESALERS[1]	71	14,932	48	681	795
MANUFACTURERS' SALES BRANCHES					
(With stocks	[illegible]				
MANUFACTURERS' SALES OFFICES					
(Without stocks)	[illegible]	[illegible]	---	104	164
PETROLEUM BULK STATIONS	7	1,885	2	55	50
AGENTS AND BROKERS	4	9,922	28	117	161
BY KINDS OF BUSINESS:					
SERVICE AND LIMITED-FUNCTION WHOLESALERS[1]	71	14,932	48	681	795
Automotive	4	412	1	37	54
Beer, wines, and liquors	7	1,651	1	46	52
Clothing and furnishings	4	212	4	7	6
Drugs (general line	1	434	1	36	29
Drugs and drug sundries (specialty lines)	2				
Dry goods (general line	3	588	4	25	46
Dry goods (specialty lines	1				
Farm products--consumer goods	5	675	3	85	77
Groceries (general line	6	2,149	4	77	11
Groceries and foods (specialty lines	10	919	10	53	56
Machinery--equipment--supplies	5	555	2	41	48
Tobacco and products (except leaf	4	1,289	4	45	51
Waste materials	3	920	2	37	51
All other	17	5,022	11	165	243
PETROLEUM BULK STATIONS:					
Petroleum and its products	7	1,885	2	53	80
AGENTS AND BROKERS	34	9,922	28	117	161
Farm products--raw materials	14	6,284	6	35	130
Groceries and foods (specialty lines)	8	1,469	9	13	9
Machinery--equipment--supplies	6	82	6	11	11
All other	6	1,087	5	4	3
COLUMBUS					
TOTAL, 1939	68	17,488	34	736	977
1935	67	13,192	26	651	695
SERVICE AND LIMITED-FUNCTION WHOLESALERS	49	11,166	26	595	739
MANUFACTURERS' SALES BRANCHES					
(With stocks	7				
MANUFACTURERS' SALES OFFICES					
(Without stocks	[illegible]	2,914	---	90	115
PETROLEUM BULK STATIONS	5	1,517	2	65	99
AGENTS AND BROKERS	5	1,891	6	16	24
BY KINDS OF BUSINESS:					
SERVICE AND LIMITED-FUNCTION WHOLESALERS	49	11,166	26	595	739
Automotive	5	433	3	75	111
Dry goods (general line	1	1,774	4	53	119
Dry goods (specialty lines	2				
Electrical goods	3	180	4	23	21
Farm products--consumer goods	6	699	3	85	70
Groceries (general line	5	4,381	1	81	103
Groceries and foods (specialty lines)	8	1,093	4	45	55
Paper and its products	3	302	1	27	39
Waste materials	3	1,251	2	52	56
All other	13	2,853	4	113	165
MACON					
TOTALS, 1939	97	24,565	50	[illegible]	[illegible]
1935	89	[illegible]	35	742	1,107
SERVICE AND LIMITED-FUNCTION WHOLESALERS	61	13,162	38	750	924
MANUFACTURERS' SALES BRANCHES					
(With stocks	5	2,579	---	96	140

CITY TYPE OF OPERATION KIND OF BUSINESS	Number of establishments	Sales (add 000)	Value of inventory	Number of employees*	TOTAL PAY ROLL* (add 000)
MACON—Con.					
MANUFACTURERS' SALES OFFICES					
(Without stocks	5	$2,179	---	38	$64
PETROLEUM BULK STATIONS	4	2,271	4	62	79
AGENTS AND BROKERS	10	3,274	8	36	62
AUCTIONEERS (Mainly farm products	3	1,100	---	39	65
BY KINDS OF BUSINESS:					
SERVICE AND LIMITED-FUNCTION WHOLESALERS	61	13,162	38	750	924
Automotive	8	727	4	61	81
Beer, wines, and liquors	4	832	1	37	41
Farm products--raw materials	3	2,194	2	90	70
Farm products--consumer goods	3	348	1	37	45
Groceries (general line	3	1,361	3	43	40
Groceries and foods (specialty lines	6	777	3	36	32
Lumber and construction materials	8	534	4	6	11
Machinery--equipment--supplies	7	657	5	40	57
Paper and its products	3	402	1	35	47
Waste materials	4	139	5	18	10
All other	17	5,206	9	347	480
PETROLEUM BULK STATIONS:					
Petroleum and its products	6	2,271	4	62	79
AGENTS AND BROKERS	10	3,274	8	36	62
Groceries and foods (specialty lines)	5	1,985	4	14	19
All other	5	1,289	4	16	43
SAVANNAH					
TOTAL, 1939	199	67,581	120	1,841	2,404
1935	175	61,910	79	1,340	1,898
SERVICE AND LIMITED-FUNCTION WHOLESALERS	138	34,039	99	1,346	1,736
MANUFACTURERS' SALES BRANCHES					
(With stocks	21				
MANUFACTURERS' SALES OFFICES		5,218	---	238	345
(Without stocks	1				
PETROLEUM BULK STATIONS	11	4,019	3	109	133
AGENTS AND BROKERS	25	24,055	16	98	180
AUCTIONEERS (Mainly farm products	3	250	2	50	10
BY KINDS OF BUSINESS:					
SERVICE AND LIMITED-FUNCTION WHOLESALERS	138	34,039	99	1,346	1,736
Automotive	3	623	1	69	123
Beer, wines, and liquors	8	2,038	5	77	77
Chemicals and paints	8	9,611	1	84	177
Clothing and furnishings	10	1,239	3	51	74
Drugs (general line	3	1,128	---	67	119
Dry goods (general line	2	1,366	10	45	53
Dry goods (specialty lines	3				
Electrical goods	4	609	4	18	34
Farm products--raw materials	3	461	2	3	4
Farm products--consumer goods	13	1,181	13	65	67
Farm supplies	6	793	6	27	28
Groceries (general line)	6	2,229	3	93	110
Groceries and foods (specialty lines)	21	2,823	25	142	111
Lumber and construction materials	9	3,256	6	172	206
Machinery--equipment--supplies	11	1,441	5	91	175
Metals and metal work (except scrap)	3	494	3	35	35
Paper and its products	3	344	---	23	43
Plumbing and heating equipt and supls	4	614	2	39	43
Tobacco and products (except leaf)	3	1,197	1	38	42
Waste materials	5	659	6	51	57
All other	10	1,933	3	97	158
PETROLEUM BULK STATIONS:					
Petroleum and its products	11	4,019	3	109	133
AGENTS AND BROKERS	25	24,055	16	98	180
Chemicals and paints	5	2,998	---	23	53
Groceries and foods (specialty lines)	6	19,132	6	40	54
Machinery--equipment--supplies	3	167	2	10	14
All other	10	1,761	[illegible]	25	49

* Employees and pay roll include paid executives of corporations but not the number and compensation of proprietors of unincorporated businesses.

[1] Sales include taxes.

[2] Includes 1 assembler of farm products--raw materials.

TABLE 12A.—CITIES OF 50,000 POPULATION OR MORE

[Establishments, Sales, Proprietors, and Paid Employees, by Type of Operation and Kind of Business]

ILLINOIS

CITY TYPE OF OPERATION KIND OF BUSINESS	Number of establishments	Sales (add 000)	Average Paid Employees	Number of Proprietors and Firm Members	TOTAL PAY ROLL * (add 000)
CHICAGO					
(See page 307.)					
CICERO					
TOTALS, 1939	47	$7,674	30	471	$790
1935	36	5,283	18	436	670
SERVICE AND LIMITED-FUNCTION WHOLESALERS	42	6,950	28	452	762
ALL OTHER [1]	5	724	2	19	28
BY KINDS OF BUSINESS:					
SERVICE AND LIMITED-FUNCTION WHOLESALERS	42	6,950	28	452	762
Automotive	7	217	4	26	30
Beer, wines, and liquors	8	985	8	42	71
Farm products--consumer goods	8	988	4	86	139
Groceries (general line)	1				
Groceries and foods (specialty lines)	4	1,506	5	57	87
Lumber and construction materials	4	1,240	1	40	105
Metals and metal work (except scrap)	4	1,776	2	176	294
All other	6	236	4	23	36
DECATUR					
TOTALS, 1939	100	23,573	60	876	1,342
1935	106	20,166	[2]80	[2]641	[2]868
SERVICE AND LIMITED-FUNCTION WHOLESALERS	60	9,768	42	615	930
MANUFACTURERS' SALES BRANCHES (With stocks)	10				
MANUFACTURERS' SALES OFFICES (Without stocks)	3	2,743	-	131	191
PETROLEUM BULK STATIONS **	15	2,928	6	98	143
AGENTS AND BROKERS	8	7,516	10	21	61
ASSEMBLERS (Mainly farm products)	5	618	2	11	18
BY KINDS OF BUSINESS:					
SERVICE AND LIMITED-FUNCTION WHOLESALERS	60	9,768	42	615	930
Automotive	9	537	4	58	87
Beer, wines, and liquors	5	1,514	3	50	159
Electrical goods	4	145	2	10	11
Farm products--consumer goods	8	1,797	5	146	237
Farm supplies	4	323	6	18	18
Groceries (general line)	4	1,507	2	65	75
Groceries and foods (specialty lines)	6	548	5	61	76
Tobacco and products (except leaf)	3	1,027	7	14	19
Waste materials	4	306	4	36	25
All other	13	2,064	4	157	225
PETROLEUM BULK STATIONS					
Petroleum and its products	15	2,928	6	98	143
AGENTS AND BROKERS	9	7,516	10	21	61
Farm products--raw materials	6	7,019	7	13	44
All other	3	497	3	8	17
EAST ST. LOUIS					
TOTALS, 1939	77	22,113	41	638	944
1935	66	15,574	38	497	733
SERVICE AND LIMITED-FUNCTION WHOLESALERS	58	10,729	33	490	665
PETROLEUM BULK STATIONS **	8	4,901	3	90	184
ASSEMBLERS (Mainly farm products)	5	176	5	11	11
ALL OTHER [3]	6	6,307	-	47	84
BY KINDS OF BUSINESS:					
SERVICE AND LIMITED-FUNCTION WHOLESALERS	58	10,729	33	490	665
Automotive	8	679	5	62	87
Beer, wines, and liquors	10	3,951	3	116	180
Farm products--consumer goods	8	975	8	57	79
Groceries (general line)	2				
Groceries and foods (specialty lines)	6	541	5	36	42
Paper and its products	3	72	3	2	2
Waste materials	6	941	5	91	90
All other	13	3,570	7	126	185
EVANSTON					
TOTALS, 1939	36	$6,569	25	204	$346
1935 [4]	24	4,876	[2]-	[2]92	[2]159
SERVICE AND LIMITED-FUNCTION WHOLESALERS	28	2,248	20	116	173
ALL OTHER [5]	8	4,321	-	88	173
BY KINDS OF BUSINESS:					
SERVICE AND LIMITED-FUNCTION WHOLESALERS	28	2,248	20	116	173
Automotive	7	246	2	27	33
Groceries (general line)	2				
Groceries and foods (specialty lines)	5	848	5	25	40
All other	14	1,184	9	64	100
OAK PARK					
TOTALS, 1939	19	2,858	9	112	191
1935	12	3,035	3	110	206
PEORIA					
TOTALS, 1939	282	63,223	143	2,236	3,872
1935 [6]	239	76,380	128	2,228	3,494
1929 [7]	215	98,759	---	2,096	4,827
SERVICE AND LIMITED-FUNCTION WHOLESALERS	153	29,863	87	1,413	2,318
MANUFACTURERS' SALES BRANCHES (With stocks)	25	13,295	---	531	1,032
MANUFACTURERS' SALES OFFICES (Without stocks)	7	1,856	--	18	34
PETROLEUM BULK STATIONS **	19	3,590	3	126	206
AGENTS AND BROKERS	47	29,767	51	122	234
ASSEMBLERS (Mainly farm products)	5	4,852	2	26	46
BY KINDS OF BUSINESS:					
SERVICE AND LIMITED-FUNCTION WHOLESALERS	153	29,863	87	1,413	2,318
Automotive	23	3,098	15	209	354
Beer, wines, and liquors	12	3,340	8	133	218
Chemicals and paints	3	231	3	15	19
Coal and coke	5	.098	1	16	46
Drugs (general line)	1				
Drugs and drug sundries (spclty lines)	2	1,356	1	67	97
Electrical goods	11	3,039	6	114	213
Farm products--consumer goods	16	3,579	11	137	260
Farm supplies	4	225	3	8	11
Furniture and house furnishings	4	356	1	25	39
Groceries (general line	5	2,772		108	172
Groceries and foods (specialty lines)	14	700	11	38	54
Lumber and construction materials	3	507	2	12	26
Machinery--equipment--supplies	13	701	5	67	102
Paper and its products	5	826	2	92	165
Plumbing and heating equipt and supls	7	1,118	2	63	128
Tobacco and products (except leaf)	5	1,548	4	50	48
Waste materials	5	603	4	61	59
All other	17	4,797	8	218	368
MANUFACTURERS' SALES BRANCHES (With stocks)	35	13,535	---	531	1,032
Automotive	3	2,477	-	79	177
Beer, wines, and liquors	9	4,687		142	314
Machinery--equipment--supplies	16	4,230	---	219	412
All other	7	2,001	---	85	129
PETROLEUM BULK STATIONS:					
Petroleum and its products	19	3,590	3	126	206
AGENTS AND BROKERS	47	29,767	51	122	234
Farm products--raw materials	28	24,737	32	87	170
Groceries (general line)	2				
Groceries and foods (specialty lines)	3	2,968	7	16	24
Machinery--equipment--supplies	8	639	6	12	26
All other	8	1,423	6	7	14
ASSEMBLERS (Mainly farm products)	5	4,852	2	26	46

For footnotes, see end of table.

TABLE 12A.—CITIES OF 50,000 POPULATION OR MORE

ESTABLISHMENTS, SALES, PERSONNEL, AND PAY ROLL—Continued

TYPES OF OPERATION BY KINDS OF BUSINESS

ILLINOIS

CITY TYPE OF OPERATION KIND OF BUSINESS	Number of establishments	Sales (add 000)	Active proprietors (of unincorporated businesses)	Number of employees* (including w and pay time) Average for year	TOTAL PAY ROLL* (add 000)
ROCKFORD					
TOTALS, 1939	176	$24,965	[illegible]	1,122	$1,763
1935	161	19,629	[6]94	[6]954	[6]1,329
SERVICE AND LIMITED-FUNCTION WHOLESALERS [9]	135	15,113	84	788	1,189
MANUFACTURERS' SALES BRANCHES (With stocks)	16	5,738	--	204	349
MANUFACTURERS' SALES OFFICES (Without stocks)	3				
PETROLEUM BULK STATIONS **	12	2,308	6	105	178
AGENTS AND BROKERS	10	1,806	8	25	47
BY KINDS OF BUSINESS:					
SERVICE AND LIMITED-FUNCTION WHOLESALERS [9]	135	15,113	84	788	1,189
Automotive	8	686	3	77	110
Beer, wines, and liquors	15	2,703	10	86	147
Chemicals and paints	7	293	1	23	33
Drugs and drug sundries (specity lines)	3	34	6	2	1
Electrical goods	8	1,545	---	88	161
Farm products--consumer goods [9]	13	2,199	9	69	[illegible]
Groceries (general line	3	764	---	48	72
Groceries and foods (specialty lines)	22	785	23	38	53
Lumber and construction materials	5	1,461	3	39	[illegible]
Machinery--equipment--supplies	18	900	10	63	113
Paper and its products	4	224	6	17	26
Plumbing and heating equipment and spls.	5	688	---	54	98
Tobacco and products (except leaf)	3	1,229	---	34	56
Waste materials	[illegible]	852	6	92	89
All other	13	750	7	58	74
PETROLEUM BULK STATIONS:					
Petroleum and its products	12	2,308	6	105	178
AGENTS AND BROKERS	10	1,806	[illegible]	25	47
Lumber and construction materials	3	1,133	4	9	21
All other	7	673	4	16	26

CITY TYPE OF OPERATION KIND OF BUSINESS	Number of establishments	Sales (add 000)	Active proprietors (of unincorporated businesses)	Number of employees* (including w and pay time) Average for year	TOTAL PAY ROLL* (add 000)
SPRINGFIELD					
TOTALS, 1939	128	$29,637	79	1,326	$2,089
1935	118	22,522	70	891	1,299
SERVICE AND LIMITED-FUNCTION WHOLESALERS	88	15,234	67	1,005	1,508
MANUFACTURERS' SALES BRANCHES (With stocks)	12	5,580	---	217	395
MANUFACTURERS' SALES OFFICES (Without stocks)	6	3,529	---	18	41
PETROLEUM BULK STATIONS **	17	2,601	9	60	95
AGENTS AND BROKERS	5	2,693	3	26	50
BY KINDS OF BUSINESS:					
SERVICE AND LIMITED-FUNCTION WHOLESALERS	88	15,234	67	1,005	1,508
Automotive	13	818	8	81	122
Beer, wines, and liquors	10	2,355	7	108	165
Electrical goods	3	664	1	31	51
Farm products--consumer goods	11	1,549	10	267	365
Groceries (general line)	5	1,935	2	116	166
Groceries and foods (specialty lines)	9	676	9	33	42
Machinery--equipment--supplies	11	1,206	10	68	133
Tobacco and products (except leaf)	3	2,266	---	44	70
Waste materials	4	190	3	29	21
All other	19	3,575	17	228	373
MANUFACTURERS' SALES BRANCHES (With stocks)	12	5,580	---	217	395
Machinery--equipment--supplies	5	2,691	---	126	248
All other	7	2,889	---	91	147

* Employees and pay roll include paid executives of corporations but not the number and compensation of proprietors of unincorporated businesses.
** Sales include taxes.
1 Includes 1 manufacturer's sales branch (with stocks); and 4 petroleum bulk stations.
2 Data for 1935 exclude personnel and pay roll of 3 commission bulk stations.
3 Includes 3 manufacturers' sales branches (with stocks); and 2 manufacturers' sales offices (without stocks); and 1 agent.
4 Some adjustments have been made in the 1935 figures for comparison purposes.
5 Includes 3 manufacturers' sales branches (with stocks); and 5 petroleum bulk stations.
6 Data for 1935 exclude personnel and pay roll of 1 commission bulk station. Also, some adjustments have been made in the 1935 figures for comparison purposes.
7 Includes 1 chain-store warehouse not classified as a wholesale establishment in 1935 and 1939.
8 Data for 1935 exclude personnel and pay roll of 1 commission bulk station.
9 Includes 1 assembler of farm products.

TABLE 12A.—CITIES OF 50,000 POPULATION OR MORE

ESTABLISHMENTS, SALES, PERSONNEL, AND PAY ROLL

TYPES OF OPERATION BY KINDS OF BUSINESS

INDIANA

CITY TYPE OF OPERATION KIND OF BUSINESS	Number of establishments	Sales (add 000)	Active proprietors devoting their entire time to business	Number of employees * (full-time and part-time) Average for year	TOTAL PAY ROLL * (add 000)
EAST CHICAGO					
TOTALS, 1939	31	$9,823	10	285	$604
1935	29	7,827	9	137	241
SERVICE AND LIMITED-FUNCTION WHOLESALERS	21	5,992	8	215	451
PETROLEUM BULK STATIONS AND TERMINALS **	6	3,769	---	52	125
ALL OTHER	4	451	2	18	28
BY KINDS OF BUSINESS:					
SERVICE AND LIMITED-FUNCTION WHOLESALERS	21	5,803	8	215	451
Beer, wines, and liquors	6	2,110	---	97	243
Farm products--consumer goods	5	282	4	27	59
Tobacco and products (except leaf)	3	1,336	1	15	26
All other	7	875	3	76	123
EVANSVILLE					
TOTALS, 1939	220	51,544	130	2,247	3,352
1935	200	41,886	93	1,656	2,256
SERVICE AND LIMITED-FUNCTION WHOLESALERS	155	28,085	97	1,865	2,673
MANUFACTURERS' SALES BRANCHES (With stocks)	15	4,409	---	208	344
MANUFACTURERS' SALES OFFICES (Without stocks)	3				
PETROLEUM BULK STATIONS **	13	3,172	2	92	141
AGENTS AND BROKERS	24	11,260	22	56	145
ASSEMBLERS (Mainly farm products)	10	4,618	9	26	49
BY KINDS OF BUSINESS:					
SERVICE AND LIMITED-FUNCTION WHOLESALERS	155	28,085	97	1,865	2,673
Automotive	18	2,161	6	174	239
Beer, wines, and liquors	4	2,035	---	55	125
Chemicals and paints	3	684	4	97	91
Electrical goods	8	1,009	2	35	59
Farm products--consumer goods	19	3,458	19	363	479
Farm supplies	8	1,415	---	121	145
Groceries (general line)	3	5,009	---	201	331
Groceries and foods (specialty lines)	20	1,059	17	114	106
Hardware	5	2,759	2	148	325
Lumber and construction materials	14	1,317	9	113	168
Machinery--equipment--supplies	17	1,298	13	114	153
Paper and its products	3	151	1	19	22
Tobacco and products (except leaf)	4	1,159	3	24	32
Waste materials	6	808	6	115	99
All other	20	2,763	15	172	299
PETROLEUM BULK STATIONS:					
Petroleum and its products	13	3,172	2	92	141
AGENTS AND BROKERS	24	11,260	22	56	145
Groceries and foods (specialty lines)	8	5,829	7	23	55
Machinery--equipment--supplies	9	242	9	17	20
All other	7	5,189	6	16	70
ASSEMBLERS (Mainly farm products)	10	4,618	9	26	49
Farm products--raw materials	5	3,928	5	18	41
Farm products—consumer goods	5	690	4	8	8
FORT WAYNE					
TOTALS, 1939	220	47,614	130	2,017	3,309
1935	201	29,956	108	1,666	2,435
1929 [1]	156	53,164	---	2,233	3,864
SERVICE AND LIMITED-FUNCTION WHOLESALERS	155	27,520	100	1,598	2,457
MANUFACTURERS' SALES BRANCHES (With stocks)	16	3,103	---	174	282
MANUFACTURERS' SALES OFFICES (Without stocks)	3	1,499	---	14	26
PETROLEUM BULK STATIONS **	10	2,996	5	69	114
AGENTS AND BROKERS	29	10,438	22	107	357
ASSEMBLERS (Mainly farm products)	6	2,058	3	55	71
BY KINDS OF BUSINESS:					
SERVICE AND LIMITED-FUNCTION WHOLESALERS	155	27,520	100	1,598	2,457
Automotive	20	1,353	14	127	160
Beer, wines, and liquors	4	1,475	2	44	83
Chemicals and paints	7	533	4	44	82
Drugs (general line)	1	2,036	---	109	220
Drugs and drug sundries (specialty lines)	2				
Electrical goods	5	1,052	2	46	84
Farm products--consumer goods	13	2,006	8	99	128
Farm supplies	3	1,817	1	45	91
Groceries (general line)	7	4,129	3	197	280
Groceries and foods (specialty lines)	14	1,130	12	71	91
Hardware	3	2,268	---	166	319
FORT WAYNE—Con.					
SERVICE AND LIMITED-FUNCTION WHOLESALERS—Con.					
Lumber and construction materials	15	$[illegible]	5	62	$81
Machinery--equipment--supplies	13	1,169	6	128	160
Paper and its products	2	1,372	---	96	173
Petroleum and its products	2	[illegible]	4	2	6
Plumbing and heating equipment and spls	6	[illegible]	8	156	247
Tobacco and products (except leaf)	3	1,301	2	27	30
Waste materials	16	[illegible]	15	85	78
All other	16	1,677	11	88	119
MANUFACTURERS' SALES BRANCHES (With stocks)	16	3,103	---	174	282
Groceries and foods (specialty lines)	8	1,689	---	25	154
Machinery--equipment--supplies	6	575	---	46	75
All other	5	688	---	33	48
PETROLEUM BULK STATIONS:					
Petroleum and its products	10	2,996	5	69	114
AGENTS AND BROKERS	29	10,438	22	107	357
Electrical goods	3	562	1	9	15
Farm products--raw materials	4	3,950	3	9	17
Groceries and foods (specialty lines)	8	2,569	4	5	10
Machinery--equipment--supplies	8	359	7	7	14
Paper and its products	2	198	2	1	[illegible]
All other	5	2,788	5	75	301
GARY					
TOTALS, 1939	84	14,618	49	602	909
1935	80	9,725	38	390	564
1929	34	[illegible]	---	296	484
SERVICE AND LIMITED-FUNCTION WHOLESALERS [3]	69	9,047	45	460	644
MANUFACTURERS' SALES BRANCHES (with stocks)	6	3,381	---	101	190
MANUFACTURERS' SALES OFFICES (Without stocks)	1				
PETROLEUM BULK STATIONS **	6	2,190	4	11	75
BY KINDS OF BUSINESS:					
SERVICE AND LIMITED-FUNCTION WHOLESALERS [3]	69	9,047	45	460	644
Automotive	8	585	5	61	79
Beer, wines, and liquors	5	1,700	---	74	125
Electrical goods	3	145	2	14	22
Farm products--consumer goods [3]	12	2,650	8	136	194
Groceries (general line)	4	1,408	---	28	71
Groceries and foods (specialty lines)	9	486	6	40	43
Plumbing and heating equipment and spls	5	216	5	14	14
Tobacco and products (except leaf)	4	977	4	18	15
Waste materials	5	170	7	18	11
All other	14	700	8	69	70
HAMMOND					
TOTALS, 1939	45	8,790	21	327	524
1935	42	6,294	24	391	485
SERVICE AND LIMITED-FUNCTION WHOLESALERS	35	4,392	21	275	421
MANUFACTURERS' SALES BRANCHES (With stocks)	5				
MANUFACTURERS' SALES OFFICES (Without stocks)	1	228	---	23	46
PETROLEUM BULK STATIONS **	4	4,170	---	29	57
BY KINDS OF BUSINESS:					
SERVICE AND LIMITED-FUNCTION WHOLESALERS	35	4,392	21	275	421
Automotive	6	469	2	53	73
Farm products--consumer goods	7	913	10	63	90
Groceries and foods (specialty lines)	3	294	1	17	29
All other	19	2,716	8	142	229
INDIANAPOLIS (See page 341.)					
SOUTH BEND					
TOTALS, 1939	158	46,619	86	1,608	2,864
1935	140	28,950	84	1,139	1,789
1929	129	40,619	---	1,394	2,786
SERVICE AND LIMITED-FUNCTION WHOLESALERS	110	28,583	74	1,074	1,803
MANUFACTURERS' SALES BRANCHES (With stocks)	21	11,182	---	353	791
MANUFACTURERS' SALES OFFICES (Without stocks)	6	1,359	---	73	[illegible]
PETROLEUM BULK STATIONS **	11	3,873	5	59	[illegible]
AGENTS AND BROKERS	10	1,221	7	[illegible]	4

For footnotes, see end of table.

TABLE 12A.—CITIES OF 50,000 POPULATION OR MORE

ESTABLISHMENTS, SALES, PERSONNEL, AND PAY ROLL—Continued

TYPES OF OPERATION BY KINDS OF BUSINESS

INDIANA

CITY TYPE OF OPERATION KIND OF BUSINESS	Number of establishments	Sales (add 000)	Active proprietors of unincorporated businesses	Number of employees* (full-time and part-time) Average for year	TOTAL PAY ROLL* (add 000)
SOUTH BEND—Con.					
BY KINDS OF BUSINESS:					
SERVICE AND LIMITED-FUNCTION WHOLESALERS	11	$28,583	74	1,074	$1,808
Automotive	13	9,475	8	133	210
Beer, wines, and liquors	4	1,693	1	76	118
Chemicals and paints	4	186	1	29	38
Electrical goods	10	2,659	4	110	227
Farm products--consumer goods	10	1,836	14	106	128
Groceries (general line)	4	4,876	---	163	345
Groceries and foods (specialty lines)	14	419	11	43	43
Lumber and construction materials	9	1,548	1	77	146
Machinery--equipment--supplies	10	432	[illegible]	43	65
Plumbing and heating equipment and spls.	5	973	1	76	146
Tobacco and products (except leaf)	4	1,252	3	5	11
Waste materials	5	1,085	6	87	109
All other	18	2,149	16	143	215
MANUFACTURERS' SALES BRANCHES (With stocks)	21	11,163	---	353	791
Groceries and foods (specialty lines)	7	2,209	---	103	178
Machinery--equipment--supplies	7	2,300	---	110	192
All other	7	6,674	---	140	421
PETROLEUM BULK STATIONS:					
Petroleum and its products	11	3,873	5	86	161
AGENTS AND BROKERS	16	1,621	7	20	47
Groceries and foods (specialty lines)	3	845	2	7	11
All other	7	776	5	13	36

CITY TYPE OF OPERATION KIND OF BUSINESS	Number of establishments	Sales (add 000)	Active proprietors of unincorporated businesses	Number of employees* (full-time and part-time) Average for year	TOTAL PAY ROLL* (add 000)
TERRE HAUTE					
TOTALS, 1939	136	$29,868	77	1,328	$2,046
1935 [4]	125	28,436	68	1,240	1,660
SERVICE AND LIMITED-FUNCTION WHOLESALERS	95	16,549	66	997	1,467
MANUFACTURERS' SALES BRANCHES (With stocks)	9	3,271	---	156	273
MANUFACTURERS' SALES OFFICES (Without stocks)	2				
PETROLEUM BULK STATIONS [2]	15	3,656	3	93	167
AGENTS AND BROKERS	10	5,614	6	60	122
ASSEMBLERS (Mainly farm products)	5	778	2	20	17
BY KINDS OF BUSINESS:					
SERVICE AND LIMITED-FUNCTION WHOLESALERS	95	16,549	66	997	1,467
Automotive	11	651	8	72	102
Beer, wines, and liquors	3	909	---	27	51
Electrical goods	4	886	3	37	64
Farm products--consumer goods	11	913	10	90	116
Furniture and house furnishings	3	211	4	12	20
Groceries (general line)	3	4,071	---	250	380
Groceries and foods (specialty lines)	11	383	7	42	42
Machinery--equipment--supplies	9	1,556	6	106	204
Paper and its products	3	460	---	29	58
Tobacco and products (except leaf)	4	1,927	3	35	51
Waste materials	9	753	6	88	89
All other	24	3,829	19	209	290
PETROLEUM BULK STATIONS:					
Petroleum and its products	15	3,656	3	93	167
AGENTS AND BROKERS	10	5,614	6	60	122
Coal and coke	3	4,236	---	46	102
All other	7	1,378	6	14	20

* Employees and pay roll include paid executives of corporations but not the number and compensation of proprietors of unincorporated businesses.
** Sales include taxes.
[1] Includes 1 chain-store warehouse not classified as a wholesale establishment in 1935 and 1939.
[2] Less than $1,000.
[3] Includes 1 assembler.
[4] Some adjustments have been made in the 1935 figures for comparison purposes.

TABLE 12A.—CITIES OF 50,000 POPULATION OR MORE

ESTABLISHMENTS, SALES, PERSONNEL, AND PAY ROLL

TYPES OF OPERATION BY KINDS OF BUSINESS

IOWA

CITY TYPE OF OPERATION KIND OF BUSINESS	Number of establishments	Sales (add 000)	Active proprietors of unincorporated business	Number of employees* (salaried and wage earners) Average for year	TOTAL PAY ROLL* (add 000)
CEDAR RAPIDS					
TOTALS, 1939	159	$37,982	85	1,628	$2,240
1935 [1]	112	32,409	[1]59	[1]1,039	[1]1,526
SERVICE AND LIMITED-FUNCTION WHOLESALERS	99	24,603	61	1,268	1,713
MANUFACTURERS' SALES BRANCHES (With stocks)	18	2,793	---	148	261
MANUFACTURERS' SALES OFFICES (Without stocks)	4	1,399	---	29	60
PETROLEUM BULK STATIONS **	13	2,365	7	79	101
AGENTS AND BROKERS	16	5,613	11	52	53
ASSEMBLERS (Mainly farm products)	9	1,209	4	52	52
BY KINDS OF BUSINESS:					
SERVICE AND LIMITED-FUNCTION WHOLESALERS	[illegible]	24,603	61	1,268	1,713
Automotive	6	596	4	58	73
Beer, wines, and liquors	5	976	4	43	55
Chemicals and paints	6	365	4	41	53
Electrical goods	5	1,028	1	48	78
Farm products--raw materials	4	2,110	1	33	81
Farm products--consumer goods	7	[illegible]	4	50	59
Farm supplies	7	857	3	42	52
Groceries (general line)	5	7,540	---	[illegible]	334
Groceries and foods (specialty lines)	13	1,586	16	80	[illegible]
Lumber and construction materials	5	1,451	5	35	61
Machinery--equipment--supplies	10	1,892	8	141	214
Petroleum and its products	3	468	[illegible]	42	74
Plumbing and heating equipt and spls	3	812	---	55	83
Waste materials	4	347	4	32	43
All other	16	3,897	5	269	365
MANUFACTURERS' SALES BRANCHES (With stocks)	18	2,793	---	148	261
Groceries and foods (specialty lines)	6	1,577	---	64	102
Machinery--equipment--supplies	7	906	---	53	113
All other	5	310	---	31	46
PETROLEUM BULK STATIONS:					
Petroleum and its products	13	2,365	7	79	101
AGENTS AND BROKERS	16	5,613	11	52	53
Farm products--raw materials	6	3,353	5	29	24
Farm products--consumer goods	3	938	2	3	6
All other	7	1,322	[illegible]	20	23
ASSEMBLERS (Mainly farm products)	9	1,209	4	52	52
Farm products--raw materials	4	474	1	26	27
Farm products--consumer goods	5	735	3	26	25
DAVENPORT					
TOTALS, 1939	159	49,062	71	1,703	2,702
1935	143	44,668	66	1,550	2,119
SERVICE AND LIMITED-FUNCTION WHOLESALERS	85	25,208	60	1,175	1,760
MANUFACTURERS' SALES BRANCHES (With stocks)	25	10,806	---	408	713
MANUFACTURERS' SALES OFFICES (Without stocks)	[illegible]	3,678	---	33	81
PETROLEUM BULK STATIONS **	6	1,251	2	31	53
AGENTS AND BROKERS	14	6,458	8	29	54
ASSEMBLERS (Mainly farm products)	5	1,661	1	27	41
BY KINDS OF BUSINESS:					
SERVICE AND LIMITED-FUNCTION WHOLESALERS	85	25,208	60	1,175	1,760
Automotive	9	7,904	6	214	376
Beer, wines, and liquors	5	705	4	44	59
Electrical goods	[illegible]	2,256	2	86	131
Farm products--raw materials	3	778	1	15	20
Farm products--consumer goods	7	758	10	34	48
Furniture and house furnishings	3	37	2	2	2
Groceries (general line)	[illegible]	3,536	3	119	156
Groceries and foods (specialty lines)	11	2,352	9	[illegible]	185
Machinery--equipment--supplies	12	806	9	75	91
Petroleum and its products	3	149	1	13	21
Waste materials	3	1,029	4	29	38
All other	19	4,898	[illegible]	424	633
MANUFACTURERS' SALES BRANCHES (With stocks)	25	10,806	---	408	713
Automotive	4	1,602	---	72	147
Groceries and foods (specialty lines)	4	2,411	---	60	100
Machinery--equipment--supplies	7	1,953	---	102	189
All other	10	4,840	---	174	277
DAVENPORT—Con.					
PETROLEUM BULK STATIONS:					
Petroleum and its products	6	$1,251	2	31	$53
AGENTS AND BROKERS	14	6,458	8	29	54
Groceries and foods (specialty lines)	8	5,674	6	13	22
All other	6	784	2	16	32
DES MOINES					
TOTALS, 1939	396	143,015	166	4,990	8,334
1935	314	107,419	125	3,874	6,052
1929	330	136,780	---	5,342	9,109
SERVICE AND LIMITED-FUNCTION WHOLESALERS	245	67,716	128	3,238	5,086
MANUFACTURERS' SALES BRANCHES (With stocks)	66	33,515	---	1,193	2,218
MANUFACTURERS' SALES OFFICES (Without stocks)	20	10,038	---	138	306
PETROLEUM BULK STATIONS **	21	5,919	8	200	365
AGENTS AND BROKERS	38	22,449	26	129	238
ASSEMBLERS (Mainly farm products)	8	3,378	4	92	121
BY KINDS OF BUSINESS:					
SERVICE AND LIMITED-FUNCTION WHOLESALERS	245	67,716	128	3,238	5,086
Amusement and sporting goods	[illegible]	381	3	29	45
Automotive	38	15,764	23	533	847
Beer, wines, and liquors	13	2,340	6	141	217
Chemicals and paints	5	592	3	63	87
Clothing and furnishings	7	897	7	65	92
Coal and coke	3	910	---	35	85
Drugs (general line)	1				
Drugs and drug sundries (spclty lines)	4	1,706	2	92	133
Electrical goods	12	3,756	[illegible]	171	297
Farm products--consumer goods	20	5,557	13	274	442
Farm supplies	7	1,605	1	71	81
Furniture and house furnishings	5	682	2	21	37
Groceries (general line)	[illegible]	14,033	---	528	815
Groceries and foods (specialty lines)	22	2,383	22	185	251
Lumber and construction materials	4	2,257	4	61	138
Machinery--equipment--supplies	32	4,560	16	329	547
Paper and its products	[illegible]	2,102	5	138	282
Plumbing and heating equipt and spls	6	1,370	1	77	131
Tobacco and products (except leaf)	3	2,276	6	30	38
Waste materials	16	533	6	104	94
All other	22	4,012	[illegible]	293	449
MANUFACTURERS' SALES BRANCHES (With stocks)	66	33,515	---	1,193	2,218
Amusement and sporting goods	9	2,847	---	203	309
Automotive	10	15,944	---	270	587
Groceries and foods (specialty lines)	10	6,101	---	252	473
Machinery--equipment--supplies	22	6,367	---	324	600
Paper and its products	4	794	---	38	73
All other	11	1,662	---	106	178
PETROLEUM BULK STATIONS:					
Petroleum and its products	21	5,919	8	200	365
AGENTS AND BROKERS	36	22,449	26	129	238
Farm products--raw materials	4	5,877	6	47	51
Farm products--consumer goods	4	2,970	3	5	8
Groceries and foods (specialty lines)	13	9,812	9	38	103
All other	15	3,790	[illegible]	[illegible]	76
ASSEMBLERS (Mainly farm products)	[illegible]	3,378	4	92	121
Farm products--raw materials	3	573	---	27	31
Farm products--consumer goods	5	2,805	4	65	90
SIOUX CITY					
TOTALS, 1939	288	150,439	176	2,786	4,279
1935 [2]	218	111,296	[2]124	[2]2,162	[2]3,253
SERVICE AND LIMITED-FUNCTION WHOLESALERS	140	34,035	80	1,784	2,610
MANUFACTURERS' SALES BRANCHES (With stocks)	25	8,109	---	373	653
MANUFACTURES' SALES OFFICES (Without stocks)	7	1,120	---	16	27
PETROLEUM BULK STATIONS **	16	3,129	6	126	192
AGENTS AND BROKERS	83	90,864	83	372	648
ASSEMBLERS (Mainly farm products)	17	13,182	7	115	151

For footnotes, see end of table.

TABLE 12A.—CITIES OF 50,000 POPULATION OR MORE

ESTABLISHMENTS, SALES, PERSONNEL, AND PAY ROLL—Continued

TYPES OF OPERATION BY KINDS OF BUSINESS

IOWA

CITY TYPE OF OPERATION KIND OF BUSINESS	Number of establishments	Sales (add 000)	Active proprietors of unincorporated businesses	Number of employees* (full-time and part-time Average for year	TOTAL PAY ROLL* (add 000)
SIOUX CITY—Con.					
BY KINDS OF BUSINESS:					
SERVICE AND LIMITED-FUNCTION WHOLESALERS	140	$34,035	80	1,784	$2,610
Automotive	15	672	11	86	111
Beer, wines, and liquors	4	[illegible]	1	24	31
Chemicals and paints	4	924	5	71	128
Clothing and furnishings	5	189	4	7	6
Dry goods (general line)	2	1,162	1	45	84
Dry goods (specialty lines)	1				
Electrical goods	[illegible]	1,977	6	[illegible]	168
Farm products--raw materials	3	3,540	---	71	132
Farm products--consumer goods	18	5,892	15	335	[illegible]
Farm supplies	[illegible]	2,730	2	92	142
Furniture and house furnishings	4	326	3	41	52
Groceries (general line)	3	6,328	---	259	418
Groceries and foods (specialty lines)	15	1,324	13	107	130
Lumber and construction materials	3	386	---	22	32
Machinery--equipment--supplies	14	1,428	6	106	159
Paper and its products	4	720	---	38	42
Plumbing and heating equipt and spls	5	1,409	1	103	150
Waste materials	5	476	3	41	55
All other	18	3,783	[illegible]	242	354
MANUFACTURERS' SALES BRANCHES (With stocks)	25	8,109	---	373	653
Groceries and foods (specialty lines)	7	2,335	---	[illegible]	158
Machinery--equipment--supplies	9	4,513	---	192	385
All other	9	1,261	---	73	110
PETROLEUM BULK STATIONS:					
Petroleum and its products	16	3,129	6	127	192
AGENTS AND BROKERS	83	90,864	83	371	[illegible]
Farm products--raw materials	65	81,622	77	325	543
Farm products--consumer goods	7	3,493	3	12	26
Groceries and foods (specialty lines)	4	3,435	---	13	38
All other	7	2,314	3	21	[illegible]
ASSEMBLERS (Mainly farm products)	17	13,182	7	115	151
Farm products--raw materials	8	10,650	1	49	[illegible]
All other	9	2,532	6	66	53

CITY TYPE OF OPERATION KIND OF BUSINESS	Number of establishments	Sales (add 000)	Active proprietors of unincorporated businesses	Number of employees* (full-time and part-time Average for year	TOTAL PAY ROLL* (add 000)
WATERLOO					
TOTALS, 1939	103	$20,087	63	905	$1,450
1935	95	14,243	55	663	928
SERVICE AND LIMITED-FUNCTION WHOLESALERS [3]	79	15,400	54	758	1,203
MANUFACTURERS' SALES BRANCHES (With stocks)	5	680	---	38	61
MANUFACTURERS' SALES OFFICES (Without stocks)	1				
PETROLEUM BULK STATIONS **	13	2,158	[illegible]	77	123
AGENTS AND BROKERS	5	1,849	1	32	63
BY KINDS OF BUSINESS:					
SERVICE AND LIMITED-FUNCTION WHOLESALERS [3]	79	15,400	54	758	1,203
Automotive	10	1,101	9	100	139
Beer, wines, and liquors	7	825	4	40	56
Chemicals and paints	3	428	---	46	52
Electrical goods	5	1,382	2	51	91
Farm products--consumer goods [3]	8	2,859	2	157	275
Groceries (general line)	1	1,706	8	74	128
Groceries and foods (specialty lines)	7				
Hardware	3	830	2	45	79
Lumber and construction materials	6	2,185	3	41	75
Machinery--equipment--supplies	6	657	4	56	95
Plumbing and heating equipt and spls	3	672	---	39	67
Waste materials	6	228	[illegible]	20	26
All other	14	2,547	14	89	120

* Employees and pay roll include paid executives of corporations but not the number and compensation of proprietors of unincorporated businesses.

** Sales include taxes.

[1] Data for 1935 exclude personnel and pay roll of 2 commission bulk stations.

[2] Data for 1935 exclude personnel and pay roll of 1 commission bulk station.

[3] Includes 1 assembler.

TABLE 12A.—CITIES OF 50,000 POPULATION OR MORE

ESTABLISHMENTS, SALES, PERSONNEL, AND PAY ROLL

TYPES OF OPERATION BY KINDS OF BUSINESS

KANSAS

CITY TYPE OF OPERATION KIND OF BUSINESS	Number of establishments	Sales (add 000)	Active proprietors of unincorporated businesses	Number of employees* (full-time and full-time equivalent) Average for year	TOTAL PAY ROLL* (add 000)
KANSAS CITY					
TOTALS, 1939	130	$39,719	79	1,411	$2,303
1935 [1]	80	30,673	44	1,020	1,575
1929	97	92,217	---	2,614	4,294
SERVICE AND LIMITED-FUNCTION WHOLESALERS	95	19,429	70	758	1,179
MANUFACTURERS' SALES BRANCHES (With stocks)	12	15,831	---	470	860
MANUFACTURERS' SALES OFFICES (Without stocks)	2				
PETROLEUM BULK STATIONS **	16	4,171	6	182	236
ASSEMBLERS (Farm products--consumer goods)	5	288	3	31	28
BY KINDS OF BUSINESS:					
SERVICE AND LIMITED-FUNCTION WHOLESALERS	95	19,429	70	758	1,179
Automotive	5	628	4	59	89
Beer	9	1,096	6	48	81
Farm products--raw materials	3	1,481	1	15	37
Farm products--consumer goods	27	701	27	31	26
Groceries (general line)	4	1,281	---	21	35
Groceries and foods (specialty lines)	14	3,756	9	232	353
Lumber and construction materials	4	740	2	40	62
Machinery--equipment--supplies	4	66	3	4	5
Waste materials	11	5,551	9	234	387
All other	14	4,135	9	74	104
TOPEKA					
TOTALS, 1939	121	19,730	78	1,129	1,545
1935	103	20,899	61	893	1,234
SERVICE AND LIMITED-FUNCTION WHOLESALERS	79	14,156	68	834	1,071
MANUFACTURERS' SALES BRANCHES (With stocks)	12	2,821	---	172	295
MANUFACTURERS' SALES OFFICES (Without stocks)	3				
PETROLEUM BULK STATIONS **	18	2,247	5	102	161
ALL OTHER TYPES	8	506	5	21	18
BY KINDS OF BUSINESS:					
SERVICE AND LIMITED-FUNCTION WHOLESALERS	79	14,156	68	834	1,071
Automotive	8	476	12	57	89
Beer	8	583	2	38	36
Electrical goods	6	393	5	42	48
Farm products--consumer goods	9	1,873	9	112	117
Groceries (general line)	7	6,206	1	285	426
Groceries and foods (specialty lines)	9	625	8	41	35
Lumber and construction materials	5	320	6	19	30
Machinery--equipment--supplies	5	703	7	47	[illegible]
[illegible] and its products	3	45	2	3	6
Waste materials	5	229	3	33	27
All other	14	2,703	10	157	191

CITY TYPE OF OPERATION KIND OF BUSINESS	Number of establishments	Sales (add 000)	Active proprietors of unincorporated businesses	Number of employees* (full-time and full-time equivalent) Average for year	TOTAL PAY ROLL* (add 000)
WICHITA					
TOTALS, 1939	319	$69,574	174	2,991	$4,489
1935 [1]	249	74,293	114	2,472	3,710
1929 [2]	256	101,155	---	3,125	5,461
SERVICE AND LIMITED-FUNCTION WHOLESALERS	212	39,364	129	2,126	3,044
MANUFACTURERS' SALES BRANCHES (With stocks)	35	9,382	1	552	996
MANUFACTURERS' SALES OFFICES (Without stocks)	6	2,451	---	31	56
PETROLEUM BULK STATIONS **	23	4,281	13	161	238
AGENTS AND BROKERS	33	11,171	24	68	99
ASSEMBLERS (Mainly farm products)	10	2,925	7	53	56
BY KINDS OF BUSINESS:					
SERVICE AND LIMITED-FUNCTION WHOLESALERS	212	39,364	129	2,126	3,044
Automotive	26	2,931	10	232	439
Beer	3	438	2	19	23
Chemicals and paints	3	114	1	15	14
Clothing and furnishings	3	244	---	20	19
Electrical goods	8	2,856	5	116	260
Farm products--raw materials	9	5,719	7	68	78
Farm products--consumer goods	23	3,537	24	196	199
Farm supplies	4	531	2	29	27
Groceries (general line)	5	3,822	---	145	199
Groceries and foods (specialty lines)	20	1,370	21	124	180
Lumber and construction materials	14	2,059	10	161	222
Machinery--equipment--supplies	41	3,857	23	285	436
Paper and its products	7	868	1	66	89
Plumbing and heating equipt and spls	10	1,615	3	108	162
Tobacco and products (except leaf)	6	3,362	4	23	25
Waste materials	7	847	9	95	69
All other	22	5,394	9	374	603
MANUFACTURERS' SALES BRANCHES (With stocks)	35	9,382	1	552	996
Automotive	4	566	---	31	59
Groceries and foods (specialty lines)	5	1,827	---	72	124
Machinery--equipment--supplies	14	3,094	---	197	366
All other	12	3,895	1	252	447
PETROLEUM BULK STATIONS:					
Petroleum and its products	23	4,281	13	161	238
AGENTS AND BROKERS	33	11,171	24	68	99
Farm products--raw materials	8	2,809	7	10	9
Farm products--consumer goods	3	852	2	4	7
Groceries and foods (specialty lines)	9	6,809	4	23	44
Lumber and construction materials	4	252	5	4	1
Machinery--equipment--supplies	5	114	2	19	32
All other	4	332	4	8	6
ASSEMBLERS (Mainly farm products)	10	2,925	7	53	56
Farm products--raw materials	5	2,590	4	46	47
Farm products--consumer goods	5	335	3	7	9

* Salaries and pay roll include paid executives of corporations but not the number and compensation of proprietors of unincorporated businesses.
** Sales include taxes.
[1] Data for 1935 have been corrected for errors discovered after the 1935 reports were issued.
[2] Includes 1 chain-store warehouse not classified as a wholesale establishment in 1935 and 1939.

TABLE 12A.—CITIES OF 50,000 POPULATION OR MORE

ESTABLISHMENTS, SALES, PERSONNEL, AND PAY ROLL

TYPES OF OPERATION BY KINDS OF BUSINESS

KENTUCKY

CITY TYPE OF OPERATION KIND OF BUSINESS	Number of establishments	Sales (add 000)	Active proprietors (full-time and part-time businesses)	Number of employees* (full-time and part-time) Average for year	TOTAL PAY ROLL* (add 000)
COVINGTON					
TOTALS, 1939	59	$9,392	52	329	$426
1935	66	7,175	47	329	415
SERVICE AND LIMITED-FUNCTION WHOLESALERS	49	6,868	48	268	346
PETROLEUM BULK STATIONS **	5	1,348	3	32	51
ALL OTHER [1]	5	1,176	1	29	29
BY KINDS OF BUSINESS:					
SERVICE AND LIMITED-FUNCTION WHOLESALER	49	6,868	48	268	346
Automotive	4	173	9	23	27
Beer, wines, and liquors	9	2,502	4	108	159
Farm products--consumer goods	14	385	17	10	9
Groceries (general line)	4	2,472	5	[illegible]	52
Groceries and foods (specialty lines)	5	153	5	9	11
Waste materials	3	109	2	13	14
All other	10	1,074	6	57	74
LOUISVILLE					
TOTALS, 1939	613	215,936	401	9,173	13,548
1935 [2]	517	135,205	274	6,201	8,513
1929	528	245,573	---	9,474	15,430
SERVICE AND LIMITED-FUNCTION WHOLESALERS	413	122,224	285	7,171	10,032
MANUFACTURERS' SALES BRANCHES (With stocks)	47	27,587	---	1,021	1,772
MANUFACTURERS' SALES OFFICES (Without stocks)	24	9,054	--	147	406
PETROLEUM BULK STATIONS **	12	9,889	2	256	380
AGENTS AND BROKERS	104	36,162	108	391	562
ASSEMBLERS (Mainly farm products)	13	11,020	[illegible]	187	396
BY KINDS OF BUSINESS:					
SERVICE AND LIMITED-FUNCTION WHOLESALERS	413	122,224	285	7,171	10,032
Amusement and sporting goods	6	1,647	3	139	176
Automotive	35	11,679	20	339	499
Beer, wines, and liquors	21	6,865	8	208	352
Chemicals and paints	7	459	2	48	81
Clothing and furnishings	16	2,590	22	143	209
Coal and coke	7	1,662	---	33	100
Drugs (general line)	2				
Drugs and drug sundries (specity lines)	5	2,719	9	152	179
Dry goods (general line)	2				
Dry goods (specialty lines)	3	2,353	3	157	212
Electrical goods	22	5,206	11	261	473
Farm products--raw materials	15	10,732	6	819	719
Farm products--consumer goods	59	7,678	[illegible]	382	523
Farm supplies	9	3,634	5	136	203
LOUISVILLE—Con.					
SERVICE AND LIMITED-FUNCTION WHOLESALERS—Con.					
Furniture and house furnishings	6	$1,601	3	109	$165
Groceries (general line)	8	5,826	4	205	287
Groceries and foods (specialty lines)	28	4,998	19	360	549
Hardware	8	23,587	6	1,742	2,428
Jewelry	3	327	1	28	42
Lumber and construction materials	18	3,529	6	248	365
Machinery--equipment--supplies	50	7,787	37	528	930
Metals and metal work (except scrap)	3	588	---	39	67
Paper and its products	16	3,178	6	189	309
Plumbing and heating equipt and spls	11	1,589	4	120	195
Tobacco and products (except leaf)	7	3,905	11	62	80
Waste materials	21	2,124	15	264	234
All other	25	6,161	20	482	677
MANUFACTURERS' SALES BRANCHES (With stocks)	47	27,587	---	1,021	1,772
Automotive	4	1,165	---	50	97
Chemicals and paints	4	2,255	---	77	204
Groceries and foods (specialty lines)	12	12,700	---	317	561
Machinery--equipment--supplies	12	3,542	---	202	393
All other	15	8,125	---	375	517
MANUFACTURERS' SALES OFFICES (Without stocks)	24	9,054	---	147	406
Groceries and foods (specialty lines)	5	1,325	---	37	65
Plumbing and heating equipt and spls	[illegible]	339	---	14	26
All other	15	7,390	---	96	315
PETROLEUM BULK STATIONS:					
Petroleum and its products	12	9,889	2	256	380
AGENTS AND BROKERS	104	36,162	108	391	562
Beer, wines, and liquors	7	2,482	5	14	32
Chemicals and paints	4	492	3	7	8
Clothing and furnishings	6	370	7	4	3
Dry goods (specialty lines)	4	795	4	3	1
Farm products--raw materials	14	21,180	32	207	249
Groceries and foods (specialty lines)	12	5,770	[illegible]	59	128
Lumber and construction materials	14	1,762	9	28	44
Machinery--equipment--supplies	20	1,065	19	42	58
Metals and metal work (except scrap)	3	918	4	9	10
Petroleum and its products	3	121	2	5	10
Plumbing and heating equipt and spls	4	197	3	4	6
All other	13	1,010	12	[illegible]	13
ASSEMBLERS (Mainly farm products)	13	11,020	6	187	396
Farm products--raw materials	5	8,598	3	159	360
All other	[illegible]	2,422	3	28	36

* Employees and pay roll include paid executives of corporations but not the number and compensation of proprietors of unincorporated businesses.

** Sales include taxes.

1 Includes 1 manufacturer's sales branch (with stocks); 3 agents and brokers; and 1 assembler (mainly farm products).

2 Some adjustments have been made in the 1935 figures for comparison purposes.

TABLE 12A.—CITIES OF 50,000 POPULATION OR MORE

ESTABLISHMENTS, SALES, PERSONNEL, AND PAY ROLL

EXPENSE OF OPERATION BY KINDS OF BUSINESS

LOUISIANA

CITY TYPE OF OPERATION KIND OF BUSINESS	Number of establishments	Sales (add 000)	Active proprietors, partners, and unincorporated businesses	Number employees* for year	TOTAL PAY ROLL* (add 000)
NEW ORLEANS					
(See page 370.)					
SHREVEPORT					
TOTALS, 1939	224	$[illegible]	109	2,492	$2,[illegible]
1935	153	[illegible]	[illegible]	1,590	[illegible]
SERVICE AND LIMITED-FUNCTION WHOLESALERS	150	38,[illegible]	-	1,792	2,[illegible]
MANUFACTURERS' SALES BRANCHES (With stocks)	29	[illegible]	[illegible]	[illegible]	755
MANUFACTURERS' SALES OFFICES (Without stocks)	5	4,14[illegible]	-	24	[illegible]
PETROLEUM BULK STATIONS AND TERMINALS **	12	4,473	6	99	14[illegible]
AGENTS AND BROKERS	20	10,006	[illegible]	45	78
ASSEMBLERS (Farm products--raw materials	4	1,202	4	1	[illegible]
BY KINDS OF BUSINESS:					
SERVICE AND LIMITED-FUNCTION WHOLESALERS	150	38,[illegible]	-	1,792	2,498
Automotive	19	3,465	[illegible]	115	227
Beer, wines, and liquors	5	2,711	[illegible]	112	148
Drugs (general line	7	3,036	1	101	134
Dry goods (general line	2	[illegible]			
Dry goods (specialty lines)	1	[illegible]		76	173
Electrical goods	9	[illegible]	5	97	167
Farm products--raw materials	4	[illegible]		[illegible]	98
Farm products--consumer goods	[illegible]	2,470	4	241	264

SHREVEPORT—Con.

CITY TYPE OF OPERATION KIND OF BUSINESS	Number of establishments	Sales (add 000)	Active proprietors, partners, and unincorporated businesses	Number employees* for year	TOTAL PAY ROLL* (add 000)
SERVICE AND LIMITED-FUNCTION WHOLESALERS—Con.					
Groceries and foods (general line	[illegible]	$[illegible]	[illegible]	[illegible]	$[illegible]
Groceries and foods (specialty lines)	[illegible]	976	[illegible]	77	85
Lumber and construction materials	4	796	-	75	[illegible]
Machinery--equipment--supplies	40	4,780	[illegible]	[illegible]	[illegible]
Paper and its products	4	[illegible]	[illegible]	[illegible]	[illegible]
Plumbing and heating equipment and supplies	6	[illegible]	[illegible]	18	[illegible]
Tobacco and products (except leaf	4	552	4	17	[illegible]
Waste materials	2	[illegible]	-	[illegible]	[illegible]
All other	7	513	[illegible]	67	[illegible]
	16	[illegible]	9	196	299
MANUFACTURERS' SALES BRANCHES (With stocks)	29	[illegible]	---	[illegible]	[illegible]
Groceries and foods (specialty lines	9	5,949	---	239	[illegible]
Machinery--equipment--supplies	[illegible]	3,164	[illegible]	[illegible]	721
All other	[illegible]	1,409	---	[illegible]	124
PETROLEUM BULK STATIONS AND TERMINALS:					
Petroleum and its products	12	4,473	6	99	150
MANUFACTURERS' SALES OFFICES (With stocks)	[illegible]	[illegible]	12	45	[illegible]
Farm products--raw materials	[illegible]	2,608	5	9	14
Groceries and foods (specialty lines)	[illegible]	[illegible]	9	14	14
Lumber and construction materials	[illegible]	[illegible]	[illegible]	[illegible]	11
All other	4	[illegible]	4	[illegible]	[illegible]

MAINE

PORTLAND

CITY TYPE OF OPERATION KIND OF BUSINESS	Number of establishments	Sales (add 000)	Active proprietors, partners, and unincorporated businesses	Number employees* for year	TOTAL PAY ROLL* (add 000)
TOTALS, 1939	183	$61,479	46	2,816	$4,198
1935	192	48,988	56	2,441	3,678
SERVICE AND LIMITED-FUNCTION WHOLESALERS	128	40,050	39	2,264	3,219
MANUFACTURERS' SALES BRANCHES (With stocks)	24	7,498	-	330	555
MANUFACTURERS' SALES OFFICES (Without stocks)	4	7,976	---	33	107
PETROLEUM BULK STATIONS **	7	3,614	---	103	186
AGENTS AND BROKERS	16	1,360	8	30	51
ASSEMBLERS (Mainly farm products)	4	961	1	56	80
BY KINDS OF BUSINESS:					
SERVICE AND LIMITED-FUNCTION WHOLESALERS	128	40,050	39	2,264	3,219
Automotive	13	6,127	7	162	271
Beer, wines, and liquors	6	1,512	1	67	99
Clothing and furnishings	5	979	---	54	99
Coal and coke	3	3,972	---	336	352
Drugs (general line)	2	1,904	1	125	159
Drugs and drug sundries (specialty lines)	1				
Electrical goods	9	1,477	---	82	143
Farm products--consumer goods	[illegible]	5,553	2	286	344
Furniture and house furnishings	[illegible]	174	---	24	35
Groceries (general line)	8	5,216	1	236	379

PORTLAND—Con.

CITY TYPE OF OPERATION KIND OF BUSINESS	Number of establishments	Sales (add 000)	Active proprietors, partners, and unincorporated businesses	Number employees* for year	TOTAL PAY ROLL* (add 000)
SERVICE AND LIMITED-FUNCTION WHOLESALERS—Con.					
Groceries and foods (specialty lines)	16	$2,485	7	169	$212
Hardware	5	2,376	---	201	286
Lumber and construction materials	6	1,153	---	64	112
Machinery--equipment--supplies	8	571	6	49	59
Paper and its products	4	1,412	1	120	220
Plumbing and heating equipment and supplies	[illegible]	1,418	1	70	158
Tobacco and products (except leaf)	3	1,622	1	24	[illegible]
Waste materials	9	725	7	49	60
All other	14	1,574	[illegible]	146	191
MANUFACTURERS' SALES BRANCHES (With stocks)	24	7,498	---	330	555
Groceries and foods (specialty lines)	10	4,862	---	187	280
Machinery--equipment--supplies	6	507	---	54	117
All other	8	2,129	---	89	158
PETROLEUM BULK STATIONS:					
Petroleum and its products	7	3,614	---	103	186
AGENTS AND BROKERS	16	1,360	8	30	51
Groceries and foods (specialty lines)	4	497	1	7	13
Machinery--equipment--supplies	5	126	3	12	20
All other	7	737	4	11	18

* Employees and pay roll include paid executives of corporations but not the number and compensation of proprietors of unincorporated businesses.
** Sales include taxes.

MARYLAND

BALTIMORE

(See page 293.)

GEOGRAPHY DEPARTMENT
UNIVERSITY OF MARYLAND
COLLEGE PARK, MARYLAND

TABLE 12A.—CITIES OF 50,000 POPULATION OR MORE

ESTABLISHMENTS, SALES, PERSONNEL, AND PAY ROLL

TYPES OF OPERATION BY KINDS OF BUSINESS

MASSACHUSETTS

CITY TYPE OF OPERATION KIND OF BUSINESS	Number of establishments	Sales (add 000)	Active proprietors of unincorporated businesses	Number of employees* (full-time and part-time) Average for year	TOTAL PAY ROLL* (add 000)
BOSTON					
(See page 297.)					
BROCKTON					
TOTALS, 1939	106	$15,036	78	679	$1,072
1935	77	10,364	[1]48	[1]513	[1]715
SERVICE AND LIMITED-FUNCTION WHOLESALERS	89	8,551	75	444	653
MANUFACTURERS' SALES BRANCHES (With stocks)	8	3,644	---	107	190
ALL OTHER [2]	9	2,841	3	128	229
BY KINDS OF BUSINESS:					
SERVICE AND LIMITED-FUNCTION WHOLESALERS	89	8,551	75	444	653
Automotive	5	298	3	19	28
Beer, wines, and liquors	3	1,135	1	52	124
Electrical goods	3	95	3	6	7
Farm products--consumer goods	11	739	13	43	56
Groceries (general line)	3	2,132	---	82	149
Groceries and foods (specialty lines)	5	771	2	28	42
Machinery--equipment--supplies	6	83	7	7	5
Paper and its products	3	308	2	23	33
Tobacco and products (except leaf)	3	910	3	10	14
Waste materials	18	506	15	57	53
All other	29	1,574	26	117	142
CAMBRIDGE					
TOTALS, 1939	157	65,935	35	2,647	4,637
1935	113	49,561	[1]30	[1]1,944	[1]3,407
1929	121	55,755	---	2,659	5,433
SERVICE AND LIMITED-FUNCTION WHOLESALERS	101	23,923	28	1,268	2,249
MANUFACTURERS' SALES BRANCHES (With stocks)	39	36,908	---	1,194	2,105
MANUFACTURERS' SALES OFFICES (Without stocks)	5	833	---	124	128
AGENTS AND BROKERS	12	4,271	7	61	155
BY KINDS OF BUSINESS:					
SERVICE AND LIMITED-FUNCTION WHOLESALERS	101	23,923	28	1,268	2,249
Automotive	8	787	---	64	106
Chemicals and paints	4	312	1	18	34
Electrical goods	6	2,701	2	137	283
Farm products--consumer goods	4	374	5	13	19
Groceries (general line)	1 }	3,776	6	177	329
Groceries and foods (specialty lines)	13 }				
Lumber and construction materials	5	746	---	57	106
Machinery--equipment--supplies	13	2,791	5	251	452
Metals and metal work (except scrap)	7	3,805	2	135	280
Paper and its products	5	2,991	---	112	215
Plumbing and heating equipment and spls.	10	1,404	2	82	137
Tobacco and products (except leaf)	4	1,461	---	24	32
Waste materials	5	525	1	64	80
All other	16	2,250	6	134	174
MANUFACTURERS' SALES BRANCHES (With stocks)	39	36,908	---	1,194	2,105
Groceries and foods (specialty lines)	13	25,301	---	774	1,312
Machinery--equipment--supplies	11	2,435	---	121	247
Plumbing and heating equipment and spls.	5	1,236	---	46	91
All other	10	7,936	---	253	455
AGENTS AND BROKERS	12	4,271	7	61	155
Machinery--equipment--supplies	3	324	3	5	10
Plumbing and heating equipment and spls.	3	430	3	9	14
All other	6	3,517	1	47	131
FALL RIVER					
TOTALS, 1939	178	32,709	125	1,172	1,732
1935	179	30,913	[1]127	[1]1,079	[1]1,418
1929	130	55,144	---	898	1,467
SERVICE AND LIMITED-FUNCTION WHOLESALERS [3]	153	17,274	110	895	1,269
MANUFACTURERS' SALES BRANCHES (With stocks)	6 }	4,596	---	117	181
MANUFACTURERS' SALES OFFICES (Without stocks)	1 }				
PETROLEUM BULK STATIONS AND TERMINALS **	6	4,414	1	146	239
AGENTS AND BROKERS	12	6,425	14	14	43

For footnotes, see end of table.

CITY TYPE OF OPERATION KIND OF BUSINESS	Number of establishments	Sales (add 000)	Active proprietors of unincorporated businesses	Number of employees* (full-time and part-time) Average for year	TOTAL PAY ROLL* (add 000)
FALL RIVER—Con.					
BY KINDS OF BUSINESS:					
SERVICE AND LIMITED-FUNCTION WHOLESALERS [3]	153	$17,274	110	895	$1,269
Automotive	9	634	5	60	78
Beer, wines, and liquors	6	1,768	1	67	115
Chemicals and paints	4	1,548	2	67	89
Dry goods (general line)	1 }	710	9	18	38
Dry goods (specialty lines)	8 }				
Electrical goods	5	262	3	18	21
Farm products--consumer goods [3]	17	2,535	11	141	194
Groceries (general line)	7	2,452	4	73	125
Groceries and foods (specialty lines)	34	2,080	29	88	119
Machinery--equipment--supplies	21	1,842	13	156	243
Paper and its products	5	373	4	31	39
Tobacco and products (except leaf)	7	1,983	7	33	37
Waste materials	13	376	13	58	58
All other	16	1,113	9	85	117
PETROLEUM BULK STATIONS AND TERMINALS:					
Petroleum and its products	6	4,414	1	146	239
AGENTS AND BROKERS	12	6,425	14	14	43
Farm products--raw materials	6	4,839	5	10	33
All other	6	1,586	9	4	10
HOLYOKE					
TOTALS, 1939	65	15,261	28	628	1,099
1935	44	8,757	[1]19	[1]401	[1]585
SERVICE AND LIMITED-FUNCTION WHOLESALERS	54	9,391	25	509	857
MANUFACTURERS' SALES BRANCHES (With stocks)	4 }	5,143	---	76	159
MANUFACTURERS' SALES OFFICES (Without stocks)	1 }				
AGENTS AND BROKERS	3	472	1	17	47
ALL OTHER [4]	3	255	2	26	36
BY KINDS OF BUSINESS:					
SERVICE AND LIMITED-FUNCTION WHOLESALERS	54	9,391	25	509	857
Farm products--consumer goods	6	613	8	43	45
Groceries (general line)	3	2,025	---	61	112
Groceries and foods (specialty lines)	4	626	2	23	39
Machinery--equipment--supplies	6	1,543	1	110	239
Paper and its products	9	1,321	5	58	115
Tobacco and products (except leaf)	3	415	2	10	12
Waste materials	11	733	5	95	86
All other	12	2,115	2	109	209
AGENTS AND BROKERS	3	472	1	17	47
Paper and its products	3	472	1	17	47
LAWRENCE					
TOTALS, 1939	99	23,006	70	904	1,471
1935	88	17,774	[1]62	[1]897	[1]999
SERVICE AND LIMITED-FUNCTION WHOLESALERS [5]	87	19,993	65	791	1,295
MANUFACTURERS' SALES BRANCHES (With stocks)	6	2,063	---	74	118
PETROLEUM BULK STATIONS **	6	950	5	39	58
BY KINDS OF BUSINESS:					
SERVICE AND LIMITED-FUNCTION WHOLESALERS [5]	87	19,993	65	791	1,295
Automotive	4	340	1	24	45
Beer, wines, and liquors	5	2,925	2	103	220
Electrical goods	3	253	1	13	33
Farm products--consumer goods	15	1,720	22	106	170
Groceries (general line)	3	979	---	44	75
Groceries and foods (specialty lines)	22	6,330	17	151	244
Machinery--equipment--supplies [5]	4	135	4	12	18
Paper and its products	4	335	5	19	27
Tobacco and products (except leaf)	8	1,877	7	25	32
Waste materials	3	224	1	40	33
All other	16	4,875	5	254	398

TABLE 12A. CITIES OF 50,000 POPULATION OR MORE

[illegible]

MASSACHUSETTS

CITY [illegible] OF OPERATION KIND OF BUSINESS	[illegible]	[illegible]	Number [illegible]	[illegible] PAYROLL
LOWELL				
TOTALS, 1939	76	$13,308	37	586	$872
1935	82	11,898	53	685	937
1929 [6]	89	24,043	[illegible]	704	1,176
SERVICE AND LIMITED FUNCTION WHOLESALERS [3]	60	8,187	36	433	574
MANUFACTURERS' SALES BRANCHES (With stocks)	6	2,383	[illegible]	59	110
PETROLEUM BULK STATIONS [4]	8	3,128	1	106	188
BY KINDS OF BUSINESS:					
SERVICE AND LIMITED FUNCTION WHOLESALERS [3]	60	8,187	36	433	574
Automotive	4	322	2	32	60
Clothing and furnishings	2	103	1	6	11
Farm products--consumer goods [5]	9	1,181	5	74	93
Groceries (general line)	1	[illegible]			
Groceries and foods (specialty lines)	12	1,460	8	77	96
Machinery--equipment--supplies	6	436	3	39	67
Paper and its products	2	190	2	17	16
Plumbing and heating equipment and spls	3	729	1	53	92
Tobacco and products (except leaf)	4	1,357	3	20	22
Waste materials	9	323	7	48	41
All other	8	1,686	4	57	74
LYNN					
TOTALS, 1939	109	13,622	84	668	958
1935	114	11,386	83	654	857
SERVICE AND LIMITED-FUNCTION WHOLESALERS	100	9,578	84	544	716
ALL OTHER [7]	9	4,044	---	124	242
BY KINDS OF BUSINESS:					
SERVICE AND LIMITED-FUNCTION WHOLESALERS	100	9,578	84	544	716
Automotive	5	275	3	24	32
Beer, wines, and liquors	4	903	4	30	45
Clothing and furnishings	3	248	2	10	13
Electrical goods	6	269	5	19	19
Farm products--consumer goods	3	165	6	14	19
Groceries (general line)	3	725	2	21	42
Groceries and foods (specialty lines)	4	656	4	23	30
Machinery--equipment--supplies	15	396	12	54	62
Paper and its products	3	185	---	19	23
Tobacco and products (except leaf)	3	1,191	2	14	22
Waste materials	11	162	11	30	19
All other	40	4,423	33	286	390
MALDEN					
TOTALS, 1939	28	6,505	8	267	476
1935	29	4,859	15	251	396
SERVICE AND LIMITED-FUNCTION WHOLESALERS	21	2,697	8	131	209
MANUFACTURERS' SALES BRANCHES (With stocks)	4	2,981	---	110	209
PETROLEUM BULK STATIONS [4]	3	827	---	26	58
BY KINDS OF BUSINESS:					
SERVICE AND LIMITED-FUNCTION WHOLESALERS	21	2,697	8	131	209
Plumbing and heating equipment and spls	4	538	1	34	70
All other	17	2,159	7	97	139
MEDFORD					
TOTALS, 1939	5	1,806	2	132	213
1935	3	367	1	23	23
NEW BEDFORD					
TOTALS, 1939	100	19,908	50	815	1,202
1935	110	20,891	62	763	1,090
1929	167	35,837	---	1,193	1,895
SERVICE AND LIMITED-FUNCTION WHOLESALERS [6]	87	14,934	50	649	926
MANUFACTURERS' SALES OFFICES (With stocks)	9	3,710	---	126	228
(Without stocks)	1				
PETROLEUM BULK STATIONS [4]	3	1,264	---	30	48

CITY [illegible] OF OPERATION KIND OF BUSINESS	[illegible]	[illegible]	Number [illegible]	[illegible] PAYROLL
NEW BEDFORD—Con.				
BY KINDS OF BUSINESS:				
SERVICE AND LIMITED FUNCTION WHOLESALERS	27	14,934	50	649	926
Automotive	7	838	4	7	72
Beer, wines, and liquors	6	1,737		78	121
Chemicals and paints	2	[illegible]		4	4
Farm products--raw materials [8]	3	1,689	1	6	15
Farm products--consumer goods	11	[illegible]	[illegible]	9	134
Groceries (general line)	4	2,784	[illegible]	[illegible]	189
Groceries and foods (specialty lines)	9	1,277	[illegible]	41	52
Hardware	3	146	1	11	21
Machinery--equipment--supplies	6	478	4	41	78
Paper and its products	2	361	2	[illegible]	27
Petroleum and its products	3	141	2	3	11
Plumbing and heating equipt and spls	5	874	2	54	66
Tobacco and products (except leaf)	4	1,689	1	[illegible]	36
Waste materials	8	181	10	[illegible]	20
All other	16	1,128	6	90	106
NEWTON					
TOTALS, 1939	22	3,628	11	80	175
1935	12	934	5	47	70
SERVICE AND LIMITED FUNCTION WHOLESALERS	10	531	7	30	54
MANUFACTURERS' SALES BRANCHES (With stocks)	4	821	---	23	49
AGENTS AND BROKERS	5	575	4	7	7
ALL OTHER [9]	4	1,701	---	20	65
BY KINDS OF BUSINESS:					
SERVICE AND LIMITED FUNCTION WHOLESALERS	10	531	7	30	54
Lumber and construction materials	3	133	2	8	12
All other	7	398	5	22	42
QUINCY					
TOTALS, 1939	33	9,764	12	255	468
1935	33	9,295	12	352	563
SERVICE AND LIMITED-FUNCTION WHOLESALERS	26	3,414	9	127	216
MANUFACTURERS' SALES BRANCHES (With stocks)	4	1,655	---	45	89
ALL OTHER [10]	3	4,695	3	83	163
BY KINDS OF BUSINESS:					
SERVICE AND LIMITED-FUNCTION WHOLESALERS	26	3,414	9	127	216
Automotive	5	261	[illegible]	27	38
Electrical goods	3	358	---	14	[illegible]
Groceries (general line)	3	777	---	34	50
Plumbing and heating equipt and spls	3	388	1	13	27
Tobacco and products (except leaf)	3	1,133	2	16	26
All other	9	527	4	27	53
SOMERVILLE					
TOTALS, 1939	70	17,229	38	976	1,921
1935	54	14,759	27	811	1,291
1929 [6]	51	37,995	---	938	1,885
SERVICE AND LIMITED-FUNCTION WHOLESALERS	60	12,954	37	860	1,638
MANUFACTURERS' SALES BRANCHES (With stocks)	5	1,420	1	49	118
ALL OTHER [11]	5	2,855	--	67	165
BY KINDS OF BUSINESS:					
SERVICE AND LIMITED-FUNCTION WHOLESALERS	60	12,954	37	860	1,638
Automotive	7	289	3	34	42
Farm products--consumer goods	6	2,750	3	280	579
Groceries (general line)	1				
Groceries and foods (specialty lines)	4	3,255	2	195	389
Lumber and construction materials	4	1,305	-	73	145
Machinery--equipment--supplies	6	261	4	19	18
Tobacco and products (except leaf)	3	804	1	18	31
Waste materials	10	270	8	39	33
All other	19	4,020	15	[illegible]	411

For footnotes, see end of table.

TABLE 12A.—CITIES OF 50,000 POPULATION OR MORE

[ESTABLISHMENTS, SALES, PERSONNEL, AND PAY ROLL — CONTINUED]

[FOR CITIES OF 50,000 OR MORE, SEE PART 1, VOL. I, REPORT]

MASSACHUSETTS

CITY TYPE OF OPERATION KIND OF BUSINESS	Number of establishments	Sales (add 000)	Number of proprietors and firm members	Number of employees	TOTAL PAY ROLL (add 000)
SPRINGFIELD					
TOTALS, 1939	370	$78,603	183	2,691	$4,597
1935	268	63,627	[1]111	2,687	4,135
1929 [12]	284	115,560	--	3,813	6,357
SERVICE AND LIMITED-FUNCTION WHOLESALERS	249	46,184	139	1,854	3,021
MANUFACTURERS' SALES BRANCHES (With stocks)	31	16,655	--	443	819
MANUFACTURERS' SALES OFFICES (Without stocks)	7	1,843	-	15	33
PETROLEUM BULK STATIONS AND TERMINALS [4]	14	10,310	1	303	576
AGENTS AND BROKERS	16	3,225	13	53	103
ASSEMBLERS (Farm products--consumer goods)	3	1,896	-	23	45
BY KINDS OF BUSINESS:					
SERVICE AND LIMITED-FUNCTION WHOLESALERS	249	46,184	139	1,854	3,021
Automotive	20	3,684	8	223	326
Beer, wines, and liquors	7	3,313	1	112	201
Chemicals and paints	9	589	3	42	64
Clothing and furnishings	8	362	2	20	20
Electrical goods	17	2,784	4	112	243
Farm products --consumer goods	31	4,828	27	157	229
Furniture and house furnishings	5	340	4	20	15
Groceries (general line)	5	3,546	- -	88	172
Groceries and foods (specialty lines)	27	3,418	20	144	207
Hardware	3	88	2	8	14
Lumber and construction materials	10	5,570	5	105	277
Machinery--equipment--supplies	31	2,199	24	136	244
Metals and metal work (except scrap)	4	275	3	11	24
Paper and its products	16	1,940	[illegible]	150	261
Plumbing and heating equipment and spls.	10	1,489	1	98	162
Tobacco and products (except leaf)	6	5,784	2	84	118
Waste materials	15	1,155	9	113	120
All other	23	3,878	13	231	324
MANUFACTURERS' SALES BRANCHES (With stocks)	31	16,655	- -	443	819
Groceries and foods (specialty lines)	8	9,528	---	214	373
Machinery--equipment--supplies	8	654	---	71	133
All other	15	6,473	---	158	313
PETROLEUM BULK STATIONS AND TERMINALS:					
Petroleum and its products	14	10,310	1	303	576
AGENTS AND BROKERS	16	3,225	13	53	103
Farm products--consumer goods	3	1,208	3	23	31
Groceries and foods (specialty lines)	6	1,496	4	13	16
Machinery--equipment--supplies	[illegible]	428	2	16	55
All other	3	93	[illegible]	1	1

CITY TYPE OF OPERATION KIND OF BUSINESS	Number of establishments	Sales	Number of proprietors and firm members	Number of employees	TOTAL PAY ROLL
WORCESTER					
TOTALS, 1939	270	$72,709	106	2,678	$4,587
1935	249	58,278	[13]115	[13]2,458	[13]4,013
1929 [6]	246	68,455	-	2,781	4,876
SERVICE AND LIMITED-FUNCTION WHOLESALERS [3]	223	46,433	105	1,908	3,219
MANUFACTURERS' SALES BRANCHES (With stocks)	28	13,199	---	468	818
MANUFACTURERS' SALES OFFICES (Without stocks)	4	2,312	-	13	29
PETROLEUM BULK STATIONS AND TERMINALS [4]	15	9,134	1	273	487
AGENTS AND BROKERS	3	1,631	- -	16	34
BY KINDS OF BUSINESS:					
SERVICE AND LIMITED-FUNCTION WHOLESALERS [3]	223	46,433	105	1,908	3,219
Automotive	15	1,548	4	182	205
Beer, wines, and liquors	7	2,863	---	115	214
Chemicals and paints	5	858	2	31	73
Clothing and furnishings	10	1,480	9	51	97
Dry goods (specialty lines)	5	775	6	17	49
Electrical goods	16	2,625	5	104	169
Farm products --consumer goods [5]	24	3,526	16	217	260
Furniture and house furnishings	3	67	2	6	6
Groceries (general line)	8	6,674	---	207	402
Groceries and foods (specialty lines)	24	3,906	17	137	203
Hardware	4	800	1	38	135
Lumber and construction materials	4	3,090	5	42	148
Machinery--equipment--supplies	23	2,234	9	126	238
Metals and metal work (except scrap)	4	2,180	1	81	226
Paper and its products	7	652	4	44	70
Plumbing and heating equipt and spls	7	1,110	4	61	125
Tobacco and products (except leaf)	8	8,729	1	145	227
Waste materials	22	1,223	12	105	123
All other	24	2,461	7	179	249
MANUFACTURERS' SALES BRANCHES (With stocks)	25	13,199	---	468	818
Groceries and foods (specialty lines)	7	7,248	---	206	334
Machinery--equipment--supplies	8	1,232	---	64	116
All other	10	4,719	---	198	368

[4] Employees and pay roll include paid executives of corporations but not the number and compensation of proprietors of unincorporated businesses.
[6] Sales include taxes.
[1] Data for 1935 exclude personnel and pay roll of 1 commission bulk station.
[2] Includes 7 petroleum bulk stations; 1 agent; and 1 assembler of farm products.
[3] Includes 1 assembler of farm products.
[4] Includes 2 petroleum bulk stations; and 1 assembler of farm products.
[5] Includes 1 agent.
[6] Includes 1 chain-store warehouse not classified as a wholesale establishment in 1935 and 1939
[7] Includes 7 manufacturers' sales branches (with stocks); and 2 assemblers of farm products.
[8] Includes 2 agents and brokers.
[9] Includes 3 manufacturers' sales offices (without stocks); and 1 petroleum bulk station.
[10] Includes 2 petroleum bulk stations; and 1 agent
[11] Includes 2 manufacturers' sales offices (without stocks); 2 petroleum bulk stations; and 1 assembler of farm products.
[12] Includes 2 chain-store warehouses not classified as wholesale establishments in 1935 and 1939.
[13] Data for 1935 exclude personnel and pay roll of 2 commission bulk stations.

TABLE 12A. CITIES OF 50,000 POPULATION OR MORE

[illegible]

MICHIGAN

CITY TYPE OF OPERATION KIND OF BUSINESS	Number of establishments	Sales	Average per establishment	Number of paid employees	TOTAL PAY ROLL
		[illegible]			[illegible]
DEARBORN					
TOTALS, 1939	16	$12,405	11	139	$224
1935	24	3,306	11	166	303
SERVICE AND LIMITED-FUNCTION WHOLESALERS	10	7,114	7	106	168
ALL OTHER [1]	6	5,291	4	33	56
BY KINDS OF BUSINESS:					
SERVICE AND LIMITED-FUNCTION WHOLESALERS	10	7,114	7	106	168
Lumber and construction materials	3	1,334	[illegible]	33	121
All other	7	5,780	5	33	47
DETROIT					
(See page 333.)					
FLINT					
TOTALS, 1939	137	74,436	89	2,008	3,527
1935	137	64,364	289	[2]1,886	[2]2,924
1929 [3]	102	38,519	-	1,365	2,987
SERVICE AND LIMITED-FUNCTION WHOLESALERS [4]	112	65,413	74	1,727	3,012
MANUFACTURERS' SALES BRANCHES (With stocks)	16				
MANUFACTURERS' SALES OFFICES (Without stocks)	3	2,833	-	137	257
PETROLEUM BULK STATIONS [5]	17	5,149	6	125	227
AGENTS AND BROKERS	9	1,041	9	17	31
BY KINDS OF BUSINESS:					
SERVICE AND LIMITED-FUNCTION WHOLESALERS [4]	112	65,413	74	1,727	3,012
Automotive	15	46,490	8	344	1,694
Beer, wines, and liquors	8	1,773	6	82	176
Chemicals and paints	3	194	3	15	24
Electrical goods	9	1,476	11	53	79
Farm products--consumer goods [4]	15	3,471	10	164	239
Groceries (general line)	5	2,548	---	98	131
Groceries and foods (specialty lines)	16	986	14	54	61
Lumber and construction materials	4	1,237	1	66	107
Machinery--equipment--supplies	7	341	4	21	45
Paper and its products	3	1,151	1	38	68
Plumbing and heating equipment and spls	3	372	1	22	50
Tobacco and its products (except leaf)	3	2,891	1	52	109
Waste materials	8	874	7	65	47
All other	15	1,709	7	145	182
PETROLEUM BULK STATIONS:					
Petroleum and its products	17	5,149	6	125	227
AGENTS AND BROKERS	9	1,041	9	17	31
Machinery--equipment--supplies	3	353	3	11	25
Metals and metal work (except scrap)	3	228	4	3	2
All other	3	460	2	3	4
GRAND RAPIDS					
TOTALS, 1939	414	84,917	206	3,409	5,394
1935	372	61,446	242	[2]2,709	[2]3,[illegible]
1929	410	126,219	-	3,699	7,347
SERVICE AND LIMITED-FUNCTION WHOLESALERS	291	52,099	205	2,631	3,986
MANUFACTURERS' SALES BRANCHES (With stocks)	38	8,845	--	420	791
MANUFACTURERS' SALES OFFICES (Without stocks)	13	4,413	--	50	110
PETROLEUM BULK STATIONS [5]	14	6,237	5	176	282
AGENTS AND BROKERS	50	11,998	50	110	194
ASSEMBLERS (Mainly farm products)	8	1,[illegible]	6	32	29
BY KINDS OF BUSINESS:					
SERVICE AND LIMITED-FUNCTION WHOLESALERS	291	52,099	205	2,631	3,986
Automotive	22	3,467	26	322	433
Beer, wines, and liquors	7	1,147	3	71	114
Chemicals and paints	10	814	4	55	113
Clothing and furnishings	4	97	6	50	43
Coal and coke	2	692	---	11	32
Drugs (general line)	1	[illegible]	1	137	201
Drugs and drug sundries (specialty lines)	1	593	2	23	29
Dry goods (specialty lines)	4	[illegible]	7	168	292
Electrical goods	19	5,466			

CITY TYPE OF OPERATION KIND OF BUSINESS	Number of establishments	Sales	Average per establishment	Number of paid employees	TOTAL PAY ROLL
GRAND RAPIDS—Con.					
SERVICE AND LIMITED-FUNCTION WHOLESALERS—Con.					
Farm products--raw materials	4	$[illegible]	[illegible]	36	$56
Farm products--consumer goods	49	3,938	48	113	122
Farm supplies	3	334	1	51	63
Furniture and house furnishings	6	1,766		57	162
Groceries (general line)	5	1,[illegible]	-	143	216
Groceries and foods (specialty lines	41	4,624	44	[illegible]	236
Hardware	6	1,657	2	121	153
Lumber and construction materials	12	3,354	6	199	339
Machinery--equipment--supplies	36	2,[illegible]	13	[illegible]	491
Metals and metal work (except scrap)	3	[illegible]	-	[illegible]	146
Paper and its products	6	2,307	1	[illegible]	240
Plumbing and heating equipt and spls	2	[illegible]	2	51	66
Tobacco and products (except leaf)	3	4,056	4	93	96
Waste materials	13	1,314	18	164	164
All other	14	1,179	9	[illegible]	127
MANUFACTURERS' SALES BRANCHES					
Auto stores	33	8,945	-	42	791
Automotive	1	1,318	-	57	[illegible]
Groceries and foods (specialty lines	9	2,280	-	113	183
Machinery--equipment--supplies	14	3,194	--	153	330
All other	11	2,[illegible]	---	97	155
PETROLEUM BULK STATIONS					
Petroleum and its products	14	6,237	5	176	282
AGENTS AND BROKERS	50	11,998	50	110	194
Farm products--consumer goods	4	280	4	27	27
Groceries and foods (specialty lines)	8	4,374	8	16	34
Lumber and construction materials	12	2,865	11	20	50
Machinery--equipment--supplies	13	764	12	26	48
All other	13	3,515	15	22	37
HIGHLAND PARK					
TOTALS, 1939	41	6,701	27	212	418
1935	31	3,204	524	5121	5179
SERVICE AND LIMITED-FUNCTION WHOLESALERS	34	2,840	24	121	202
AGENTS AND BROKERS	4	1,251	2	15	27
ALL OTHER [6]	3	2,610	1	74	179
BY KINDS OF BUSINESS:					
SERVICE AND LIMITED-FUNCTION WHOLESALERS	34	2,840	24	121	202
Automotive	8	285	7	26	33
Groceries and foods (specialty lines	7	535	6	21	36
Plumbing and heating equipt and spls	3	524	3	25	45
All other	16	1,536	8	49	88
KALAMAZOO					
TOTALS 1939	118	22,615	63	1,098	1,731
1935	105	19,151	60	1,127	1,743
SERVICE AND LIMITED-FUNCTION WHOLESALERS	80	15,777	43	894	1,332
MANUFACTURERS' SALES BRANCHES (With stocks)	6	1,037	--	69	177
MANUFACTURERS' SALES OFFICES (Without stocks)	4	1,234	---	9	19
PETROLEUM BULK STATIONS [5]	10	2,043	4	61	110
AGENTS AND BROKERS	9	1,463	6	21	44
ASSEMBLERS (Mainly farm products)	9	1,021	10	45	49
BY KINDS OF BUSINESS:					
SERVICE AND LIMITED-FUNCTION WHOLESALERS	80	15,777	43	894	1,332
Automotive	9	1,100	5	93	124
Beer, wines, and liquors	5	945	4	38	52
Electrical goods	7	841	2	32	79
Farm products--consumer goods	9	1,581	16	118	157
Groceries (general line	5	2,296	---	90	148
Groceries and foods (specialty lines)	4	813	2	54	66
Machinery--equipment--supplies	10	1,139	3	75	123
Paper and its products	4	1,665	2	69	129
Waste materials	11	1,710	7	177	185
All other	16	3,927	8	152	281
PETROLEUM BULK STATIONS:					
Petroleum and its products	10	2,043	4	61	110
AGENTS AND BROKERS	9	1,463	6	21	44
Machinery--equipment--supplies	3	194	2	9	17
All other	6	1,279	4	11	27

For footnotes, see end of table.

TABLE 12A.—CITIES OF 50,000 POPULATION OR MORE

ESTABLISHMENTS, SALES, PERSONNEL, AND PAY ROLL—Continued

EMPLOYED OPERATION BY KINDS OF BUSINESS

MICHIGAN

CITY TYPE OF OPERATION KIND OF BUSINESS	Number of establishments	Sales (add 000)	Active proprietors	Number of employees	TOTAL PAY ROLL* (add 000)
LANSING					
TOTAL 1939	145	$32,153	83	1,254	$1,972
1935	113	27,479	[2]56	[2]961	[2]1,765
SERVICE AND LIMITED-FUNCTION WHOLESALERS	95	18,984	67	916	1,389
MANUFACTURERS' SALES BRANCHES (With stocks)	17				
MANUFACTURERS' SALES OFFICES (Without stocks)	2	3,004	---	143	257
PETROLEUM BULK STATIONS**	19	3,674	11	97	196
AGENTS AND BROKERS	8	2,861	5	30	45
ASSEMBLERS (Mainly farm products	4	3,610	--	68	85
BY KINDS OF BUSINESS:					
SERVICE AND LIMITED-FUNCTION WHOLESALERS	95	18,984	67	916	1,389
Automotive	9	732	7	76	113
Beer, wines, and liquors	8	1,172	12	46	69
Chemicals and paints	6	508	2	44	61
Electrical goods	8	885	4	46	85
Farm products--consumer goods	3	209	4	10	11
Groceries (general line)	8	1,921	1	70	92
Groceries and foods (specialty lines)	14	979	15	101	95
Lumber and construction materials	4	756	4	27	57
Machinery--equipment--supplies	11	3,648	3	154	261
Plumbing and heating equipment and spls.	3	850	4	47	80
Tobacco and products (except leaf)	4	1,293	3	31	45
Waste materials	6	1,280	2	93	129
All other	13	4,751	6	171	291
PONTIAC					
TOTALS, 1939	52	18,446	30	623	1,161
1935	53	18,005	[2]28	[2]617	[2]1,058
SERVICE AND LIMITED-FUNCTION WHOLESALERS	39	14,923	28	527	987
PETROLEUM BULK STATIONS**	9	3,034	1	68	127
ALL OTHER [7]	4	489	1	28	47
PONTIAC—Con.					
BY KINDS OF BUSINESS:					
SERVICE AND LIMITED-FUNCTION WHOLESALERS	39	$14,923	28	527	$987
Automotive	6	9,455	6	270	608
Beer, wines, and liquors	7	1,713	5	86	130
Electrical goods	4	486	2	29	41
Farm products--consumer goods	3	323	4	20	21
Groceries (general line)	1	2,061	7	65	115
Groceries and foods (specialty lines)	8				
Tobacco and products (except leaf)	3	628	2	19	19
Waste materials	3	89	2	17	18
All other	4	174	---	21	35
SAGINAW					
TOTALS, 1939	142	37,719	78	1,612	2,437
1935	130	23,605	[2]89	[2]1,024	[2]1,483
SERVICE AND LIMITED-FUNCTION WHOLESALERS	99	21,032	62	1,198	1,845
MANUFACTURERS' SALES BRANCHES (With stocks)	10	4,734	---	208	339
MANUFACTURERS' SALES OFFICES (Without stocks)	4	97	---	11	16
PETROLEUM BULK STATIONS**	17	2,603	8	85	134
AGENTS AND BROKERS	9	8,116	7	20	39
ASSEMBLERS (Mainly farm products)	3	1,137	1	90	64
BY KINDS OF BUSINESS:					
SERVICE AND LIMITED-FUNCTION WHOLESALERS	99	21,032	62	1,198	1,845
Automotive	10	4,174	7	220	335
Beer, wines, and liquors	8	2,027	6	110	161
Electrical goods	8	946	3	57	93
Farm products--consumer goods	14	537	17	34	38
Groceries (general line)	5	3,455	1	132	174
Groceries and foods (specialty lines)	14	817	13	53	55
Lumber and construction materials	5	1,732	2	63	108
Machinery--equipment--supplies	8	848	1	54	100
Paper and its products	3	360	---	27	52
Waste materials	7	720	5	64	65
All other	16	5,416	7	384	666

* Employees and pay roll include paid executives of corporations but not the number and compensation of proprietors of unincorporated businesses

** Sales include taxes.

1 Includes 5 petroleum bulk stations; and 1 agent.

2 Data for 1935 exclude personnel and pay roll of 2 commission bulk stations.

3 Includes 1 chain-store warehouse not classified as a wholesale establishment in 1935 and 1939.

4 Includes 1 assembler

5 Data for 1935 exclude personnel and pay roll of 1 commission bulk station.

6 Includes 1 manufacturer's sales office (without stocks); and 2 petroleum bulk stations.

7 Includes 3 manufacturers' sales branches (with stocks); and 1 assembler (mainly farm products).

TABLE 12A.—CITIES OF 50,000 POPULATION OR MORE

MINNESOTA

City, type of operation, and kind of business	[illegible]	[illegible]	[illegible]	[illegible]	Total pay roll [illegible]
DULUTH					
TOTALS, 1939	227	[illegible]	111	[illegible]	$5,419
1935 [1]	[illegible]	[illegible]	[illegible]	[illegible]	[illegible]
1929 [2]	[illegible]	171,363	---	[illegible]	5,518
SERVICE AND LIMITED-FUNCTION WHOLESALERS	142	62,102	[illegible]	2,613	[illegible]
MANUFACTURERS' SALES BRANCHES (With stocks)	28	9,961	---	372	[illegible]
MANUFACTURERS' SALES OFFICES (Without stocks)	7	2,1?5	---	[illegible]	[illegible]
PETROLEUM BULK STATIONS [**]	18	4,925	8	133	[illegible]
AGENTS AND BROKERS	28	20,924	15	81	[illegible]
ASSEMBLERS (Mainly farm products)	4	729	---	[illegible]	34
BY KINDS OF BUSINESS:					
SERVICE AND LIMITED-FUNCTION WHOLESALERS	142	62,102	83	2,613	4,229
Automotive	12	1,234	10	103	157
Beer, wines, and liquors	8	3,121	1	62	141
Chemicals and paints	3	[illegible]	4	[illegible]	42
Clothing and furnishings	4	[illegible]	[illegible]	17	[illegible]
Coal and coke	4	4,322	1	125	219
Electrical goods	8	1,453	9	42	68
Farm products—raw materials	8	13,299	6	240	511
Farm products—consumer goods	10	3,501	2	162	223
Groceries (general line)	7	6,631	---	357	432
Groceries and foods (specialty lines)	21	2,697	16	159	202
Lumber and construction materials	5	2,348	---	93	194
Machinery—equipment—supplies	16	[illegible]	[illegible]	71	152
Paper and its products	5	1,014	1	60	110
Tobacco and products (except leaf)	3	902	3	14	[illegible]
Waste materials	6	4,090	9	219	234
All other	22	14,587	12	696	1,503
MANUFACTURERS' SALES BRANCHES (With stocks)	28	9,961	---	372	680
Groceries and foods (specialty lines)	10	5,596	---	132	298
Machinery—equipment—supplies	9	1,074	---	64	140
All other	9	3,191	---	126	242
PETROLEUM BULK STATIONS:					
Petroleum and its products	18	4,925	8	133	200
AGENTS AND BROKERS	28	20,924	15	81	189
Farm products—raw materials	11	15,310	---	53	141
Groceries and foods (specialty lines)	7	4,453	6	15	29
Lumber and construction materials	3	387	3	1	1
All other	7	274	6	12	18
MINNEAPOLIS					
TOTALS, 1939	1,365	716,894	762	16,675	30,615
1935	1,123	[illegible]	555	14,533	24,819
1929	1,062	797,874	---	17,223	31,353
SERVICE AND LIMITED-FUNCTION WHOLESALERS	783	371,473	444	10,922	19,243
MANUFACTURERS' SALES BRANCHES (With stocks)	167	102,339	---	3,578	6,326
MANUFACTURERS' SALES OFFICES (Without stocks)	62	37,845	---	532	1,335
PETROLEUM BULK STATIONS AND TERMINALS [**]	29	13,905	7	576	1,069
AGENTS AND BROKERS	309	170,800	262	356	1,551
ASSEMBLERS (Mainly farm products)	15	15,533	9	211	291
BY KINDS OF BUSINESS:					
SERVICE AND LIMITED-FUNCTION WHOLESALERS	783	371,473	444	10,922	19,243
Amusement and sporting goods	14	891	3	75	130
Automotive	54	39,045	34	1,008	1,715
Beer, wines, and liquors	21	14,903	14	371	707
Chemicals and paints	19	1,454	8	121	237
Clothing and furnishings	41	4,947	41	205	313
Coal and coke	14	13,837	5	492	777
Drugs and drug sundries (spclty lines)	20	[illegible]	5	[illegible]	[illegible]
Dry goods (general line)	1				
Dry goods (specialty lines)	3	1,303	4	52	131
Electrical goods	33	10,955	22	576	1,014
Farm products—raw materials	42	129,530	14	745	1,470
Farm products—consumer goods	63	16,145	46	551	939
Farm supplies	12	9,643	1	534	1,196
Furniture and house furnishings	18	3,012	6	142	283
Groceries (general line)	20	17,154	2	479	842
Groceries and foods (specialty lines)	64	12,653	53	502	941
Hardware	13	12,927	3	822	1,371
Jewelry	11	1,236	8	73	119
Lumber and construction materials	32	11,915	15	322	747
Machinery—equipment—supplies	110	[illegible]	71	1,055	1,926
Metals and metal work (except scrap)	[illegible]	850	3	58	95
Paper and its products	25	7,395	6	468	885
Petroleum and its products	12	10,395	6	244	464
Plumbing and heating equipt and spls	19	5,808	11	334	581
Tobacco and products (except leaf)	23	[illegible]	22	70	119
Waste materials	41	[illegible]	45	172	193
All other	50	15,618	35	1,139	1,784
MINNEAPOLIS—Con.					
MANUFACTURERS' SALES BRANCHES (With stocks)	[illegible]	[illegible]	---	[illegible]	[illegible]
Amusement and sporting goods	[illegible]	6,245	---	[illegible]	[illegible]
Automotive	[illegible]	[illegible]	---	[illegible]	[illegible]
Beer, wines, and liquors	[illegible]	1,976	---	[illegible]	[illegible]
Chemicals and paints	[illegible]	2,516	---	[illegible]	[illegible]
Drugs and drug sundries (spclty lines)	[illegible]	[illegible]	---	[illegible]	[illegible]
Electrical goods	[illegible]	11,086	---	[illegible]	494
Furniture and house furnishings	[illegible]	2,898	---	[illegible]	[illegible]
Groceries and foods (specialty lines)	[illegible]	37,015	---	[illegible]	[illegible]
Machinery—equipment—supplies	[illegible]	20,793	---	[illegible]	[illegible]
Paper and its products	[illegible]	539	---	[illegible]	[illegible]
Plumbing and heating equipt and spls	[illegible]	[illegible]	---	[illegible]	[illegible]
All other	[illegible]	[illegible]	---	[illegible]	[illegible]
MANUFACTURERS' SALES OFFICES (Without stocks)	[illegible]	[illegible]	---	[illegible]	[illegible]
Furniture and house furnishings	[illegible]	[illegible]	---	[illegible]	[illegible]
Machinery—equipment—supplies	[illegible]	[illegible]	---	[illegible]	[illegible]
Paper and its products	[illegible]	[illegible]	---	[illegible]	[illegible]
All other	[illegible]	[illegible]	---	[illegible]	[illegible]
PETROLEUM BULK STATIONS AND TERMINALS:					
Petroleum and its products	[illegible]	[illegible]	[illegible]	[illegible]	[illegible]
AGENTS AND BROKERS	[illegible]	[illegible]	[illegible]	[illegible]	[illegible]
Amusement and sporting goods	4	[illegible]	[illegible]	1	[illegible]
Automotive	[illegible]	[illegible]	[illegible]	[illegible]	[illegible]
Beer, wines, and liquors	[illegible]	871	[illegible]	---	---
Chemicals and paints	[illegible]	149	4	[illegible]	4
Clothing and furnishings	[illegible]	1,737	[illegible]	[illegible]	[illegible]
Coal and coke	[illegible]	3,934	---	[illegible]	[illegible]
Dry goods (specialty lines)	[illegible]	2,934	[illegible]	[illegible]	[illegible]
Electrical goods	21	3,079	[illegible]	[illegible]	37
Farm products—raw materials	[illegible]	90,194	[illegible]	[illegible]	344
Farm products—consumer goods	13	8,584	9	[illegible]	[illegible]
Farm supplies	11	9,566	[illegible]	[illegible]	[illegible]
Furniture and house furnishings	[illegible]	1,575	[illegible]	14	[illegible]
Groceries and foods (specialty lines)	41	[illegible]	[illegible]	[illegible]	[illegible]
Hardware	[illegible]	[illegible]	[illegible]	[illegible]	4
Lumber and construction materials	19	1,455	1	[illegible]	[illegible]
Machinery—equipment—supplies	51	3,115	[illegible]	[illegible]	172
Metals and metal work (except scrap)	[illegible]	1,154	9	[illegible]	[illegible]
Paper and its products	[illegible]	[illegible]			[illegible]
Petroleum and its products	3	1,374			[illegible]
Plumbing and heating equipt and spls	[illegible]	1,290	17	[illegible]	[illegible]
All other	11	1,329	[illegible]	[illegible]	[illegible]
MINNEAPOLIS AND ST. PAUL (combined)					
(See page 362.)					
ST. PAUL					
TOTALS, 1939	630	224,496	[illegible]	[illegible]	[illegible]
1935 [1]	532	[illegible]	[illegible]	[illegible]	[illegible]
1929 [2]	441	[illegible]	---	[illegible]	[illegible]
SERVICE AND LIMITED-FUNCTION WHOLESALERS	396	[illegible]	[illegible]	[illegible]	[illegible]
MANUFACTURERS' SALES BRANCHES (With stocks)	[illegible]	[illegible]	---	[illegible]	[illegible]
MANUFACTURERS' SALES OFFICES (Without stocks)	14	[illegible]	---	[illegible]	[illegible]
PETROLEUM BULK STATIONS AND TERMINALS [**]	21	[illegible]	4	[illegible]	445
AGENTS AND BROKERS	124	[illegible]	[illegible]	[illegible]	[illegible]
ASSEMBLERS (Mainly farm products)	5	9,397		[illegible]	[illegible]
BY KINDS OF BUSINESS:					
SERVICE AND LIMITED-FUNCTION WHOLESALERS	396	[illegible]	[illegible]	[illegible]	9,330
Amusement and sporting goods	3	[illegible]	[illegible]	[illegible]	6
Automotive	[illegible]	[illegible]	[illegible]	[illegible]	614
Beer, wines, and liquors	[illegible]	[illegible]	[illegible]	[illegible]	[illegible]
Chemicals and paints	[illegible]	[illegible]	[illegible]	[illegible]	141
Clothing and furnishings	[illegible]	[illegible]	[illegible]	[illegible]	121
Coal and coke	[illegible]	[illegible]	---	[illegible]	42
Drugs and drug sundries (spclty lines)	[illegible]	[illegible]	[illegible]	[illegible]	[illegible]
Dry goods (general line)	1				
Dry goods (specialty lines)	[illegible]	[illegible]	[illegible]	[illegible]	[illegible]
Electrical goods	[illegible]	[illegible]	[illegible]	[illegible]	[illegible]
Farm products—raw materials	[illegible]	[illegible]	[illegible]	[illegible]	[illegible]
Farm products—consumer goods	4	[illegible]	[illegible]	[illegible]	[illegible]
Furniture and house furnishings	[illegible]	[illegible]	[illegible]	[illegible]	[illegible]
Groceries (general line)	1	[illegible]	[illegible]	[illegible]	[illegible]
Groceries and foods (specialty lines)	[illegible]	3,687	[illegible]	[illegible]	[illegible]
Hardware	4	7,321	---	[illegible]	[illegible]
Jewelry	[illegible]	[illegible]	[illegible]	[illegible]	[illegible]
Lumber and construction materials	[illegible]	[illegible]	[illegible]	[illegible]	[illegible]
Machinery—equipment—supplies	[illegible]	7,318	[illegible]	[illegible]	[illegible]
Paper and its products	[illegible]	[illegible]	[illegible]	[illegible]	[illegible]
Petroleum and its products	3	[illegible]	[illegible]	[illegible]	43
Plumbing and heating equipt and spls	[illegible]	[illegible]	[illegible]	141	[illegible]
Tobacco and products (except leaf)	[illegible]	[illegible]	[illegible]	[illegible]	63
Waste materials	[illegible]	[illegible]	[illegible]	[illegible]	[illegible]
All other	[illegible]	7,593	[illegible]	[illegible]	[illegible]

For footnotes, see end of table.

TABLE 12A.—CITIES OF 50,000 POPULATION OR MORE

[illegible], Sales, Proprietors, and Pay Roll—Continued

[illegible] Kind of Business

MINNESOTA

City, Type of Operation, Kind of Business	Number	Sales	Number of proprietors	Number of employees	Total pay roll[1]
ST. PAUL—Con.					
MANUFACTURERS' SALES BRANCHES					
(With stocks)	73	$27,948	---	1,269	$5,284
Chemicals and paints	4	[illegible]	---	46	98
Clothing and furnishings	5	1,[illegible]	---	47	26
Groceries and foods (specialty lines)	15	11,433	---	381	926
Machinery--equipment--supplies	2	5,150	---	359	641
Plumbing and heating equipt and supplies	[illegible]	4,144	---	338	476
All other	4	4,[illegible]	---	243	474
MANUFACTURERS' SALES OFFICES					
(Without stocks)	14	[illegible]	---	173	470
Machinery--equipment--supplies	2	[illegible]	---	16	40
All other	8	1,4[illegible]	---	157	42[illegible]
PETROLEUM BULK STATIONS AND TERMINALS:					
Petroleum and its products	21	1[illegible]	4	234	446
ST. PAUL—Con.					
AGENTS AND BROKERS	124	$23,[illegible]	112	1[illegible]	$307
Automotive	4	4[illegible]	5	[illegible]	14
Chemicals and paints	5	332	5	7	11
Clothing and furnishings	3	9[illegible]	3	---	---
Dry goods (specialty lines)	7	2,786	5	23	30
Electrical goods	5	1,149	2	12	1[illegible]
Farm products--consumer goods	7	763	5	12	12
Furniture and house furnishings	8	521	8	1	(3)
Groceries and foods (specialty lines)	23	8,422	17	39	97
Lumber and construction materials	6	1,078	4	13	16
Machinery--equipment--supplies	27	2,492	30	41	60
Metals and metal work (except scrap)	9	2,054	9	11	22
Plumbing and heating equipt and spls	7	994	6	10	21
All other	13	736	12	6	7

MISSISSIPPI

City, Type of Operation, Kind of Business	Number	Sales	Number of proprietors	Number of employees	Total pay roll[1]
JACKSON					
[illegible]	[illegible]	[illegible]	[illegible]	[illegible]	[illegible]
[illegible]	[illegible]	17,[illegible]	[illegible]	[illegible]	[illegible]
[illegible]		24,340	[illegible]	1,017	1,486
MANUFACTURERS' SALES BRANCHES					
[illegible]	16	5,17[illegible]	1	17[illegible]	[illegible]
MANUFACTURERS' SALES OFFICES					
(Without stocks)	5	1,[illegible]	-	11	[illegible]
PETROLEUM BULK STATIONS	12	[illegible]	[illegible]	[illegible]	1[illegible]
[illegible]	[illegible]	3,363	19	49	79
WHOLESALERS:					
[illegible]	85	[illegible]	-	1,017	1,486
[illegible]	[illegible]	[illegible]	[illegible]	[illegible]	[illegible]
Beer and wines	[illegible]	[illegible]	[illegible]	[illegible]	[illegible]
Drugs--general line	[illegible]	1,[illegible]	[illegible]	[illegible]	74
Drugs and drug sundries (specialty lines)	[illegible]				
Electrical goods	[illegible]	1,232	1	42	69
Farm products--raw materials[5]	[illegible]	3,271	-	[illegible]	[illegible]
Farm products--consumer goods	[illegible]	391	4	12	[illegible]
Groceries (general line)	[illegible]	[illegible]	-	[illegible]	[illegible]
Groceries and foods (specialty lines)	[illegible]	[illegible]		37	[illegible]
JACKSON—Con.					
[illegible]					
[illegible]					
Lumber and construction materials	5	[illegible]	1	11	[illegible]
Machinery--equipment--supplies	[illegible]	[illegible]	[illegible]	[illegible]	[illegible]
Metal materials	5	[illegible]	[illegible]	[illegible]	[illegible]
All other	2[illegible]	6,637	8	177	[illegible]
MANUFACTURERS' SALES BRANCHES					
(With stocks)	1[illegible]	[illegible]	1	171	[illegible]
Groceries and foods (specialty lines)	5	2,[illegible]	-	[illegible]	[illegible]
Machinery--equipment--supplies	5	343	-	41	[illegible]
All other	[illegible]	[illegible]	1	[illegible]	97
PETROLEUM BULK STATIONS:					
Petroleum and its products	1[illegible]	[illegible]	[illegible]	[illegible]	[illegible]
AGENTS AND BROKERS	[illegible]	[illegible]	19	49	79
Groceries and foods (specialty lines)	[illegible]	1,[illegible]	[illegible]	[illegible]	16
Lumber and construction materials	[illegible]	[illegible]	[illegible]	4	5
Machinery--equipment--supplies	[illegible]	670	[illegible]	[illegible]	[illegible]
All other	[illegible]	[illegible]	[illegible]	[illegible]	[illegible]

Employees and pay roll include [illegible] of corporations but not the number and compensation of proprietors of unincorporated businesses.

** Sales include taxes.

1 Data for 1935 exclude personnel and pay roll of 1 commission bulk station.

2 Includes 1 chain-store warehouse not classified as a wholesale establishment in 1935 and 1939.

3 Less than $1,000.

4 Includes 2 chain-store warehouses not classified as wholesale establishments in 1935 and 1939.

5 Includes 1 assembler of farm products--raw materials.

TABLE 12A.—CITIES OF 50,000 POPULATION OR MORE

ESTABLISHMENTS, SALES, PERSONNEL, AND PAY ROLL

TYPES OF OPERATION OR KINDS OF BUSINESS

MISSOURI

CITY TYPE OF OPERATION KIND OF BUSINESS	Number of establishments	Sales (add 000)	Active proprietors (Firms operated by individuals)	Number of employees* (Salaried and part-time) Average for year	TOTAL PAY ROLL* (add 000)
KANSAS CITY					
(See page 344.)					
ST. JOSEPH					
TOTALS, 1939	153	$45,926	77	1,961	$2,607
1935 [1]	146	38,553	82	1,382	1,874
SERVICE AND LIMITED-FUNCTION WHOLESALERS	95	22,889	47	1,569	1,958
MANUFACTURERS' SALES BRANCHES					
(With stocks)	11	7,382	---	208	381
MANUFACTURERS' SALES OFFICES					
(Without stocks)	4	1,[illegible]	--	12	18
PETROLEUM BULK STATIONS [2]	19	2,404	10	106	154
AGENTS AND BROKERS	15	10,728	13	40	65
ASSEMBLERS (Mainly farm products	9	1,937	7	26	31
BY KINDS OF BUSINESS:					
SERVICE AND LIMITED-FUNCTION WHOLESALERS	95	22,889	47	1,569	1,958
Automotive	11	765	4	93	106
Beer, wines, and liquors	8	1,093	5	36	61
Chemicals and paints	4	881	3	57	84
Farm products--consumer goods	8	1,488	13	106	130
Farm supplies	5	1,305	---	89	86
Groceries (general line)	5	4,049	--	179	233
Groceries and foods (specialty lines)	10	1,337	4	112	151
Lumber and construction materials	5	700	2	42	56
Machinery--equipment--supplies	3	402	1	57	66
Paper and its products	3	415	--	46	64
Petroleum and its products	3	95	2	17	20
Plumbing and heating equipt and spls	3	484	---	27	36
Waste materials	6	362	3	55	45
All other	21	9,373	10	671	812
MANUFACTURERS' SALES BRANCHES					
(With stocks)	11	7,382	---	208	381
Groceries and foods (specialty lines)	5	5,915	---	114	217
All other	6	1,447	---	94	164
ST. LOUIS					
(See page 400.)					
SPRINGFIELD					
TOTALS, 1939	1[illegible]	$[illegible]	[illegible]	[illegible]	$1,794
1935	129	27,394	[illegible]	[illegible]	[illegible]
SERVICE AND LIMITED-FUNCTION WHOLESALERS	112	15,852	82	959	1,299
MANUFACTURERS' SALES BRANCHES					
(With stocks)	8	1,992	---	105	161
MANUFACTURERS' SALES OFFICES					
(Without stocks)	5	1,418	---	14	30
PETROLEUM BULK STATIONS [2]	25	3,273	19	170	255
AGENTS AND BROKERS	11	7,315	10	46	91
ASSEMBLERS (Mainly farm products	7	512	8	27	18
BY KINDS OF BUSINESS:					
SERVICE AND LIMITED-FUNCTION WHOLESALERS	112	15,852	82	959	1,299
Automotive	16	2,261	10	177	221
Beer, wines, and liquors	10	1,408	7	50	66
Drugs (general line	1				
Drugs and drug sundries (spclty lines)	2	297	2	14	19
Dry goods (general line	2				
Dry goods (specialty lines	2	383	5	23	27
Farm products--consumer goods	12	1,126	9	99	141
Farm supplies	8	1,033	10	49	62
Groceries (general line	5	3,084	---	14	228
Groceries and foods (specialty lines)	14	984	10	61	104
Lumber and construction materials	3	433	---	38	44
Machinery--equipment--supplies	13	461	12	55	66
Tobacco and products (except leaf)	3	623	8	14	26
Waste materials	4	219	5	20	17
All other	17	3,310	10	192	321

NEBRASKA

CITY TYPE OF OPERATION KIND OF BUSINESS	Number of establishments	Sales (add 000)	Active proprietors (Firms operated by individuals)	Number of employees* (Salaried and part-time) Average for year	TOTAL PAY ROLL* (add 000)
LINCOLN					
TOTALS, 1939	144	$33,314	61	1,678	$2,442
1935 [1]	141	31,043	57	1,583	2,281
SERVICE AND LIMITED-FUNCTION WHOLESALERS	95	21,345	52	1,228	1,783
MANUFACTURERS' SALES BRANCHES					
(With stocks)	4	4,751	---	281	456
MANUFACTURERS' SALES OFFICES					
(Without stocks)	2				
PETROLEUM BULK STATIONS AND TERMINALS [2]	15	4,632	2	129	168
AGENTS AND BROKERS	4	1,973	2	11	26
ASSEMBLERS (Mainly farm products	8	613	5	29	19
BY KINDS OF BUSINESS:					
SERVICE AND LIMITED-FUNCTION WHOLESALERS	95	21,345	52	1,228	1,783
Automotive	10	2,441	4	122	179
Beer, wines, and liquors	6	1,217	-	51	65
Electrical goods	4	615	3	58	83
Farm products--consumer goods	[illegible]	1,087	-	76	101
Farm supplies	3	[illegible]	1	26	37
Groceries (general line	4	4,[illegible]	1	[illegible]	[illegible]
LINCOLN—Con.					
SERVICE AND LIMITED-FUNCTION WHOLESALERS—Con.					
Groceries and foods (specialty lines	4	$[illegible]	1	[illegible]	$[illegible]
Lumber and construction materials	3	[illegible]	---	[illegible]	[illegible]
Machinery--equipment--supplies	16	1,870	7	[illegible]	[illegible]
Paper and its products	5	1,034	3	78	106
Petroleum and its products	4	[illegible]	1	17	30
Plumbing and heating equipment and spls	5	767	1	42	101
Waste materials	8	[illegible]	[illegible]	[illegible]	[illegible]
All other	18	4,231	[illegible]	[illegible]	[illegible]
PETROLEUM BULK STATIONS AND TERMINALS					
Petroleum and its products	[illegible]	[illegible]	[illegible]	[illegible]	[illegible]
ASSEMBLERS (Mainly farm products	[illegible]	[illegible]	[illegible]	29	19
Farm products--raw materials	[illegible]	410	[illegible]	[illegible]	[illegible]
Farm products--other	[illegible]		[illegible]	[illegible]	9
OMAHA					
(See page 382.)					

NEW HAMPSHIRE

CITY TYPE OF OPERATION KIND OF BUSINESS	Number of establishments	Sales (add 000)	Active proprietors (Firms operated by individuals)	Number of employees* (Salaried and part-time) Average for year	TOTAL PAY ROLL* (add 000)
MANCHESTER					
TOTALS, 1939	161	$44,267	61	1,181	$1,671
1935	96	19,242	50	873	1,341
1929	101	13,067	---	976	1,341
SERVICE AND LIMITED-FUNCTION WHOLESALERS	65	18,129	40	815	1,[illegible]
MANUFACTURERS' SALES BRANCHES					
(With stocks)	14	6,934	--	170	[illegible]
MANUFACTURERS' SALES OFFICES					
(Without stocks)	1				
PETROLEUM BULK STATIONS	[illegible]	2,890	-	[illegible]	150
AGENTS AND BROKERS	2	[illegible]	-	11	[illegible]
ASSEMBLERS (Mainly farm products	[illegible]	[illegible]	[illegible]	41	[illegible]
MANCHESTER—Con.					
SERVICE AND LIMITED-FUNCTION WHOLESALERS	65	$18,129	40	815	$1,[illegible]
Automotive	[illegible]	[illegible]	[illegible]	[illegible]	[illegible]
Beer, wines, and liquors	7	[illegible]	4	58	84
Electrical goods	5	[illegible]	4	26	27
Farm products--consumer goods	7	1,258	5	88	92
Groceries and foods (specialty lines)	10	1,864	[illegible]	[illegible]	124
Hardware	5	[illegible]	2	34	[illegible]
Industrial products	8	1,596	6	57	34
Waste materials	4	[illegible]	1	18	[illegible]
All other	19	5,775	[illegible]	[illegible]	564

[1] Employees and pay roll include part-time and proprietors but not the number of proprietors or partnerships or proprietorships. Business.
[2] Sales include taxes.
1 Some adjustments have been made in the 1935 figures for comparison purposes.
2 Data for 1935 exclude personnel and pay roll of 1 commission only station.

TABLE 12A.—CITIES OF 50,000 POPULATION OR MORE

ESTABLISHMENTS, SALES, PERSONNEL, AND PAY ROLL

TYPES OF OPERATION BY KINDS OF BUSINESS

NEW JERSEY

CITY TYPE OF OPERATION KIND OF BUSINESS	Number of establishments	Sales (add 000)	Active proprietors of unincorporated businesses	Number of employees* (full-time and part-time) Average for year	TOTAL PAY ROLL* (add 000)
ATLANTIC CITY					
TOTAL, 1939	124	$18,999	54	795	$1,205
1935 [1]	129	14,196	115	716	1,[illegible]
SERVICE AND LIMITED-FUNCTION WHOLESALERS [2]	54	11,918	50	556	[illegible]
MANUFACTURERS' SALES BRANCHES (With stocks)	13	4,782	---	187	29
MANUFACTURERS' SALES OFFICES (Without stocks)					
PETROLEUM BULK STATIONS AND TERMINALS **	6	2,349	2	69	14
BY KINDS OF BUSINESS:					
SERVICE AND LIMITED-FUNCTION WHOLESALERS [2]	84	11,918	50	559	[illegible]
Automotive	[illegible]	[illegible]	4	47	50
Beer, wines, and liquors [3]	6	2,647	4	45	85
Chemicals and paints	3	[illegible]	3	19	26
Farm products--consumer goods	17	1,544	[illegible]	69	113
Groceries (general line)	1	[illegible]			
Groceries and foods (specialty lines)	17	[illegible]	8	1[illegible]	[illegible]
Lumber and construction materials	4	264	---	26	[illegible]
Machinery--equipment--supplies [3]	7	[illegible]	[illegible]	[illegible]	[illegible]
Paper and its products	5	246	[illegible]	[illegible]	[illegible]
Plumbing and heating equipment and spls.	3	[illegible]	1	24	46
Tobacco and products (except leaf)	[illegible]	[illegible]	4	41	[illegible]
Waste materials	5	[illegible]	[illegible]	[illegible]	[illegible]
All other	9	[illegible]	[illegible]	53	91
BAYONNE					
TOTALS, 1939	[illegible]	[illegible]	24	442	[illegible]
1935	26	11,[illegible]	1[illegible]	[illegible]	[illegible]
SERVICE AND LIMITED-FUNCTION WHOLESALERS	42	[illegible]	24	[illegible]	[illegible]
MANUFACTURERS' SALES BRANCHES (With stocks)	4	7,941		49	[illegible]
MANUFACTURERS' SALES OFFICES (Without stocks)	1				
PETROLEUM BULK STATIONS AND TERMINALS **	4	1[illegible]	- -	75	14[illegible]
BY KINDS OF BUSINESS:					
SERVICE AND LIMITED-FUNCTION WHOLESALERS	42	[illegible]	24	2[illegible]	573
Beer, wines, and liquors	3	2,9[illegible]	---	86	[illegible]
Groceries (general line)	1				
Groceries and foods (specialty lines)	[illegible]	[illegible]	[illegible]	4[illegible]	60
Plumbing and heating equipment and spls.	4	470	-	[illegible]	[illegible]
Tobacco and products (except leaf)	5	1,672	5	[illegible]	[illegible]
Waste materials	6	2[illegible]	6	57	71
All other	15	1,239	7	[illegible]	[illegible]
CAMDEN					
TOTALS, 1939	136	27,871	86	1,236	1,975
1935 [1]	125	15,187	[illegible]	[illegible]	11,418
1929	65	19,388	[illegible]	[illegible]	1,447
SERVICE AND LIMITED-FUNCTION WHOLESALERS	120	16,547	[illegible]	1,028	1,578
MANUFACTURERS' SALES BRANCHES (With stocks)	10	5,09[illegible]	[illegible]	[illegible]	[illegible]
MANUFACTURERS' SALES OFFICES (Without stocks)	2				
PETROLEUM BULK STATIONS **	4	4,249	---	110	217
BY KINDS OF BUSINESS:					
SERVICE AND LIMITED-FUNCTION WHOLESALERS	12[illegible]	16,547	[illegible]	1,028	1,578
Automotive	11	875	[illegible]	[illegible]	161
Beer, wines, and liquors	12	[illegible]	[illegible]	107	[illegible]
Electrical goods	6	[illegible]	[illegible]	42	27
Farm products--consumer goods	[illegible]	[illegible]		41	47
Groceries (general line)	2				
Groceries and foods (specialty lines)	15	5,876	14	[illegible]	522
Lumber and construction materials	[illegible]	[illegible]	4	70	119
Machinery--equipment--supplies	[illegible]	152	[illegible]	14	13
Metals and metal work (except scrap	[illegible]	[illegible]	1	31	62
Paper and its products	11	[illegible]	[illegible]	42	51
Plumbing and heating equipment and spls.	7	1,352	1	86	133
Tobacco and products (except leaf)	7	[illegible]	8	29	28
Waste materials	15	1,701	13	118	160
All other	11	[illegible]	9	46	64
EAST ORANGE					
TOTALS, 1939	24	3,974	[illegible]	211	344
1935	18	3,517	[illegible]	182	420
SERVICE AND LIMITED-FUNCTION WHOLESALERS	18	[illegible]	[illegible]	95	159
ALL OTHER	6	1,771	[illegible]	116	185

CITY TYPE OF OPERATION KIND OF BUSINESS	Number of establishments	Sales (add 000)	Active proprietors of unincorporated businesses	Number of employees* (full-time and part-time) Average for year	TOTAL PAY ROLL* (add 000)
ELIZABETH					
TOTAL, 1939	93	$24,632	51	703	$1,220
1935	106	28,422	61	771	1,301
1929	75	51,161	---	885	1,426
SERVICE AND LIMITED-FUNCTION WHOLESALERS [3]	79	11,546	50	472	826
MANUFACTURERS' SALES BRANCHES (With stocks)	8	6,390	---	155	279
PETROLEUM BULK STATIONS AND TERMINALS **	6	6,696	1	76	115
BY KINDS OF BUSINESS:					
SERVICE AND LIMITED-FUNCTION WHOLESALERS [3]	79	11,546	50	472	826
Automotive	10	923	5	71	97
Beer, wines, and liquors	6	1,660	2	39	73
Electrical goods	3	509	---	37	60
Farm products--consumer goods	7	1,317	6	32	90
Groceries and foods (specialty lines)	14	417	11	33	51
Machinery--equipment--supplies [3]	5	246	3	24	50
Tobacco and products (except leaf)	4	2,004	-	20	27
Waste materials	10	529	10	42	43
All other	20	3,821	6	174	335
MANUFACTURERS' SALES BRANCHES (With stocks)	8	6,390	---	155	279
Groceries and foods (specialty lines)	4	5,15[illegible]	---	92	172
All other	4	1,238	---	63	107
HOBOKEN					
TOTALS, 1939	58	42,336	26	1,506	2,370
1935	43	12,043	19	590	864
SERVICE AND LIMITED-FUNCTION WHOLESALERS	51	40,6[illegible]	26	1,450	2,260
MANUFACTURERS' SALES BRANCHES (With stocks)	3	1,[illegible]	---	56	110
MANUFACTURERS' SALES OFFICES (Without stocks)	1				
BY KINDS OF BUSINESS:					
SERVICE AND LIMITED-FUNCTION WHOLESALERS	55	42,336	26	1,506	2,370
Beer, wines, and liquors	4	5[illegible]	7	37	34
Electrical goods	3	335	---	15	47
Farm products--consumer goods	4	49	3	2	2
Groceries and foods (specialty lines)	17	[illegible],872	7	1,290	2,019
Lumber and construction materials	3	607	---	2[illegible]	34
Paper and its products	3	1[illegible]	1	16	21
Tobacco and products (except leaf)	7	1,242	-	17	25
Waste materials	8	3[illegible]	[illegible]	19	23
All other	12	1,175	1	82	145
IRVINGTON					
TOTALS, 1939	43	[illegible]	[illegible]	[illegible]	627
1929	31	[illegible]	24	441	464
SERVICE AND LIMITED-FUNCTION WHOLESALERS	43	[illegible]	[illegible]	[illegible]	510
ALL OTHER		1,344	[illegible]	72	117
BY KINDS OF BUSINESS:					
SERVICE AND LIMITED-FUNCTION WHOLESALERS	43	5,521	[illegible]	[illegible]	510
Automotive	4	[illegible]	1	[illegible]	[illegible]
Groceries and foods (specialty lines)	4	477	4	9	24
Lumber and construction materials	[illegible]	1,187	[illegible]	[illegible]	[illegible]
All other	[illegible]	[illegible]	14	[illegible]	379
JERSEY CITY					
TOTALS, 1939	[illegible]	[illegible]	[illegible]	[illegible]	6,794
1935	[illegible]	[illegible]	[illegible]	[illegible]	[illegible]
1929	169	117,[illegible]		[illegible]	[illegible]
SERVICE AND LIMITED-FUNCTION WHOLESALERS	187	90,946	10[illegible]	2,889	[illegible]
MANUFACTURERS' SALES BRANCHES (With stocks)	19	[illegible]	-	[illegible]	964
MANUFACTURERS' SALES OFFICES (Without stocks)	[illegible]	17,979	---	22[illegible]	452
ALL OTHER	5	3,[illegible]	[illegible]	51	191
BY KINDS OF BUSINESS:					
SERVICE AND LIMITED-FUNCTION WHOLESALERS	187	[illegible],946	10[illegible]	2,889	5,187
Automotive	11	1,1[illegible]	[illegible]	[illegible]	147
Beer, wines, and liquors	10	[illegible]	[illegible]	[illegible]	[illegible]
Chemicals and paints	6	1,092	1	[illegible]	[illegible]
Coal and coke	4	[illegible]	[illegible]	[illegible]	[illegible]

For footnotes, see end of table.

TABLE 12A.—CITIES OF 50,000 POPULATION OR MORE

[Establishments, Sales, Personnel, and Pay Roll—Continued]

TYPE OF OPERATION BY KINDS OF BUSINESS

NEW JERSEY

CITY TYPE OF OPERATION KIND OF BUSINESS	Number of establishments	Sales (1,000 omitted)	Average for pay period	Number employed (average for year)*	TOTAL PAY ROLL* (1,000 omitted)
JERSEY CITY—Con.					
SERVICE AND LIMITED-FUNCTION WHOLESALERS—Con.					
Drugs (general line)	1	$3,534	2	130	$276
Drugs and drug sundries (specialty lines)	5				
Electrical goods	4	2,299	4	142	[illegible]
Farm products--consumer goods	12	13,[illegible]	[illegible]	[illegible]	[illegible]
Groceries (general line	5	5,[illegible]	[illegible]	54	[illegible]
Groceries and foods (specialty lines	21	[illegible]	[illegible]	[illegible]	[illegible]
Lumber and construction materials	12	2,614	[illegible]	[illegible]	[illegible]
Machinery--equipment--supplies	17	1,830	17	49	[illegible]
Metals and metal work (except scrap)	7	4,260	---	[illegible]	4
Paper and its products	9	1,014	[illegible]	[illegible]	[illegible]
Petroleum and its products	5	159	4	7	5
Plumbing and heating equipment and spls.	16	[illegible]	[illegible]	[illegible]	[illegible]
Tobacco and products (except leaf)	7	[illegible]	[illegible]	[illegible]	[illegible]
Waste materials	24	14,575	[illegible]	[illegible]	[illegible]
All other	18	16,4[illegible]	[illegible]	747	[illegible]
MANUFACTURERS' SALES BRANCHES (With stocks)	19	15,756	---	529	964
Groceries and foods (specialty lines)	8	7,961	---	239	429
All other	11	[illegible]	---	290	535
NEWARK					
(See page 367.)					
PASSAIC					
TOTALS, 1939	[illegible]	[illegible]	71	9,4[illegible]	1,[illegible]
1935	[illegible]	[illegible]	141	[illegible]	[illegible]
SERVICE AND LIMITED-FUNCTION WHOLESALERS	96	16,467	71	656	1,075
ALL OTHER	5	10,341	---	208	590
BY KINDS OF BUSINESS:					
SERVICE AND LIMITED-FUNCTION WHOLESALERS	96	16,467	71	656	1,075
Automotive	[illegible]	289	9	17	15
Electrical goods	4	164	2	9	9
Farm products--consumer goods	14	2,896	9	109	141
Groceries (general line	3	970	6	19	21
Groceries and foods (specialty lines	14	2,757	16	121	251
Hardware	2	[illegible]	---	47	52
Machinery--equipment--supplies	2	1,063	4	53	172
Plumbing and heating equipment and spls.	[illegible]	1,743	5	94	133
Tobacco and products (except leaf)	6	2,196	11	18	23
Waste materials	2	619	4	56	54
All other	10	2,203	9	90	171
PATERSON					
TOTALS, 1939	226	41,625	142	1,[illegible]	2,[illegible]
1935	224	32,586	147	1,734	2,189
1929	241	65,958	---	1,[illegible]	2,[illegible]
SERVICE AND LIMITED-FUNCTION WHOLESALERS (With stocks)	215	35,107	142	1,452	[illegible]
MANUFACTURERS' SALES BRANCHES (Without stocks)	10	6,518	---	42	426
BY KINDS OF BUSINESS:					
SERVICE AND LIMITED-FUNCTION WHOLESALERS	215	35,107	142	1,452	[illegible]
Automotive	19	2,501	18	128	228
Beer, wines, and liquors	[illegible]	2,075	---	[illegible]	[illegible]
PATERSON—Con.					
SERVICE AND LIMITED-FUNCTION WHOLESALERS—Con.					
Chemicals and paints	4	$[illegible]		[illegible]	$[illegible]
Dry goods (general line	[illegible]	[illegible]	[illegible]	[illegible]	[illegible]
Dry goods (specialty lines)	[illegible]	[illegible]	[illegible]	[illegible]	[illegible]
Electrical goods	[illegible]	733	[illegible]	4[illegible]	4
Farm products--consumer goods	[illegible]	[illegible]	[illegible]	[illegible]	[illegible]
Groceries (general line	[illegible]	[illegible]	[illegible]	[illegible]	[illegible]
Groceries and foods (specialty lines)	[illegible]	[illegible]	[illegible]	[illegible]	[illegible]
Hardware	[illegible]	4,769	[illegible]	[illegible]	[illegible]
Jewelry	4	[illegible]	[illegible]	[illegible]	[illegible]
Machinery--equipment--supplies	24	[illegible]	24	4[illegible]	[illegible]
Paper and its products	7	[illegible]	[illegible]	[illegible]	[illegible]
Petroleum and its products	2	[illegible]	[illegible]	[illegible]	[illegible]
Plumbing and heating equipment and spls.	1	[illegible]	[illegible]	[illegible]	[illegible]
Tobacco and products (except leaf)	4	3,937	4	[illegible]	[illegible]
Waste materials	12	1,135	[illegible]	[illegible]	[illegible]
All other	[illegible]	[illegible]	[illegible]	[illegible]	[illegible]
TRENTON					
TOTALS, 1939	1[illegible]	36,352	[illegible]	1,694	[illegible]
1935	[illegible]	[illegible]	[illegible]	[illegible]	[illegible]
1929	122	36,593	[illegible]	[illegible]	[illegible]
SERVICE AND LIMITED-FUNCTION WHOLESALERS (With stocks)	154	[illegible]	[illegible]	1,177	[illegible]
MANUFACTURERS' SALES BRANCHES (Without stocks)	17	6,595	---	2[illegible]	[illegible]
BY KINDS OF BUSINESS:					
SERVICE AND LIMITED-FUNCTION WHOLESALERS	154	[illegible]	[illegible]	[illegible]	[illegible]
Automotive	[illegible]	[illegible]	[illegible]	[illegible]	[illegible]
Beer, wines, and liquors	[illegible]	[illegible]	[illegible]	[illegible]	[illegible]
Chemicals and paints	[illegible]	[illegible]	[illegible]	[illegible]	[illegible]
Dry goods (specialty lines)	4	[illegible]	[illegible]	[illegible]	18
Electrical goods	[illegible]	[illegible]	4	[illegible]	[illegible]
Farm products--consumer goods	[illegible]	[illegible]	[illegible]	[illegible]	[illegible]
Groceries (general line	[illegible]	[illegible]	[illegible]	[illegible]	[illegible]
Groceries and foods (specialty lines)	[illegible]	[illegible]	[illegible]	[illegible]	[illegible]
Hardware	4	[illegible]	[illegible]	[illegible]	[illegible]
Machinery--equipment--supplies	[illegible]	[illegible]	[illegible]	[illegible]	[illegible]
Paper and its products	[illegible]	[illegible]	[illegible]	[illegible]	[illegible]
Plumbing and heating equipment and spls.	[illegible]	[illegible]	[illegible]	[illegible]	[illegible]
Tobacco and products	[illegible]	[illegible]	[illegible]	[illegible]	[illegible]
Waste materials	11	1,047	[illegible]	[illegible]	[illegible]
All other	[illegible]	[illegible]	18	[illegible]	224
UNION CITY					
TOTALS, 1939	[illegible]	[illegible]	[illegible]	[illegible]	[illegible]
1935	[illegible]	[illegible]	[illegible]	[illegible]	[illegible]
SERVICE AND LIMITED-FUNCTION WHOLESALERS (With stocks)	[illegible]	[illegible]	[illegible]	[illegible]	[illegible]
MANUFACTURERS' SALES BRANCHES (Without stocks)	[illegible]	[illegible]	[illegible]	[illegible]	[illegible]
BY KINDS OF BUSINESS:					
SERVICE AND LIMITED-FUNCTION WHOLESALERS	[illegible]	[illegible]	[illegible]	[illegible]	[illegible]
Farm products--consumer goods	[illegible]	[illegible]	[illegible]	[illegible]	141
Groceries and foods (specialty lines)	[illegible]	[illegible]	11	[illegible]	[illegible]
Paper and its products	[illegible]	[illegible]	[illegible]	[illegible]	[illegible]
All other	[illegible]	[illegible]	[illegible]	[illegible]	[illegible]

* Employees and pay roll include sal. executives of corporations but not the number and compensation of proprietors of unincorporated businesses.

** Sales include taxes.

1 Data for 1935 exclude personnel and pay roll of 1 commission bulk station.

2 Includes 2 agents.

3 Includes 1 agent.

4 Includes 3 manufacturers' sales branches (with stocks) and 1 manufacturer's sales office (without stocks).

5 Includes 1 manufacturer's sales office (without stocks).

6 Includes 3 manufacturers' sales branches (with stocks), 1 dealing in machinery--equipment--supplies and 2 in all other products.

7 Includes 2 chain-store warehouses not classified as wholesale establishments in 1935 and 1939.

8 Includes 1 chain-store warehouse not classified as a wholesale establishment in 1935 and 1939.

9 Includes 1 small agent.

10 Data for 1935 exclude personnel and pay roll of 2 commission bulk stations.

TABLE 12A.—CITIES OF 50,000 POPULATION OR MORE

ESTABLISHMENTS, SALES, PERSONNEL, AND PAY ROLL

TYPE OF OPERATION BY KINDS OF BUSINESS

NEW YORK

CITY TYPE OF OPERATION KIND OF BUSINESS	Number of establishments	Sales (add 000)	Active proprietors (Number and percent active for year)	Number of employees* (Number and percent active for year)	TOTAL PAY ROLL* (add 000)
ALBANY					
TOTALS, 1939	349	$146,849	160	4,056	$7,287
1935 [1]	304	101,765	[1]119	[1]3,527	[1]6,150
1929 [2]	247	124,335	---	3,620	6,879
SERVICE AND LIMITED-FUNCTION WHOLESALERS	217	50,551	126	2,334	3,922
MANUFACTURERS' SALES BRANCHES					
(With stocks)	47	28,097	2	1,299	2,470
MANUFACTURERS' SALES OFFICES					
(Without stocks)	11	9,537	--	158	406
PETROLEUM BULK STATIONS AND TERMINALS **	9	7,307	5	202	365
AGENTS AND BROKERS	56	10,604	26	53	107
ALL OTHER [3] (Mainly farm products)	5	753	1	19	17
BY KINDS OF BUSINESS:					
SERVICE AND LIMITED-FUNCTION WHOLESALERS	217	50,551	126	2,334	3,922
Amusement and sporting goods	4	32	4	15	32
Automotive	22	6,937	13	417	693
Beer, wines, and liquors	8	1,69	5	127	263
Chemicals and paints	4	134	---	20	5
Coal and coke	4	3,255	3	62	94
Drugs (general line	1	2,178	1	94	136
Drugs and drug sundries (specialty lines)	21				
Electrical goods	18	4,135	7	196	354
Farm products--consumer goods	22	8,276	14	205	341
Furniture and house furnishings	4	602	2	21	36
Groceries (general line	3	1,850	---	76	127
Groceries and foods (specialty lines)	22	1,972	23	105	153
Hardware	3	1,864	1	127	243
Jewelry	4	216	3	11	14
Lumber and construction materials	13	2,488	5	188	344
Machinery--equipment--supplies	20	1,871	9	158	281
Metals and metal work (except scrap)	3	353	1	20	33
Paper and its products	9	2,435	1	132	242
Petroleum and its products	3	200	2	9	23
Plumbing and heating equipment and spls	10	1,777	3	144	222
Tobacco and products (except leaf)	4	1,627	3	39	42
Waste materials	20	1,262	18	62	96
All other	11	1,155	9	100	118
MANUFACTURERS' SALES BRANCHES					
(With stocks)	67	28,097	2	1,299	2,470
Amusement and sporting goods	7	2,425	---	150	238
Automotive	12	5,673	---	286	571
Furniture and house furnishings	4	419	---	16	29
Groceries and foods (specialty lines)	11	11,486	---	398	759
Machinery--equipment--supplies	15	3,521	---	247	486
All other	18	4,575	2	222	388
MANUFACTURERS' SALES OFFICES					
(Without stocks)	18	9,537	---	158	406
Groceries and foods (specialty lines)	5	1,919	---	32	70
Lumber and construction materials	4	2,456	---	70	208
Machinery--equipment--supplies	4	168	---	10	23
All other	5	4,994	---	46	105
PETROLEUM BULK STATIONS AND TERMINALS:					
Petroleum and its products	9	7,307	5	202	365
AGENTS AND BROKERS	36	10,604	26	53	107
Farm products--consumer goods	3	1,454	3	3	4
Furniture and house furnishings	3	179	1	7	10
Groceries and foods (specialty lines)	10	4,483	5	18	42
Lumber and construction materials	3	236	3	1	(3)
Machinery--equipment--supplies	4	93	3	8	16
All other	13	4,159	11	16	35
BINGHAMTON					
TOTALS, 1939	154	33,075	89	1,525	2,288
1935 [1]	120	22,636	[1]59	[1]1,157	[1]1,749
SERVICE AND LIMITED-FUNCTION WHOLESALERS [4]	118	20,651	82	1,208	1,735
MANUFACTURERS' SALES BRANCHES					
(With stocks)	16				
MANUFACTURERS' SALES OFFICES		4,712	---	182	300
(Without stocks)	2				
PETROLEUM BULK STATIONS AND TERMINALS **	15	4,605	8	119	214
AGENTS AND BROKERS	3	3,107	1	16	39

CITY TYPE OF OPERATION KIND OF BUSINESS	Number of establishments	Sales (add 000)	Active proprietors (Number and percent active for year)	Number of employees* (Number and percent active for year)	TOTAL PAY ROLL* (add 000)
BINGHAMTON—Con.					
BY KINDS OF BUSINESS:					
SERVICE AND LIMITED-FUNCTION WHOLESALERS [4]	118	$20,651	82	1,208	$1,735
Automotive	9	1,003	6	96	172
Beer, wines, and liquors	10	1,354	9	62	82
Drugs (general line	1	1,097	---	67	123
Drugs and drug sundries (spclty lines)	2				
Electrical goods	9	2,272	3	116	213
Farm products--consumer goods	10	1,162	12	55	66
Groceries (general line)	6	3,886	---	161	267
Groceries and foods (specialty lines)	15	1,911	13	100	128
Jewelry	3	103	3	8	7
Machinery--equipment--supplies	13	736	9	59	98
Paper and its products	3	646	1	62	102
Tobacco and products (except leaf)	5	1,562	4	26	39
All other [5]	32	4,917	32	404	447
BUFFALO					
(See page 303.)					
MOUNT VERNON					
TOTALS, 1939	100	25,004	52	910	1,813
1935 [6]	83	18,006	[6]34	[6]1,016	[6]1,715
SERVICE AND LIMITED-FUNCTION WHOLESALERS [7]	79	9,169	50	481	812
MANUFACTURERS' SALES BRANCHES					
(With stocks)	8				
MANUFACTURERS' SALES OFFICES		4,237	--	192	456
(Without stocks)	2				
PETROLEUM BULK STATIONS AND TERMINALS **	11	11,598	2	237	545
BY KINDS OF BUSINESS:					
SERVICE AND LIMITED-FUNCTION WHOLESALERS [7]	79	9,169	50	481	812
Automotive	11	856	4	81	126
Beer, wine, and liquors	4	650	5	14	22
Chemicals and paints	3	140	3	8	13
Electrical goods	7	417	4	25	50
Farm products--consumer goods	6	928	4	36	61
Groceries and foods (specialty lines)	9	1,609	7	49	129
Metals and metal work (except scrap)	3	317	1	21	32
Petroleum and its products	3	562	1	50	101
Plumbing and heating equipt and spls	9	820	7	34	62
Waste materials	8	267	4	19	29
All other	16	2,301	10	144	187
NEW ROCHELLE					
TOTALS, 1939	39	10,639	23	295	558
1935	35	6,552	12	256	472
SERVICE AND LIMITED-FUNCTION WHOLESALERS	33	7,216	23	207	367
ALL OTHER [8]	6	3,423	---	88	191
BY KINDS OF BUSINESS:					
SERVICE AND LIMITED-FUNCTION WHOLESALERS	33	7,216	23	207	367
Automotive	5	297	2	27	44
Farm products--consumer goods	9	729	9	28	41
Groceries (general line)	1	199	7	11	9
Groceries and foods (specialty lines)	2				
Lumber and construction materials	4	3,646	2	70	163
Plumbing and heating equipment and spls	3	112	1	7	14
All other	9	2,233	2	67	96
NEW YORK CITY					
(See page 374.)					
NEW YORK CITY, BRONX BOROUGH					
TOTALS, 1939	862	226,323	650	7,663	14,129
1935	741	164,488	513	5,497	9,309
1929	375	187,913	---	4,690	9,703
SERVICE AND LIMITED-FUNCTION WHOLESALERS	811	181,958	639	6,349	11,393
MANUFACTURERS' SALES BRANCHES					
(With stocks)	32	30,927	2	985	2,021
AGENTS AND BROKERS	15	7,621	8	132	305
ALL OTHER [9]	4	5,817	1	197	410

For footnotes, see end of table.

TABLE 12A.—CITIES OF 50,000 POPULATION OR MORE

CITY TYPE OF OPERATION KIND OF BUSINESS	[illegible]	[illegible]	[illegible]	[illegible]	TOTAL [illegible]
NEW YORK CITY, BRONX BOROUGH—Con.					
BY KIND OF BUSINESS:					
SERVICE AND LIMITED-FUNCTION WHOLESALERS	311	$1[illegible]1,9[illegible]	639	[illegible],349	$11,397
Amusement and sporting goods	5	104	10	4	4
Automotive	4[illegible]	[illegible],441	29	291	491
Beer, wines, and liquors	14	9,843	7	[illegible]	[illegible]
Chemicals and paints	[illegible]	1,9[illegible]	10	[illegible]	1[illegible]
Clothing and furnishings	7	232	11	17	1[illegible]
Coal and coke	[illegible]	6,401	1	102	[illegible]
Drugs (general line)	2	4,271	15	171	2[illegible]4
Drugs and drug sundries (specialty lines)	22				
Dry goods (specialty lines)	6	413	8	47	53
Electrical goods	[illegible]	[illegible]	5	47	78
Farm products—raw materials	5	436	[illegible]	17	23
Farm products—consumer goods	174	47,399	16[illegible]	1,[illegible]	[illegible],767
Furniture and house furnishings	1[illegible]	[illegible]	13	41	4[illegible]
Groceries (general line)	1	[illegible]	[illegible]	[illegible]	1,[illegible]
Groceries and foods (specialty lines)	142	36,263	132	1,014	1,71[illegible]
Hardware	[illegible]	2,143	15	136	244
Lumber and construction materials	36	9,591	9	426	613
Machinery—equipment—supplies	6[illegible]	6,545	40	341	62[illegible]
Metals and metal work (except scrap)	9	2,320	1	96	[illegible]
Paper and its products	50	4,509	49	[illegible]	42[illegible]
Petroleum and its products	[illegible]	1,701	2	3[illegible]	34
Plumbing and heating equipment and supplies	32	3,663	14	[illegible]	437
Tobacco and products (except leaf)	21	10,166	20	[illegible]	136
Waste materials	59	3,265	61	363	292
All other	27	947	27	62	66
MANUFACTURERS' SALES BRANCHES (With stocks)	32	30,927	2	985	2,021
Automotive	4	2,105		1[illegible]	17[illegible]
Groceries and foods (specialty lines)	1[illegible]	21,509	--	475	8[illegible]
Machinery—equipment—supplies	5	3,591	--	190	472
All other	12	3,722	2	221	473
AGENTS AND BROKERS	15	7,621	8	132	305
Farm products—consumer goods	5	2,932	4	34	71
All other	1[illegible]	4,[illegible]89	4	98	234
NEW YORK CITY, BROOKLYN BOROUGH					
TOTALS, 1939	2,[illegible]	[illegible]	1,[illegible]	21,[illegible]	3[illegible]
1935	[illegible]42	[illegible]	1,374	1[illegible]	3[illegible]
1929	1,[illegible]	6[illegible],640		17,868	3[illegible]
SERVICE AND LIMITED-FUNCTION WHOLESALERS	2,344	416,937	1,746	15,751	28,656
MANUFACTURERS' SALES BRANCHES (With stocks)	93	106,433	-	3,207	6,[illegible]
MANUFACTURERS' SALES OFFICES (Without stocks)	22	22,932	1	243	796
PETROLEUM BULK STATIONS AND TERMINALS **	23	67,843	1	1,509	3,074
AGENTS AND BROKERS	36	1[illegible],298	29	146	286
ASSEMBLERS (Mainly farm products)	[illegible]	3,542	2	192	317
BY KIND OF BUSINESS:					
SERVICE AND LIMITED-FUNCTION WHOLESALERS	2,344	416,937	1,746	15,751	28,656
Amusement and sporting goods	2[illegible]	1,035	19	67	64
Automotive	88	39,889	41	777	1,333
Beer, wines, and liquors	3[illegible]	2[illegible],567	19	1,071	2,135
Chemicals and paints	57	5,357	36	310	692
Clothing and furnishings	22	1,414	18	78	136
Coal and coke	[illegible]	8,997	5	287	601
Drugs (general line)	3	6,961	---	276	543
Drugs and drug sundries (specialty lines)	43	3,251	33	157	2[illegible]3
Dry goods (specialty lines)	3[illegible]	1,778	36	1[illegible]	106
Electrical goods	[illegible]	[illegible]	32	411	726
Farm products—raw materials	17	4,[illegible]	12	156	241
Farm products—consumer goods	37[illegible]	66,764	361	2,330	4,[illegible]
Farm supplies	4	497	2	32	5[illegible]
Furniture and house furnishings	[illegible]	5,496	69	347	[illegible]
Groceries (general line)	[illegible]	1[illegible],376	13	4[illegible]	1,[illegible]
Groceries and foods (specialty lines)	3[illegible]	64,128	241	[illegible]	3,[illegible]
Hardware	2[illegible]	3,096	2[illegible]	141	2[illegible]
Jewelry	4	75	[illegible]	6	[illegible]
Lumber and construction materials	1[illegible]	[illegible]	44	1,1[illegible]	2,3[illegible]
Machinery—equipment—supplies	1[illegible]	12,378	63	969	1,513
Metals and metal work (except scrap)	67	13,581	33	622	1,322
Paper and its products	1[illegible]	13,718	91	[illegible]	1,2[illegible]
Petroleum and its products	31	6,1[illegible]	14	242	44[illegible]
Plumbing and heating equipment and supplies	92	12,330	4[illegible]	569	1,147
Tobacco and products (except leaf)	52	27,716	45	351	5[illegible]
Waste materials	2[illegible]	1[illegible],362	303	1,270	1,606
All other products	169	1[illegible],616	129	[illegible]72	1,433

For footnotes, see end of table.

CITY TYPE OF OPERATION KIND OF BUSINESS	[illegible]	[illegible]	[illegible]	[illegible]	[illegible]
NEW YORK CITY, BROOKLYN BOROUGH—Con.					
MANUFACTURERS' SALES BRANCHES (With stocks)	9[illegible]	$1[illegible],433		[illegible]	$[illegible]
Automotive	[illegible]	5,527		[illegible]	4[illegible]
Chemicals and paints	[illegible]	4,480	—	[illegible]	4[illegible]
Groceries and foods (specialty lines)	23	[illegible]	—	[illegible]	[illegible]
Lumber and construction materials	7	2,992	—	1[illegible]	[illegible]
Machinery—equipment—supplies	[illegible]	[illegible]	—	[illegible]	[illegible]
Metals and metal work (except scrap)	4	[illegible]	---	[illegible]4	[illegible]
Plumbing and heating equipment and supplies	4	[illegible]		[illegible]	[illegible]
All other	1[illegible]	20,511	---	[illegible]	[illegible]
MANUFACTURERS' SALES OFFICES (Without stocks)	2[illegible]	2[illegible],932	1	24[illegible]	[illegible]
Machinery—equipment—supplies	[illegible]	[illegible]	-	[illegible]	[illegible]
All other	[illegible]	[illegible],17[illegible]	[illegible]	[illegible]	[illegible]
PETROLEUM BULK STATIONS AND TERMINALS:					
Petroleum and its products	[illegible]	[illegible]	[illegible]	[illegible]	[illegible]
AGENTS AND BROKERS	3[illegible]	[illegible]	29	14[illegible]	[illegible]
Farm products—consumer goods	4	[illegible],262	6	3[illegible]	[illegible]
Groceries and foods (specialty lines)	7	3,22[illegible]	6	41	[illegible]
Lumber and construction materials	3	[illegible]	2	[illegible]	[illegible]
All other	22	[illegible]	[illegible]	[illegible]	[illegible]
NEW YORK CITY, MANHATTAN BOROUGH					
TOTALS, 1939	19,[illegible]	11,883,147	13,077	203,427	4[illegible]
1935	[illegible]	[illegible]	[illegible]	[illegible]	[illegible]
1929	16,894	14,373,894	[illegible]	[illegible]	[illegible]
SERVICE AND LIMITED-FUNCTION WHOLESALERS	1[illegible]	4,687,334	[illegible]	[illegible]	267,675
MANUFACTURERS' SALES BRANCHES (With stocks)	1,009	1,800,750	[illegible]	[illegible]	100,800
MANUFACTURERS' SALES OFFICES (Without stocks)	[illegible]	1,360,432	[illegible]	15,620	48,361
PETROLEUM BULK STATIONS AND TERMINALS **	9	14,819	[illegible]	[illegible]	[illegible]4
AGENTS AND BROKERS	4,[illegible]	[illegible]	[illegible]	[illegible]	[illegible]
ASSEMBLERS (Mainly farm products)	17	31,141	9	[illegible]	[illegible]
BY KIND OF BUSINESS:					
SERVICE AND LIMITED-FUNCTION WHOLESALERS	1[illegible]	4,[illegible]	[illegible]	[illegible]	[illegible]
Amusement and sporting goods	[illegible]	5[illegible]	[illegible]	[illegible]	6,739
Automotive	14[illegible]	116,767	[illegible]	[illegible]	4,180
Beer, wines, and liquors	1[illegible]	[illegible]	[illegible]	[illegible]	[illegible]
Chemicals and paints	2[illegible]	[illegible]	[illegible]	[illegible]	6,919
Clothing and furnishings	[illegible]	[illegible]	[illegible]	[illegible]	25,721
Coal and coke	[illegible]	[illegible]	14	800	[illegible]
Drugs (general line)	1	[illegible]		[illegible]	1,500
Drugs and drug sundries (specialty lines)	[illegible]	53,12[illegible]	[illegible]	4,[illegible]	[illegible]
Dry goods (general line)	[illegible]	[illegible]		[illegible]	[illegible]
Dry goods (specialty lines)	2,4[illegible]	[illegible]	[illegible]	[illegible]	48,234
Electrical goods	[illegible]4	75,751	14[illegible]	[illegible]	7,772
Farm products—raw materials	4[illegible]	[illegible]	[illegible]	1,957	[illegible]
Farm products—consumer goods	[illegible]4	282,174	[illegible]	6,248	12,856
Farm supplies	3[illegible]	9,909	[illegible]1	254	[illegible]
Furniture and house furnishings	[illegible]	14[illegible]	[illegible]	6,480	[illegible]
Groceries (general line)	23	[illegible]	[illegible]	[illegible]	5,762
Groceries and foods (specialty lines)	[illegible]	[illegible]	[illegible]	[illegible]	19,877
Hardware	1[illegible]	34,14[illegible]	[illegible]	[illegible]	3,874
Jewelry	1,[illegible]	[illegible]	[illegible]2	5,372	11,494
Lumber and construction materials	1[illegible]	58,999	4[illegible]	[illegible]	[illegible]
Machinery—equipment—supplies	1,1[illegible]	161,859	[illegible]	8,849	[illegible]
Metals and metal work (except scrap)	139	[illegible]		[illegible]	[illegible]
Paper and its products	[illegible]	128,441	[illegible]	[illegible]	12,482
Petroleum and its products	[illegible]	[illegible]	[illegible]	[illegible]	1,285
Plumbing and heating equipment and supplies	1[illegible]	[illegible]	[illegible]	1,324	[illegible]
Tobacco and products (except leaf)	[illegible]	68,055	[illegible]	[illegible]	1,454
Waste materials	4[illegible]	63,170	[illegible]	[illegible]	[illegible]
All other products	[illegible]	767,[illegible]	[illegible]	[illegible]	[illegible]424
MANUFACTURERS' SALES BRANCHES (With stocks)	1,[illegible]	[illegible]	[illegible]	[illegible]	[illegible]
Automotive	[illegible]	[illegible]	[illegible]	[illegible]	[illegible]
Beer, wines, and liquors	[illegible]	[illegible]	[illegible]	1,875	[illegible]
Chemicals and paints	[illegible]	[illegible]		2,681	7,262
Clothing and furnishings	[illegible]	123,777	[illegible]	3,044	7,554
Dry goods (specialty lines)	[illegible]	[illegible]	[illegible]	4,543	[illegible]
Electrical goods	[illegible]	59,452		1,634	3,830
Farm products—consumer goods	[illegible]	14,098		[illegible]	[illegible]
Furniture and house furnishings	[illegible]	34,770	[illegible]	[illegible]	[illegible]
Groceries and foods (specialty lines)	[illegible]	[illegible]	[illegible]	[illegible]	[illegible]
Hardware	[illegible]	7,227	--	[illegible]	[illegible]
Jewelry	[illegible]	[illegible]	[illegible]	[illegible]	852
Lumber and construction materials	[illegible]	[illegible]	[illegible]	[illegible]	[illegible]
Machinery—equipment—supplies	[illegible]	113,768	[illegible]	[illegible]	[illegible]
Metals and metal work (except scrap)	[illegible]	[illegible]	[illegible]	[illegible]	[illegible]
Petroleum and its products		9,674	—	[illegible]	[illegible]
Plumbing and heating equipment and supplies	[illegible]	[illegible]	---	[illegible]	1,643
Tobacco and products (except leaf)	[illegible]	318,595	4	3,[illegible]	6,276
All other	[illegible]	294,926	7	[illegible]	21,394

TABLE 12A.—CITIES OF 50,000 POPULATION OR MORE

ESTABLISHMENTS, SALES, PERSONNEL, AND PAY ROLL—Continued

TYPES OF OPERATION BY KINDS OF BUSINESS

NEW YORK

CITY TYPE OF OPERATION KIND OF BUSINESS	Number of establishments	Sales (add 000)	Active proprietors, partners, and unpaid officers	Number of employees* (Average for year)	TOTAL PAY ROLL* (add 000)
NEW YORK CITY, MANHATTAN BOROUGH—Con.					
MANUFACTURERS' SALES OFFICES					
(Without stocks)	876	$1,360,432	85	15,620	$48,361
Amusement and sporting goods	20	17,943		354	1,024
Beer, wines, and liquors	8	34,060	--	574	1,768
Chemicals and paints	37	62,863	3	1,306	3,595
Clothing and furnishings	185	135,182	60	1,748	5,559
Dry goods (specialty lines)	61	176,167	5	1,744	5,237
Electrical goods	34	72,362	1	648	2,095
Groceries and foods (specialty lines	40	107,299	---	1,433	4,016
Hardware	10	5,037	---	108	341
Jewelry	15	5,827	2	68	296
Lumber and construction materials	47	39,909	---	808	2,687
Machinery--equipment--supplies	144	156,076	---	2,898	8,898
Metals and metal work (except scrap)	65	329,352	---	921	3,243
Paper and its products	52	73,015	---	669	2,498
Petroleum and its products	7	13,659	---	224	765
All other	151	163,361	11	2,119	6,541
PETROLEUM BULK STATIONS AND TERMINALS:					
Petroleum and its products	9	14,819	3	103	540
AGENTS AND BROKERS	4,293	3,988,671	3,524	20,362	54,504
Automotive	52	23,063	42	164	365
Beer, wines, and liquors	4	697	3	13	23
Chemicals and paints	73	50,217	49	295	1,012
Clothing and furnishings	703	351,362	660	2,486	6,062
Coal and coke	35	88,617	4	340	1,137
Drugs and drug sundries (specialty lines)	43	12,188	35	148	441
Dry goods (general line)	14	213,614	15	673	1,381
Dry goods (specialty lines)	568	1,167,857	577	5,477	13,018
Electrical goods	132	25,333	99	431	835
Farm products--raw materials	192	213,950	138	529	1,518
Farm products--consumer goods	189	219,987	106	1,559	3,754
Farm supplies	18	15,133	12	58	154
Furniture and house furnishings	258	43,360	224	743	1,557
Groceries and foods (specialty lines	431	582,692	375	1,569	4,244
Hardware	88	13,133	74	253	492
Jewelry	73	8,176	69	69	142
Lumber and construction materials	93	23,921	71	200	543
Machinery--equipment--supplies	399	42,734	280	1,205	3,189
Metals and metal work (except scrap	120	144,629	77	453	1,295
Paper and its products	184	59,366	126	539	1,598
Petroleum and its products	24	23,774	17	62	199
Plumbing and heating equipment and spls	58	7,272	49	110	236
Tobacco and products (except leaf	4	333	5	2	1
Waste materials	27	22,358	11	92	294
All other	511	547,999	396	2,445	6,008
ASSEMBLERS (Mainly farm products	17	31,141	9	333	850
Farm products--consumer goods	17	31,141	9	333	850
NEW YORK CITY, QUEENS BOROUGH					
TOTALS, 1939	584	200,384	262	8,748	17,258
1935	519	132,926	222	7,109	12,036
1929	400	202,715	---	7,023	13,915
SERVICE AND LIMITED-FUNCTION WHOLESALERS [4]	502	127,922	260	5,711	11,195
MANUFACTURERS' SALES BRANCHES					
(With stocks)	54	43,503	---	2,293	4,449
MANUFACTURERS' SALES OFFICES					
(Without stocks)	11	5,079	---	207	454
PETROLEUM BULK STATIONS AND TERMINALS [6]	10	21,015	---	489	1,035
AGENTS AND BROKERS	7	2,865	2	48	125
BY KINDS OF BUSINESS:					
SERVICE AND LIMITED-FUNCTION WHOLESALERS [4]	502	127,922	260	5,711	11,195
Amusement and sporting goods	3	89	2	4	5
Automotive	49	4,058	28	359	609
Beer, wines, and liquors	19	8,051	10	279	594
Chemicals and paints	9	1,358	4	89	172
Clothing and furnishings	5	235	3	22	33
Coal and coke	8	534	2	26	35
Drugs (general line)	2	2,187	3	102	199
Drugs and drug sundries (specialty lines)	4				
Electrical goods	14	6,782	4	359	754
Farm products--consumer goods [4]	59	33,503	36	1,355	2,775
Furniture and house furnishings	8	368	5	43	66
Groceries (general line)	2	18,474	35	691	1,336
Groceries and foods (specialty lines)	59				
Hardware	9	1,788	2	77	138
Lumber and construction materials	47	10,643	9	511	1,061
Machinery--equipment--supplies	44	6,059	28	474	1,402
Metals and metal work (except scrap)	12	4,853	2	236	548
Paper and its products	20	1,430	16	69	133
Petroleum and its products	9	2,894	---	110	213
Plumbing and heating equipment and spls	42	11,355	13	384	766
Tobacco and products (except leaf)	11	8,640	14	121	212
Waste materials	29	2,026	31	169	281
All other	39	2,587	21	157	268

CITY TYPE OF OPERATION KIND OF BUSINESS	Number of establishments	Sales (add 000)	Active proprietors, partners, and unpaid officers	Number of employees* (Average for year)	TOTAL PAY ROLL* (add 000)
NEW YORK CITY, QUEENS BOROUGH—Con.					
MANUFACTURERS' SALES BRANCHES					
(With stocks)	54	$43,503	---	2,293	$4,449
Automotive	9	5,562	---	499	945
Electrical goods	4	3,666	---	245	532
Groceries and foods (specialty lines)	15	15,950	---	836	1,574
Machinery--equipment--supplies	5	1,158	---	69	165
Plumbing and heating equipment and spls.	9	9,526	---	270	533
All other	12	7,641	---	374	700
NEW YORK CITY, RICHMOND BOROUGH					
TOTALS, 1939	76	16,413	59	519	957
1935 [5]	61	7,361	[6]35	[6]365	[6]630
1929	77	11,740	---	410	783
SERVICE AND LIMITED-FUNCTION WHOLESALERS	63	6,890	54	351	610
MANUFACTURERS' SALES BRANCHES					
(With stocks)	4	1,191	2	31	54
ALL OTHER [10]	9	8,332	3	137	293
BY KINDS OF BUSINESS:					
SERVICE AND LIMITED-FUNCTION WHOLESALERS	63	6,890	54	351	610
Automotive	9	501	2	55	98
Electrical goods	4	130	2	9	8
Farm products--consumer goods	9	2,163	8	130	251
Groceries and foods (specialty lines)	8	847	8	20	36
Lumber and construction materials	3	145	2	8	11
Paper and its products	4	253	6	14	18
Plumbing and heating equipment and spls	4	453	2	23	59
Waste materials	3	48	4	3	2
All other	19	2,316	20	89	127
NIAGARA FALLS					
TOTALS, 1939	61	6,773	40	269	441
1935 [11]	58	5,444	38	253	389
SERVICE AND LIMITED-FUNCTION WHOLESALERS	45	3,951	37	158	200
MANUFACTURERS' SALES BRANCHES					
(With stocks)	5	1,145	---	54	149
MANUFACTURERS' SALES OFFICES					
(Without stocks)	2				
ALL OTHER [12]	9	1,677	3	57	92
BY KINDS OF BUSINESS:					
SERVICE AND LIMITED-FUNCTION WHOLESALERS	45	3,951	37	158	200
Automotive	4	[illegible]	4	[illegible]	26
Beer, wines, and liquors	9	1,147	7	[illegible]	69
Farm products--consumer goods	4	[illegible]	3	[illegible]	15
Groceries (general line	3	492	1	[illegible]	20
Groceries and foods (specialty lines)	3	82	2	5	4
Tobacco and its products (except leaf)	5	1,093	6	11	6
Waste materials	8	142	10	7	5
All other	9	815	4	33	51
ROCHESTER					
TOTALS, 1939	574	144,841	336	5,251	9,026
1935 [13]	455	94,321	236	4,346	6,545
1929 [2]	571	226,331	---	6,189	11,169
SERVICE AND LIMITED-FUNCTION WHOLESALERS	392	78,227	269	3,604	6,259
MANUFACTURERS' SALES BRANCHES					
(With stocks)	52	17,704	---	726	1,356
MANUFACTURERS' SALES OFFICES					
(Without stocks)	32	14,903	---	190	430
PETROLEUM BULK STATIONS AND TERMINALS [6]	18	12,024	2	332	656
AGENTS AND BROKERS	75	20,997	59	168	307
ASSEMBLERS (Farm products--consumer goods)	3	340	--	11	16

For footnotes, see end of table.

TABLE 12A. CITIES OF 50,000 POPULATION OR MORE

[ABBREVIATIONS: ACT., PERSONNEL, AND PAY ROLL—Continued]

[TYPE OF OPERATION AND KIND OF BUSINESS]

NEW YORK

CITY TYPE OF OPERATION KIND OF BUSINESS	Net sales, trade receipts (add 000)		Average number of proprietors, partners, and active officers during the year	Number of paid employees during the week nearest to the 15th of March	TOTAL PAY ROLL* (add 000)
ROCHESTER—Con.					
BY KINDS OF BUSINESS:					
SERVICE AND LIMITED-FUNCTION WHOLESALERS	392	$78,227	269	3,824	$6,259
Amusement and sporting goods	4	950	2	29	102
Automotive	16	4,239	7	268	453
Beer, wines, and liquors	7	4,182	1	120	232
Chemicals and paints	17	1,111	8	95	154
Clothing and furnishings	15	1,640	11	127	155
Coal and coke	7	3,078	3	79	165
Drugs (general line	2	2,013	3	73	115
Drugs and drug sundries (specialty lines	2				
Dry goods (general line)	1	2,001	11	95	218
Dry goods (specialty lines)	12				
Electrical goods	27	5,843	13	300	554
Farm products—consumer goods	21	6,539	18	196	293
Furniture and house furnishings	3	987	---	23	61
Groceries (general line)	7	7,691	2	237	386
Groceries and foods (specialty lines)	56	5,757	44	341	450
Hardware	3	983	4	56	85
Jewelry	7	727	10	24	32
Lumber and construction materials	18	2,709	9	147	214
Machinery—equipment—supplies	51	4,760	33	406	782
Metals and metal work (except scrap)	4	863	2	55	110
Paper and its products	21	5,191	11	259	539
Petroleum and its products	5	486	1	28	39
Plumbing and heating equipment and spls	15	1,647	[illegible]	117	166
Tobacco and products (except leaf)	12	6,247	9	73	97
Waste materials	28	5,009	32	288	352
All other	32	3,674	30	362	495
MANUFACTURERS' SALES BRANCHES (With stocks)	52	17,704	---	726	1,356
Automotive	4	1,423	---	70	134
Groceries and foods (specialty lines)	8	7,691	---	213	360
Machinery—equipment—supplies	16	4,818	---	226	504
All other	24	3,768	---	217	358
MANUFACTURERS' SALES OFFICES (Without stocks)	33	14,903	---	192	430
Electrical goods	4	955	---	6	26
Groceries and foods (specialty lines)	6	276	---	45	69
Machinery—equipment—supplies	10	8,613	---	66	180
All other	13	5,059	---	75	155
PETROLEUM BULK STATIONS AND TERMINALS:					
Petroleum and its products	18	12,623	2	332	658
AGENTS AND BROKERS	75	20,997	59	166	307
Electrical goods	6	750	5	15	23
Farm products—consumer goods	5	959	4	10	12
Groceries and foods (specialty lines)	17	8,690	14	34	69
Lumber and construction materials	4	167	3	10	14
Machinery—equipment—supplies	14	1,086	11	32	58
Paper and its products	4	169	5	1	1
Plumbing and heating equipment and spls	5	167	5	7	10
All other	20	9,009	12	57	120
SCHENECTADY					
TOTALS, 1939	99	23,503	68	816	1,207
1935 [6]	[illegible]	17,570	[6]47	[6]648	[6]947
SERVICE AND LIMITED-FUNCTION WHOLESALERS	76	14,295	65	585	811
MANUFACTURERS' SALES BRANCHES (With stocks)	11	5,504	---	153	271
MANUFACTURERS' SALES OFFICES (Without stocks)	3				
PETROLEUM BULK STATIONS AND TERMINALS **	9	3,704	3	78	125
BY KINDS OF BUSINESS:					
SERVICE AND LIMITED-FUNCTION WHOLESALERS	76	14,295	65	585	811
Automotive	6	211	7	14	17
Beer, wines, and liquors	5	642	7	30	32
Electrical goods	5	1,106	3	57	109
Farm products—consumer goods	11	1,346	13	61	77
Groceries (general line)	6	4,510	2	151	206
Groceries and foods (specialty lines)	9	1,854	[illegible]	45	72
Machinery—equipment—supplies	7	253	7	23	33
Paper and its products	5	258	5	21	26
Plumbing and heating equipment and spls	4	333	1	18	33
Tobacco and products (except leaf)	3	1,277	2	19	24
Waste materials	[illegible]	448	3	34	41
All other	8	2,047	[illegible]	112	141
SYRACUSE					
TOTALS, 1939	456	$164,441	240	4,729	$[illegible]
1935 [14]	370	12[illegible]	[14]176	[14]3,550	[14][illegible]
1929 [2]	400	17[illegible]	---	4,[illegible]	[illegible]
SERVICE AND LIMITED-FUNCTION WHOLESALERS	296	62,483	209	2,560	4,305
MANUFACTURERS' SALES AGENTS (With stocks)	70	50,330	3	1,534	2,826
MANUFACTURERS' SALES OFFICES (Without stocks)	19	9,709	---	143	361
PETROLEUM BULK STATIONS AND TERMINALS **	25	11,697	5	267	512
AGENTS AND BROKERS	41	30,722	23	225	439
ASSEMBLERS (Mainly farm products)	5				
BY KINDS OF BUSINESS:					
SERVICE AND LIMITED-FUNCTION WHOLESALERS	296	62,483	209	2,560	4,305
Amusement and sporting goods	8	342	7	32	40
Automotive	20	10,127	13	230	413
Beer, wines, and liquors	14	2,888	5	128	181
Chemicals and paints	7	730	1	51	88
Clothing and furnishings	7	382	6	33	43
Coal and coke	12	4,256	12	69	109
Electrical goods	20	5,140	16	243	494
Farm products—consumer goods	26	5,889	21	144	240
Furniture and house furnishings	7	867	7	42	72
Groceries (general line)	5	4,856	3	154	270
Groceries and foods (specialty lines)	37	4,569	40	231	314
Hardware	7	1,359	4	112	177
Jewelry	5	666	3	33	93
Lumber and construction materials	7	1,080	3	72	139
Machinery—equipment—supplies	45	5,264	24	287	547
Metals and metal work (except scrap)	4	333	5	9	17
Paper and its products	8	1,440	4	98	185
Petroleum and its products	4	124	2	8	11
Plumbing and heating equipment and spls	8	1,099	5	74	161
Tobacco and products (except leaf)	7	4,495	4	54	71
Waste materials	19	1,990	13	182	205
All other	19	4,587	11	267	425
MANUFACTURERS' SALES BRANCHES (With stocks)	70	50,330	3	1,534	2,826
Automotive	9	3,993	---	179	363
Chemicals and paints	5	1,435	---	27	69
Electrical goods	5	5,097	---	39	117
Groceries and foods (specialty lines)	17	26,504	---	536	926
Machinery—equipment—supplies	17	8,901	1	476	943
All other	17	4,400	2	277	418
MANUFACTURERS' SALES OFFICES (Without stocks)	19	9,709	---	143	361
Groceries and foods (specialty lines)	4	2,599	---	74	185
Paper and its products	4	1,621	---	12	41
All other	11	5,589	---	57	135
TROY					
TOTALS, 1939	101	23,106	61	905	1,391
1935	104	16,405	67	695	1,408
SERVICE AND LIMITED-FUNCTION WHOLESALERS	93	19,074	60	807	1,235
MANUFACTURERS' SALES AGENTS (With stocks)	5	3,824	---	30	126
MANUFACTURERS' SALES OFFICES (Without stocks)	1				
AGENTS AND BROKERS	2	208	1	12	30
BY KINDS OF BUSINESS:					
SERVICE AND LIMITED-FUNCTION WHOLESALERS	93	19,074	60	807	1,235
Automotive	5	608	2	58	87
Beer, wines, and liquors	4	1,447	3	47	77
Coal and coke	3	2,736	2	42	80
Drugs (general line	1	1,799	1	77	125
Drugs and drug sundries (specialty lines	2				
Electrical goods	6	230	3	28	31
Farm products—consumer goods	14	1,775	12	89	91
Groceries (general line)	3	709	4	20	32
Groceries and foods (specialty lines)	13	941	7	89	87
Lumber and construction materials	3	445	1	18	32
Machinery—equipment—supplies	7	871	3	36	89
Paper and its products	4	312	1	10	25
Plumbing and heating equipment and spls	3	587	---	44	80
Tobacco and products (except leaf	4	1,215	3	25	35
Waste materials	10	4,836	11	65	115
All other	11	1,860	6	185	245

For footnotes, see end of table.

TABLE 12A.—CITIES OF 50,000 POPULATION OR MORE

ESTABLISHMENTS, SALES, PERSONNEL, AND PAY ROLL—CONTINUED

[illegible]

NEW YORK

CITY TYPE OF OPERATION KIND OF BUSINESS	Number	Sales (add 000)	Average number	Number	TOTAL PAY ROLL* (add 000)
UTICA					
TOTALS, 1935	222	$49,201	147	1,939	$3,088
1935 [1]	208	39,902	123	1,596	2,428
1929 [1]	164	59,359	--	1,972	3,652
SERVICE AND LIMITED-FUNCTION WHOLESALERS	170	29,170	127	1,492	2,312
MANUFACTURERS' SALES BRANCHES (With stocks)	17	5,941	---	226	382
MANUFACTURERS' SALES OFFICES (Without stocks)	4	1,448	---	11	29
PETROLEUM BULK STATIONS AND TERMINALS **	17	5,925	10	155	263
AGENTS AND BROKERS	11	6,422	8	32	76
ASSEMBLERS (Mainly farm products)	5	397	2	23	26
BY KINDS OF BUSINESS:					
SERVICE AND LIMITED-FUNCTION WHOLESALERS	170	29,170	127	1,492	2,312
Automotive	11	1,911	3	143	208
Beer, wines, and liquors	6	6,511	2	152	414
Chemicals and paints	5	430	1	36	63
Clothing and furnishings	6	1,347	8	54	152
Coal and coke	6	631	3	27	36
Drugs (general line)	1				
Drugs and drug sundries (specialty lines)	3	455	1	28	37
Dry goods (general line)	1				
Dry goods (specialty lines)	3	367	4	28	32
Electrical goods	5	1,311	2	64	121
Farm products--consumer goods	13	812	19	34	42
Furniture and house furnishings	5	433	2	18	20
Groceries (general line)	8	3,150	6	106	150
Groceries and foods (specialty lines)	18	1,989	13	89	119
Hardware	5	829	---	64	101
Lumber and construction materials	3	760	3	75	96
Machinery--equipment--supplies	27	2,321	25	156	245
Paper and its products	5	523	2	40	64
Plumbing and heating equipment and spls	3	1,268	---	107	158
Tobacco and products (except leaf)	4	1,485	2	27	31
Waste materials	16	1,876	19	142	143
All other	15	961	12	102	100
MANUFACTURERS' SALES BRANCHES (With stocks)	17	5,941	---	226	382
Automotive	5	763	---	56	104
Groceries and foods (specialty lines)	6	4,369	---	109	187
All other	6	709	---	61	91

CITY TYPE OF OPERATION KIND OF BUSINESS	Number	Sales (add 000)	Average number	Number	TOTAL PAY ROLL* (add 000)
UTICA—Con.					
PETROLEUM BULK STATIONS AND TERMINALS:					
Petroleum and its products	17	$5,925	10	155	$263
AGENTS AND BROKERS	11	6,422	8	32	76
Coal and coke	3	2,558	---	13	36
All other	8	3,864	8	19	40
YONKERS					
TOTALS, 1939	116	32,285	96	1,050	1,986
1935	92	25,016	62	1,013	1,757
1929	74	27,695	---	809	1,681
SERVICE AND LIMITED-FUNCTION WHOLESALERS	102	22,892	93	805	1,500
MANUFACTURERS' SALES BRANCHES (With stocks)	3	3,771	---	94	179
MANUFACTURERS' SALES OFFICES (Without stocks)	2				
PETROLEUM BULK STATIONS **	5	5,052	---	125	253
AGENTS AND BROKERS	4	570	3	26	54
BY KINDS OF BUSINESS:					
SERVICE AND LIMITED-FUNCTION WHOLESALERS	102	22,892	93	805	1,500
Automotive	7	422	7	30	61
Beer, wines, and liquors	3	1,251	1	48	88
Chemicals and paints	4	1,234	3	53	105
Farm products--consumer goods	13	2,875	11	108	229
Groceries (general line)	3	2,882	---	80	179
Groceries and foods (specialty lines)	20	2,123	25	82	129
Lumber and construction materials	3	1,677	---	76	160
Machinery--equipment--supplies	7	195	9	20	21
Paper and its products	6	525	4	30	51
Plumbing and heating equipment and spls	8	1,015	6	42	68
Tobacco and products (except leaf)	4	5,716	3	89	158
Waste materials	12	146	11	18	11
All other	12	2,831	13	129	240

* Employees and pay roll include paid executives of corporations but not the number and compensation of proprietors of unincorporated businesses.
** Sales include taxes.
1 Data for 1935 exclude personnel and pay roll of 2 commission bulk stations.
2 Includes 2 chain-store warehouses not classified as wholesale establishments in 1935 and 1939.
3 Less than $1,000.
4 Includes 2 assemblers.
5 Includes 1 assembler.
6 Data for 1935 exclude personnel and pay roll of 1 commission bulk station.
7 Includes 1 agent.
8 Includes 4 manufacturers' sales branches (with stocks); and 2 petroleum bulk stations.
9 Includes 1 petroleum bulk station; and 3 assemblers (mainly farm products).
10 Includes 1 manufacturer's sales office (without stocks); 7 petroleum bulk stations and terminals; and 1 assembler (mainly farm products).
11 Data for 1935 exclude personnel and pay roll of 2 commission bulk stations. Also, some adjustments have been made in the 1935 figures for comparison purposes.
12 Includes 7 petroleum bulk stations and terminals; 1 agent; and 1 assembler (mainly farm products).
13 Data for 1935 exclude personnel and pay roll of 1 commission bulk station. Also, some adjustments have been made in the 1935 figures for comparison purposes.
14 Data for 1935 exclude personnel and pay roll of 3 commission bulk stations.
16 Includes 1 chain-store warehouse not classified as a wholesale establishment in 1935 and 1939.

TABLE 12A.—CITIES OF 50,000 POPULATION OR MORE

NORTH CAROLINA

CITY TYPE OF OPERATION KIND OF BUSINESS	Number of establishments	Sales (add 000)	Average number of proprietors and firm members	Average number of paid employees	Payroll (add 000)
ASHEVILLE					
TOTALS, 1939	86	$17,028	40	859	$1,14[illegible]
1935	78	12,710	34	[illegible]	[illegible]
SERVICE AND LIMITED-FUNCTION WHOLESALERS	68	10,515	2[illegible]	667	9[illegible]
MANUFACTURERS' SALES BRANCHES (With stocks)	10	2,139	[illegible]	[illegible]	[illegible]
PETROLEUM BULK STATIONS [**]	7	1,631	2	38	59
AGENTS AND BROKERS	9	2,614	7	3[illegible]	67
ASSEMBLERS (Mainly farm products)	4	181	1	17	[illegible]
BY KINDS OF BUSINESS:					
SERVICE AND LIMITED-FUNCTION WHOLESALERS	68	10,513	2	67	9[illegible]
Automotive	5	677	2	22	27
Beer, wines, and liquors	3	245	1	15	13
Dry goods (general line)	1	167	2	16	21
Dry goods (specialty lines)	3	[illegible]	[illegible]	[illegible]	[illegible]
Farm products--consumer goods	9	919	[illegible]	75	69
Groceries (general line)	6	1,512	2	53	70
Groceries and foods (specialty lines)	6	966	1	51	74
Lumber and construction materials	3	211	2	34	35
Machinery--equipment--supplies	6	687	[illegible]	3[illegible]	84
Paper and its products	3	503	1	2[illegible]	57
Waste materials	[illegible]	667	4	84	60
All other	19	4,029	6	2[illegible]	2[illegible]
MANUFACTURERS' SALES BRANCHES (With stocks)	10	2,139	---	85	151
Groceries and foods (specialty lines)	5	1,714	---	57	110
All other	5	425	---	28	41
PETROLEUM BULK STATIONS:					
Petroleum and its products	7	1,631	2	38	59
AGENTS AND BROKERS	9	2,614	7	30	67
Groceries and foods (specialty lines)	5	1,792	5	17	25
All other	4	822	2	13	42
CHARLOTTE					
TOTALS, 1939	303	207,901	123	4,109	7,715
1935	264	124,770	78	2,795	4,771
1929	263	184,949	[illegible]	2,935	5,[illegible]
SERVICE AND LIMITED-FUNCTION WHOLESALERS [1]	148	72,113	57	2,225	3,817
MANUFACTURERS' SALES BRANCHES (With stocks)	72	80,605	---	1,470	2,[illegible]
MANUFACTURERS' SALES OFFICES (Without stocks)	29	19,921	1	154	424
PETROLEUM BULK STATIONS [**]	10	3,302	2	99	195
AGENTS AND BROKERS	64	31,960	62	161	367
BY KINDS OF BUSINESS:					
SERVICE AND LIMITED-FUNCTION WHOLESALERS [1]	148	72,113	57	2,225	3,817
Amusement and sporting goods	7	497	2	39	56
Automotive	21	18,827	3	459	707
Beer, wines, and liquors	3	399	2	13	10
Chemicals and paints	[illegible]	3,206	---	71	232
Drugs (general line)	2	[illegible]	[illegible]	[illegible]	[illegible]
Drugs and drug sundries (specialty lines)	2	3,924	1	105	197
Dry goods (general line)	2	[illegible]	[illegible]	[illegible]	[illegible]
Dry goods (specialty lines)	2	2,024	2	55	102
Electrical goods	16	8,581	5	286	580
Farm products--raw materials [2]	4	[illegible]	[illegible]	40	[illegible]
Farm products--consumer goods [2]	9	5,064	3	143	186
Groceries (general line)	2	6,841	6	276	380
Groceries and foods (specialty lines)	10	[illegible]	[illegible]	[illegible]	[illegible]
Machinery--equipment--supplies	20	3,825	9	198	291
Paper and its products	6	1,376	---	71	156
Plumbing and heating equipment and supplies	3	1,864	---	75	130
Tobacco and products (except leaf)	3	705	2	20	28
Waste materials	10	1,949	6	73	79
All other	18	7,088	17	301	421
MANUFACTURERS' SALES OFFICES (Without stocks)	29	19,921	1	154	424
Chemicals and paints	4	3,101	---	30	84
Lumber and construction materials	4	824	1	15	43
Machinery--equipment--supplies	7	2,679	---	26	84
Plumbing and heating equipment and supplies	4	3[illegible]	---	11	26
All other	10	12,924	---	72	187
CHARLOTTE—Cont.					
PETROLEUM BULK STATIONS [**]	3	[illegible]	6	2[illegible]	[illegible]
AGENTS AND BROKERS	64	[illegible]	1[illegible]	1[illegible]	[illegible]
Textiles and products	1	[illegible]	[illegible]	[illegible]	[illegible]
Farm products--raw materials	2	6,771	[illegible]	[illegible]	[illegible]
Groceries and foods (specialty lines)	9	7,021	[illegible]	24	40
Lumber and construction materials	6	1,798	[illegible]	[illegible]	4[illegible]
Machinery--equipment--supplies	17	[illegible]	1[illegible]	[illegible]	81
All other	18	[illegible]	1[illegible]	[illegible]	[illegible]
DURHAM					
TOTAL, 1939	86	38,027	40	1,934	1,873
1935	59	[illegible]	3[illegible]	[illegible]	1,[illegible]
SERVICE AND LIMITED-FUNCTION WHOLESALERS [1]	46	25,704	22	[illegible]	1,[illegible]
MANUFACTURERS' SALES BRANCHES (With stocks)	4	1,247	--	40	56
PETROLEUM BULK STATIONS [**]	8	1,558	2	38	60
AGENTS AND BROKERS	7	9,462	16	[illegible]	128
BY KINDS OF BUSINESS:					
SERVICE AND LIMITED-FUNCTION WHOLESALERS [1]	46	25,704	22	1,596	1,629
Automotive	5	896	4	42	48
Beer, wines, and liquors	4	1,373	2	78	81
Groceries (general line)	4	1,856	1	40	57
Groceries and foods (specialty lines)	8	862	7	24	24
Tobacco and products (except leaf)	3	215	--	[illegible]	32
All other	22	20,796	8	1,385	1,372
PETROLEUM BULK STATIONS:					
Petroleum and its products	8	1,558	2	38	60
GREENSBORO					
TOTALS, 1939	153	57,335	72	1,351	1,464
1935	120	38,580	53	[illegible]	1,464
SERVICE AND LIMITED-FUNCTION WHOLESALERS [1]	87	17,699	54	833	1,289
MANUFACTURERS' SALES BRANCHES (With stocks)	21	5,597	---	255	423
MANUFACTURERS' SALES OFFICES (Without stocks)	9	6,076	[illegible]	53	79
PETROLEUM BULK STATIONS [**]	10	3,309	2	81	128
AGENTS AND BROKERS	26	25,014	16	122	445
BY KINDS OF BUSINESS:					
SERVICE AND LIMITED-FUNCTION WHOLESALERS [1]	87	17,699	54	833	1,[illegible]
Automotive	10	2,259	9	[illegible]	[illegible]
Beer, wines, and liquors	5	1,308	2	77	[illegible]
Chemicals and paints	3	[illegible]	4	[illegible]	[illegible]
Electrical goods	4	541	[illegible]	[illegible]	[illegible]
Farm products--consumer goods [2]	8	1,368	7	77	[illegible]
Groceries (general line)	3	[illegible]	[illegible]	[illegible]	[illegible]
Groceries and foods (specialty lines)	7	[illegible]	[illegible]	[illegible]	[illegible]
Lumber and construction materials	4	[illegible]	1	[illegible]	[illegible]
Machinery--equipment--supplies	[illegible]	[illegible]	8	[illegible]	[illegible]
Plumbing and heating equipment [illegible]	[illegible]	[illegible]	[illegible]	4	[illegible]
Waste materials	[illegible]	[illegible]	1	77	9
All other	[illegible]	[illegible]	8	[illegible]	349
MANUFACTURERS' SALES BRANCHES (With stocks)	21	5,597	[illegible]	[illegible]	423
Groceries and foods (specialty lines)	8	2,458	---	107	192
Machinery--equipment--supplies	6	1,147	---	48	88
All other	7	1,952	[illegible]	100	143
PETROLEUM BULK STATIONS:					
Petroleum and its products	10	3,309	2	81	128
AGENTS AND BROKERS	26	25,014	16	122	445
Farm products--raw materials	7	10,474	5	10	12
Groceries and foods (specialty lines)	4	2,875	2	15	20
Machinery--equipment--supplies	6	[illegible]	3	53	85
All other	9	11,[illegible]	6	38	328

For footnotes, see end of table.

TABLE 12A.—CITIES OF 50,000 POPULATION OR MORE

ESTABLISHMENTS, SALES, PERSONNEL, AND PAY ROLL—Continued

TYPES OF OPERATION BY KINDS OF BUSINESS

NORTH CAROLINA

CITY TYPE OF OPERATION KIND OF BUSINESS	Number of establishments	Sales (add 000)	Active proprietors (full time and part time) Average for year	Number of employees* (full time and part time) Average for year	TOTAL PAY ROLL* (add 000)
WINSTON-SALEM					
TOTALS, 1939	140	$41,752	121	2,553	$2,276
1935	113	33,076	62	1,074	1,339
SERVICE AND LIMITED-FUNCTION WHOLESALERS	84	16,072	73	1,726	1,525
MANUFACTURERS' SALES BRANCHES (with stocks)	7	3,466	---	107	184
MANUFACTURERS' SALES OFFICES (without stocks)	3				
PETROLEUM BULK STATIONS AND TERMINALS **	8	3,018	3	61	81
AGENTS AND BROKERS	26	17,131	36	530	416
ASSEMBLERS (mainly farm products)	12	2,065	9	129	70
BY KINDS OF BUSINESS:					
SERVICE AND LIMITED-FUNCTION WHOLESALERS	84	16,072	73	1,726	1,525
Automotive	7	404	5	37	52
Beer, wines, and liquors	4	301	2	16	18
Drugs (general line	1	446	3	22	37
Drugs and drug sundries (specialty lines)	3				
Farm products--raw materials	4	3,266	---	1,050	586
WINSTON-SALEM—Con.					
SERVICE AND LIMITED-FUNCTION WHOLESALERS—Con.					
Farm products—consumer goods	16	$956	17	71	$69
Farm supplies	4	428	5	16	17
Groceries (general line)	8	2,468	13	65	78
Groceries and foods (specialty lines)	11	915	7	51	61
Hardware	3	1,480	4	148	229
Lumber and construction materials	3	508	3	5	10
Machinery--equipment--supplies	4	563	3	50	89
Waste materials	3	117	3	24	13
All other	12	4,220	8	171	264
PETROLEUM BULK STATIONS AND TERMINALS:					
Petroleum and its products	8	3,018	3	61	81
AGENTS AND BROKERS	26	17,131	36	530	416
Farm products--raw materials	17	15,043	29	514	399
Groceries and foods (specialty lines)	4	1,580	4	8	7
All other	5	508	3	8	10

* Employees and pay roll include paid executives of corporations but not the number and compensation of proprietors of unincorporated businesses.

** Sales include taxes.

[1] Includes 2 assemblers of farm products.

[2] Includes 1 assembler.

TABLE 12A.—CITIES OF 50,000 POPULATION OR MORE

ESTABLISHMENTS, SALES, PERSONNEL, AND PAY ROLL

TYPES OF OPERATION BY KINDS OF BUSINESS

OHIO

CITY TYPE OF OPERATION KIND OF BUSINESS	Number of establishments	Sales (add 000)	Active proprietors, firm members, active partners, full-time	Number of employees* (including proprietors, firm members, active partners, full-time) Average for year	TOTAL PAY ROLL* (add 000)
AKRON					
TOTALS, 1939	337	$92,766	192	2,898	$4,920
1935 [1]	322	67,674	165	2,391	3,557
1929 [2]	201	105,532	---	2,828	5,236
SERVICE AND LIMITED-FUNCTION WHOLESALERS	228	45,833	151	2,101	3,341
MANUFACTURERS' SALES BRANCHES (With stocks)	30	14,780	---	399	802
MANUFACTURERS' SALES OFFICES (Without stocks)	8	2,573	--	32	84
PETROLEUM BULK STATIONS **	21	11,465	3	211	387
AGENTS AND BROKERS	42	16,263	29	121	272
ASSEMBLERS (Mainly farm products)	[redacted]	1,852	9	34	34
BY KINDS OF BUSINESS:					
SERVICE AND LIMITED-FUNCTION WHOLESALERS	228	45,833	151	2,101	3,341
Amusement and sporting goods	4	414	3	64	[redacted]
Automotive	42	4,628	28	279	415
Beer, wines, and liquors	11	1,397	6	105	136
Drugs (general line)	1	1,665	5	66	115
Drugs and drug sundries (specialty lines)	8				
Dry goods (specialty lines)	4	566	5	26	29
Electrical goods	7	2,253	8	65	153
Farm products--consumer goods	18	1,819	14	83	122
Groceries (general line)	4	3,823	2	157	263
Groceries and foods (specialty lines)	26	3,160	20	162	246
Lumber and construction materials	[redacted]	740	3	49	84
Machinery--equipment--supplies	30	2,097	24	153	258
Paper and its products	5	924	3	62	115
Petroleum and its products	5	262	3	14	31
Plumbing and heating equipt and spls	8	631	3	34	68
Tobacco and products (except leaf)	8	3,370	4	68	129
Waste materials	18	7,682	12	285	423
All other	27	10,402	10	431	689
MANUFACTURERS' SALES BRANCHES (With stocks)	30	14,780	---	399	802
Automotive	5	3,510	---	81	196
Groceries and foods (specialty lines)	8	3,536	---	101	187
Machinery--equipment--supplies	7	[redacted]	---	62	109
All other	12	7,042	---	155	330
PETROLEUM BULK STATIONS:					
Petroleum and its products	21	11,465	3	211	387
AGENTS AND BROKERS	42	16,263	29	121	272
Chemicals and paints	6	5,173	4	20	76
Dry goods (specialty lines)	3	3,393	1	3	3
Farm products--consumer goods	3	376	1	16	16
Furniture and house furnishings	4	241	3	32	31
Lumber and construction materials	4	354	3	13	27
Machinery--equipment--supplies	7	613	4	17	44
All other	15	6,113	13	20	75
CANTON					
TOTALS, 1939	158	40,574	70	1,658	2,700
1935 [3]	128	28,944	[3]60	[3]1,214	[3]1,847
1929	120	35,224	---	1,204	2,206
SERVICE AND LIMITED-FUNCTION WHOLESALERS	115	29,742	58	1,337	2,128
MANUFACTURERS' SALES BRANCHES (With stocks)	17				
MANUFACTURERS' SALES OFFICES (Without stocks)	3	3,015	---	170	302
PETROLEUM BULK STATIONS **	14	5,277	5	120	231
AGENTS AND BROKERS	5	1,580	4	17	30
ASSEMBLERS (Farm products--consumer goods)	4	980	3	14	11
BY KINDS OF BUSINESS:					
SERVICE AND LIMITED-FUNCTION WHOLESALERS	115	29,742	58	1,337	2,128
Automotive	19	1,826	10	137	185
Beer, wines, and liquors	[redacted]	1,914	3	[redacted]	143
Chemicals and paints	3	[redacted]	1	[redacted]	10
Coal and coke	3	328	---	36	26
Electrical goods	6	1,235	1	76	150
Farm products--consumer goods	8	2,014	6	202	344
Groceries (general line)	5	3,993	---	157	289
Groceries and foods (specialty lines)	11	1,447	9	50	72
Lumber and construction materials	6	1,748	1	89	179
Machinery--equipment--supplies	13	1,509	6	80	128
Tobacco and products (except leaf)	3	1,636	1	32	40
Waste materials	13	9,605	12	181	237
All other products	16	2,405	8	212	345

CINCINNATI
(See page 315.)
CLEVELAND
(See page 320.)

CITY TYPE OF OPERATION KIND OF BUSINESS	Number of establishments	Sales (add 000)	Active proprietors, firm members, active partners, full-time	Number of employees* (including proprietors, firm members, active partners, full-time) Average for year	TOTAL PAY ROLL* (add 000)
CLEVELAND HEIGHTS					
TOTALS, 1939	9	$265	5	15	$15
1935	4	507	2	77	139
COLUMBUS					
TOTALS, 1939	494	159,038	244	5,717	9,864
1935	448	117,299	218	4,519	7,147
1929	512	196,404	---	6,584	11,978
SERVICE AND LIMITED-FUNCTION WHOLESALERS	339	88,315	199	3,849	6,146
MANUFACTURERS' SALES BRANCHES (With stocks)	65	32,458	1	1,370	2,567
MANUFACTURERS' SALES OFFICES (Without stocks)	22	3,854	---	64	137
PETROLEUM BULK STATIONS **	15	9,286	---	219	378
AGENTS AND BROKERS	47	19,510	41	157	366
ASSEMBLERS (Mainly farm products)	6	5,615	3	58	70
BY KINDS OF BUSINESS:					
SERVICE AND LIMITED-FUNCTION WHOLESALERS	339	88,315	199	3,849	6,146
Amusement and sporting goods	6	415	5	22	26
Automotive	34	4,066	24	327	431
Beer, wines, and liquors	12	2,310	5	127	163
Chemicals and paints	3	[redacted]	1	18	27
Clothing and furnishings	3	641	2	27	47
Coal and coke	11	9,005	1	96	315
Drugs (general line)	3	3,631	---	178	278
Drugs and drug sundries (spclty lines)	5	[redacted]	4	45	112
Electrical goods	20	6,314	3	286	547
Farm products--consumer goods	39	8,779	33	288	393
Furniture and house furnishings	6	1,512	4	42	55
Groceries (general line)	5	7,258	---	242	417
Groceries and foods (specialty lines)	39	6,979	27	289	388
Lumber and construction materials	12	3,142	[redacted]	149	301
Machinery--equipment--supplies	49	5,505	23	401	678
Metals and metal work (except scrap)	6	1,318	3	80	144
Paper and its products	9	814	3	50	75
Petroleum and its products	3	218	2	17	24
Plumbing and heating equipt and spls	7	954	6	[redacted]	88
Tobacco and products (except leaf)	6	5,038	4	79	109
Waste materials	28	2,823	28	239	247
All other	33	17,067	17	803	1,281
MANUFACTURERS' SALES BRANCHES (With stocks)	65	32,458	1	1,370	2,567
Automotive	7	2,578	---	102	213
Electrical goods	4	2,764	---	36	67
Furniture and house furnishings	[redacted]	1,227	---	29	71
Groceries and foods (specialty lines)	10	5,234	---	210	391
Machinery--equipment--supplies	22	9,965	---	451	[redacted]
All other	18	10,690	1	542	937
MANUFACTURERS' SALES OFFICES (Without stocks)	22	3,854	---	64	137
Groceries and foods (specialty lines)	6	566	---	23	44
Machinery--equipment--supplies	[redacted]	674	---	25	57
All other	7	2,614	---	16	36
PETROLEUM BULK STATIONS:					
Petroleum and its products	15	9,286	---	219	378
AGENTS AND BROKERS	47	19,510	41	157	366
Coal and coke	5	5,108	---	54	171
Farm products--consumer goods	5	3,366	3	[redacted]	31
Groceries and foods (specialty lines)	9	4,483	10	23	60
Lumber and construction materials	3	844	3	10	14
Machinery--equipment--supplies	9	569	[redacted]	31	[redacted]
Metals and metal work (except scrap)	[redacted]	927	6	10	21
Plumbing and heating equipt and spls	3	95	3	2	1
All other	[redacted]	4,118	7	8	22
ASSEMBLERS (Mainly farm products)	6	5,815	3	58	70
Farm products--raw materials	3	5,048	1	49	56
Farm products--consumer goods	3	567	2	[redacted]	14
DAYTON					
TOTALS, 1939 [4]	328	117,941	179	3,693	6,917
1935 [4]	335	74,118	168	3,207	5,192
1929 [2]	237	112,669	---	3,133	5,806
SERVICE AND LIMITED-FUNCTION WHOLESALERS [5]	244	88,558	142	3,096	5,812
MANUFACTURERS' SALES BRANCHES (With stocks)	22	5,621	---	286	538
MANUFACTURERS' SALES OFFICES (Without stocks)	13	4,741	---	43	103
PETROLEUM BULK STATIONS **	17	8,791	3	193	332
AGENTS AND BROKERS	32	10,230	34	95	132

For footnotes, see end of table.

TABLE 12A.—CITIES OF 50,000 POPULATION OR MORE

ESTABLISHMENTS, SALES, PERSONNEL, AND PAY ROLL—Continued

TYPES OF OPERATION BY KINDS OF BUSINESS

OHIO

CITY TYPE OF OPERATION KIND OF BUSINESS	Number of establishments	Sales (add 000)	Active proprietors (full-time and part-time owners, managers)	Number of employees* (full-time and part-time) Average for year	TOTAL PAY ROLL* (add 000)
DAYTON—Con.					
BY KINDS OF BUSINESS:					
SERVICE AND LIMITED-FUNCTION WHOLESALERS [5]	244	$88,558	142	3,096	$5,812
Amusement and sporting goods	3	222	4	24	35
Automotive	21	2,652	10	278	411
Beer, wines, and liquors	[illegible]	1,115	2	62	92
Chemicals and paints	4	460	3	34	60
Drugs (general line)	1	1,184	3	52	78
Drugs and drug sundries (specialty lines)	6				
Dry goods (general line)	1	692	1	32	62
Dry goods (specialty lines)	3				
Electrical goods	11	25,034	1	729	1,800
Farm products--raw materials [5]	5	3,521	1	168	190
Farm products--consumer goods	25	2,893	26	110	169
Groceries (general line)	3	4,368	---	130	202
Groceries and foods (specialty lines)	34	3,986	32	240	291
Lumber and construction materials	10	4,425	1	90	253
Machinery--equipment--supplies	35	4,101	18	282	544
Metals and metal work (except scrap)	7	2,198	---	[illegible]	255
Paper and its products	12	16,619	3	124	398
Plumbing and heating equipt and spls	4	2,209	3	123	212
Tobacco and products (except leaf)	7	3,944	3	59	[illegible]
Waste materials	17	2,554	12	189	164
All other products	26	6,181	19	271	502
MANUFACTURERS' SALES BRANCHES					
(With stocks)	22	5,621	---	266	538
Machinery--equipment--supplies	8	704	---	64	139
All other	14	4,917	---	202	399
MANUFACTURERS' SALES OFFICES					
(Without stocks)	13	4,741	---	43	103
Groceries and foods (specialty lines)	[illegible]	218	---	13	17
Metals and metal work (except scrap)	4	2,121	---	12	34
All other	5	2,402	---	18	52
PETROLEUM BULK STATIONS:					
Petroleum and its products	17	8,791	3	193	332
AGENTS AND BROKERS	32	10,230	34	95	132
Farm products--raw materials	6	4,597	3	22	31
Farm products--consumer goods	7	1,261	10	32	42
Groceries and foods (specialty lines)	3	3,215	3	6	7
Machinery--equipment--supplies	8	588	10	27	40
All other	8	569	8	8	12
HAMILTON					
TOTALS, 1939	[illegible]	6,339	27	[illegible]	435
1935 [1]	55	6,435	32	387	541
SERVICE AND LIMITED-FUNCTION WHOLESALERS	37	4,915	24	248	366
ALL OTHER [6]	[illegible]	1,424	3	41	69
BY KINDS OF BUSINESS:					
SERVICE AND LIMITED-FUNCTION WHOLESALERS	37	4,915	24	248	366
Beer, wines, and liquors	4	365	3	17	21
Farm products--consumer goods	5	733	2	75	128
Groceries (general line)	2	971	8	41	57
Groceries and foods (specialty lines)	7				
Plumbing and heating equipt and spls	3	97	---	21	29
Tobacco and products	3	1,258	3	29	46
Waste materials	5	1,215	4	39	52
All other	8	256	4	26	33
LAKEWOOD					
TOTALS, 1939	11	1,135	5	60	133
1935	[illegible]	700	4	48	99
SPRINGFIELD					
TOTALS, 1939	81	10,672	51	567	787
1935 [1]	72	7,097	49	415	582
SERVICE AND LIMITED-FUNCTION WHOLESALERS	54	6,530	42	408	539
MANUFACTURERS' SALES BRANCHES					
(With stocks)	[illegible]	[illegible]	---	[illegible]	63
PETROLEUM BULK STATIONS **	13	2,470	6	87	138
AGENTS AND BROKERS	3	578	2	21	35
ASSEMBLERS (Mainly farm products)	3	418	1	11	12

CITY TYPE OF OPERATION KIND OF BUSINESS	Number of establishments	Sales (add 000)	Active proprietors (full-time and part-time owners, managers)	Number of employees* (full-time and part-time) Average for year	TOTAL PAY ROLL* (add 000)
SPRINGFIELD—Con.					
BY KINDS OF BUSINESS:					
SERVICE AND LIMITED-FUNCTION WHOLESALERS	54	$6,530	42	408	$539
Automotive	9	366	9	49	58
Beer, wines, and liquors	3	821	1	41	53
Electrical goods	7	591	3	46	69
Farm products--consumer goods	3	117	3	8	5
Groceries (general line)	2	2,289	11	111	167
Groceries and foods (specialty lines)	11				
Waste materials	4	476	4	37	42
All other	15	2,080	9	116	145
TOLEDO					
TOTALS, 1939	499	128,510	278	5,550	9,299
1935 [4]	494	117,620	249	4,710	7,507
1929	413	166,527	---	7,265	12,639
SERVICE AND LIMITED-FUNCTION WHOLESALERS	360	75,431	233	4,167	6,825
MANUFACTURERS' SALES BRANCHES					
(With stocks)	43	16,801	3	828	1,440
MANUFACTURERS' SALES OFFICES					
(Without stocks)	23	5,809	---	83	208
PETROLEUM BULK STATIONS AND TERMINALS **	16	9,247	3	228	399
AGENTS AND BROKERS	[illegible]	17,449	31	148	350
ASSEMBLERS (Mainly farm products)	9	3,773	[illegible]	96	77
BY KINDS OF BUSINESS:					
SERVICE AND LIMITED-FUNCTION WHOLESALERS	360	75,431	233	4,167	6,825
Amusement and sporting goods	5	665	2	61	92
Automotive	41	7,488	34	516	722
Beer, wines, and liquors	7	1,923	2	140	250
Chemicals and paints	4	207	3	16	24
Clothing and furnishings	5	1,427	2	64	135
Coal and coke	9	1,860	6	40	72
Drugs (general line)	1	2,420	2	185	273
Drugs and drug sundries (spclty lines)	[illegible]				
Dry goods (specialty lines)	5	496	4	26	46
Electrical goods	24	5,259	10	280	592
Farm products--raw materials	4	506	4	28	31
Farm products--consumer goods	28	7,623	22	272	498
Farm supplies	4	1,182	1	87	122
Furniture and house furnishings	5	994	1	62	138
Groceries (general line)	7	10,674	1	371	583
Groceries and foods (specialty lines)	35	5,152	31	359	538
Hardware	5	6,939	3	370	704
Lumber and construction materials	25	5,550	7	267	453
Machinery--equipment--supplies	51	3,312	29	314	505
Metals and metal work (except scrap)	9	1,083	7	86	115
Paper and its products	14	1,761	1	159	228
Plumbing and heating equipt and spls	[illegible]	1,064	7	70	98
Tobacco and products (except leaf)	5	3,498	3	75	100
Waste materials	31	2,959	34	241	298
All other	23	1,589	17	158	228
MANUFACTURERS' SALES BRANCHES					
(With stocks)	43	16,801	3	828	1,440
Groceries and foods (specialty lines)	9	4,779	3	202	316
Machinery--equipment--supplies	13	6,114	---	287	558
All other	21	5,908	---	339	566
MANUFACTURERS' SALES OFFICES					
(Without stocks)	23	5,809	---	83	208
Machinery--equipment--supplies	5	738	---	31	89
All other	18	5,071	---	52	119
PETROLEUM BULK STATIONS AND TERMINALS:					
Petroleum and its products	16	9,247	3	228	399
AGENTS AND BROKERS	48	17,449	31	148	350
Coal and coke	4	1,775	---	31	114
Farm products--raw materials	5	4,272	3	17	37
Groceries and foods (specialty lines)	12	8,739	6	30	67
Machinery--equipment--supplies	10	1,122	7	51	111
Plumbing and heating equipt and spls	3	172	2	3	5
All other	14	1,369	13	16	16

For footnotes, see end of table.

TABLE 12A.—CITIES OF 50,000 POPULATION OR MORE

ESTABLISHMENTS, SALES, PERSONNEL, AND PAY ROLL—Continued

TYPE OF OPERATION BY KINDS OF BUSINESS

OHIO

CITY TYPE OF OPERATION KIND OF BUSINESS	Number of establishments	Sales (add 000)	Active proprietors of unincorporated establishments	Number of employees* including active proprietors Average for year	TOTAL PAY ROLL* (add 000)
YOUNGSTOWN					
TOTALS, 1939	257	$64,229	151	1,974	$3,249
1935 [7]	235	46,592	[7]120	[7]1,832	[7]2,802
1929 [8]	194	100,942	---	2,970	5,413
SERVICE AND LIMITED-FUNCTION WHOLESALERS	187	31,711	134	1,455	2,309
MANUFACTURERS' SALES BRANCHES (With stocks)	27	7,765	---	513	554
MANUFACTURERS' SALES OFFICES (Without stocks)	7	13,484	---	27	74
PETROLEUM BULK STATIONS **	19	5,759	3	146	251
AGENTS AND BROKERS	8	5,279	5	23	54
ASSEMBLERS (Farm products--consumer goods)	9	231	9	10	7
BY KINDS OF BUSINESS:					
SERVICE AND LIMITED-FUNCTION WHOLESALERS	187	31,711	134	1,455	2,309
Automotive	24	1,771	24	115	175
Beer, wines, and liquors	8	1,417	5	75	99
Drugs (general line)	1	505	1	17	29
Drugs and drug sundries (specialty lines)	2				
YOUNGSTOWN—Con.					
SERVICE AND LIMITED FUNCTION WHOLESALERS—Con.					
Dry goods (specialty lines)	4	$333	4	13	$15
Electrical goods	11	2,311	4	95	214
Farm products--consumer goods	25	5,269	22	249	451
Groceries (general line)	7	3,818	---	115	230
Groceries and foods (specialty lines)	28	3,267	22	169	229
Lumber and construction materials	4	102	3	10	[9]
Machinery--equipment--supplies	28	1,335	17	87	158
Plumbing and heating equipt and spls	8	925	6	46	78
Tobacco and products (except leaf)	6	2,955	2	70	114
Waste materials	10	5,059	[9]	189	182
All other	25	2,703	16	205	330
MANUFACTURERS' SALES BRANCHES (With stocks)	27	7,765	---	513	554
Groceries and foods (specialty lines)	8	5,259	---	141	246
Machinery--equipment--supplies	7	568	---	52	107
All other	12	1,938	---	120	201

* Employees and pay roll include paid executives of corporations but not the number and compensation of proprietors of unincorporated businesses

** Sales include taxes.

[1] Data for 1935 exclude personnel and pay roll of 1 commission bulk station. Also, some adjustments have been made in the 1935 figures for comparison purposes.

[2] Includes 2 chain-store warehouses not classified as wholesale establishments in 1935 and 1939.

[3] Data for 1935 exclude personnel and pay roll of 1 commission bulk station.

[4] Some adjustments have been made in the 1935 figures for comparison purposes.

[5] Includes 1 assembler.

[6] Includes 2 manufacturers' sales branches (with stocks); and 7 petroleum bulk stations.

[7] Data for 1935 exclude personnel and pay roll of 3 commission bulk stations.

[8] Includes 1 chain-store warehouse not classified as a wholesale establishment in 1935 and 1939.

TABLE 12A.—CITIES OF 50,000 POPULATION OR MORE

ESTABLISHMENTS, SALES, PERSONNEL, AND PAY ROLL

TYPES OF OPERATION BY KINDS OF BUSINESS

OKLAHOMA

CITY TYPE OF OPERATION KIND OF BUSINESS	Number of establishments	Sales (add 000)	Active proprietors of unincorporated businesses	Number of employees* (full-time and part-time) Average for year	TOTAL PAY ROLL* (add 000)
OKLAHOMA CITY					
TOTALS, 1939	556	$193,322	307	5,922	$9,705
1935	441	158,857	216	4,382	6,881
1929	461	286,310	---	6,577	11,268
SERVICE AND LIMITED-FUNCTION WHOLESALERS	341	67,611	204	3,732	5,774
MANUFACTURERS' SALES BRANCHES (With stocks)	89	40,707	1	1,367	2,419
MANUFACTURERS' SALES OFFICES (Without stocks)	20	7,969	1	200	411
PETROLEUM BULK STATIONS **	26	5,869	12	249	421
AGENTS AND BROKERS	84	59,400	77	290	550
ASSEMBLERS (Mainly farm products)	16	11,766	12	84	130
BY KINDS OF BUSINESS:					
SERVICE AND LIMITED-FUNCTION WHOLESALERS	341	67,611	204	3,732	5,774
Amusement and sporting goods	11	991	5	88	149
Automotive	44	8,811	26	430	710
Beer	5	1,155	3	72	102
Chemicals and paints	5	221	2	16	23
Clothing and furnishings	5	377	5	12	15
Drugs (general line)	2	3,958	7	222	339
Drugs and drug sundries (specialty lines)	10				
Dry goods (general line)	1	846	2	45	65
Dry goods (specialty lines)	3				
Electrical goods	17	4,861	8	208	384
Farm products--raw materials	3	355	1	[illegible]	8
Farm products--consumer goods	22	6,785	14	502	659
Farm supplies	4	339	[illegible]	27	27
Furniture and house furnishings	[illegible]	633	---	[illegible]	44
Groceries (general line)	13	9,181	4	336	490
Groceries and foods (specialty lines)	35	2,294	40	192	266
Hardware	3	3,239	---	184	329
Lumber and construction materials	12	2,012	5	179	219
Machinery--equipment--supplies	77	8,981	36	561	1,057
Metals and metal work (except scrap)	3	92	2	20	23
Paper and its products	6	2,275	1	140	209
Petroleum and its products	3	[illegible]	2	4	5
Plumbing and heating equipt and spls	11	2,924	---	142	235
Tobacco and products (except leaf)	11	3,428	11	54	56
Waste materials	10	396	14	60	31
All other	21	3,353	12	204	329
MANUFACTURERS' SALES BRANCHES (With stocks)	69	40,707	1	1,367	2,419
Amusement and sporting goods	8	2,531	---	177	291
Automotive	8	17,118	---	243	557
Groceries and foods (specialty lines)	11	8,609	---	306	520
Machinery--equipment--supplies	25	6,820	1	444	749
All other	17	5,629	---	197	302
MANUFACTURERS' SALES OFFICES (Without stocks)	20	7,969	1	200	411
Groceries and foods (specialty lines)	5	2,368	---	74	131
Lumber and construction materials	6	2,247	---	45	140
All other	9	3,354	1	83	140
PETROLEUM BULK STATIONS: Petroleum and its products	26	5,869	12	249	421
AGENTS AND BROKERS	84	59,400	77	290	550
Farm products--raw materials	31	38,026	30	152	292
Farm products--consumer goods	5	1,202	[illegible]	9	16
Groceries and foods (specialty lines)	20	17,632	18	62	117
Lumber and construction materials	[illegible]	1,054	4	12	22
Machinery--equipment--supplies	14	880	11	44	88
All other	10	606	10	11	15
ASSEMBLERS (Mainly farm products)	16	11,766	12	34	130
Farm products--raw materials	[illegible]	11,178	2	67	113
All other	12	588	10	17	17

CITY TYPE OF OPERATION KIND OF BUSINESS	Number of establishments	Sales (add 000)	Active proprietors of unincorporated businesses	Number of employees* (full-time and part-time) Average for year	TOTAL PAY ROLL* (add 000)
TULSA					
TOTALS, 1939	380	$75,410	190	2,947	$4,964
1935 [1]	308	58,405	124	2,221	3,698
1929	278	102,407	---	2,448	4,945
SERVICE AND LIMITED-FUNCTION WHOLESALERS	226	36,387	144	2,020	3,180
MANUFACTURERS' SALES BRANCHES (With stocks)	54	16,144	---	539	1,046
MANUFACTURERS' SALES OFFICES (Without stocks)	24	10,003	2	99	273
PETROLEUM BULK STATIONS **	24	4,639	5	170	241
AGENTS AND BROKERS	44	7,852	31	110	214
ASSEMBLERS (Mainly farm products)	8	385	8	[illegible]	10
BY KINDS OF BUSINESS:					
SERVICE AND LIMITED-FUNCTION WHOLESALERS	226	36,387	144	2,020	3,180
Amusement and sporting goods	[illegible]	66	3	7	7
Automotive	27	2,317	26	212	332
Beer	6	1,144	2	62	93
Chemicals and paints	3	174	1	13	19
Electrical goods	10	1,869	7	106	140
Farm products--consumer goods	27	3,795	23	293	416
Groceries (general line)	9	6,485	1	215	320
Groceries and foods (specialty lines)	21	1,267	20	113	142
Lumber and construction materials	[illegible]	807	2	55	77
Machinery--equipment--supplies	58	11,406	36	578	1,088
Metals and metal work (except scrap)	4	113	2	13	14
Paper and its products	[illegible]	1,302	---	84	178
Plumbing and heating equipt and spls	4	703	---	41	66
Tobacco and products (except leaf)	4	1,972	3	29	[illegible]
Waste materials	10	453	6	56	54
All other	19	2,514	12	143	194
MANUFACTURERS' SALES BRANCHES (With stocks)	54	16,144	---	539	1,046
Automotive	4	961	---	[illegible]	103
Groceries and foods (specialty lines)	6	3,528	---	145	221
Machinery--equipment--supplies	28	5,823	---	190	410
All other	16	5,832	---	155	312
MANUFACTURERS' SALES OFFICES (Without stocks)	24	10,003	2	99	273
Machinery--equipment--supplies	7	1,260	---	40	98
All other	17	8,743	2	59	175
PETROLEUM BULK STATIONS: Petroleum and its products	24	4,639	5	170	241
AGENTS AND BROKERS	44	7,852	31	110	214
Electrical goods	3	426	3	8	12
Machinery--equipment--supplies	24	2,129	20	47	83
Metals and metal work (except scrap)	3	667	1	5	21
Petroleum and its products	7	3,508	4	24	67
All other	7	1,122	3	26	31

* Employees and pay roll include paid executives of corporations but not the number and compensation of proprietors of unincorporated businesses.
** Sales include taxes.
[1] Some adjustments have been made in the 1935 figures for comparison purposes.

OREGON

PORTLAND

(See page 396.)

TABLE 12A.—CITIES OF 50,000 POPULATION OR MORE

[illegible]

[illegible] KIND OF B[illegible]

PENNSYLVANIA

CITY TYPE OF OPERATION KIND OF BUSINESS	[illegible]	[illegible]	[illegible]	[illegible]	TOTAL PAY ROLL
ALLENTOWN					
TOTALS, 1939	194	$31,[illegible]	13[illegible]	1,946	$2,419
1935	160	29,[illegible]	99	1,543	2,203
SERVICE AND LIMITED-FUNCTION WHOLESALERS	141	21,007	120	1,269	1,798
MANUFACTURERS' SALES BRANCHES (With stocks)	28	6,980	---	407	689
MANUFACTURERS' SALES OFFICES (Without stocks)	5	28	---	[illegible]	6
PETROLEUM BULK STATIONS **	14	7,500	3	213	392
AGENTS AND BROKERS	9	307	7	3	32
BY KINDS OF BUSINESS:					
SERVICE AND LIMITED-FUNCTION WHOLESALERS	141	21,007	120	1,269	1,798
Automotive	11	1,144	[illegible]	137	206
Beer, wines, and liquors	11	826	11	49	80
Clothing and furnishings	4	199	3	21	2[illegible]
Coal and coke	4	1,941	1	3	48
Dry goods (general line)	2	[illegible]	7	54	72
Dry goods (specialty lines)	1				
Electrical goods	9	2,243	3	118	238
Farm products--consumer goods	1	1,400	12	[illegible]	104
Furniture and house furnishings	4	758	8	31	43
Groceries (general line)	4	2,057	2	87	125
Groceries and foods (specialty lines)	18	1,694	21	91	118
Hardware	3	1,589	3	135	172
Machinery--equipment--supplies	10	1,093	10	90	128
Paper and its products	7	623	3	89	92
Plumbing and heating equipt and spls	6	959	2	67	108
Tobacco and products (except leaf)	5	1,321	3	35	45
Waste materials	15	1,068	20	93	76
All other	17	1,143	10	97	148
MANUFACTURERS' SALES BRANCHES (With stocks)	25	6,980	---	407	689
Farm products--consumer goods	5	1,213	---	78	141
Groceries and foods (specialty lines)	9	3,662	---	204	327
Machinery--equipment--supplies	5	302	---	36	77
All other	6	1,803	---	89	144
PETROLEUM BULK STATIONS:					
Petroleum and its products	14	7,500	3	213	392
AGENTS AND BROKERS	9	307	7	30	32
Machinery--equipment--supplies	5	189	3	14	28
All other	4	120	4	16	4
ALTOONA					
TOTALS, 1939	106	16,736	8[illegible]	773	1,024
1935 [1]	107	15,808	[illegible]	[illegible]	[illegible]
SERVICE AND LIMITED-FUNCTION WHOLESALERS	84	14,329	76	603	749
MANUFACTURERS' SALES BRANCHES (With stocks)	11	2,428	---	103	175
PETROLEUM BULK STATIONS **	7	1,411	3	50	80
ALL OTHER [2]	4	568	1	15	20
BY KINDS OF BUSINESS:					
SERVICE AND LIMITED-FUNCTION WHOLESALERS	84	12,329	76	603	749
Automotive	9	2,448	5	138	184
Beer, wines, and liquors	9	510	8	35	38
Electrical goods	5	567	3	29	56
Farm products--consumer goods	9	2,339	6	73	99
Groceries (general line)	4	1,818	4	51	59
Groceries and foods (specialty lines)	9	806	13	52	60
Machinery--equipment--supplies	5	144	5	20	21
Paper and its products	3	413	3	37	38
Tobacco and products (except leaf)	4	1,164	2	26	30
Waste materials	7	53	8	14	10
All other	20	1,867	[illegible]	127	154
MANUFACTURERS' SALES BRANCHES (With stocks)	11	2,428	---	103	175
Groceries and foods (specialty lines)	3	1,626	---	58	108
All other	8	802	---	45	67
BETHLEHEM					
TOTALS, 1939	40	24,[illegible]	28	559	1,453
1935	4[illegible]	14,399	33	561	1,224
SERVICE AND LIMITED-FUNCTION WHOLESALERS	32	3,397	26	154	210
ALL OTHER [3]	8	20,921	2	405	1,243
BY KINDS OF BUSINESS:					
SERVICE AND LIMITED-FUNCTION WHOLESALERS	32	3,397	26	154	210
Beer, wines, and liquors	8	724	7	34	44
Farm products--consumer goods	5	495	4	23	32

For footnotes, see end of table.

CITY TYPE OF OPERATION KIND OF BUSINESS	[illegible]	[illegible]	[illegible]	[illegible]	TOTAL PAY ROLL
BETHLEHEM—Con.					
SERVICE AND LIMITED-FUNCTION WHOLESALERS—Con.					
Groceries and foods (specialty lines)	5	1[illegible]	3	[illegible]	$7
Lumber and construction materials	3	[illegible]	[illegible]	[illegible]	31
Machinery--equipment--supplies	3	[illegible]	[illegible]	[illegible]	8
Plumbing and heating equipt and spls	[illegible]	[illegible]	---	[illegible]	47
All other	[illegible]	1,125	6	[illegible]	41
CHESTER					
TOTALS, 1939	[illegible]	7,874	49	[illegible]	443
1935 [1]	57	6,444	[illegible]	[illegible]	[illegible]
SERVICE AND LIMITED-FUNCTION WHOLESALERS	53	3,561	47	[illegible]	358
ALL OTHER [4]	5	1,313	2	44	85
BY KINDS OF BUSINESS:					
SERVICE AND LIMITED-FUNCTION WHOLESALERS	53	3,561	47	[illegible]	[illegible]
Automotive	6	268	2	[illegible]	39
Beer, wines, and liquors	9	586	1	27	31
Farm products--consumer goods	5	251	[illegible]	12	17
Groceries (general line)	1				
Groceries and foods (specialty lines)	5	1,393	4	47	67
Plumbing and heating equipt and spls	4	1,056	1	38	64
Tobacco and products (except leaf)	4	1,704	2	[illegible]	33
Waste materials	8	145	[illegible]	29	17
All other	11	1,064	12	[illegible]	95
ERIE					
TOTALS, 1939	159	27,697	109	1,297	1,930
1935 [1]	160	20,547	[illegible]	[illegible]	[illegible]
1929	159	[illegible]	---	1,254	2,142
SERVICE AND LIMITED-FUNCTION WHOLESALERS	112	15,670	97	[illegible]	1,346
MANUFACTURERS' SALES BRANCHES (With stocks)	19	4,518	---	[illegible]	327
MANUFACTURERS' SALES OFFICES (Without stocks)	7	1,623	---	18	39
PETROLEUM BULK STATIONS **	10	1,926	2	91	158
AGENTS AND BROKERS	7	1,644	7	18	32
ASSEMBLERS	4	1,344	3	[illegible]	28
BY KINDS OF BUSINESS:					
SERVICE AND LIMITED-FUNCTION WHOLESALERS	112	15,670	97	965	1,346
Automotive	9	746	9	[illegible]	129
Beer, wines, and liquors	5	611	2	28	32
Chemicals and paints	4	442	2	11	71
Electrical goods	8	1,111	9	[illegible]	73
Farm products--consumer goods	15	1,858	15	151	[illegible]
Groceries (general line)	3	2,120	1	75	[illegible]
Groceries and foods (specialty lines)	15	1,846	14	76	[illegible]
Machinery--equipment--supplies	15	958	11	86	[illegible]
Paper and its products	3	344	---	26	49
Plumbing and heating equipt and spls	4	296	2	[illegible]	24
Tobacco and products (except leaf)	5	2,445	4	72	[illegible]
Waste materials	12	1,115	11	116	98
All other	14	1,868	12	139	192
MANUFACTURERS' SALES BRANCHES (With stocks)	19	4,518	---	[illegible]	[illegible]
Groceries and foods (specialty lines)	4	[illegible]	---	[illegible]	[illegible]
Machinery--equipment--supplies	7	433	---	[illegible]	76
All other	8	1,372	---	72	[illegible]
PETROLEUM BULK STATIONS:					
Petroleum and its products	10	1,938	2	91	158
AGENTS AND BROKERS	7	1,644	7	18	32
Machinery--equipment--supplies	3	163	2	12	23
All other	4	1,481	5	3	9
HARRISBURG					
TOTALS, 1939	216	49,707	144	2,399	3,748
1935	179	45,702	[illegible]	[illegible]	3,058
SERVICE AND LIMITED-FUNCTION WHOLESALERS	163	27,308	130	1,493	[illegible]
MANUFACTURERS' SALES BRANCHES (With stocks)	37	18,899	---	[illegible]	1,296
MANUFACTURERS' SALES OFFICES (Without stocks)	6	2,170	---	28	53
PETROLEUM BULK STATIONS **	8	1,453	2	121	247
AGENTS AND BROKERS	22	1,178	12	[illegible]	41

TABLE 12A.—CITIES OF 50,000 POPULATION OR MORE

ESTABLISHMENTS, SALES, PERSONNEL, AND PAY ROLL [illegible]

[illegible]

PENNSYLVANIA

CITY TYPE OF OPERATION KIND OF BUSINESS	Number	Sales (add 000)	Average for year	Number on payroll last pay period	TOTAL PAY ROLL (add 000)
HARRISBURG—Con.					
BY KINDS OF BUSINESS:					
SERVICE AND LIMITED-FUNCTION WHOLESALERS	153	$[illegible]	130	1,493	$2,113
Automotive	20	[illegible]	20	[illegible]	470
Beer, wines, and liquors	11	1,679	10	60	70
Chemicals and paints	4	[illegible]	1	26	42
Plumbing and heating equipment	1	74	2	5	9
Dry goods (general line)	1	[illegible]	[illegible]	10	[illegible]
Dry goods (specialty lines)	2	[illegible]	[illegible]	[illegible]	[illegible]
Electrical goods	11	1,783	6	90	160
Farm products—consumer goods	10	1,014	9	86	85
Groceries (general line)	2	4,509	4	138	184
Groceries and foods (specialty lines)	13	1,106	16	97	114
Machinery—equipment—supplies	22	[illegible]	[illegible]	92	96
Paper and its products	9	1,260	12	68	101
Plumbing and heating equipment and supplies	4	1,943	2	74	164
Tobacco and products (except leaf)	2	2,356	4	81	113
Waste materials	12	942	12	69	58
All other	23	4,614	18	115	418
MANUFACTURERS' SALES BRANCHES					
(With stocks)	37	12,594	---	721	1,296
Automotive	2	3,287	---	147	264
Farm products—consumer goods	2	1,199	---	66	110
Groceries and foods (specialty lines)	2	3,131	---	151	286
Machinery—equipment—supplies	14	6,982	---	319	578
All other	4	722	---	49	86
PETROLEUM BULK STATIONS:					
Petroleum and its products	2	2,422	2	32	41
AGENTS AND BROKERS	10	1,178	12	27	41
Groceries and foods (specialty lines)	4	595	2	6	12
Machinery—equipment—supplies	2	291	4	11	21
All other	7	292	6	9	8
JOHNSTOWN					
TOTALS, 1939	93	19,581	67	788	1,148
1935 [1]	76	14,087	[1]49	[1]610	[1]703
SERVICE AND LIMITED-FUNCTION WHOLESALERS	68	11,408	64	553	745
MANUFACTURERS' SALES BRANCHES (With stocks)	12	5,343	---	146	239
MANUFACTURERS' SALES OFFICES (Without stocks)	2				
PETROLEUM BULK STATIONS	7	1,783	---	81	154
AGENTS AND BROKERS	4	1,077	3	8	10
BY KINDS OF BUSINESS:					
SERVICE AND LIMITED-FUNCTION WHOLESALERS	68	11,408	64	553	745
Automotive	9	239	3	21	41
Beer, wines, and liquors	9	760	11	31	41
Clothing and furnishings	3	461	7	15	15
Electrical goods	3	621	2	36	66
Farm products—consumer goods	9	1,004	8	52	55
Groceries (general line)	2	1,751	4	60	79
Groceries and foods (specialty lines)	7	734	10	81	91
Lumber and construction materials	4	1,395	2	61	102
Machinery—equipment—supplies	6	395	6	36	60
Paper and its products	3	434	---	36	54
Tobacco and products (except leaf)	4	747	3	24	24
All other	9	2,767	8	100	117
LANCASTER					
TOTALS, 1939	142	24,529	101	1,289	1,790
1935 [1]	111	17,241	[1]97	[1]1,015	[1]1,335
SERVICE AND LIMITED-FUNCTION WHOLESALERS	113	17,815	90	1,008	1,393
MANUFACTURERS' SALES BRANCHES (With stocks)	[illegible]	1,062	1	60	113
MANUFACTURERS' SALES OFFICES (Without stocks)	1				
PETROLEUM BULK STATIONS	9	2,920	4	86	154
AGENTS AND BROKERS	6	1,360	4	16	19
ASSEMBLERS (Mainly farm products)	4	1,368	2	119	111
BY KINDS OF BUSINESS:					
SERVICE AND LIMITED-FUNCTION WHOLESALERS	113	17,815	90	1,008	1,393
Amusement and sporting goods	3	72	3	12	10
Automotive	14	1,501	13	147	198
Beer, wines, and liquors	7	645	4	30	43
Clothing and furnishings	3	368	3	23	35
Electrical goods	6	568	2	29	39
Farm products—raw materials	4	1,219	2	42	43
Farm products—consumer goods	10	1,797	10	93	113
Farm supplies	3	338	1	18	20

CITY TYPE OF OPERATION KIND OF BUSINESS	Number	Sales (add 000)	Average for year	Number on payroll last pay period	TOTAL PAY ROLL (add 000)
LANCASTER—Con.					
SERVICE AND LIMITED-FUNCTION WHOLESALERS—Con.					
Groceries (general line	3	$2,648	2	91	$123
Groceries and foods (specialty lines)	17	1,764	14	86	126
Lumber and construction materials	4	788	1	53	102
Machinery—equipment—supplies	7	380	5	40	46
Paper and its products	2	119	3	7	10
Plumbing and heating equipt and spls	4	1,257	3	75	98
Tobacco and products (except leaf)	7	1,582	5	32	29
Waste materials	4	272	6	20	22
All other	18	2,527	13	210	326
PETROLEUM BULK STATIONS:					
Petroleum and its products	9	2,920	4	86	154
AGENTS AND BROKERS	6	1,360	4	16	19
Farm products—raw materials	3	464	1	13	15
Groceries and foods (specialty lines)	3	896	3	3	4
ASSEMBLERS (Mainly farm products)	4	1,368	2	119	111
Farm products—raw materials	4	1,368	2	119	111
McKEESPORT					
TOTALS, 1939	48	12,013	41	558	774
1935	47	10,547	37	482	642
SERVICE AND LIMITED-FUNCTION WHOLESALERS	42	8,204	41	458	633
ALL OTHER	6	3,809	---	100	141
BY KINDS OF BUSINESS:					
SERVICE AND LIMITED-FUNCTION WHOLESALERS	42	8,204	41	458	633
Automotive	6	463	4	35	45
Beer, wines, and liquors	6	844	7	27	25
Farm products—consumer goods	6	491	6	26	37
Groceries (general line)	5	2,637	2	148	232
Groceries and foods (specialty lines)	6	1,352	6	54	87
Lumber and construction materials	3	590	---	54	[illegible]
All other	10	1,827	16	114	106
PHILADELPHIA					
(See page 385.)					
PITTSBURGH					
(See page 391.)					
READING					
TOTALS, 1939	213	37,433	157	1,762	2,547
1935	181	30,883	122	1,266	1,795
1929	203	58,148	---	1,553	3,175
SERVICE AND LIMITED-FUNCTION WHOLESALERS	175	23,038	152	1,382	1,879
MANUFACTURERS' SALES BRANCHES (With stocks)	19	5,058	---	225	383
MANUFACTURERS' SALES OFFICES (Without stocks)	5	2,007	---	14	31
PETROLEUM BULK STATIONS	9	2,922	3	116	203
AGENTS AND BROKERS	5	4,408	2	25	51
BY KINDS OF BUSINESS:					
SERVICE AND LIMITED-FUNCTION WHOLESALERS	175	23,038	152	1,382	1,879
Automotive	17	1,002	15	107	141
Beer, wines, and liquors	10	1,429	11	54	75
Chemicals and paints	5	678	4	35	64
Coal and coke	3	345	1	7	10
Drugs (general line)	1	268	4	15	19
Drugs and drug sundries (spclty lines)	2				
Dry goods (general line)	1	1,791	7	103	126
Dry goods (specialty lines)	5				
Electrical goods	10	2,055	4	92	157
Farm products—consumer goods	16	1,582	20	66	79
Furniture and house furnishings	3	914	---	72	113
Groceries (general line)	3	2,891	1	81	131
Groceries and foods (specialty lines)	25	1,629	27	118	137
Hardware	4	1,124	5	108	154
Lumber and construction materials	4	519	4	14	25
Machinery—equipment—supplies	19	777	17	78	107
Paper and its products	6	766	5	77	124
Petroleum and its products	3	285	---	21	29
Plumbing and heating equipt and spls	4	440	1	21	32
Tobacco and products (except leaf)	11	2,552	11	50	76
Waste materials	11	1,245	3	159	169
All other	12	736	12	104	111

For footnotes, see end of table.

TABLE 12A.—CITIES OF 50,000 POPULATION OR MORE

[illegible]

PENNSYLVANIA

CITY TYPE OF OPERATION KIND OF BUSINESS	Number	Sales (add 000)	Active proprietors	Number	Payroll (add 000)
READING—Con.					
MANUFACTURERS' SALES BRANCHES					
(With stocks	14	$[illegible]	--	22	$[illegible]
Automotive	4	[illegible]	---	3	[illegible]
Groceries and foods (specialty lines	6	3,084	--	66	1[illegible]
Machinery--equipment--supplies	4	159	---	21	41
All other	[illegible]	1,[illegible]	---	74	125
SCRANTON					
TOTALS, 1939	281	47,156	162	2,412	3,705
1938	282	42,771	167	1,952	2,979
1929 *	279	111,866	---	[illegible]	[illegible]
SERVICE AND LIMITED-FUNCTION WHOLESALERS	22[illegible]	32,32[illegible]	165	1,672	2,[illegible]3
MANUFACTURERS' SALES BRANCHES					
(With stocks	20	11,106	---	264	1,003
PETROLEUM BULK STATIONS **	10	4,302	4	121	234
AGENTS AND BROKERS	17	3,763	15	47	70
ALL OTHER *	3	661	---		15
BY KINDS OF BUSINESS:					
SERVICE AND LIMITED-FUNCTION WHOLESALERS	22[illegible]	32,32[illegible]	165	1,672	2,[illegible]3
Automotive	13	1,916	9	172	244
Beer, wines, and liquors	6	795	3	4	76
Clothing and furnishings	16	1,189	14	42	46
Dry goods (general line	2	461	1	27	31
Dry goods (specialty lines	2				
Electrical goods	12	2,469	4	147	241
Farm products--consumer goods	26	5,417	29	146	201
Furniture and house furnishings	5	794	6	37	47
Groceries (general line	1[illegible]	3,370	7	137	181
Groceries and foods (specialty lines	29	4,712	27	173	245
Hardware	5	763	3	90	135
Lumber and construction materials	11	1,541	6	116	145
Machinery--equipment--supplies	26	1,333	22	126	196
Paper and its products	5	986	3	45	84
Plumbing and heating equipt and supls	7	626	1	38	75
Tobacco and products (except leaf	9	4,979	5	139	242
Waste materials	15	282	12	37	24
All other	26	1,741	18	171	242
MANUFACTURERS' SALES BRANCHES					
(With stocks	29	15,101	--	564	1,003
Groceries and foods (specialty lines)	13	10,329	---	340	568
Machinery--equipment--supplies	2	1,048	--	66	126
All other	9	3,725	---	158	309
PETROLEUM BULK STATIONS:					
Petroleum and its products	10	4,302	4	121	234
AGENTS AND BROKERS	17	3,763	15	47	70
Groceries and foods (specialty lines	2	779	4	2	6
Machinery--equipment--supplies	4	267	3	14	22
All other	10	2,697	8	31	42
WILKES-BARRE					
TOTALS, 1939	2[illegible]	48,347	139	1,509	2,167
1938	1[illegible]	31,[illegible]	13[illegible]	1,311	1,716
SERVICE AND LIMITED-FUNCTION WHOLESALERS	144	[illegible]	115	1,052	1,396
MANUFACTURERS' SALES BRANCHES					
(With stocks	10	6,904	---	238	394
MANUFACTURERS' SALES OFFICES					
(Without stocks	9	3,971	---	40	50
PETROLEUM BULK STATIONS **	7	2,879	2	124	207
AGENTS AND BROKERS	20	7,197	21	50	88
WILKES-BARRE—Con.					
BY KINDS OF BUSINESS:					
SERVICE AND LIMITED-FUNCTION WHOLESALERS	144	$[illegible]	115	[illegible]	[illegible]
Automotive	8	[illegible]	[illegible]	[illegible]	[illegible]
Clothing and furnishings	1	1,018	[illegible]	27	32
Dry goods (general line	1	[illegible]	[illegible]	[illegible]	[illegible]
Dry goods (specialty lines	2	[illegible]	6	[illegible]	[illegible]
Electrical goods	2	[illegible]	4	39	[illegible]
Farm products--consumer goods	[illegible]	2,136	[illegible]	115	[illegible]
Groceries (general line	5	[illegible]	6	[illegible]	134
Groceries and foods (specialty lines)	1[illegible]	3,040	1	[illegible]	142
Hardware	2	[illegible]	[illegible]	[illegible]	136
Lumber and construction materials	7	1,465	[illegible]	47	67
Machinery--equipment--supplies	12	[illegible]	[illegible]	[illegible]	[illegible]
Paper and its products	6	642	5	47	[illegible]
Plumbing and heating equipt and supls	4	547	1	[illegible]	4[illegible]
Tobacco and products (except leaf	6	3,649	2	64	[illegible]
Waste materials	4	293	[illegible]	[illegible]	[illegible]
All other	16	1,602	17	[illegible]	[illegible]
MANUFACTURERS' SALES BRANCHES					
(With stocks	16	6,904	---	[illegible]	394
Groceries and foods (specialty lines	6	5,724	---	150	[illegible]
Machinery--equipment--supplies	5	[illegible]	---	[illegible]	[illegible]
All other	[illegible]	[illegible]	---	[illegible]	[illegible]
PETROLEUM BULK STATIONS:					
Petroleum and its products	7	2,879	2	124	207
AGENTS AND BROKERS	[illegible]	[illegible]	21	[illegible]	[illegible]
Groceries and foods (specialty lines	10	5,665	9	19	[illegible]
Machinery--equipment--supplies	3	[illegible]	6	18	27
All other	9	[illegible]	[illegible]	[illegible]	[illegible]
YORK					
TOTALS, 1939	119	24,[illegible]	[illegible]	1,181	1,703
1938	104	[illegible]	[illegible]	[illegible]	[illegible]
SERVICE AND LIMITED-FUNCTION WHOLESALERS	89	17,667	79	917	1,222
MANUFACTURERS' SALES BRANCHES					
(With stocks	9	1,139	1	[illegible]	133
(Without stocks	4	[illegible]	---	21	[illegible]
PETROLEUM BULK STATIONS **	11	2,918	7	70	[illegible]
AGENTS AND BROKERS	2	[illegible]	1	[illegible]	[illegible]
ASSEMBLERS (Mainly farm products)	3	1,426	1	[illegible]	[illegible]
BY KINDS OF BUSINESS:					
SERVICE AND LIMITED-FUNCTION WHOLESALERS	89	17,667	79	917	[illegible]
Automotive	9	[illegible]	[illegible]	[illegible]	[illegible]
Beer, wines, and liquors	6	[illegible]	[illegible]	[illegible]	[illegible]
Dry goods (general line	1	[illegible]	3	21	[illegible]
Dry goods (specialty lines	2	[illegible]	[illegible]	[illegible]	[illegible]
Electrical goods	1	1,247	---	57	[illegible]
Farm products--raw materials	4	[illegible]	[illegible]	[illegible]	4
Farm products--consumer goods	9	815	7	[illegible]	79
Farm supplies	7	1,527	[illegible]	4	[illegible]
Groceries (general line	4	4,778	---	[illegible]	[illegible]
Groceries and foods (specialty lines)	1[illegible]	[illegible]	10	[illegible]	62
Lumber and construction materials	4	697	[illegible]	17	27
Machinery--equipment--supplies	9	[illegible]	10	[illegible]	[illegible]
Tobacco and products (except leaf)	4	1,901	[illegible]	[illegible]	[illegible]
Waste materials	4	516	7	41	[illegible]
All other	17	2,734	11	[illegible]	254

* Employees and pay roll include paid executives of corporations but not the number and compensation of proprietors of unincorporated businesses.
** Sales include taxes.
1 Data for 1938 exclude personnel and pay roll of 1 commission bulk station.
2 Includes 4 manufacturers' sales offices (without stocks); and 1 agent and broker.
3 Includes 1 manufacturers' sales branches (with stocks); 1 manufacturers' sales office (without stocks); and 1 agent.
4 Includes 1 manufacturers' sales branch (with stocks); 2 petroleum bulk stations; and 1 agent.
5 Data for 1938 exclude personnel and pay roll of 4 commission bulk stations.
6 Includes 3 manufacturers' sales branches (with stocks); 1 manufacturers' sales office (without stocks); and 1 petroleum bulk stations.
7 Includes 1 chain-store warehouse not classified as a wholesale establishment in 1938 and 1939.
8 Includes 1 chain-store warehouse not classified as wholesale establishment in 1938 and 1939.
9 Includes 1 manufacturer's sales office (without stocks); and 1 assemblers (mainly farm products).

TABLE 12A.—CITIES OF 50,000 POPULATION OR MORE

Establishments, Sales, Personnel, and Pay Roll

Types of Operation by Kinds of Business

RHODE ISLAND

CITY / TYPE OF OPERATION / KIND OF BUSINESS	Number of establishments	Sales (add 000)	Active proprietors	Number of employees* Average for year	TOTAL PAY ROLL* (add 000)
PAWTUCKET					
[illegible]	[illegible]	[illegible]	[illegible]	[illegible]	[illegible]
[illegible]	[illegible]	[illegible]	[illegible]	[illegible]	[illegible]
[illegible]	[illegible]	[illegible]	[illegible]	[illegible]	[illegible]
[illegible]	[illegible]	[illegible]	[illegible]	[illegible]	[illegible]
[illegible]	4	[illegible]	4	[illegible]	[illegible]
BY KINDS OF BUSINESS:					
[illegible] [1]	[illegible]	[illegible]	[illegible]	[illegible]	[illegible]
Beer, wines, and liquors	[illegible]	[illegible]		46	[illegible]
[illegible]	[illegible]	[illegible]	[illegible]	[illegible]	87
Machinery—equipment—supplies	5	[illegible]	[illegible]	[illegible]	54
Paper and its products	4	[illegible]	1	[illegible]	[illegible]
Waste materials	4	[illegible]	[illegible]	20	19
All other	[illegible]	[illegible]	11	[illegible]	102
PROVIDENCE					
[illegible]	[illegible]	[illegible]	[illegible]	[illegible]	[illegible]
[illegible]	[illegible]	[illegible]	[illegible]	[illegible]	[illegible]
[illegible]	[illegible]	[illegible]	[illegible]	6,427	[illegible]
[illegible]	445	91,759	[illegible]	[illegible]	[illegible]
[illegible]					
[illegible]	[illegible]	[illegible]	4	1,052	[illegible]
[illegible]					
[illegible]	[illegible]	[illegible]	[illegible]	4	[illegible]
[illegible]	1	[illegible]	[illegible]	[illegible]	[illegible]
[illegible]	[illegible]	16,873	[illegible]	[illegible]	[illegible]
[illegible]		3,175	[illegible]	[illegible]	[illegible]
[illegible]					
[illegible]	[illegible]	[illegible]	[illegible]	[illegible]	[illegible]
[illegible]	1	44	[illegible]	[illegible]	[illegible]
[illegible]	[illegible]	[illegible]	1	[illegible]	[illegible]
[illegible]	[illegible]	[illegible]	[illegible]	[illegible]	[illegible]
[illegible]	[illegible]	[illegible]	[illegible]	[illegible]	[illegible]
[illegible]	[illegible]	5	[illegible]	[illegible]	[illegible]
PROVIDENCE—Con.					
[illegible]—FUNCTION					
[illegible]					
[illegible] (general line)	[illegible]	$[illegible]	-	165	$[illegible]
[illegible] sundries (specialty lines)	[illegible]	[illegible]	5	6	11
[illegible] (general line)	[illegible]	[illegible]	1	[illegible]	4
[illegible] (specialty lines)	[illegible]	1,1[illegible]	[illegible]	[illegible]	[illegible]
Electrical goods	[illegible]	[illegible]	[illegible]	[illegible]	[illegible]
Farm products—consumer goods	[illegible]	[illegible]	[illegible]	[illegible]	[illegible]
Furniture and house furnishings	[illegible]	2,619	[illegible]	[illegible]	[illegible]
Groceries (general line)	11	[illegible]	[illegible]	[illegible]	[illegible]
Groceries and foods (specialty lines)	[illegible]	7,976	[illegible]	[illegible]	494
Hardware	4	[illegible]	[illegible]	[illegible]	[illegible]
Jewelry	[illegible]	[illegible]	[illegible]	[illegible]	[illegible]
Lumber and construction materials	13	[illegible]	4	[illegible]	[illegible]
Machinery—equipment—supplies	[illegible]	[illegible]	[illegible]	[illegible]	[illegible]
Metals and metal work (except scrap)	[illegible]	[illegible]	3	77	152
Paper and its products	15	[illegible]	9	193	317
Petroleum and its products	4	[illegible]	2	15	26
Plumbing and heating equipment and supls.	[illegible]	4,1[illegible]	4	[illegible]	576
Tobacco and products (except leaf)	11	7,573	[illegible]	[illegible]	[illegible]
Waste materials	35	2,378	[illegible]	139	171
All other	[illegible]	4,447	18	[illegible]	411
MANUFACTURERS' SALES BRANCHES (with stocks)	57	[illegible]	4	[illegible]	[illegible]
Chemicals and paints	6	6,452	---	[illegible]	331
Groceries and foods (specialty lines)	15	13,809	---	[illegible]	[illegible]
Machinery—equipment—supplies	11	1,041	---	[illegible]	[illegible]
Metals and metal work (except scrap)	5	[illegible]	---	[illegible]	[illegible]
All other	[illegible]	[illegible]	4	[illegible]	958
[illegible] STATIONS AND TERMINALS: Petroleum and its products	[illegible]	14,4[illegible]	[illegible]	[illegible]	493
AGENTS AND BROKERS	24	[illegible]	14	[illegible]	[illegible]
Farm products—consumer goods	[illegible]	[illegible]	[illegible]	[illegible]	38
Groceries and foods (specialty lines)	4	[illegible]	[illegible]	[illegible]	36
Machinery—equipment—supplies	[illegible]	[illegible]	[illegible]	29	52
All other	14	[illegible]	[illegible]	61	153

SOUTH CAROLINA

CITY / TYPE OF OPERATION / KIND OF BUSINESS	Number of establishments	Sales (add 000)	Active proprietors	Number of employees* Average for year	TOTAL PAY ROLL* (add 000)
CHARLESTON					
Total, 1939	131	[illegible]	51	1,272	[illegible]
1935	[illegible]	37,318	[illegible]	[illegible]	[illegible]
SERVICE AND LIMITED-FUNCTION WHOLESALERS	[illegible]	[illegible]	[illegible]	1,078	[illegible]
MANUFACTURERS' SALES BRANCHES (with stocks)	[illegible]				
[illegible]	[illegible]	[illegible]	-	[illegible]	[illegible]
[illegible]	1				
[illegible]	[illegible]	[illegible]	[illegible]	[illegible]	7
AGENTS AND BROKERS	[illegible]	7,641	[illegible]	[illegible]	[illegible]
BY KINDS OF BUSINESS:					
[illegible]	[illegible]	[illegible]	[illegible]	[illegible]	[illegible]
Automotive	[illegible]	277	---	30	47
Beer, wines, and liquors	[illegible]	[illegible]	[illegible]	[illegible]	[illegible]
[illegible]	[illegible]	[illegible]	1	[illegible]	14
[illegible] (general line)	1	[illegible]	[illegible]	[illegible]	19
[illegible] (specialty lines)	[illegible]				
Electrical goods	[illegible]	[illegible]	[illegible]	[illegible]	11
Farm products— [illegible]	[illegible]	[illegible]	14	[illegible]	[illegible]
[illegible]	6	[illegible]	1	[illegible]	[illegible]
[illegible]	[illegible]	4,474	[illegible]	[illegible]	[illegible]
[illegible]	[illegible]	[illegible]	13	125	[illegible]
Machinery—equipment—supplies	[illegible]	[illegible]	3	112	140
Paper and its products	[illegible]	[illegible]	2	[illegible]	[illegible]
[illegible]	[illegible]	1,267	[illegible]	[illegible]	[illegible]
[illegible]	[illegible]	106	[illegible]	37	[illegible]
All other	[illegible]	[illegible]	[illegible]	234	[illegible]
[illegible] STATIONS AND TERMINALS:					
Petroleum and its products	[illegible]	[illegible]	[illegible]	7	[illegible]
AGENTS AND BROKERS	[illegible]	[illegible]	[illegible]	[illegible]	61
Farm products— [illegible]	5	[illegible]	[illegible]	[illegible]	[illegible]
Groceries and foods (specialty lines)	1	5,018	[illegible]	[illegible]	[illegible]
All other		1,708	[illegible]	[illegible]	10
COLUMBIA					
Total, 1939	[illegible]	$46,576	[illegible]	[illegible]	[illegible]
1935	135	[illegible]	51	[illegible]	1,697
SERVICE AND LIMITED-FUNCTION WHOLESALERS [2]	[illegible]	[illegible]	46	[illegible]	[illegible]
MANUFACTURERS' SALES BRANCHES (with stocks)	[illegible]	7,870	---	[illegible]	448
MANUFACTURERS' SALES [illegible] (without stocks)	[illegible]				
[illegible]	[illegible]	[illegible]	[illegible]	63	[illegible]
AGENTS AND BROKERS	[illegible]	5,167	[illegible]	[illegible]	[illegible]
BY KINDS OF BUSINESS:					
SERVICE AND LIMITED-FUNCTION WHOLESALERS [3]	[illegible]	[illegible]	46	[illegible]	1,656
Automotive	[illegible]	1,351	1	112	[illegible]
Beer, wines, and liquor	[illegible]	6,527	[illegible]	[illegible]	[illegible]
Dry goods (general line)	[illegible]	[illegible]	[illegible]	[illegible]	[illegible]
Dry goods (specialty lines)	[illegible]				
Electrical goods		[illegible]	[illegible]	64	[illegible]
Farm products— [illegible]	[illegible]	1,577		[illegible]	127
Groceries (general line)	[illegible]	[illegible]	1	[illegible]	107
Groceries and foods (specialty lines)	[illegible]	[illegible]	[illegible]	[illegible]	[illegible]
Machinery—equipment—supplies	7	2,511	[illegible]	111	[illegible]
Paper and its products	4	674		44	[illegible]
Plumbing and heating equipment and supls.	[illegible]	1,021	[illegible]	[illegible]	[illegible]
Tobacco and products (except leaf)	4	1,154	[illegible]	[illegible]	[illegible]
All other	[illegible]	9,262	[illegible]	279	[illegible]
PETROLEUM BULK STATIONS [illegible]:					
Petroleum and its products	[illegible]	[illegible]	[illegible]	[illegible]	[illegible]
AGENTS AND BROKERS	[illegible]	5,167	[illegible]	34	[illegible]
Groceries and foods (specialty lines)	7	3,601	[illegible]	14	[illegible]
All other		[illegible]	[illegible]		[illegible]

* Employees and pay roll include paid executives of corporations but not the number and compensation of proprietors of unincorporated businesses.

** Sales include taxes.

[1] Includes 1 manufacturer's sales branch (with stocks).

[2] Includes 1 chain-store warehouse not classified as a wholesale establishment in 1935 and 1939.

[3] Includes 1 assembler of farm products—raw materials.

TABLE 12A.—CITIES OF 50,000 POPULATION OR MORE

[Establishments, Sales, Proprietors and Paid Employees, by Type of Operation and Kind of Business]

TENNESSEE

CITY TYPE OF OPERATION KIND OF BUSINESS	Number of establishments	Sales (add 000)	Active proprietors (including partners)	Number of paid employees (including officers and salesmen)	TOTAL PAY ROLL[1] (add 000)
CHATTANOOGA					
TOTALS, 1939	227	$69,374	137	2,129	$3,432
1935 [1]	204	52,151	101	1,663	2,432
1929 [2]	155	64,754	---	1,665	2,944
SERVICE AND LIMITED-FUNCTION WHOLESALERS	137	24,133	89	1,521	1,999
MANUFACTURERS' SALES BRANCHES (With stocks)	23	7,476	-	303	481
MANUFACTURERS' SALES OFFICES (Without stocks)	10	6,723	---	67	151
PETROLEUM BULK STATIONS [3]	10	4,953	---	122	217
AGENTS AND BROKERS	41	21,512	41	103	172
ASSEMBLERS (Farm products--consumer goods	6	577	7	14	16
BY KINDS OF BUSINESS:					
SERVICE AND LIMITED-FUNCTION WHOLESALERS	137	24,133	89	1,521	1,999
Automotive	6	692	4	63	107
Beer, wines, and liquors	8	1,713	5	61	98
Clothing and furnishings	5	488	2	27	34
Drugs (general line	1	1,075	---	54	113
Drugs and drug sundries (specialty lines	2				
Dry goods (general line	2	684	2	39	66
Dry goods (specialty lines	4				
Electrical goods	8	820	2	44	62
Farm products--consumer goods	18	2,290	16	198	204
Farm supplies	6	582	9	25	26
Groceries (general line	8	6,408	---	229	254
Groceries and foods (specialty lines	16	1,590	11	89	103
Lumber and construction materials	5	584	2	70	91
Machinery--equipment--supplies	17	2,980	14	198	342
Metals and metal work (except scrap	3	1,111	1	55	97
Paper and its products	4	1,155	5	41	80
Waste materials	8	1,412	10	95	58
All other	16	4,393	5	216	281
MANUFACTURERS' SALES BRANCHES (With stocks)	23	7,476	---	303	481
Groceries and foods (specialty lines	10	4,969	---	186	245
Machinery--equipment--supplies	6	388	---	47	96
All other	7	2,119	---	70	140
PETROLEUM BULK STATIONS:					
Petroleum and its products	10	4,953	---	122	217
AGENTS AND BROKERS	41	21,512	41	103	172
Farm products--raw materials	3	2,661	---	18	47
Groceries and foods (specialty lines	8	4,115	12	15	17
Machinery--equipment--supplies	7	1,202	2	44	78
All other	23	13,534	27	26	30
KNOXVILLE					
TOTALS, 1939	219	67,308	114	2,350	3,478
1935 [1]	191	51,904	[3]64	[3]1,868	[3]2,669
1929 [2]	135	53,448	---	2,082	3,709
SERVICE AND LIMITED-FUNCTION WHOLESALERS	129	32,636	67	1,628	2,272
MANUFACTURERS' SALES BRANCHES (With stocks)	27	7,835	---	380	565
MANUFACTURERS' SALES OFFICES (Without stocks)	7	2,499	-	32	128
PETROLEUM BULK STATIONS [3]	9	4,735	2	110	162
AGENTS AND BROKERS	43	18,694	43	175	335
ASSEMBLERS (Mainly farm products	4	909	2	25	16
BY KINDS OF BUSINESS:					
SERVICE AND LIMITED-FUNCTION WHOLESALERS	129	32,636	67	1,628	2,272
Automotive	7	887	9	95	110
Beer, wines, and liquors	5	704	1	53	65
Clothing and furnishings	2	1,898	1	61	135
Coal and coke	6	2,437	---	32	93
Drugs (general line	2	1,625	4	96	135
Drugs and drug sundries (specialty lines	4				
Electrical goods	10	1,861	4	67	138
Farm products--consumer goods	16	1,908	12	90	83
Groceries (general line	6	5,885	1	166	213
Groceries and foods (specialty lines	10	2,263	8	138	176
Hardware	5	4,547	---	254	282
Lumber and construction materials	6	842	3	73	108
Machinery--equipment--supplies	18	2,954	10	170	315
Paper and its products	5	237	1	26	25
Waste materials	5	525	4	81	62
All other	22	4,357	9	201	386
KNOXVILLE—Con.					
MANUFACTURERS' SALES BRANCHES (With stocks)	27	7,835	-	380	$565
Groceries and foods (specialty lines)	7	2,709	-	198	185
Machinery--equipment--supplies	7	[illegible]	--	57	100
All other	13	4,[illegible]	---	125	
PETROLEUM BULK STATIONS:					
Petroleum and its products	9	4,735	2	110	162
AGENTS AND BROKERS	43	18,694	43	175	335
Coal and coke	7	6,[illegible]	5	78	224
Farm products--raw materials	4	1,[illegible]	4	45	38
Groceries and foods (specialty lines	15	7,906	17	1[illegible]	31
Machinery--equipment--supplies	8	456	8	2[illegible]	33
Metals and metal work (except scrap	3	80	2	4	2
All other	6	32[illegible]	6	9	7
MEMPHIS					
(See page 353.)					
NASHVILLE					
TOTALS, 1939	593	127,347	277	4,321	6,195
1935 [4]	439	115,[illegible]	308	4,116	5,763
1929	421	117,[illegible]	---	4,9[illegible]	5,175
SERVICE AND LIMITED-FUNCTION WHOLESALERS	245	61,267	186	3,184	4,309
MANUFACTURERS' SALES BRANCHES (With stocks	39	16,656	--	709	1,176
MANUFACTURERS' SALES OFFICES (Without stocks	13	3,864	---	73	135
PETROLEUM BULK STATIONS AND TERMINALS	14	7,986	4	16[illegible]	267
AGENTS AND BROKERS	74	35,096	80	179	278
ASSEMBLERS (Mainly farm products	8	2,383	7	19	32
BY KINDS OF BUSINESS:					
SERVICE AND LIMITED-FUNCTION WHOLESALERS	245	61,267	186	3,184	4,309
Automotive	20	2,[illegible]	13	210	281
Beer, wines, and liquors	9	2,259	8	1[illegible]	147
Clothing and furnishings	15	5,659	2[illegible]	74	121
Coal and coke	9	5,766	1	68	179
Drugs (general line	2	2,159	6	126	166
Drugs and drug sundries (specialty lines	5				
Dry goods (general line	5	2,671	5	15[illegible]	177
Dry goods (specialty lines	4	1,061	4	41	76
Electrical goods	13	3,764	4	197	324
Farm products--raw materials	7	1,745	7	6[illegible]	53
Farm products--consumer goods	30	6,763	36	435	545
Farm supplies	7	1,262	8	43	45
Groceries (general line	5	9,312	---	370	465
Groceries and foods (specialty lines)	18	1,773	17	156	166
Hardware	3	2,650	---	199	275
Lumber and construction materials	17	2,[illegible]	12	186	222
Machinery--equipment--supplies	32	4,[illegible]	19	[illegible]	500
Paper and its products	7	2,253	[illegible]	169	269
Plumbing and heating equipt and supls	4	[illegible]	[illegible]	27	39
Waste materials	9	734	6	172	91
All other	24	2,411	16	129	20[illegible]
MANUFACTURERS' SALES BRANCHES (With stocks	39	16,656	---	709	1,176
Groceries and foods (specialty lines	7	2,724	---	9[illegible]	162
Machinery--equipment--supplies	15	2,[illegible]	---	1[illegible]	320
All other products	17	10,117	---	415	694
PETROLEUM BULK STATIONS AND TERMINALS:					
Petroleum and its products	14	7,[illegible]	4	16[illegible]	267
AGENTS AND BROKERS	74	35,[illegible]	80	179	[illegible]
Automotive	3	453	4	8	11
Dry goods (specialty lines)	5	3,608	4	4	11
Farm products--raw materials	9	11,[illegible]	9	64	9[illegible]
Farm products--consumer goods	4	1,647	7	1[illegible]	21
Groceries and foods (specialty lines	2[illegible]	1[illegible]	2[illegible]	33	53
Hardware	3	2,146	-	11	2[illegible]
Lumber and construction materials	6	4[illegible]	-	5	9
Machinery--equipment--supplies	11	5[illegible]	8	26	56
All other	9	1,210	9	17	1[illegible]
ASSEMBLERS (Mainly farm products	8	2,[illegible]	7	19	32
Farm products--raw materials	3	2,[illegible]	---	14	2[illegible]
All other	5	75	-	4	4

[1] Employees and pay roll include paid executives of corporations but not the number and compensation of proprietors in unincorporated businesses.
[2] Sales include taxes.
[1] Some adjustments have been made in the 1935 figures for comparison purposes.
[2] Includes 2 chain-store warehouses not classified as wholesale establishments in 1935 and 1939.
[3] Data for 1935 exclude personnel and pay roll of 1 commission bulk station.
[4] Data for 1935 exclude personnel and pay roll of 1 commission bulk station. Also, some adjustments have been made in the 1935 figures for comparison purposes.

TABLE 12A.—CITIES OF 50,000 POPULATION OR MORE

ESTABLISHMENTS, SALES, PERSONNEL, AND PAY ROLL

TYPES OF OPERATION BY KINDS OF BUSINESS

TEXAS

CITY TYPE OF OPERATION KIND OF BUSINESS	Number of establishments	Sales (add 000)	Active proprietors, full-time and part-time owners, business	Number of employees* full-time and part-time Average for year	TOTAL PAY ROLL* (add 000)
AMARILLO					
TOTALS, 1939	147	$35,072	74	1,416	$2,174
1935 [1]	115	24,732	[1]51	[1]887	[1]1,333
SERVICE AND LIMITED-FUNCTION WHOLESALERS	93	19,719	47	974	1,454
MANUFACTURERS' SALES BRANCHES (With stocks)	20	8,777	---	337	582
MANUFACTURERS' SALES OFFICES (Without stocks)	6	1,763	---	22	34
PETROLEUM BULK STATIONS **	12	1,593	13	39	49
AGENTS AND BROKERS	11	1,508	11	20	31
ASSEMBLERS (Mainly farm products)	5	1,712	3	24	24
BY KINDS OF BUSINESS:					
SERVICE AND LIMITED-FUNCTION WHOLESALERS	93	19,719	47	974	1,454
Automotive	23	4,105	13	224	299
Beer, wines, and liquors	3	1,749	3	58	80
Electrical goods	6	986	2	47	62
Farm products--consumer goods	5	1,840	5	97	157
Groceries (general line)	5	2,657	---	107	146
Groceries and foods (specialty lines)	10	693	7	42	63
Lumber and construction materials	4	452	1	31	47
Machinery--equipment--supplies	8	666	5	41	69
Paper and its products	3	640	4	36	64
Plumbing and heating equipt and spls	4	1,319	---	68	122
Waste materials	3	246	4	18	10
All other	13	4,344	3	205	335
MANUFACTURERS' SALES BRANCHES (With stocks)	20	8,777	---	337	582
Groceries and foods (specialty lines)	6	2,827	---	107	176
Machinery--equipment--supplies	11	5,346	---	191	342
All other	3	604	---	39	64
PETROLEUM BULK STATIONS:					
Petroleum and its products	12	1,593	13	39	49
AGENTS AND BROKERS	11	1,508	11	20	31
Machinery--equipment supplies	4	112	2	13	19
All other	7	1,396	9	7	12
AUSTIN					
TOTALS, 1939	114	21,882	83	970	1,350
1935 [2]	92	15,134	[2]61	[2]637	[2]810
SERVICE AND LIMITED-FUNCTION WHOLESALERS	73	15,628	56	744	1,013
MANUFACTURERS' SALES BRANCHES (With stocks)	9				
MANUFACTURERS' SALES OFFICES (Without stocks)	2	1,939	-	94	158
PETROLEUM BULK STATIONS **	17	2,791	15	110	159
AGENTS AND BROKERS	10	1,209	10	16	17
ASSEMBLERS (Farm products--raw materials)	3	315	2	6	3
BY KINDS OF BUSINESS:					
SERVICE AND LIMITED-FUNCTION WHOLESALERS	73	15,628	56	744	1,013
Automotive	5	295	3	37	49
Beer, wines, and liquors	9	1,420	8	55	72
Electrical goods	3	67	3	11	8
Farm products--consumer goods	11	1,844	16	125	156
Groceries (general line)	4	2,527	2	115	178
Groceries and foods (specialty lines)	8	455	5	44	47
Machinery--equipment--supplies	5	128	3	13	14
Plumbing and heating equipt and spls	3	473	4	24	26
All other	25	7,419	14	320	463
PETROLEUM BULK STATIONS:					
Petroleum and its products	17	2,791	15	110	159
AGENTS AND BROKERS	10	1,209	10	16	17
Groceries and foods (specialty lines)	3	927	3	3	3
All other	7	282	7	13	14
BEAUMONT					
TOTALS, 1939	126	28,486	75	1,062	1,558
1935 [2]	90	23,129	[2]48	[2]853	[2]1,185
SERVICE AND LIMITED-FUNCTION WHOLESALERS [3]	82	17,233	58	776	1,125
MANUFACTURERS' SALES BRANCHES (With stocks)	17	4,391	--	157	222
MANUFACTURERS' SALES OFFICES (Without stocks)	5	1,465	---	15	30
PETROLEUM BULK STATIONS **	13	2,053	10	98	148
AGENTS AND BROKERS	9	3,344	7	16	33
BEAUMONT—Con.					
BY KINDS OF BUSINESS:					
SERVICE AND LIMITED-FUNCTION WHOLESALERS [3]	82	$17,233	58	776	$1,125
Automotive	8	536	9	58	76
Beer, wines, and liquors	8	952	8	72	76
Drugs and drug sundries (spclty lines)	3	850	1	33	61
Farm products--raw materials [4]	3	1,265	1	35	33
Farm products--consumer goods [4]	7	428	6	45	40
Groceries (general line)	6	5,515	1	245	374
Groceries and foods (specialty lines)	8	431	7	24	22
Lumber and construction materials	3	355	1	23	21
Machinery--equipment--supplies	19	3,108	7	92	232
Tobacco and products (except leaf)	4	1,301	5	26	26
Waste materials	5	690	5	46	34
All other	12	1,602	7	77	128
MANUFACTURERS' SALES BRANCHES (With stocks)	17	4,391	---	157	222
Groceries and foods (specialty lines)	10	3,539	--	125	171
All other	7	852	---	32	51
PETROLEUM BULK STATIONS:					
Petroleum and its products	13	2,053	10	98	148
AGENTS AND BROKERS	9	3,344	7	16	33
Groceries and foods (specialty lines)	3	2,850	3	1	1
All other	6	494	4	15	32
CORPUS CHRISTI					
TOTALS, 1939	178	46,181	112	1,385	1,858
1935 [1]	56	13,592	[1]19	[1]601	[1]791
SERVICE AND LIMITED-FUNCTION WHOLESALERS	111	26,709	71	996	1,336
MANUFACTURERS' SALES BRANCHES (With stocks)	17				
MANUFACTURERS' SALES OFFICES (Without stocks)	2	5,627	---	157	273
PETROLEUM BULK STATIONS **	17	3,380	11	109	143
AGENTS AND BROKERS	16	7,301	16	24	38
ASSEMBLERS (Mainly farm products)	15	3,164	15	99	68
BY KINDS OF BUSINESS:					
SERVICE AND LIMITED-FUNCTION WHOLESALERS	111	26,709	71	996	1,336
Automotive	7	580	3	51	96
Beer, wines, and liquors	10	2,480	8	107	142
Drugs and drug sundries (spclty lines)	5	108	6	7	6
Electrical goods	4	349	5	15	20
Farm products--raw materials	4	965	3	7	18
Farm products--consumer goods	7	1,071	4	124	138
Groceries (general line)	6	5,271	2	141	171
Groceries and foods (specialty lines)	19	2,311	16	134	145
Hardware	3	1,484	1	82	139
Lumber and construction materials	7	1,369	--	68	103
Machinery--equipment--supplies	23	9,124	8	123	226
Waste materials	4	347	5	65	46
All other	12	1,250	10	73	86
PETROLEUM BULK STATIONS:					
Petroleum and its products	17	3,380	11	109	143
AGENTS AND BROKERS	16	7,301	16	24	38
Farm products--raw materials	7	5,271	9	7	6
Machinery--equipment--supplies	4	122	3	12	17
All other	5	1,908	4	5	15
ASSEMBLERS (Mainly farm products)	15	3,164	15	99	68
Farm products--raw materials	10	2,792	9	22	17
Farm products--consumer goods	5	372	6	77	51
DALLAS					
(See page 325.)					
EL PASO					
TOTALS, 1939	231	48,766	134	1,986	2,978
1935	186	41,461	119	1,365	1,981
SERVICE AND LIMITED-FUNCTION WHOLESALERS	133	26,170	89	1,482	2,066
MANUFACTURERS' SALES BRANCHES (With stocks)	36	10,950	---	328	637
MANUFACTURERS' SALES OFFICES (Without stocks)	8	2,652	---	34	69
PETROLEUM BULK STATIONS **	13	1,881	5	60	105
AGENTS AND BROKERS	37	7,246	37	72	93
ASSEMBLERS (Farm products--consumer goods)	4	67	3	10	8

For footnotes, see end of table.

TABLE 12A.—CITIES OF 50,000 POPULATION OR MORE

ESTABLISHMENTS, SALES, PERSONNEL, AND PAY ROLL—Continued

TYPE OF OPERATION BY KINDS OF BUSINESS

TEXAS

CITY TYPE OF OPERATION KIND OF BUSINESS	Number of establishments	Sales (add 000)	Active proprietors of business establishments	Number of employees* (including proprietors) average for year	TOTAL PAY ROLL* (add 000)
EL PASO—Con.					
BY KINDS OF BUSINESS					
SERVICE AND LIMITED-FUNCTION WHOLESALERS	133	$26,170	89	1,482	$2,066
Amusement and sporting goods	8	765	6	26	27
Automotive	9	3,230	5	145	248
Beer, wines, and liquors	7	1,461	3	61	85
Chemicals and paints	3	371	-	14	17
Drugs (general line)	1	1,066	1	50	67
Drugs and drug sundries (spclty lines	4				
Dry goods (general line)	2	413	6	23	25
Dry goods (specialty lines)	3				
Electrical goods	3	771	2	40	77
Farm products--consumer goods	19	4,206	15	320	357
Groceries (general line)	6	2,170	4	112	137
Groceries and foods (specialty lines	18	1,212	20	95	71
Hardware	3	4,178	---	192	373
Lumber and construction materials	7	864	---	72	123
Machinery--equipment--supplies	20	2,185	10	159	270
Waste materials	4	416	6	38	29
All other	19	3,020	11	135	167
MANUFACTURERS' SALES BRANCHES					
(With stocks)	36	10,950	---	328	637
Groceries and foods (specialty lines)	11	4,548	---	133	230
Machinery--equipment--supplies	11	1,268	---	69	156
All other	14	5,134	---	127	242
PETROLEUM BULK STATIONS					
Petroleum and its products	13	1,661	5	60	108
AGENTS AND BROKERS	37	7,246	37	70	93
Farm products--raw materials	4	847	4	6	5
Farm products--consumer goods	5	1,213	6	9	7
Groceries and foods (specialty lines	10	3,002	8	19	26
Machinery--equipment--supplies	6	417	7	24	39
All other	12	1,367	12	14	16
FORT WORTH					
TOTALS, 1939	436	148,386	304	3,811	5,541
1935 [5]	281	116,492	172	2,661	3,913
1929	336	278,844	-	3,466	5,584
SERVICE AND LIMITED-FUNCTION WHOLESALERS	204	56,445	124	2,357	3,392
MANUFACTURERS' SALES BRANCHES					
(With stocks)	59	9,427	-	455	901
MANUFACTURERS' SALES OFFICES					
(Without stocks)	8	5,064	-	47	107
PETROLEUM BULK STATIONS	29	4,434	17	221	371
AGENTS AND BROKERS	122	81,018	139	1,132	1,532
ASSEMBLING (Mainly farm products	34	12,148	24	370	237
BY KINDS OF BUSINESS					
SERVICE AND LIMITED-FUNCTION WHOLESALERS	204	56,445	124	2,357	3,392
Amusement and sporting goods	2	186	1	18	20
Automotive	26	3,339	20	209	261
Beer, wines, and liquors	11	4,140	6	126	194
Drugs (general line	2	1,990	1	123	248
Drugs and drug sundries (spclty lines	5				
Electrical goods	13	3,453	6	113	207
Farm products--raw materials	6	15,624	6	302	324
Farm products--consumer goods	26	4,141	12	338	356
Groceries (general line	4	[illegible]	-	181	267
Groceries and foods (specialty lines	21	[illegible]	21	131	164
Hardware	3	[illegible]	-	88	95
Lumber and construction materials	7	[illegible]	4	91	94
Machinery--equipment--supplies	37	4,584	-	349	574
Paper and its products	4	570	-	4	6
Petroleum and its products	4	123	4	4	5
Plumbing and heating equipment and supp	7	1,730	1	127	211
Tobacco and products (except leaf	2	1,600	6	34	37
Waste materials	7	1,338	5	59	53
All other	15	1,927	9	189	203
MANUFACTURERS' SALES BRANCHES					
(With stocks)	33	9,427	-	455	901
Automotive	4	72	--	26	47
Groceries and foods (specialty lines)	8	4,61	---	165	272
Machinery--equipment--supplies	15	881		70	111
All other	16	3,591	--	196	327
PETROLEUM BULK STATIONS:					
Petroleum and its products	29	4,434	17	221	371

For footnotes, see end of table.

CITY TYPE OF OPERATION KIND OF BUSINESS	Number of establishments	Sales (add 000)	Active proprietors of business establishments	Number of employees* (including proprietors) average for year	TOTAL PAY ROLL* (add 000)
FORT WORTH—Con.					
AGENTS AND BROKERS	122	$[illegible]	119	192	$[illegible]
Farm products--raw materials	49	49,934	107	[illegible]	451
Farm products--consumer goods	6	1,474	-	8	9
Farm supplies	3	1,909	4	14	19
Groceries and foods (specialty lines)	7	4,487	5	13	26
Lumber and construction materials	5	463	4	12	18
Machinery--equipment--supplies	5	18[illegible]	-	21	45
All other	8	1,810		24	42
ASSEMBLING (Mainly farm products	34	12,105	24	12[illegible]	237
(Farm products--raw materials	20	[illegible]	20	137	181
All other	8	1,070	[illegible]	[illegible]	56
GALVESTON					
TOTALS, 1939	116	22,248	79	867	[illegible]
1935 [1]	107	19,310	69	598	1,[illegible]
SERVICE AND LIMITED-FUNCTION WHOLESALERS	85	20,786	68	596	908
MANUFACTURERS' SALES BRANCHES					
(With stocks)	2				
MANUFACTURERS' SALES OFFICES					
(Without stocks)	2	1,074	-	34	49
PETROLEUM BULK STATIONS AND TERMINALS	15	4,434	8	81	113
AGENTS AND BROKERS	9	2,986	6	12	17
ASSEMBLING (Mainly farm products	4	2,031	2	154	141
BY KINDS OF BUSINESS:					
SERVICE AND LIMITED-FUNCTION WHOLESALERS	85	20,786	68	596	908
Automotive	3	127	2	13	20
Beer, wines, and liquors	8	1,542	4	60	90
Farm products--raw materials	9	11,561	6	79	157
Farm products--consumer goods	17	2,121	16	107	1[illegible]
Groceries (general line	6	1,582	4	60	97
Groceries and foods (specialty lines	13	587	12	54	45
Lumber and construction materials	3	425	1	26	38
Machinery--equipment--supplies	6	131	3	19	21
Tobacco and products (except leaf	3	731	2	12	17
Waste materials	3	2[illegible]	4	12	14
All other	12	3,742	3	146	216
PETROLEUM BULK STATIONS AND TERMINALS:					
Petroleum and its products	15	4,434	6	81	113
AGENTS AND BROKERS	9	2,986	6	12	17
Farm products--raw materials	4	1,664	4	7	5
All other	4	1,3[illegible]	2	5	12
HOUSTON					
(See page 338.)					
SAN ANTONIO					
TOTALS, 1939	437	101,[illegible]	7[illegible]	5,697	[illegible]
1935 [1]	438	86,773	[illegible]	[illegible]	[illegible]
1929	3[illegible]	129,147	-	[illegible]	[illegible]
SERVICE AND LIMITED-FUNCTION WHOLESALERS	246	61,143	73	4,157	4,406
MANUFACTURERS' SALES BRANCHES					
(With stocks)	54	16,519	-	9[illegible]	1,339
MANUFACTURERS' SALES OFFICES					
(Without stocks)	3	4,7[illegible]	-	30	[illegible]
PETROLEUM BULK STATIONS AND TERMINALS	16	6,151	2	[illegible]	[illegible]
AGENTS AND BROKERS	86	[illegible]	26	[illegible]	346
ASSEMBLING (Mainly farm products	27	2,162	29	2[illegible]	94
BY KINDS OF BUSINESS:					
SERVICE AND LIMITED-FUNCTION WHOLESALERS	[illegible]	61,143	73	4,157	4,406
Amusement and sporting goods	[illegible]	32	1	32	41
Automotive	21	4,949	12	2[illegible]	546
Beer, wines, and liquors	10	4,9[illegible]	4	170	274
Chemicals and paints	7	674	4	4[illegible]	73
Clothing and furnishings	1[illegible]	948	[illegible]	43	42
Drugs (general line	[illegible]	1,703	[illegible]	149	[illegible]
Drugs and drug sundries (spclty lines	[illegible]				
Dry goods (general line	[illegible]	1,[illegible]	[illegible]	[illegible]	[illegible]
Dry goods (specialty lines	1[illegible]				
Electrical goods	10	1,88[illegible]	4	102	[illegible]
Farm products--raw materials	[illegible]	1,459	4	77	[illegible]

TABLE 12A.—CITIES OF 50,000 POPULATION OR MORE

ESTABLISHMENTS, SALES, PERSONNEL, AND PAY ROLL—Continued

TYPES OF OPERATION BY KINDS OF BUSINESS

TEXAS

CITY TYPE OF OPERATION KIND OF BUSINESS	Number of establishments	Sales (add 000)	Active proprietors of unincorporated businesses	Number of employees* (full-time and part-time) Average for year	TOTAL PAY ROLL* (add 000)
SAN ANTONIO—Con.					
SERVICE AND LIMITED FUNCTION WHOLESALERS—Con.					
Farm products--consumer goods	42	$6,148	48	443	$388
Farm supplies	3	718	6	32	27
Furniture and house furnishings	5	930	1	84	106
Groceries (general line)	7	9,112	1	242	287
Groceries and foods (specialty lines)	53	4,985	36	1,125	687
Hardware	5	1,500	---	97	129
Jewelry	3	932	5	66	62
Lumber and construction materials	10	1,540	---	104	147
Machinery--equipment--supplies	41	4,460	35	377	454
Paper and its products	6	810	3	49	73
Petroleum and its products	7	533	5	34	44
Plumbing and heating equipt and spls	6	994	4	74	96
Tobacco and products (except leaf)	4	5,588	3	81	108
Waste materials	9	730	12	80	60
All other	13	593	11	61	52
MANUFACTURERS' SALES BRANCHES (With stocks)	50	16,619		901	1,339
Automotive	5	1,372	---	71	124
Groceries and foods (specialty lines)	13	6,061	--	290	407
Machinery--equipment--supplies	16	4,087	---	261	417
All other	17	5,119	---	279	391
PETROLEUM BULK STATIONS:					
Petroleum and its products	16	6,191	6	245	372
AGENTS AND BROKERS	58	32,314	67	213	349
Farm products--raw materials	14	18,342	17	129	214
Farm products--consumer goods	5	1,893	7	6	13
Groceries and foods (specialty lines)	16	9,785	19	32	55
Lumber and construction materials	5	1,345	5	1	2
Machinery--equipment--supplies	6	383	6	26	50
All other	12	566	13	17	15
ASSEMBLERS (Mainly farm products)	12	2,162	12	126	64
Groceries and foods (specialty lines)	4	368	4	86	26
All other	8	1,794	8	40	38

CITY TYPE OF OPERATION KIND OF BUSINESS	Number of establishments	Sales (add 000)	Active proprietors of unincorporated businesses	Number of employees* (full-time and part-time) Average for year	TOTAL PAY ROLL* (add 000)
WACO					
TOTALS, 1939	144	$33,051	89	1,435	$1,868
1935 [1]	117	31,219	[2]86	[2]1,140	[2]1,503
SERVICE AND LIMITED-FUNCTION WHOLESALERS	88	21,812	54	1,096	1,404
MANUFACTURERS' SALE BRANCHES (With stocks)	12	2,307	---	108	167
MANUFACTURERS' SALES OFFICES (Without stocks)	4	3,009	---	35	97
PETROLEUM BULK STATIONS AND TERMINALS [6*]	17	2,226	14	108	125
AGENTS AND BROKERS	11	2,077	9	19	26
ASSEMBLERS (Mainly farm products)	12	1,620	12	69	49
BY KINDS OF BUSINESS:					
SERVICE AND LIMITED-FUNCTION WHOLESALERS	88	21,812	54	1,096	1,404
Automotive	8	1,724	3	116	149
Beer, wines, and liquors	8	1,201	6	46	45
Drugs (general line)	2	2,724	1	137	222
Drugs and drug sundries (spclty lines)	4				
Farm products--raw materials	4	4,678	3	35	61
Farm products--consumer goods	8	1,684	[illegible]	124	127
Furniture and housefurnishings	3	131	3	9	7
Groceries (general line)	4	3,860	2	196	264
Groceries and foods (specialty lines)	13	1,003	10	62	46
Machinery--equipment--supplies	14	1,552	9	87	118
Waste material	4	208	3	20	11
All other	16	3,247	5	264	354
MANUFACTURERS' SALES BRANCHES (With stocks)	12	2,307	---	108	167
Groceries and foods (specialty lines)	7	1,845	---	79	125
All other	5	462	---	29	42
PETROLEUM BULK STATIONS AND TERMINALS:					
Petroleum and its products	17	2,226	14	108	125
AGENTS AND BROKERS	11	2,077	9	19	26
Groceries and foods (specialty lines)	3	943	2	7	12
All other	[illegible]	1,134	7	12	14
ASSEMBLERS (Mainly farm products)	12	1,620	12	69	49
Farm products--raw materials	7	1,472	6	49	40
All other	5	148	6	20	9

UTAH

CITY TYPE OF OPERATION KIND OF BUSINESS	Number of establishments	Sales (add 000)	Active proprietors of unincorporated businesses	Number of employees* (full-time and part-time) Average for year	TOTAL PAY ROLL* (add 000)
SALT LAKE CITY					
TOTALS, 1939	444	$129,699	223	4,880	$8,100
1935	407	99,536	155	3,982	6,249
1929	334	130,332	---	4,515	7,667
SERVICE AND LIMITED-FUNCTION WHOLESALERS	271	64,887	156	3,325	5,183
MANUFACTURERS' SALES BRANCHES (With stocks)	74	32,323	1	1,095	2,030
MANUFACTURERS' SALES OFFICES (Without stocks)	17	6,609	---	100	250
PETROLEUM BULK STATIONS [6*]	[illegible]	4,541	---	145	246
AGENTS AND BROKERS	63	16,565	64	150	294
ASSEMBLERS	10	4,774	2	65	97
BY KINDS OF BUSINESS:					
SERVICE AND LIMITED-FUNCTION WHOLESALERS	271	64,887	156	3,325	5,183
Amusement and sporting goods	5	255	3	25	38
Automotive	40	9,536	30	468	709
Chemicals and paints	[illegible]	1,380	2	147	197
Clothing and furnishings	6	672	4	35	54
Drugs and drug sundries (specialty lines)	4	161	--	11	14
Dry goods (general line)	2	1,302	--	79	156
Dry goods (specialty lines)	2				
Electrical goods	11	5,121	4	243	460
Farm products--raw materials	6	1,104	4	31	39
Farm products--consumer goods	31	3,515	24	257	263
Farm supplies	7	1,471	[illegible]	65	91
Furniture and house furnishings	6	1,497	---	52	95
Groceries (general line)	6	6,721	---	186	246
Groceries and foods (specialty lines)	29	2,749	28	204	263
Jewelry	3	299	5	16	13
Lumber and construction materials	11	6,630	2	218	375
Machinery--equipment--supplies	45	6,167	16	398	714
Paper and its products	5	1,014	3	69	87

CITY TYPE OF OPERATION KIND OF BUSINESS	Number of establishments	Sales (add 000)	Active proprietors of unincorporated businesses	Number of employees* (full-time and part-time) Average for year	TOTAL PAY ROLL* (add 000)
SALT LAKE CITY—Con.					
SERVICE AND LIMITED-FUNCTION WHOLESALERS—Con.					
Petroleum and its products	4	$56	1	8	$7
Plumbing and heating equipt and spls	7	1,218	3	69	98
Tobacco and products (except leaf)	3	2,372	1	43	66
Waste materials	6	428	7	49	63
All other	24	11,179	15	652	1,135
MANUFACTURERS' SALES BRANCHES (With stocks)	74	32,323	1	1,095	2,030
Amusement and sporting goods	9	2,655	---	195	322
Automotive	9	9,241	---	180	380
Chemicals and paints	[illegible]	1,010	1	63	113
Machinery--equipment--supplies	16	3,964	--	190	366
Paper and its products	4	1,616	--	86	142
All other	32	13,837	--	375	707
PETROLEUM BULK STATIONS:					
Petroleum and its products	9	4,541	---	145	246
AGENTS AND BROKERS	63	16,565	64	150	294
Electrical goods	4	308	4	8	11
Farm products--raw materials	4	3,692	6	21	59
Furniture and house furnishings	3	383	2	7	12
Hardware	5	400	4	7	10
Lumber and construction materials	5	1,152	1	11	42
Machinery--equipment--supplies	15	1,367	15	37	76
Metals and metal work (except scrap)	[illegible]	326	5	5	4
Plumbing and heating equipt and spls	3	154	5	4	5
All other	20	8,783	22	49	75
ASSEMBLERS (Mainly farm products)	10	4,774	2	65	97
Farm products--raw materials	4	846	---	18	29
Farm products--consumer goods	6	3,928	2	47	68

* Employees and pay roll include paid executives of corporations but not the number and compensation of proprietors of unincorporated businesses

[6*] Sales include taxes.

[1] Data for 1935 excludes personnel and pay roll of 3 commission bulk stations.

[2] Data for 1935 excludes personnel and pay roll of 2 commission bulk stations.

[3] Includes 2 assemblers (mainly farm products).

[4] Includes 1 assembler (mainly farm products).

[5] Data for 1935 excludes personnel and pay roll of 1 commission bulk station. Also, some adjustments have been made in the 1935 figures for comparison purposes.

PART 12A. CITIES OF 50,000 POPULATION OR MORE

VIRGINIA

CITY TYPE OF OPERATION KIND OF BUSINESS	Number of establishments	Sales* (add 000)	Number of establishments	Number of establishments	Payroll* (add 000)
NORFOLK					
TOTALS, 1939	342	$10,[illegible]	182	1,147	$1,154
1935	312	68,279	135	2,873	4,202
1929	319	138,788	---	2,[illegible]	4,[illegible]
SERVICE AND LIMITED-FUNCTION WHOLESALERS	214	50,971	101	2,419	3,561
MANUFACTURERS' SALES BRANCHES (With stocks)	21	21,012	1	617	999
MANUFACTURERS' SALES OFFICES (Without stocks)	3				
PETROLEUM BULK STATIONS AND TERMINALS[1]	8	5,689	2	105	164
AGENTS AND BROKERS	60	24,714	52	189	284
ASSEMBLERS (Mainly farm products)	14	3,905	5	813	528
BY KINDS OF BUSINESS:					
SERVICE AND LIMITED-FUNCTION WHOLESALERS	214	50,971	101	2,419	3,561
Automotive	8	567	---	21	58
Beer, wines, and liquors	6	1,674	2	79	117
Chemicals and paints	6	1,512	2	52	48
Clothing and furnishings	6	336	6	21	30
Coal and coke	7	2,310	2	43	93
Dry goods (general line)	1	270	4	19	27
Dry goods (specialty lines)	3				
Electrical goods	11	3,352	3	119	237
Farm products—consumer goods	26	2,829	16	183	217
Farm supplies	7	1,776	3	92	117
Groceries (general line)	5	4,370	---	196	176
Groceries and foods (specialty lines)	44	6,550	20	344	479
Hardware	4	1,709	2	85	159
Lumber and construction materials	9	4,186	---	154	263
Machinery—equipment—supplies	23	4,013	12	249	426
Metals and metal work (except scrap)	4	621	1	30	80
Paper and its products	5	1,652	1	103	172
Plumbing and heating equipment and supplies	5	1,494	---	146	151
Tobacco and products (except leaf)	5	5,326	2	109	208
Waste materials	8	1,491	12	71	53
All other	23	3,832	5	259	430
PETROLEUM BULK STATIONS AND TERMINALS:					
Petroleum and its products	6	5,689	2	105	164
AGENTS AND BROKERS	60	24,714	53	189	284
Coal and coke	4	2,756	---	29	65
Farm products--consumer goods	12	1,186	6	25	36
Groceries and foods (specialty lines)	27	13,852	25	93	127
Lumber and construction materials	4	199	4	5	3
Machinery—equipment—supplies	6	538	5	12	20
All other	9	8,181	11	34	35
ASSEMBLERS (Mainly farm products)	14	3,905	5	813	528
Groceries and foods (specialty lines)	7	1,868	3	687	434
All other	7	2,037	2	126	92
PORTSMOUTH					
TOTALS, 1939	35	4,515	28	359	317
1935	30	4,098	19	271	282
SERVICE AND LIMITED-FUNCTION WHOLESALERS[1]	31	3,715	27	334	273
PETROLEUM BULK STATIONS[2]	4	800	1	25	44
BY KINDS OF BUSINESS:					
SERVICE AND LIMITED-FUNCTION WHOLESALERS[1]	31	3,715	27	334	273
Automotive	3	178	1	22	35
Beer, wines, and liquors	3	265	4	12	14
Farm products--consumer goods	3	319	2	18	13
Groceries and foods (specialty lines)[1]	8	1,611	10	201	123
Waste materials	4	117	4	16	13
All other	10	1,223	6	65	75
RICHMOND					
TOTALS, 1939	453	206,066	206	8,913	13,159
1935[2]	413	172,420	172	6,664	9,584
1929	411	218,159	---	6,942	10,996
SERVICE AND LIMITED-FUNCTION WHOLESALERS	269	104,745	105	4,907	6,126
MANUFACTURERS' SALES BRANCHES (With stocks)	59	29,879	1	1,020	1,887
MANUFACTURERS' SALES OFFICES (Without stocks)	14	9,417	—	91	167
PETROLEUM BULK STATIONS AND TERMINALS[2]	17	9,642	13	278	436
AGENTS AND BROKERS	83	32,971	65	973	970
ASSEMBLERS (Mainly farm products)	11	21,412	4	1,644	1,549
RICHMOND—Con.					
BY KINDS OF BUSINESS:					
SERVICE AND LIMITED-FUNCTION WHOLESALERS	269	$104,745	105	4,907	6,126
Automotive	8	1,170	2	427	518
Beer, wines, and liquors	10	3,027	2	[illegible]	54
Chemicals and paints	4	1,961	---	98	171
Clothing and furnishings	6	2,951	2	154	[illegible]
Coal and coke	8	1,963	1	[illegible]	73
Dry goods (general line)	4	3,895	---	[illegible]	[illegible]
Dry goods (specialty lines)	2	16[illegible]	[illegible]	[illegible]	[illegible]
Dry goods (general line)	2	[illegible]	2	[illegible]	[illegible]
Dry goods (specialty lines)	2	[illegible]	[illegible]	[illegible]	[illegible]
Electrical goods	14	[illegible]	2	[illegible]	[illegible]
Farm products--raw materials	9	17,909	2	[illegible]	[illegible]
Farm products--consumer goods	14	[illegible]	9	[illegible]	[illegible]
Farm supplies	4	18,[illegible]	10	571	771
Groceries (general line)	9	4,520	[illegible]	[illegible]	[illegible]
Groceries and foods (specialty lines)	37	7,007	31	[illegible]	[illegible]
Hardware	1	2,684	---	[illegible]	[illegible]
Lumber and construction materials	14	3,545	6	[illegible]	[illegible]
Machinery—equipment—supplies	37	7,128	16	[illegible]	[illegible]
Metals and metal work (except scrap)	2	1,016	1	[illegible]	[illegible]
Paper and its products	12	3,951	2	[illegible]	[illegible]
Petroleum and its products	5	536	5	[illegible]	[illegible]
Plumbing and heating equipment and supplies	4	2,032	---	152	[illegible]
Tobacco and products (except leaf)	3	[illegible]	---	98	[illegible]
Waste materials	11	1,579	4	157	143
All other	16	1,527	7	162	[illegible]
MANUFACTURERS' SALES BRANCHES (With stocks)	59	29,879	1	1,020	[illegible]
Automotive	8	2,750	---	96	19
Chemicals and paints	5	2,378	---	77	[illegible]
Groceries and foods (specialty lines)	12	12,505	---	219	[illegible]
Machinery—equipment—supplies	18	4,678	1	[illegible]	[illegible]
All other	15	7,568	---	[illegible]	44[illegible]
PETROLEUM BULK STATIONS AND TERMINALS:					
Petroleum and its products	17	9,642	13	278	436
AGENTS AND BROKERS	83	32,971	65	973	970
Farm products--raw materials	11	11,[illegible]	7	671	441
Farm products--consumer goods	12	1,604	16	[illegible]	58
Groceries and foods (specialty lines)	16	10,369	12	9	13
Lumber and construction materials	6	[illegible]	2	[illegible]	21
Machinery--equipment--supplies	20	1,961	15	[illegible]	124
Plumbing and heating equipment and supplies	5	1,975	4	14	[illegible]
All other	13	4,431	8	89	120
ASSEMBLERS (Mainly farm products)	11	21,412	4	1,644	1,549
Farm products—raw materials	6	19,546	3	1,635	1,532
All other	5	1,866	1	9	17
ROANOKE					
TOTALS, 1939	136	37,524	69	1,404	2,061
1935	123	26,196	55	940	1,222
SERVICE AND LIMITED-FUNCTION WHOLESALERS[3]	72	18,380	49	9[illegible]	1,353
MANUFACTURERS' SALES BRANCHES (With stocks)	18	[illegible]	---	283	395
MANUFACTURERS' SALES OFFICES (Without stocks)	2				
PETROLEUM BULK STATIONS[2]	11	3,568	2	97	157
AGENTS AND BROKERS	23	9,281	18	104	156
BY KINDS OF BUSINESS:					
SERVICE AND LIMITED-FUNCTION WHOLESALERS[3]	76	18,[illegible]	49	9[illegible]	1,353
Automotive	5	[illegible]	2	[illegible]	122
Beer, wines, and liquors	3	430	3	28	34
Electrical goods	6	2,380	---	66	124
Farm products--consumer goods[3]	5	1,[illegible]	9	93	96
Groceries (general line)	2	4,5[illegible]	17	18[illegible]	230
Groceries and foods (specialty lines)	13				
Hardware	3	[illegible]	---	111	304
Machinery--equipment--supplies	10	1,265	4	89	130
Paper and its products	4	[illegible]	---	67	66
All other	[illegible]	4,937	10	[illegible]	[illegible]
PETROLEUM BULK STATIONS:					
Petroleum and its products	11	3,568	2	97	157
AGENTS AND BROKERS	23	9,281	18	104	156
Coal and coke	5	1,788	1	14	55
Groceries and foods (specialty lines)	7	4,[illegible]	4	34	[illegible]
Machinery--equipment--supplies	6	[illegible]	7	10	[illegible]
All other	7	2,890	6	47	[illegible]

* Employees and pay roll include part executives of corporations but not the number and compensation of proprietors of unincorporated businesses.

** Sales include taxes.

1 Includes 2 assemblers.

2 Adjustments have been made in the 1935 figures for comparison purposes.

3 Includes 1 assembler.

TABLE 12A.—CITIES OF 50,000 POPULATION OR MORE

[illegible] Sales, Proprietors, and Pay Roll

[illegible] Operations by Kinds of Business

WASHINGTON

CITY TYPE OF OPERATION KIND OF BUSINESS	Number of establishments	Sales (add 000)	Active proprietors [illegible]	Number of employees * [illegible] average for year	TOTAL PAY ROLL * (add 000)
SEATTLE					
(See page 411.)					
SPOKANE					
TOTALS, 1939	299	$76,081	171	3,153	$5,098
1935	272	67,435	124	2,855	4,282
1929	256	134,049	---	4,473	7,285
SERVICE AND LIMITED-FUNCTION WHOLESALERS	189	42,694	117	2,239	3,519
MANUFACTURERS' SALES BRANCHES (With stocks)	37	11,406	---	552	989
MANUFACTURERS' SALES OFFICES (Without stocks)	6	1,882	—	22	54
PETROLEUM BULK STATIONS **	17	5,182	10	220	356
AGENTS AND BROKERS	43	13,317	41	87	134
ASSEMBLERS (Mainly farm products)	7	1,600	3	33	46
BY KINDS OF BUSINESS:					
SERVICE AND LIMITED-FUNCTION WHOLESALERS	189	42,694	117	2,239	3,519
Amusement and sporting goods	6	515	8	46	69
Automotive	29	6,260	23	368	570
Chemicals and paints	3	87	2	6	11
Clothing and furnishings	4	295	2	16	36
Drugs and drug sundries (spclty lines)	3	46	2	4	5
Electrical goods	12	2,795	4	124	237
Farm products--raw materials	5	1,349	—	71	89
Farm products—consumer goods	18	3,318	14	156	216
Farm supplies	3	481	1	25	31
Furniture and house furnishings	3	427	---	17	27
Groceries (general line)	3	6,452	---	176	296
Groceries and foods (specialty lines)	15	1,077	13	82	113
Hardware	3	4,042	---	281	455
Lumber and construction materials	15	2,850	11	100	143
Machinery—equipment—supplies	30	2,797	12	201	344
Paper and its products	3	983	2	59	108
Plumbing and heating equipt and spls	3	798	1	38	63
Waste materials	5	610	6	45	60
All other	26	7,512	16	424	648
MANUFACTURERS' SALES BRANCHES (With stocks)	37	11,406	---	552	989
Automotive	5	1,749	—	56	125
Groceries and foods (specialty lines)	8	3,443	—	132	245
Machinery—equipment--supplies	11	3,249	—	213	385
All other	13	2,965	—	151	234
PETROLEUM BULK STATIONS:					
Petroleum and its products	17	5,182	10	220	356

CITY TYPE OF OPERATION KIND OF BUSINESS	Number of establishments	Sales (add 000)	Active proprietors [illegible]	Number of employees * [illegible] average for year	TOTAL PAY ROLL * (add 000)
SPOKANE—Con.					
AGENTS AND BROKERS	43	$13,317	41	87	$134
Clothing and furnishings	5	470	5	---	---
Farm products—raw materials	11	7,560	13	25	43
Groceries and foods (specialty lines)	12	3,561	10	19	32
Machinery--equipment--supplies	5	146	6	20	31
All other	10	1,580	7	23	28
ASSEMBLERS (Mainly farm products)	7	1,600	3	33	46
Farm products--raw materials	3	1,140	2	16	27
All other	4	460	1	17	19
TACOMA					
TOTALS, 1939	206	60,111	99	2,067	3,737
1935	200	49,544	93	1,836	3,062
1929 [1]	150	55,940	---	2,661	3,953
SERVICE AND LIMITED-FUNCTION WHOLESALERS	146	35,283	[illegible]	1,442	2,570
MANUFACTURERS' SALES BRANCHES (With stocks)	20				
MANUFACTURERS' SALES OFFICES (Without stocks)	3	7,041	—	275	531
PETROLEUM BULK STATIONS AND TERMINALS **	15	8,991	4	182	334
AGENTS AND BROKERS	14	7,166	4	86	193
ASSEMBLERS (Mainly farm products)	8	1,630	3	82	109
BY KINDS OF BUSINESS:					
SERVICE AND LIMITED-FUNCTION WHOLESALERS	146	35,283	[illegible]	1,442	2,570
Amusement and sporting goods	3	201	2	12	11
Automotive	15	1,052	8	104	151
Beer, wines, and liquors	6	1,067	4	52	114
Electrical goods	6	1,158	3	27	72
Farm products--consumer goods	22	3,819	15	255	436
Groceries (general line)	10	4,534	—	220	329
Groceries and foods (specialty lines)	23	2,352	21	113	205
Lumber and construction materials	10	10,592	8	114	298
Machinery--equipment--supplies	17	845	7	83	118
Tobacco and products (except leaf)	3	1,805	—	33	69
Waste materials	7	75	6	9	8
All other	24	7,783	14	420	759
PETROLEUM BULK STATIONS AND TERMINALS:					
Petroleum and its products	15	8,991	4	182	334
AGENTS AND BROKERS	14	7,166	4	[illegible]	193
Groceries and foods (specialty lines)	3	2,183	---	14	31
Lumber and construction materials	4	3,506	1	27	73
All other	7	1,477	3	45	89

* Employees and pay roll include paid executives of corporations but not the number and compensation of proprietors of unincorporated businesses.

** Sales include taxes.

[1] Includes 1 chain-store warehouse not classified as a wholesale establishment in 1935 and 1939.

TABLE 12A.—CITIES OF 50,000 POPULATION OR MORE

[illegible]

[illegible]

CITY TYPE OF OPERATION KIND OF BUSINESS	Number of establishments	Sales (add 000)	Average number of employees	Number of proprietors, members of firm, and unpaid family workers	TOTAL PAY ROLL[e]
CHARLESTON					
TOTALS, 1939	208	$67,782	77	2,658	$4,584
1935	161	49,399	67	1,457	3,219
SERVICE AND LIMITED-FUNCTION WHOLESALERS[1]	154	42,018	67	2,129	3,607
MANUFACTURERS' SALES BRANCHES (With stocks)	20	6,818		264	444
MANUFACTURERS' SALES OFFICES (Without stocks)	5	1,785		11	25
PETROLEUM BULK STATIONS[ee]	9	4,712	1	142	216
AGENTS AND BROKERS	20	11,429	9	112	262
BY KINDS OF BUSINESS:					
SERVICE AND LIMITED-FUNCTION WHOLESALERS[1]	154	42,018	67	2,129	3,607
Automotive	25	8,087	12	277	455
Beer, wines, and liquors	7	1,590	1	93	147
Electrical goods	11	2,692	4	180	311
Farm products--consumer goods[1]	20	2,470	15	198	326
Farm supplies	4	176	4	8	6
Furniture and house furnishings	3	1,051	1	59	128
Groceries (general line)	8	6,746	2	242	392
Groceries and foods (specialty lines)	13	2,616	8	146	224
Hardware	6	2,365	-	147	289
Lumber and construction materials	4	468	1	43	64
Machinery--equipment--supplies	28	5,939	8	286	536
Plumbing and heating equipment and spls.	5	463	2	27	54
Tobacco and products (except leaf)	3	1,509	4	21	35
Waste materials	4	1,024	1	78	101
All other	16	5,844	3	327	575
MANUFACTURERS' SALES BRANCHES (With stocks)	20	6,818	---	264	444
Groceries and foods (specialty lines)	8	4,043	---	123	201
Machinery--equipment--supplies	6	477	---	63	98
All other	6	2,298	---	78	145
PETROLEUM BULK STATIONS:					
Petroleum and its products	9	4,712	1	142	216
AGENTS AND BROKERS	20	11,429	9	112	262
Coal and coke	4	6,554	---	57	166
Groceries and foods (specialty lines)	6	1,830	4	7	8
Machinery--equipment--supplies	3	288	1	20	34
All other	7	2,792	4	28	52
HUNTINGTON					
TOTALS, 1939	184	39,907	104	1,644	2,561
1935	153	32,023	91	1,276	1,884
SERVICE AND LIMITED-FUNCTION WHOLESALERS	136	28,466	88	1,260	1,886
MANUFACTURERS' SALES BRANCHES (With stocks)	16	7,497	1	215	425
MANUFACTURERS' SALES OFFICES (Without stocks)	6	2,961	---	23	60
PETROLEUM BULK STATIONS[ee]	9	2,476	1	86	128
AGENTS AND BROKERS	17	4,123	12	35	56
ASSEMBLERS (Mainly farm products)	4	364	-	25	12
BY KINDS OF BUSINESS:					
SERVICE AND LIMITED-FUNCTION WHOLESALERS	136	28,466	88	1,260	1,886
Automotive	16	636	14	91	128
Beer, wines, and liquors	4	458	2	54	67
Clothing and furnishings	5	716	1	37	77
Coal and coke	3	743	-	8	24
Electrical goods	4	659	7	26	64
Farm products--consumer goods	32	2,463	35	112	121

CITY TYPE OF OPERATION KIND OF BUSINESS	Number of establishments	Sales (add 000)	Average number of employees	Number of proprietors, members of firm, and unpaid family workers	TOTAL PAY ROLL[e]
HUNTINGTON—Con.					
SERVICE AND LIMITED-FUNCTION WHOLESALERS—Con.					
Groceries (general line)	2	[illegible]	[illegible]	[illegible]	[illegible]
Groceries and foods (specialty lines)	16	1,[illegible]	[illegible]	[illegible]	104
Hardware	4	[illegible]	[illegible]	171	[illegible]
Lumber and construction materials	8	[illegible]	[illegible]	57	[illegible]
Machinery--equipment--supplies	16	2,237	[illegible]	146	266
Paper and its products	2	124	[illegible]	[illegible]	[illegible]
Plumbing and heating equipt and spls	2	371	[illegible]	[illegible]	[illegible]
Waste materials	4	[illegible]	[illegible]	[illegible]	[illegible]
All other	17	5,184	4	299	447
MANUFACTURERS' SALES BRANCHES (With stocks)	16	7,497	[illegible]	[illegible]	[illegible]
Groceries and foods (specialty lines)	6	[illegible]	[illegible]	[illegible]	[illegible]
Machinery--equipment--supplies	4	1,157	---	41	34
All other	[illegible]	4,259	---	[illegible]	[illegible]
PETROLEUM BULK STATIONS:					
Petroleum and its products	9	2,476	1	86	[illegible]
AGENTS AND BROKERS	17	4,123	12	35	56
Farm products--consumer goods	4	[illegible]	[illegible]	[illegible]	[illegible]
Groceries and foods (specialty lines)	3	1,[illegible]	[illegible]	10	[illegible]
All other	6	1,[illegible]	[illegible]	[illegible]	[illegible]
WHEELING					
TOTALS, 1939	173	42,[illegible]	[illegible]	1,954	2,845
1935	166	37,687	79	1,691	2,[illegible]
SERVICE AND LIMITED-FUNCTION WHOLESALERS[1]	137	26,887	72	1,469	2,147
MANUFACTURERS' SALES BRANCHES (With stocks)	15	5,190	2	340	4[illegible]
MANUFACTURERS' SALES OFFICES (Without stocks)	4	6,016	-	43	[illegible]
PETROLEUM BULK STATIONS[ee]	7	2,768	2	79	125
AGENTS AND BROKERS	10	1,[illegible]	[illegible]	[illegible]	34
BY KINDS OF BUSINESS:					
SERVICE AND LIMITED-FUNCTION WHOLESALERS[1]	137	26,887	72	1,469	2,147
Automotive	17	2,436	1	[illegible]	259
Beer, wines, and liquors	12	1,425	5	93	109
Chemicals and paints	2	179	-	[illegible]	[illegible]
Electrical goods	9	1,770	1	89	183
Farm products--consumer goods[1]	14	2,392	[illegible]	[illegible]	275
Groceries (general line)	5	2,195	-	[illegible]	146
Groceries and foods (specialty lines)	12	1,772	11	[illegible]	126
Hardware	4	1,[illegible]	1	[illegible]	127
Lumber and construction materials	11	1,513	[illegible]	100	167
Machinery--equipment--supplies	12	[illegible]	8	[illegible]	91
Paper and its products	4	332	1	37	52
Tobacco and products (except leaf)	5	4,831	-	[illegible]	274
Waste materials	9	521	7	73	70
All other	19	3,627	8	[illegible]	267
MANUFACTURERS' SALES BRANCHES (With stocks)	15	5,19[illegible]	[illegible]	74	[illegible]
Groceries and foods (specialty lines)	5	1,750	2	67	112
Machinery--equipment--supplies	5	342	---	[illegible]	89
All other	5	3,098	---	[illegible]	[illegible]
PETROLEUM BULK STATIONS:					
Petroleum and its products	7	2,768	2	79	125
AGENTS AND BROKERS	10	1,227	[illegible]	[illegible]	34
Machinery--equipment--supplies	4	189	3	17	24
All other	6	1,038	3	2	10

[e] Employees and pay roll include part executives of corporations but not the number and compensation of proprietors of unincorporated businesses.
[ee] Sales include taxes.
[1] Includes 1 assembler of farm products--consumer goods.

TABLE 12A.—CITIES OF 50,000 POPULATION OR MORE

ESTABLISHMENTS, SALES, PERSONNEL, AND PAY ROLL

TYPES OF OPERATION BY KINDS OF BUSINESS

WISCONSIN

CITY TYPE OF OPERATION KIND OF BUSINESS	Number of establishments	Sales (add 000)	Active proprietors	Number of employees* (including active proprietors) Average for year	TOTAL PAY ROLL* (add 000)
MADISON					
TOTALS, 1939	147	$33,580	66	1,455	$2,379
1935 [1]	126	22,373	[1]44	[1]1,108	[1]1,654
SERVICE AND LIMITED-FUNCTION WHOLESALERS [2]	108	23,886	51	1,132	1,748
MANUFACTURERS' SALES BRANCHES (With stocks)	16				
MANUFACTURERS' SALES OFFICES (Without stocks)	3	5,039	---	206	398
PETROLEUM BULK STATIONS **	13	3,794	6	101	173
AGENTS AND BROKERS	7	869	3	16	60
BY KINDS OF BUSINESS:					
SERVICE AND LIMITED-FUNCTION WHOLESALERS [2]	108	23,886	51	1,132	1,748
Automotive	15	928	3	135	167
Beer, wines, and liquors	12	3,455	5	119	186
Chemical and paints	3	130	1	8	16
Electrical goods	7	921	1	52	71
Farm products--consumer goods [2]	8	5,438	3	168	244
Farm supplies	4	1,766	1	68	99
Groceries (general line)	4	3,480	--	114	171
Groceries and foods (specialty lines)	14	2,324	13	128	188
Hardware	3	898	---	51	92
Lumber and construction materials	5	332	3	12	22
Machinery--equipment--supplies	12	1,284	6	130	225
Paper and its products	3	670	3	49	94
Waste materials	3	283	2	25	33
All other	17	1,979	10	103	140

CITY TYPE OF OPERATION KIND OF BUSINESS	Number of establishments	Sales (add 000)	Active proprietors	Number of employees* (including active proprietors) Average for year	TOTAL PAY ROLL* (add 000)
MILWAUKEE					
(See page 358.)					
RACINE					
TOTALS, 1939	77	$13,472	41	539	$912
1935	70	10,623	28	517	833
SERVICE AND LIMITED-FUNCTION WHOLESALERS	55	6,996	35	347	539
MANUFACTURERS' SALES BRANCHES (With stocks)	6	3,760	---	115	224
PETROLEUM BULK STATIONS **	13	2,417	6	67	125
ALL OTHER [3]	3	299	---	10	24
BY KINDS OF BUSINESS:					
SERVICE AND LIMITED-FUNCTION WHOLESALERS	55	6,996	35	347	539
Automotive	3	174	---	23	36
Beer, wines, and liquors	11	1,360	9	51	72
Electrical goods	3	283	3	20	27
Farm products--consumer goods	6	1,073	5	46	75
Groceries (general line)	2				
Groceries and foods (specialty lines)	5	1,127	2	47	74
Lumber and construction materials	4	264	1	20	36
Machinery--equipment--supplies	3	135	3	9	17
Tobacco and products (except leaf)	3	1,029	5	15	19
Waste materials	4	644	3	42	62
All other	11	907	4	74	121

* Employees and pay roll include paid executives of corporations but not the number and compensation of proprietors of unincorporated businesses.

** Sales include taxes.

1 Data for 1935 exclude personnel and pay roll of 2 commission bulk stations.

2 Includes 1 assembler.

3 Includes 1 manufacturer's sales office (without stocks); and 2 agents and brokers.

Table 12B.—CITIES OF 20,000 TO 50,000 POPULATION

In this section the basic data on number of establishments, sales, personnel, and pay roll are given for each city of 20,000 to 50,000 population by kinds of business, all types of operation combined. Cities are arranged alphabetically within their respective States. A complete index to all cities of more than 20,000 population is given on page IX.

451724 O - 42 - 59

INDEX TO TABLE 12B

CITIES OF 20,000 TO 50,000 POPULATION ARE ARRANGED ALPHABETICALLY WITHIN THEIR RESPECTIVE STATES

States:	Page
Alabama	917
Arizona	917
Arkansas	917
California	918
Colorado	919
Connecticut	920
Florida	921
Georgia	921
Idaho	921
Illinois	922
Indiana	924
Iowa	925
Kansas	926
Kentucky	926
Louisiana	927
Maine	927

States—Continued.	Page
Maryland	927
Massachusetts	928
Michigan	929
Minnesota	930
Mississippi	930
Missouri	931
Montana	931
Nevada	932
New Hampshire	932
New Jersey	933
New Mexico	933
New York	934
North Carolina	936
North Dakota	936
Ohio	937

States—Continued.	Page
Oklahoma	939
Oregon	939
Pennsylvania	940
Rhode Island	942
South Carolina	942
South Dakota	943
Tennessee	943
Texas	944
Utah	945
Vermont	945
Virginia	946
Washington	947
West Virginia	947
Wisconsin	948
Wyoming	949

TABLE 12B.—CITIES OF 20,000 TO 50,000 POPULATION

ESTABLISHMENTS, SALES, PERSONNEL, AND PAY ROLL

KINDS OF BUSINESS

ALABAMA

CITY TYPE OF OPERATION KIND OF BUSINESS	Number of establishments	Sales (add 000)	Active proprietors	Number of employees* Average for year	TOTAL PAY ROLL* (add 000)
ANNISTON					
Total, all establishments	30	[illegible]	19	164	$205
SERVICE AND LIMITED-FUNCTION WHOLESALERS	14	2,[illegible]	[illegible]	96	122
ALL OTHER TYPES	16	3,408	10	68	83
BY KINDS OF BUSINESS (All types):					
Farm products--raw materials	3	641	2	4	5
Farm products--consumer goods	5	225	4	21	1[illegible]
Groceries and foods (specialty lines)	7	1,363	2	37	55
Petroleum and its products	6	1,077	5	20	30
All other	9	2,721	[illegible]	76	99
BESSEMER					
Total, all establishments	1[illegible]	[illegible]	1[illegible]	215	2[illegible]
SERVICE AND LIMITED-FUNCTION WHOLESALERS	9	3,120	13	221	232
ALL OTHER TYPES	3	4[illegible]	2	14	12
BY KINDS OF BUSINESS (All types):					
Groceries (general line)	[illegible]	1,434	7	79	1[illegible]
Groceries and foods (specialty lines)	2				
Petroleum and its products	3	49[illegible]	[illegible]	14	19
All other	6	1,1[illegible]	[illegible]	12[illegible]	129
GADSDEN					
Total, all establishments	74	[illegible]	[illegible]	[illegible]	[illegible]
SERVICE AND LIMITED-FUNCTION WHOLESALERS	[illegible]	2,446	13	1[illegible]	[illegible]
ALL OTHER TYPES	1[illegible]	[illegible]	14	6[illegible]	[illegible]
BY KINDS OF BUSINESS (All types):					
Farm products--consumer goods	[illegible]	[illegible]	4	4	[illegible]
Groceries (general line)	[illegible]	[illegible]	---	44	[illegible]
Groceries and foods (specialty lines)	[illegible]	[illegible]	[illegible]	17	[illegible]
Petroleum and its products	[illegible]	[illegible]	7	27	[illegible]
All other	12	[illegible]	11	[illegible]	[illegible]
TUSCALOOSA					
Total, all establishments	3[illegible]	[illegible]	[illegible]	[illegible]	[illegible]
SERVICE AND LIMITED-FUNCTION WHOLESALERS	2[illegible]	[illegible]	21	[illegible]	[illegible]
ALL OTHER TYPES	12	[illegible]	1[illegible]	[illegible]	[illegible]
BY KINDS OF BUSINESS (All types):					
Farm products--consumer goods	[illegible]	[illegible]	[illegible]		
Groceries (general line)	[illegible]	[illegible]	[illegible]	[illegible]	72
Groceries and foods (specialty lines)	8				
Petroleum and its products	7	[illegible]	[illegible]	[illegible]	[illegible]
All other	19	[illegible]	1[illegible]	[illegible]	[illegible]

ARIZONA

CITY TYPE OF OPERATION KIND OF BUSINESS	Number of establishments	Sales (add 000)	Active proprietors	Number of employees* Average for year	TOTAL PAY ROLL* (add 000)
TUCSON					
Total, all establishments	63	$12,750	36	487	$729
SERVICE AND LIMITED-FUNCTION WHOLESALERS	37	7,268	25	339	497
ALL OTHER TYPES	26	5,482	11	148	232
BY KINDS OF BUSINESS (All types):					
Automotive	5	332	2	33	59
Beer, wines, and liquors	6	1,407	7	52	81
TUCSON—Con.					
BY KINDS OF BUSINESS (All types)—Con.					
Farm products--consumer goods	5	$1,645	4	50	[illegible]
Groceries (general line)	[illegible]	1,787	---	53	
Groceries and foods (specialty lines)	10	[illegible]	4	4[illegible]	1
Petroleum and its products	11	2,345	5	4[illegible]	[illegible]
Plumbing and heating equipt and spls	4	764	[illegible]	[illegible]	[illegible]
All other	18	3,[illegible]	1[illegible]	[illegible]	245

ARKANSAS

CITY TYPE OF OPERATION KIND OF BUSINESS	Number of establishments	Sales (add 000)	Active proprietors	Number of employees* Average for year	TOTAL PAY ROLL* (add 000)
FORT SMITH					
Total, all establishments	115	$24,772	73	1,017	$1,399
SERVICE AND LIMITED-FUNCTION WHOLESALERS	68	15,764	45	845	1,177
ALL OTHER TYPES	47	9,008	28	172	222
BY KINDS OF BUSINESS (All types):					
Automotive	8	687	7	87	123
Beer, wines, and liquors	3	1,169	5	26	30
Coal and coke	4	277	1	7	15
Dry goods (general line)	3	1,582	2	83	132
Dry goods (specialty lines)	1				
Farm products--raw materials	4	2,174	4	16	12
Farm products--consumer goods	14	1,862	11	108	90
Farm supplies	4	434	3	26	33
Groceries (general line)	4	3,296	3	119	148
Groceries and foods (specialty lines)	17	5,292	9	129	166
Lumber and construction materials	[illegible]	730	2	23	23
Machinery--equipment--supplies	11	269	5	29	40
Petroleum and its products	14	1,645	12	33	35
Plumbing and heating equipt and supplies	4	604	2	33	50
Tobacco and products (except leaf)	3	1,077	2	17	24
All other	17	3,872	5	281	478
HOT SPRINGS					
Total, all establishments	29	3,735	15	172	198
SERVICE AND LIMITED-FUNCTION WHOLESALERS	18	2,519	10	138	154
ALL OTHER TYPES	11	1,216	5	34	44
BY KINDS OF BUSINESS (All types):					
Groceries (general line)	2	1,3[illegible]	4	7[illegible]	2[illegible]
Groceries and foods (specialty lines)	5				
Petroleum and its products	9	754	5	19	2[illegible]
All other	13	1,648	6	7[illegible]	108
NORTH LITTLE ROCK					
Total, all establishments	37	$2,402	42	106	$1[illegible]
SERVICE AND LIMITED-FUNCTION WHOLESALERS	21	830	24	59	49
ALL OTHER TYPES	16	2,032	18	47	59
BY KINDS OF BUSINESS (All types):					
Automotive	4	325	2	10	13
Farm products--raw materials	7	1,766	13	8	[illegible]
Farm products--consumer goods	4	54	4	5	[illegible]
Groceries and foods (specialty lines)	7	282	9	24	1[illegible]
Petroleum and its products	8	700	8	29	[illegible]
All other	7	334	7	30	31
PINE BLUFF					
Total, all establishments	74	14,606	64	3[illegible]	4[illegible]
SERVICE AND LIMITED-FUNCTION WHOLESALERS	40	5,672	27	3[illegible]	[illegible]
ALL OTHER TYPES	34	8,934	37	[illegible]	[illegible]
BY KINDS OF BUSINESS (All types):					
Automotive	4	1[illegible]	1	1[illegible]	1[illegible]
Beer, wines, and liquors	3	184	2	[illegible]	6
Farm products--raw materials	16	6,067	21	25	22
Farm products--consumer goods	5	129	6	17	14
Groceries (general line)	6	2,9[illegible]	2	121	1[illegible]
Groceries and foods (specialty lines)	13	1,015	1[illegible]	2[illegible]	3[illegible]
Petroleum and its products	8	1,077	6	24	28
All other	18	2,960	21	15[illegible]	201

TEXARKANA, ARKANSAS AND TEXAS
(See page 944.)

* Employees and pay roll include paid executives of corporations but not the number and compensation of proprietors of unincorporated businesses.

TABLE 12B.—CITIES OF 20,000 TO 50,000 POPULATION

ESTABLISHMENTS, SALES, PERSONNEL, AND PAY ROLL

KINDS OF BUSINESS

CALIFORNIA

CITY TYPE OF OPERATION KIND OF BUSINESS	Number of establishments	Sales (add 000)	Active proprietors (average for year)	Number of employees* (average for year)	TOTAL PAY ROLL* (add 000)
ALAMEDA					
Total, all establishments	15	$4,931	14	88	$173
ALHAMBRA					
Total, all establishments	25	2,807	16	107	162
SERVICE AND LIMITED-FUNCTION WHOLESALERS	15	944	12	48	62
ALL OTHER TYPES	10	1,863	4	59	100
BY KINDS OF BUSINESS (All types):					
Automotive	4	227	2	16	28
Groceries (general line)	2	289	1	7	7
Groceries and foods (specialty lines)	1				
Petroleum and its products	5	1,501	2	29	58
All other	13	790	11	55	69
BAKERSFIELD					
Total, all establishments	86	15,598	49	543	908
SERVICE AND LIMITED-FUNCTION WHOLESALERS	61	11,254	42	419	670
ALL OTHER TYPES	25	4,344	7	124	238
BY KINDS OF BUSINESS (All types):					
Automotive	6	782	2	78	122
Beer, wines, and liquors	9	1,277	7	47	83
Farm products--raw materials	3	1,399	2	10	18
Farm products--consumer goods	10	1,636	11	94	128
Groceries (general line)	4	1,451	---	31	53
Groceries and foods (specialty lines)	9	889	6	24	44
Machinery--equipment--supplies	19	3,250	4	79	151
Petroleum and its products	11	2,429	6	62	132
Tobacco and products (except leaf)	3	1,205	2	23	41
All other	12	1,180	9	95	136
BEVERLY HILLS					
Total, all establishments	18	3,980	9	82	157
BURBANK					
Total, all establishments	25	6,981	19	162	312
SERVICE AND LIMITED-FUNCTION WHOLESALERS	15	1,329	13	58	85
ALL OTHER TYPES	10	5,652	6	104	227
BY KINDS OF BUSINESS (All types):					
Automotive	5	198	5	19	26
Groceries (general line)	1	911	3	16	22
Groceries and foods (specialty lines)	3				
Petroleum and its products	8	4,330	5	70	140
All other	[illegible]	1,542	6	57	124
HUNTINGTON PARK					
Total, all establishments	41	6,594	34	289	416
SERVICE AND LIMITED-FUNCTION WHOLESALERS	32	4,247	29	233	310
ALL OTHER TYPES	9	2,347	5	56	106
BY KINDS OF BUSINESS (All types):					
Automotive	9	261	8	30	45
Groceries (general line)	2	807	2	16	25
Groceries and foods (specialty lines)	3				
Lumber and construction materials	3	165	3	12	18
Machinery--equipment--supplies	6	799	5	34	91
Petroleum and its products	3	2,413	2	39	71
Waste materials	5	954	7	115	103
All other	10	1,195	7	43	63
INGLEWOOD					
Total, all establishments	13	$2,163	6	58	$135
POMONA					
Total, all establishments	44	8,500	24	521	623
SERVICE AND LIMITED-FUNCTION WHOLESALERS	21	2,394	18	96	154
ALL OTHER TYPES	23	6,106	6	425	469
BY KINDS OF BUSINESS (All types):					
Automotive	4	103	3	7	10
Beer, wines, and liquors	3	175	2	8	10
Chemicals and paints	3	137	---	10	19
Farm products--consumer goods	11	3,870	5	366	353
Groceries (general line)	2	665	3	26	47
Groceries and foods (specialty lines)	3				
Petroleum and its products	11	1,900	4	67	128
All other	7	1,650	7	37	56
RICHMOND					
Total, all establishments	15	7,789	11	116	212
RIVERSIDE					
Total, all establishments	48	13,438	29	1,122	1,148
SERVICE AND LIMITED-FUNCTION WHOLESALERS	19	4,761	15	182	285
ALL OTHER TYPES	29	8,677	14	940	863
BY KINDS OF BUSINESS (All types):					
Automotive	4	276	3	35	47
Farm products--consumer goods	22	6,994	17	892	753
Groceries (general line)	2	4,350	1	119	208
Groceries and foods (specialty lines)	4				
Petroleum and its products	5	1,262	3	35	92
All other	11	556	5	41	48
SAN BERNARDINO					
Total, all establishments	73	12,480	44	599	977
SERVICE AND LIMITED-FUNCTION WHOLESALERS	53	7,603	41	418	623
ALL OTHER TYPES	20	4,877	3	181	354
BY KINDS OF BUSINESS (All types):					
Automotive	9	619	[illegible]	64	91
Beer, wines, and liquors	9	2,553	4	104	169
Farm products--consumer goods	11	2,502	5	152	238
Groceries (general line)	3	1,298	---	52	76
Groceries and foods (specialty lines)	7	405	9	22	35
Machinery--equipment--supplies	6	210	1	21	43
Petroleum and its products	11	2,523	5	75	164
Waste materials	3	231	6	20	17
All other	14	2,139	6	89	144

* Employees and pay roll include paid executives of corporations but not the number and compensation of proprietors of unincorporated businesses.

TABLE 12B.—CITIES OF 20,000 TO 50,000 POPULATION

ESTABLISHMENTS, SALES, PERSONNEL, AND PAY ROLL—Continued

KINDS OF BUSINESS

CALIFORNIA

CITY TYPE OF OPERATION KIND OF BUSINESS	Number of establishments	Sales (add 000)	Active proprietors	Number of employees*	TOTAL PAY ROLL*
SANTA ANA					
Total, all establishments	67	$7,576	33	473	$749
SERVICE AND LIMITED-FUNCTION WHOLESALERS	42	4,039	26	250	388
ALL OTHER TYPES	25	3,537	7	223	361
BY KINDS OF BUSINESS (All types):					
Automotive	12	609	7	62	109
Beer, wines, and liquors	6	913	2	42	75
Electrical goods	3	174	4	13	18
Farm products--consumer goods	6	707	3	64	94
Groceries (general line)	4	1,253	--	51	79
Groceries and foods (specialty lines)	8	479	4	76	80
Machinery--equipment--supplies	7	283	3	25	45
Petroleum and its products	7	1,802	3	65	143
All other	14	1,356	7	75	106
SANTA BARBARA					
Total, all establishments	59	10,785	45	589	651
SERVICE AND LIMITED-FUNCTION WHOLESALERS	38	4,723	39	161	222
ALL OTHER TYPES	21	6,062	6	428	429
SANTA BARBARA—Con.					
BY KINDS OF BUSINESS (All types):					
Automotive	5	$1[illegible]	[illegible]	[illegible]	$19
Beer, wines, and liquors	5	742	5	[illegible]	31
Farm products--consumer goods	10	4,453	7	373	311
Groceries (general line)	2	[illegible]			
Groceries and foods (specialty lines)	5	2,317	10	[illegible]	80
Lumber and construction materials	2	217	-	12	27
Machinery equipment supplies	3	71		11	19
Petroleum and its products	10	1,668	6	46	72
Plumbing and heating equipt and spls	5	329	[illegible]	16	29
Waste materials	3	21	4	1	[illegible]
All other	8	765	6	34	56
SOUTH GATE					
Total, all establishments	3	2,340	11	70	[illegible]
VALLEJO					
Total, all establishments	3	2,647	15	67	[illegible]
SERVICE AND LIMITED FUNCTION WHOLESALERS	14	2,009	13	51	75
ALL OTHER TYPES	6	638	2	16	38
BY KINDS OF BUSINESS (All types):					
Beer, wines, and liquors	5	593	5	13	[illegible]
Farm products--consumer goods	4	402	3	12	24
Petroleum and its products	3	469	2	9	15
All other	8	1,243	5	33	46

COLORADO

CITY TYPE OF OPERATION KIND OF BUSINESS	Number of establishments	Sales (add 000)	Active proprietors	Number of employees*	TOTAL PAY ROLL*
COLORADO SPRINGS					
Total, all establishments	70	$8,552	48	411	$504
SERVICE AND LIMITED-FUNCTION WHOLESALERS	48	6,010	32	329	396
ALL OTHER TYPES	22	2,542	16	82	108
BY KINDS OF BUSINESS (All types):					
Automotive	5	414	3	38	47
COLORADO SPRINGS—Con.					
BY KINDS OF BUSINESS (All types)—Con.					
Beer, wines, and liquors	5	$251	3	17	$16
Farm products--consumer goods	13	1,444	13	[illegible]	81
Groceries (general line)	2	3,574	6	146	175
Groceries and foods (specialty lines)	17				
Petroleum and its products	9	1,175	8	32	42
All other	19	1,814	12	121	141

* Employees and pay roll include paid executives of corporations but not the number and compensation of proprietors of unincorporated businesses.

1 Less than $1,000.

TABLE 12B.—CITIES OF 20,000 TO 50,000 POPULATION

ESTABLISHMENTS, SALES, PERSONNEL, AND PAY ROLL

KINDS OF BUSINESS

CONNECTICUT

CITY TYPE OF OPERATION KIND OF BUSINESS	Number of establishments	Sales (add 000)	Active proprietors (of unincorporated businesses)	Number of employees* (full-time and part-time) Average for year	TOTAL PAY ROLL* (add 000)
BRISTOL					
Total, all establishments	3	$169	1	7	$11
DANBURY					
Total, all establishments	30	4,280	17	141	207
SERVICE AND LIMITED-FUNCTION WHOLESALERS	23	2,919	14	110	157
ALL OTHER TYPES	7	1,361	3	31	50
BY KINDS OF BUSINESS (All types):					
Groceries (general line)	1	1,606	2	45	82
Groceries and foods (specialty lines)	3				
Petroleum and its products	6	847	5	22	32
All other	20	1,827	12	74	93
MERIDEN					
Total, all establishments	34	3,624	20	144	229
SERVICE AND LIMITED-FUNCTION WHOLESALERS	29	2,284	19	117	181
ALL OTHER TYPES	5	1,340	1	27	48
BY KINDS OF BUSINESS (All types):					
Farm products--consumer goods	5	256	3	17	22
Groceries (general line)	1	2,286	2	63	105
Groceries and foods (specialty lines)	6				
Plumbing and heating equipt and spls	5	157	3	7	14
Waste materials	5	305	4	25	38
All other	14	646	8	32	54
MIDDLETOWN					
Total, all establishments	21	4,201	10	130	273
SERVICE AND LIMITED-FUNCTION WHOLESALERS	14	2,141	9	92	172
ALL OTHER TYPES	7	1,860	1	68	101
BY KINDS OF BUSINESS (All types):					
Beer, wines, and liquors	3	361	2	21	27
Farm products--consumer goods	5	343	1	21	32
Groceries and foods (specialty lines)	3	510	3	8	13
Petroleum and its products	4	1,762	1	61	69
All other	6	1,028	3	49	112
NEW LONDON					
Total, all establishments	41	7,197	20	256	385
SERVICE AND LIMITED-FUNCTION WHOLESALERS	30	3,686	20	153	216
ALL OTHER TYPES	11	3,511	---	103	169
BY KINDS OF BUSINESS (All types):					
Beer, wines, and liquors	3	610	1	19	30
Electrical goods	4	228	2	14	17
Farm products--consumer goods	7	641	9	28	37
Groceries (general line)	4	936	---	51	60
Groceries and foods (specialty lines)	5	2,103	2	53	84
Machinery--equipment--supplies	4	140	2	12	19
Petroleum and its products	4	1,034	---	31	51
All other	10	1,505	4	68	87
NORWALK					
Total, all establishments	26	$4,653	15	217	$347
SERVICE AND LIMITED-FUNCTION WHOLESALERS	21	2,305	14	121	186
ALL OTHER TYPES	5	2,348	1	96	161
BY KINDS OF BUSINESS (All types):					
Farm products--consumer goods	5	992	4	49	83
Petroleum and its products	5	2,594	1	114	189
All other	16	1,067	10	54	75
NORWICH					
Total, all establishments	50	11,067	32	510	803
SERVICE AND LIMITED-FUNCTION WHOLESALERS	40	7,086	27	362	561
ALL OTHER TYPES	10	3,981	5	148	242
BY KINDS OF BUSINESS (All types):					
Automotive	4	192	3	10	13
Clothing and furnishings	4	606	3	20	51
Farm products--consumer goods	7	805	5	38	61
Groceries (general line)	2	3,053	4	113	166
Groceries and foods (specialty lines)	9				
Petroleum and its products	8	2,408	5	80	144
Plumbing and heating equipt and spls	3	436	1	21	42
Waste materials	6	511	4	62	56
All other	13	2,996	7	166	270
STAMFORD					
Total, all establishments	57	18,151	23	543	1,090
SERVICE AND LIMITED-FUNCTION WHOLESALERS	39	7,944	20	303	520
ALL OTHER TYPES	18	10,187	3	240	570
BY KINDS OF BUSINESS (All types):					
Automotive	3	175	1	15	25
Beer, wines, and liquors	3	1,084	3	32	79
Electrical goods	3	316	2	20	31
Farm products--consumer goods	5	663	3	33	56
Groceries (general line)	1	5,080	3	141	249
Groceries and foods (specialty lines)	11				
Petroleum and its products	9	2,564	3	69	145
Plumbing and heating equipt and spls	4	508	2	21	33
Waste materials	3	252	---	26	30
All other	15	6,649	6	186	432
TORRINGTON					
Total, all establishments	23	3,350	20	105	158
SERVICE AND LIMITED-FUNCTION WHOLESALERS	20	2,721	20	84	130
ALL OTHER TYPES	3	629	---	19	28
BY KINDS OF BUSINESS (All types):					
Automotive	3	131	5	11	11
Farm products--consumer goods	4	315	3	16	20
Petroleum and its products	3	799	---	23	45
All other	13	2,105	12	53	82

* Employees and pay roll include paid executives of corporations but not the number and compensation of proprietors of unincorporated businesses.

TABLE 12B.—CITIES OF 20,000 TO 50,000 POPULATION

ESTABLISHMENTS, SALES, PERSONNEL, AND PAY ROLL

KINDS OF BUSINESS

FLORIDA

CITY TYPE OF OPERATION KIND OF BUSINESS	Number of establishments	Sales (add 000)	Active proprietors, partners, and active officers	Number of employees* (including salaried officers) for year	TOTAL PAY ROLL* (add 000)
DAYTONA BEACH					
Total, all establishments	28	$3,398	22	138	$166
SERVICE AND LIMITED-FUNCTION WHOLESALERS	18	2,202	15	113	139
ALL OTHER TYPES	10	1,196	7	25	27
BY KINDS OF BUSINESS (All types):					
Groceries and foods (specialty lines)	7	791	6	31	38
Petroleum and its products	8	1,074	6	21	23
Waste materials	3	12	3	4	2
All other	10	1,521	5	82	103
LAKELAND					
Total, all establishments	37	4,735	27	403	330
SERVICE AND LIMITED-FUNCTION WHOLESALERS	18	1,985	13	98	127
ALL OTHER TYPES	19	2,750	14	305	203
BY KINDS OF BUSINESS (All types):					
Farm products--consumer goods	10	1,185	10	272	162
Groceries (general line)	2	1,328	5	54	64
Groceries and foods (specialty lines)	7				
Petroleum and its products	9	1,330	9	24	26
All other	9	892	3	53	78
MIAMI BEACH					
Total, all establishments	16	3,289	17	500	438
SERVICE AND LIMITED-FUNCTION WHOLESALERS	13	3,016	16	487	427
ALL OTHER TYPES	3	273	1	13	11
BY KINDS OF BUSINESS (All types):					
Groceries and foods (specialty lines)	7	407	6	21	28
All other	9	2,882	11	479	410
ORLANDO					
Total, all establishments	115	17,683	64	1,131	1,132
SERVICE AND LIMITED-FUNCTION WHOLESALERS	68	8,235	35	460	597
ALL OTHER TYPES	47	9,448	29	671	535
BY KINDS OF BUSINESS (All types):					
Automotive	10	700	5	66	75
Beer, wines, and liquors	4	999	1	39	55
Chemicals and paints	3	60	3	9	[illegible]
Electrical goods	5	665	4	27	43
ORLANDO—Con.					
BY KINDS OF BUSINESS (All types)—Con.					
Farm products--consumer goods	25	$4,348	[illegible]	152	$367
Groceries (general line)	5	1,473	1	42	65
Groceries and foods (specialty lines)	19	[illegible]	11	124	140
Machinery--equipment--supplies	7	[illegible]	1	64	100
Paper and its products	5	262	2	18	22
Petroleum and its products	10	2,225	7	53	65
Waste materials	4	105	4	13	10
All other	18	3,672	5	116	162
PENSACOLA					
Total, all establishments	61	12,058	32	551	660
SERVICE AND LIMITED-FUNCTION WHOLESALERS	36	6,871	20	364	441
ALL OTHER TYPES	25	5,187	12	187	245
BY KINDS OF BUSINESS (All types):					
Automotive	3	164	4	16	17
Beer, wines, and liquors	4	914	---	31	42
Farm products--consumer goods	3	314	3	37	30
Groceries (general line)	2	7,324	11	319	409
Groceries and foods (specialty lines)	21				
Lumber and construction materials	4	412	2	16	15
Machinery--equipment--supplies	3	177	1	16	36
Petroleum and its products	6	1,233	3	33	41
All other	15	1,520	8	83	96
WEST PALM BEACH					
Total, all establishments	63	9,156	25	394	596
SERVICE AND LIMITED-FUNCTION WHOLESALERS	45	5,291	22	282	396
ALL OTHER TYPES	18	3,867	3	112	200
BY KINDS OF BUSINESS (All types):					
Automotive	3	396	1	40	57
Beer, wines, and liquors	5	464	1	22	36
Electrical goods	3	188	2	11	15
Farm products--consumer goods	3	178	4	10	6
Groceries (general line)	2	3,113	7	107	144
Groceries and foods (specialty lines)	13				
Lumber and construction materials	5	629	1	52	86
Petroleum and its products	11	1,960	3	51	107
Plumbing and heating equipt and splr	3	383	---	16	20
Waste materials	3	90	3	9	6
All other	12	1,757	3	76	119

GEORGIA

CITY TYPE OF OPERATION KIND OF BUSINESS	Number of establishments	Sales (add 000)	Active proprietors, partners, and active officers	Number of employees* (including salaried officers) for year	TOTAL PAY ROLL* (add 000)
ATHENS					
Total, all establishments	42	$10,110	33	283	330
SERVICE AND LIMITED-FUNCTION WHOLESALERS	22	4,823	21	185	240
ALL OTHER TYPES	20	5,287	12	98	90
BY KINDS OF BUSINESS (All types):					
Farm products--raw materials	[illegible]	[illegible]	[illegible]	[illegible]	[illegible]
Farm products--consumer goods	4	[illegible]	[illegible]	13	7
Groceries (general line)	1	[illegible]	[illegible]	126	140
Groceries and foods (specialty lines)	[illegible]				
Petroleum and its products	[illegible]	1,7[illegible]	[illegible]	[illegible]	[illegible]
All other	14	1,960	12	80	11[illegible]
LA GRANGE					
Total, all establishments	24	4,502	21	136	159
SERVICE AND LIMITED-FUNCTION WHOLESALERS	13	2,396	11	114	[illegible]
ALL OTHER TYPES	11	2,106	10	22	[illegible]
LA GRANGE—Con.					
BY KINDS OF BUSINESS (All types)—Con.					
Groceries (general line)	3	[illegible]	[illegible]	47	$63
Groceries and foods (specialty lines)	5	587	4	24	26
Petroleum and its products	[illegible]	[illegible]	[illegible]	[illegible]	17
All other	3	1,777	[illegible]	[illegible]	[illegible]
ROME					
Total, all establishments	31	5,584	14	171	[illegible]
SERVICE AND LIMITED-FUNCTION WHOLESALERS	14	[illegible]	[illegible]	42	296
ALL OTHER TYPES	17	[illegible]	9	51	72
BY KINDS OF BUSINESS (All types):					
[illegible]	[illegible]	[illegible]	1	[illegible]	18
[illegible]	[illegible]	[illegible]			91
Petroleum and its products	[illegible]	[illegible]		[illegible]	44
All other	[illegible]	[illegible]		44	145

IDAHO

CITY TYPE OF OPERATION KIND OF BUSINESS	Number of establishments	Sales (add 000)	Active proprietors, partners, and active officers	Number of employees* (including salaried officers) for year	TOTAL PAY ROLL* (add 000)
BOISE CITY					
Total, all establishments	75	$16,878	26	686	$1,132
SERVICE AND LIMITED-FUNCTION WHOLESALERS	48	12,861	19	551	902
ALL OTHER TYPES	27	4,017	7	135	230
BY KINDS OF BUSINESS (All types):					
Automotive	9	1,540	1	98	161
Beer, wines, and liquors	4	326	3	12	18
BOISE CITY—Con.					
BY KINDS OF BUSINESS (All types)—Con.					
Farm products--consumer goods	7	$1,178	2	42	$63
Groceries (general line)	3	3,549	---	80	139
Groceries and foods (specialty lines)	8	1,021	2	52	87
Machinery--equipment--supplies	13	1,702	4	139	232
Petroleum and its products	7	1,168	5	31	45
Tobacco and products (except leaf)	[illegible]	1,364	3	18	27
All other	20	5,030	6	214	360

* Employees and pay roll include paid executives of corporations but not the number and compensation of proprietors of unincorporated businesses.

TABLE 12B. CITIES OF 20,000 TO 50,000 POPULATION

[illegible]

ILLINOIS

CITY TYPE OF OPERATION KIND OF BUSINESS	Number of establishments	Sales (dollars)	Value added by manufacture	Number of employees*	TOTAL PAY ROLL* (dollars)
ALTON					
Total, all establishments	33	$5,245	27	178	$247
SERVICE AND LIMITED-FUNCTION WHOLESALERS	29	4,643	25	149	198
ALL OTHER TYPES	4	602	2	29	49
BY KINDS OF BUSINESS (All types):					
Beer, wines, and liquors	6	2,401	6	45	81
Farm products--consumer goods	6	389	8	16	16
Groceries (general line)	2				
Groceries and foods (specialty lines)	4	1,144	3	47	62
Petroleum and its products	3	329	2	11	22
Waste materials	3	188	2	13	15
All other	9	794	6	46	51
AURORA					
Total, all establishments	73	12,072	43	514	772
SERVICE AND LIMITED-FUNCTION WHOLESALERS	49	5,915	40	307	399
ALL OTHER TYPES	24	6,157	3	207	373
BY KINDS OF BUSINESS (All types):					
Automotive	4	2,725	3	112	185
Beer, wines, and liquors	7	1,050	5	43	53
Farm products--consumer goods	7	869	6	57	85
Groceries (general line)	1				
Groceries and foods (specialty lines)	16	2,415	9	91	139
Machinery--equipment--supplies	6	215	5	21	25
Petroleum and its products	11	1,735	3	53	99
Waste materials	4	208	3	25	23
All other	17	2,855	9	112	163
BELLEVILLE					
Total, all establishments	36	3,358	26	126	176
SERVICE AND LIMITED-FUNCTION WHOLESALERS	26	1,946	24	76	99
ALL OTHER TYPES	10	1,412	2	50	77
BY KINDS OF BUSINESS (All types):					
Automotive	4	149	8	10	16
Beer, wines, and liquors	5	610	6	25	31
Farm products--consumer goods	3	88	3	[illegible]	4
Groceries (general line)	3	536	---	13	17
Groceries and foods (specialty lines)	3	169	---	17	15
Petroleum and its products	8	1,085	1	29	53
All other	10	721	8	28	40
BERWYN					
Total, all establishments	14	457	17	27	32
SERVICE AND LIMITED-FUNCTION WHOLESALERS	14	457	17	27	32
BY KINDS OF BUSINESS (All types):					
Beer, wines, and liquors	3	81	3	1	1
Farm products--consumer goods	6	286	10	19	22
All other	5	90	4	7	9
BLOOMINGTON					
Total, all establishments	65	9,569	49	347	490
SERVICE AND LIMITED-FUNCTION WHOLESALERS	42	5,637	38	265	363
ALL OTHER TYPES	23	3,932	11	82	127
BY KINDS OF BUSINESS (All types):					
Automotive	5	277	6	25	34
Beer, wines, and liquors	8	659	7	26	31
Farm products--raw materials	4	746	2	5	13
Farm products--consumer goods	8	900	11	37	57
Groceries (general line)	3	1,939	---	98	137
Groceries and foods (specialty lines)	12	2,295	[illegible]	54	76
Petroleum and its products	11	1,554	7	38	61
All other	14	1,199	[illegible]	64	81
CHAMPAIGN					
Total, all establishments	61	15,023	38	277	429
SERVICE AND LIMITED-FUNCTION WHOLESALERS	40	4,506	23	191	265
ALL OTHER TYPES	21	10,517	15	86	164
CHAMPAIGN—Con.					
BY KINDS OF BUSINESS (All types):					
Automotive	4	$297	2	29	$40
Beer, wines, and liquors	5	694	4	24	30
Chemicals and paints	3	166	- -	12	12
Farm products--raw materials	6	8,688	8	13	22
Farm products--consumer goods	6	814	5	38	34
Groceries (general line)	3	595	1	8	10
Groceries and foods (specialty lines)	[illegible]	405	6	27	36
Lumber and construction materials	3	550	1	17	24
Machinery--equipment--supplies	3	51	---	7	8
Petroleum and its products	10	1,463	5	53	115
Plumbing and heating equipt and spls	3	147	2	5	14
Waste materials	3	117	---	13	9
All other	6	1,036	4	31	75
CHICAGO HEIGHTS					
Total, all establishments	31	4,130	32	131	210
SERVICE AND LIMITED-FUNCTION WHOLESALERS	22	2,684	31	89	124
ALL OTHER TYPES	9	1,446	1	42	86
BY KINDS OF BUSINESS (All types):					
Beer, wines, and liquors	6	1,029	15	18	14
Groceries and foods (specialty lines)	10	519	6	28	51
Petroleum and its products	7	1,430	1	40	81
All other	8	1,152	10	45	64
DANVILLE					
Total, all establishments	86	12,063	57	501	659
SERVICE AND LIMITED-FUNCTION WHOLESALERS	59	7,460	43	370	467
ALL OTHER TYPES	27	4,603	14	131	192
BY KINDS OF BUSINESS (All types):					
Automotive	7	290	4	39	47
Beer, wines, and liquors	4	287	3	8	10
Farm products--raw materials	4	468	2	[illegible]	9
Farm products--consumer goods	15	2,058	13	124	151
Groceries (general line)	4	1,925	---	57	91
Groceries and foods (specialty lines)	11	2,169	8	44	64
Lumber and construction materials	3	623	2	10	[illegible]
Machinery--equipment--supplies	6	490	1	65	83
Paper and its products	3	64	---	12	11
Petroleum and its products	13	1,444	5	[illegible]	76
Tobacco and products (except leaf)	3	1,008	5	16	18
Waste materials	3	216	3	19	16
All other	10	1,021	11	50	74
ELGIN					
Total, all establishments	59	8,758	46	334	507
SERVICE AND LIMITED-FUNCTION WHOLESALERS	49	6,473	37	284	431
ALL OTHER TYPES	10	2,285	[illegible]	50	76
BY KINDS OF BUSINESS (All types):					
Automotive	5	276	5	27	36
Beer, wines, and liquors	10	831	8	24	36
Farm products--consumer goods	7	1,570	[illegible]	82	141
Groceries (general line)	1	1,077	3	23	38
Groceries and foods (specialty lines)	5				
Petroleum and its products	[illegible]	1,446	8	34	55
Tobacco and products (except leaf)	5	1,510	4	24	28
Waste materials	3	132	4	12	10
All other	15	1,916	6	108	165
FREEPORT					
Total, all establishments	44	5,920	34	194	261
SERVICE AND LIMITED-FUNCTION WHOLESALERS	27	2,567	23	128	170
ALL OTHER TYPES	17	3,353	11	66	91
BY KINDS OF BUSINESS (All types):					
Beer, wines, and liquors	5	258	5	8	12
Farm products--consumer goods	6	2,361	3	34	[illegible]
Groceries (general line)	2	941	2	43	[illegible]
Groceries and foods (specialty lines)	5				
Petroleum and its products	12	1,372	9	55	81
Waste materials	3	100	2	12	10
All other	11	888	13	42	50

* Employees and pay roll include paid executives of corporations but not the number and compensation of proprietors of unincorporated businesses.

TABLE 12B.—CITIES OF 20,000 TO 50,000 POPULATION

ESTABLISHMENTS, SALES, PERSONNEL, AND PAY ROLL—Continued

KIND OF BUSINESS

ILLINOIS

CITY TYPE OF OPERATION KIND OF BUSINESS	Number of establishments	Sales (add 000)	Average number of employees	Number of employees	TOTAL PAY ROLL* (add 000)
GALESBURG					
Total, all establishments	56	$14,584	38	371	$809
SERVICE AND LIMITED-FUNCTION WHOLESALERS	32	8,943	23	286	478
ALL OTHER TYPES	24	5,641	15	85	131
BY KINDS OF BUSINESS (All types):					
Automotive	3	484	1	35	44
Beer, wines, and liquors	3	1,086	2	44	47
Farm products--raw materials	8	4,888	10	35	34
Farm products--consumer goods	4	732	3	40	58
Groceries (general line)	3	3,591	---	77	154
Groceries and foods (specialty lines)	8	837	6	22	36
Machinery--equipment--supplies	6	251	5	18	26
Petroleum and its products	11	1,345	5	46	72
All other	10	1,370	6	54	94
GRANITE CITY					
Total, all establishments	18	1,866	11	85	121
JOLIET					
Total, all establishments	69	11,568	41	481	799
SERVICE AND LIMITED-FUNCTION WHOLESALERS	52	7,247	40	339	540
ALL OTHER TYPES	17	4,321	1	142	259
BY KINDS OF BUSINESS (All types):					
Automotive	4	202	2	28	33
Beer, wines, and liquors	9	1,417	8	52	95
Farm products--consumer goods	11	1,061	9	53	70
Groceries (general line)	3	1,198	---	34	72
Groceries and foods (specialty lines)	15	3,253	11	114	172
Petroleum and its products	8	1,593	1	72	149
Tobacco and products (except leaf)	5	810	2	12	15
Waste materials	3	131	1	14	17
All other	11	1,503	7	102	176
KANKAKEE					
Total, all establishments	59	9,625	46	355	519
SERVICE AND LIMITED-FUNCTION WHOLESALERS	36	3,536	34	216	253
ALL OTHER TYPES	23	6,089	12	139	266
BY KINDS OF BUSINESS (All types):					
Automotive	4	225	4	22	39
Beer, wines, and liquors	8	895	7	29	40
Farm products--raw materials	4	1,095	4	9	9
Farm products--consumer goods	11	1,069	9	77	94
Groceries (general line)	1				
Groceries and foods (specialty lines)	9	879	5	40	57
Petroleum and its products	13	1,624	7	42	65
All other	9	3,858	10	136	215
MAYWOOD					
Total, all establishments	8	1,836	5	67	111
MOLINE					
Total, all establishments	41	8,443	23	261	459
SERVICE AND LIMITED-FUNCTION WHOLESALERS	28	3,207	18	190	298
ALL OTHER TYPES	13	5,236	5	71	161
MOLINE—Con.					
BY KINDS OF BUSINESS (All types):					
Automotive	5	$442	2	18	$26
Electrical goods	3	463		8	19
Farm products--consumer goods	3	652	2	8	8
Groceries (general line)	1	162	3	5	5
Groceries and foods (specialty lines)	2				
Machinery--equipment--supplies	11	3,170	8	56	114
Petroleum and its products	5	1,121	3	24	41
All other	13	2,782	5	148	246
QUINCY					
Total, all establishments	96	13,434	59	797	1,027
SERVICE AND LIMITED-FUNCTION WHOLESALERS	61	8,369	47	591	722
ALL OTHER TYPES	29	5,065	12	206	305
BY KINDS OF BUSINESS (All types):					
Automotive	8	394	9	50	68
Beer, wines, and liquors	9	711	4	27	34
Electrical goods	4	396	4	28	38
Farm products--raw materials	3	658	1	11	14
Farm products--consumer goods	11	919	11	122	111
Farm supplies	3	613	6	27	28
Groceries (general line)	5	2,233	1	106	117
Groceries and foods (specialty lines)	16	1,087	9	87	106
Machinery--equipment--supplies	5	1,540	1	76	153
Petroleum and its products	11	1,171	6	42	57
Waste materials	4	396	2	53	55
All other	13	2,522	5	170	246
ROCK ISLAND					
Total, all establishments	88	18,477	67	661	1,014
SERVICE AND LIMITED-FUNCTION WHOLESALERS	61	10,487	61	466	675
ALL OTHER TYPES	27	7,990	6	195	339
BY KINDS OF BUSINESS (All types):					
Automotive	6	233	7	21	29
Beer, wines, and liquors	9	2,358	3	62	92
Farm products--raw materials	3	211	4	3	3
Farm products--consumer goods	9	2,591	8	187	310
Groceries (general line)	1				
Groceries and foods (specialty lines)	14	2,242	11	193	159
Machinery--equipment--supplies	10	913	6	42	62
Petroleum and its products	11	2,768	4	82	137
Plumbing and heating equipt and spls	4	463	3	17	23
Tobacco and products (except leaf)	3	1,735	9	21	28
Waste materials	4	370	3	22	16
All other	14	4,592	9	101	155
WAUKEGAN					
Total, all establishments	40	6,494	26	275	420
SERVICE AND LIMITED-FUNCTION WHOLESALERS	26	3,830	23	184	250
ALL OTHER TYPES	14	2,664	3	91	170
BY KINDS OF BUSINESS (All types):					
Automotive	4	152	3	16	19
Beer, wines, and liquors	7	1,045	5	34	53
Farm products--consumer goods	4	321	4	19	31
Groceries (general line)	1				
Groceries and foods (specialty lines)	5	1,029	3	29	51
Petroleum and its products	7	1,893	1	60	118
All other	12	2,047	10	117	148

* Employees and pay roll include paid executives of corporations but not the number and compensation of proprietors of unincorporated businesses.

TABLE 12B.—CITIES OF 20,000 TO 50,000 POPULATION

ESTABLISHMENTS, SALES, PERSONNEL, AND PAY ROLL

KINDS OF BUSINESS

INDIANA

CITY TYPE OF OPERATION KIND OF BUSINESS	Number of establishments	Sales (add 000)	Active proprietors	Number of employees* (Average for year)	TOTAL PAY ROLL* (add 000)
ANDERSON					
Total, all establishments	50	14,555	29	294	3421
SERVICE AND LIMITED-FUNCTION WHOLESALERS	29	7,062	21	209	2-6
ALL OTHER TYPES	21	7,496	8	85	134
BY KINDS OF BUSINESS (All types):					
Automotive	3	211	2	21	34
Beer, wines, and liquors	3	502	—	35	63
Farm products—consumer goods	9	322	6	45	50
Groceries (general line)	3	1,555	—	44	62
Groceries and foods (specialty lines)	5	549	5	29	50
Petroleum and its products	16	2,250	6	59	91
Waste materials	3	192	5	14	12
All other	8	901	5	44	58
BLOOMINGTON					
Total, all establishments	29	3,163	26	134	163
SERVICE AND LIMITED-FUNCTION WHOLESALERS	15	2,002	15	106	127
ALL OTHER TYPES	14	1,161	11	28	36
BY KINDS OF BUSINESS (All types):					
Automotive	3	129	3	14	20
Farm products—consumer goods	6	151	5	22	16
Groceries (general line)	2	1,015	3	32	40
Groceries and foods (specialty lines)	1				
Machinery—equipment—supplies	3	212	3	17	26
Petroleum and its products	9	1,146	6	19	32
All other	5	573	6	30	27
ELKHART					
Total, all establishments	42	4,735	28	377	521
SERVICE AND LIMITED-FUNCTION WHOLESALERS	33	4,296	24	342	474
ALL OTHER TYPES	9	439	4	35	47
BY KINDS OF BUSINESS (All types):					
Automotive	5	885	2	36	72
Electrical goods	3	356	4	21	27
Farm products—consumer goods	3	25	3	3	2
Groceries (general line)	2	404	6	15	16
Groceries and foods (specialty lines)	5				
Machinery—equipment—supplies	3	34	3	10	10
Petroleum and its products	8	1,472	4	33	55
All other	13	3,496	6	257	341
KOKOMO					
Total, all establishments	60	11,237	51	287	490
SERVICE AND LIMITED-FUNCTION WHOLESALERS	37	5,273	38	180	220
ALL OTHER TYPES	23	5,964	13	107	270
BY KINDS OF BUSINESS (All types):					
Automotive	5	222	6	21	21
Beer, wines, and liquors	3	217	2	9	13
Farm products—consumer goods	12	479	11	36	36
Groceries (general line)	3	427	1	17	22
Groceries and foods (specialty lines)	4	186	3	18	20
Petroleum and its products	11	1,477	7	29	39
Waste materials	6	3,386	8	38	78
All other	16	4,843	13	119	261
LAFAYETTE					
Total, all establishments	42	6,727	33	323	429
SERVICE AND LIMITED-FUNCTION WHOLESALERS	32	4,823	29	269	363
ALL OTHER TYPES	10	1,904	4	54	66
BY KINDS OF BUSINESS (All types):					
Automotive	3	304	2	39	65
Beer, wines, and liquors	4	476	3	29	30
Farm products—consumer goods	7	2,117	9	80	104
Groceries (general line)	2	1,070	10	50	60
Groceries and foods (specialty lines)	5				
Petroleum and its products	7	1,231	3	27	36
All other	14	1,529	6	98	134

CITY TYPE OF OPERATION KIND OF BUSINESS	Number of establishments	Sales (add 000)	Active proprietors	Number of employees* (Average for year)	TOTAL PAY ROLL* (add 000)
LOGANSPORT					
Total, all establishments	54	12,868	25	159	3218
SERVICE AND LIMITED-FUNCTION WHOLESALERS	22	2,801	14	137	191
ALL OTHER TYPES	12	1,065	11	22	27
BY KINDS OF BUSINESS (All types):					
Automotive	4	227	4	19	30
Beer, wines, and liquors	3	1,073	—	46	72
Groceries (general line)	3	454	—	15	17
Groceries and foods (specialty lines)	6	163	3	11	9
Petroleum and its products	9	888	11	13	14
All other	9	1,061	7	55	76
MARION					
Total, all establishments	40	4,247	26	220	257
SERVICE AND LIMITED-FUNCTION WHOLESALERS	20	2,006	12	153	162
ALL OTHER TYPES	20	2,241	14	67	95
BY KINDS OF BUSINESS (All types):					
Automotive	3	122	2	16	17
Beer, wines and liquors	3	399	—	20	21
Farm products—consumer goods	6	282	5	39	41
Groceries (general line)	1	627	2	37	46
Groceries and foods (specialty lines)	4				
Machinery—equipment—supplies	3	143	1	5	11
Petroleum and its products	12	1,800	10	37	56
Waste materials	4	246	4	43	38
All other	4	826	2	23	27
MICHIGAN CITY					
Total, all establishments	21	2,541	11	132	171
SERVICE AND LIMITED-FUNCTION WHOLESALERS	12	1,411	9	106	125
ALL OTHER TYPES	9	1,130	2	26	46
BY KINDS OF BUSINESS (All types):					
Groceries (general line)	1	636	3	40	48
Groceries and foods (specialty lines)	5				
Petroleum and its products	7	1,092	2	24	43
All other	8	813	6	68	80
MISHAWAKA					
Total, all establishments	19	2,041	14	90	119
SERVICE AND LIMITED-FUNCTION WHOLESALERS	11	616	8	56	70
ALL OTHER TYPES	8	1,425	6	34	49
BY KINDS OF BUSINESS (All types):					
Farm products—consumer goods	3	336	2	35	55
Petroleum and its products	8	1,425	6	34	49
All other	8	280	6	21	15
MUNCIE					
Total, all establishments	79	9,910	45	466	722
SERVICE AND LIMITED-FUNCTION WHOLESALERS	45	5,921	28	336	516
ALL OTHER TYPES	34	3,989	17	130	206
BY KINDS OF BUSINESS (All types):					
Automotive	5	246	3	25	44
Beer, wines, and liquors	6	428	4	24	31
Electrical goods	3	500	—	21	34
Farm products—consumer goods	9	785	3	78	138
Groceries (general line)	3	1,374	—	50	67
Groceries and foods (specialty lines)	8	695	3	35	51
Lumber and construction materials	4	431	—	29	47
Machinery—equipment—supplies	9	1,212	7	64	110
Petroleum and its products	15	2,362	10	67	99
Waste materials	4	377	2	34	52
All other	13	1,499	13	59	79

* Employees and pay roll include paid executives of corporations but not the number and compensation of proprietors of unincorporated businesses.

TABLE 12B.—CITIES OF 20,000 TO 50,000 POPULATION

ESTABLISHMENTS, SALES, PERSONNEL, AND PAY ROLL—Continued

KINDS OF BUSINESS

INDIANA

CITY TYPE OF OPERATION KIND OF BUSINESS	Number of establishments	Sales (add 000)	Active proprietors	Number of employees* average for year	TOTAL PAY ROLL* (add 000)
NEW ALBANY					
Total, all establishments	42	$4,206	34	211	$246
SERVICE AND LIMITED-FUNCTION WHOLESALERS	32	3,065	26	161	192
ALL OTHER TYPES	10	1,141	8	50	54
BY KINDS OF BUSINESS (All types):					
Automotive	3	172	2	20	42
Beer, wines, and liquors	3	526	2	15	26
Farm products—consumer goods	8	405	6	29	22
Groceries (general line)	1	1,198	[illegible]	45	37
Groceries and foods (specialty lines)	6				
Petroleum and its products	4	720	2	23	37
Tobacco and products (except leaf)	3	79	3	4	5
Waste materials	3	72	2	16	11
All other	11	1,034	8	59	66

CITY TYPE OF OPERATION KIND OF BUSINESS	Number of establishments	Sales (add 000)	Active proprietors	Number of employees* average for year	TOTAL PAY ROLL* (add 000)
RICHMOND					
Total, all establishments	66	$12,136	45	549	$757
SERVICE AND LIMITED-FUNCTION WHOLESALERS	38	9,309	27	429	618
ALL OTHER TYPES	28	2,827	18	120	139
BY KINDS OF BUSINESS (All types):					
Automotive	3	107	3	10	12
Electrical goods	3	464	3	35	44
Farm products—consumer goods	14	939	13	87	94
Groceries (general line)	2	2,863	1	43	136
Groceries and foods (specialty lines)	3				
Lumber and construction materials	3	111	1	10	13
Machinery—equipment—supplies	6	458	2	29	35
Petroleum and its products	12	1,483	6	46	57
Tobacco and products (except leaf)	6	1,033	7	12	17
Waste materials	3	336	2	45	46
All other	11	4,342	7	192	303

IOWA

CITY TYPE OF OPERATION KIND OF BUSINESS	Number of establishments	Sales (add 000)	Active proprietors	Number of employees* average for year	TOTAL PAY ROLL* (add 000)
BURLINGTON					
Total, all establishments	63	$11,905	37	712	$944
SERVICE AND LIMITED-FUNCTION WHOLESALERS	36	9,355	19	623	817
ALL OTHER TYPES	27	2,550	18	89	127
BY KINDS OF BUSINESS (All types):					
Automotive	3	255	2	29	34
Electrical goods	4	342	2	25	26
Farm products--consumer goods	8	901	7	44	51
Groceries (general line)	3	1,354	1	72	80
Groceries and foods (specialty lines)	8	1,648	4	63	78
Machinery--equipment--supplies	4	68	---	8	10
Petroleum and its products	13	1,130	11	50	81
Waste materials	4	399	7	25	24
All other	16	5,808	3	396	557
CLINTON					
Total, all establishments	43	4,310	30	190	254
SERVICE AND LIMITED-FUNCTION WHOLESALERS	25	2,726	19	154	210
ALL OTHER TYPES	18	1,584	11	36	44
BY KINDS OF BUSINESS (All types):					
Automotive	3	246	3	24	29
Beer, wines, and liquors	5	217	3	14	19
Farm products--consumer goods	6	772	4	20	27
Groceries (general line)	2	1,467	7	58	84
Groceries and foods (specialty lines)	7				
Petroleum and its products	13	983	9	25	30
All other	7	625	4	49	65
COUNCIL BLUFFS					
Total, all establishments	72	11,546	54	542	630
SERVICE AND LIMITED-FUNCTION WHOLESALERS	49	7,676	43	388	391
ALL OTHER TYPES	23	3,870	11	154	239
BY KINDS OF BUSINESS (All types):					
Automotive	5	204	5	20	20
Beer, wines, and liquors	8	470	[illegible]	33	37
Farm products--raw materials	5	4,948	4	66	81
Farm products--consumer goods	10	551	9	57	53
Farm supplies	5	419	1	26	50
Groceries (general line)	1	895	2	40	58
Groceries and foods (specialty lines)	3				
Machinery--equipment--supplies	3	1,215	1	66	115
Petroleum and its products	15	1,368	[illegible]	56	78
Waste materials	3	64	3	7	5
All other	16	1,414	13	171	133
DUBUQUE					
Total, all establishments	82	22,980	50	777	978
SERVICE AND LIMITED-FUNCTION WHOLESALERS	53	17,111	41	564	675
ALL OTHER TYPES	29	5,869	9	213	303
BY KINDS OF BUSINESS (All types):					
Automotive	7	502	4	61	73
Beer, wines, and liquors	5	304	5	14	17
Chemicals and paints	3	134	2	14	14
Farm products--raw materials	3	773	3	6	7

CITY TYPE OF OPERATION KIND OF BUSINESS	Number of establishments	Sales (add 000)	Active proprietors	Number of employees* average for year	TOTAL PAY ROLL* (add 000)
DUBUQUE—Con.					
BY KINDS OF BUSINESS (All types.—Con.					
Farm products--consumer goods	16	$9,990	14	183	$183
Groceries (general line)	3	1,513	---	59	80
Groceries and foods (specialty lines)	6	458	3	22	27
Machinery--equipment--supplies	4	2,102	3	66	116
Petroleum and its products	16	2,175	5	66	101
Waste materials	3	397	6	28	23
All other	16	4,637	6	256	332
FORT DODGE					
Total, all establishments	77	16,917	57	568	787
SERVICE AND LIMITED-FUNCTION WHOLESALERS	44	8,082	36	371	493
ALL OTHER TYPES	33	8,835	21	217	294
BY KINDS OF BUSINESS (All types):					
Automotive	[illegible]	612	6	59	73
Beer, wines, and liquors	[illegible]	774	5	23	33
Farm products--raw materials	8	3,711	6	15	18
Farm products--consumer goods	10	1,779	9	121	131
Farm supplies	[illegible]	298	3	15	13
Groceries (general line)	1	1,935	4	90	125
Groceries and foods (specialty lines)	4				
Machinery--equipment--supplies	6	2,838	3	92	161
Petroleum and its products	14	1,432	11	37	55
Tobacco and products (except leaf)	3	1,148	---	35	47
All other	12	2,400	10	99	131
MASON CITY					
Total, all establishments	80	18,535	49	619	[illegible]
SERVICE AND LIMITED-FUNCTION WHOLESALERS	38	7,215	26	321	442
ALL OTHER TYPES	42	[illegible]	23	[illegible]	462
BY KINDS OF BUSINESS (All types):					
Automotive	9	524	11	51	77
Beer, wines, and liquors	5	458	2	26	34
Farm products--raw materials	5	3[illegible]	[illegible]	13	19
Farm products--consumer goods	11	7,126	7	141	191
Groceries (general line)	2	2,863	3	109	137
Groceries and foods (specialty lines)	2				
Machinery--equipment--supplies	5	3,146	--	133	240
Petroleum and its products	17	1,765	12	56	86
Tobacco and products (except leaf)	3	297	2	7	9
All other	11	1,970	6	81	111
OTTUMWA					
Total, all establishments	52	9,396	[illegible]	460	622
SERVICE AND LIMITED-FUNCTION WHOLESALERS	26	6,743	[illegible]	368	505
ALL OTHER TYPES	24	2,653	12	92	117
BY KINDS OF BUSINESS (All types):					
Automotive	3	2[illegible]	1	27	36
Beer, wines, and liquors	[illegible]	3[illegible]	[illegible]	72	87
Farm products--consumer goods	[illegible]	760	[illegible]	80	93
Groceries (general line)	[illegible]	[illegible]	---	96	129
Groceries and foods (specialty lines)	[illegible]	1,816	1	54	74
Petroleum and its products	[illegible]	1,117	10	[illegible]	34
All other	25	[illegible]	[illegible]	[illegible]	[illegible]

* Employees and pay roll include paid executives of corporations but not the number and compensation of proprietors of unincorporated businesses.

TABLE 12B.—CITIES OF 20,000 TO 50,000 POPULATION

ESTABLISHMENTS, SALES, PERSONNEL, AND PAY ROLL

KINDS OF BUSINESS

KANSAS

CITY TYPE OF OPERATION KIND OF BUSINESS	Number of establishments	Sales (add 000)	Active proprietors (firms, individuals, partners)	Number of employees* (full-time and part-time) Average for year	TOTAL PAY ROLL* (add 000)
HUTCHINSON					
Total, all establishments	93	$23,109	57	607	$767
SERVICE AND LIMITED-FUNCTION WHOLESALERS	48	12,629	32	401	461
ALL OTHER TYPES	45	10,480	25	206	306
BY KINDS OF BUSINESS (All types):					
Automotive	7	579	5	63	68
Beer	3	259	1	15	15
Farm products--raw materials	15	12,698	8	79	121
Farm products--consumer goods	12	691	11	34	19
Groceries (general line)	6	3,272	---	133	163
Groceries and foods (specialty lines)	9	913	5	43	58
Machinery--equipment--supplies	16	2,154	6	98	163
Petroleum and its products	13	727	9	21	26
Plumbing and heating equipt and spls	3	366	2	30	33
Waste materials	3	599	6	21	20
All other	6	851	4	70	81

CITY TYPE OF OPERATION KIND OF BUSINESS	Number of establishments	Sales (add 000)	Active proprietors (firms, individuals, partners)	Number of employees* (full-time and part-time) Average for year	TOTAL PAY ROLL* (add 000)
SALINA					
Total, all establishments	89	$18,396	47	796	$1,036
SERVICE AND LIMITED-FUNCTION WHOLESALERS	49	11,630	26	608	756
ALL OTHER TYPES	40	6,766	21	188	280
BY KINDS OF BUSINESS (All types):					
Automotive	13	2,171	8	152	162
Beer	4	608	3	44	25
Farm products--raw materials	7	7,501	1	29	76
Farm products--consumer goods	15	1,805	9	102	106
Groceries (general line)	3	1,425	---	81	129
Groceries and foods (specialty lines)	6	414	1	42	57
Machinery--equipment--supplies	10	1,283	5	121	182
Petroleum and its products	19	1,002	15	60	72
All other	12	2,187	4	165	227

KENTUCKY

CITY TYPE OF OPERATION KIND OF BUSINESS	Number of establishments	Sales (add 000)	Active proprietors (firms, individuals, partners)	Number of employees* (full-time and part-time) Average for year	TOTAL PAY ROLL* (add 000)
ASHLAND					
Total, all establishments	44	$14,490	30	586	$721
SERVICE AND LIMITED-FUNCTION WHOLESALERS	32	11,806	20	533	647
ALL OTHER TYPES	12	2,684	10	53	74
BY KINDS OF BUSINESS (All types):					
Automotive	3	139	2	12	17
Beer, wines, and liquors	4	311	4	15	18
Farm products--consumer goods	6	920	5	71	100
Groceries (general line)	3	3,008	---	108	127
Groceries and foods (specialty lines)	9	2,055	8	41	41
Petroleum and its products	3	557	1	14	24
Waste materials	5	5,837	4	213	240
All other	11	1,663	6	112	154
LEXINGTON					
Total, all establishments	121	49,161	54	1,878	2,124
SERVICE AND LIMITED-FUNCTION WHOLESALERS	63	20,833	35	1,076	1,307
ALL OTHER TYPES	58	28,328	19	802	817
BY KINDS OF BUSINESS (All types):					
Automotive	10	1,130	6	121	156
Beer, wines, and liquors	7	2,817	2	68	97
Electrical goods	3	684	1	18	41
Farm products--raw materials	22	22,513	7	753	524
Farm products--consumer goods	12	1,720	11	104	112
Groceries (general line)	6	3,909	---	207	214
Groceries and foods (specialty lines)	19	5,460	8	137	196
Lumber and construction materials	3	981	2	108	146
Machinery--equipment--supplies	9	1,296	4	81	140
Petroleum and its products	12	3,487	6	91	146
Plumbing and heating equipt and spls	4	1,226	---	45	91
All other	14	3,938	7	145	261
NEWPORT					
Total, all establishments	21	2,038	15	164	216
SERVICE AND LIMITED-FUNCTION WHOLESALERS ALL OTHER TYPES	19 2	2,038	15	164	216
BY KINDS OF BUSINESS (All types):					
Automotive	4	484	2	79	104
Beer, wines, and liquors	4	984	3	47	68
Waste materials	5	141	7	12	10
All other	8	429	3	26	34

CITY TYPE OF OPERATION KIND OF BUSINESS	Number of establishments	Sales (add 000)	Active proprietors (firms, individuals, partners)	Number of employees* (full-time and part-time) Average for year	TOTAL PAY ROLL* (add 000)
OWENSBORO					
Total, all establishments	58	$7,296	40	507	$546
SERVICE AND LIMITED-FUNCTION WHOLESALERS	43	5,275	29	377	435
ALL OTHER TYPES	15	2,021	11	130	111
BY KINDS OF BUSINESS (All types):					
Automotive	3	126	2	16	18
Beer, wines, and liquors	7	591	8	18	25
Farm products--raw materials	6	1,492	2	168	128
Farm products--consumer goods	11	958	6	114	116
Groceries (general line) Groceries and foods (specialty lines)	2 3	1,070	5	32	38
Machinery--equipment--supplies	9	1,330	2	77	122
Petroleum and its products	5	645	4	19	22
All other	12	1,084	11	63	79
PADUCAH					
Total, all establishments	66	14,433	52	545	621
SERVICE AND LIMITED-FUNCTION WHOLESALERS	44	8,218	38	411	466
ALL OTHER TYPES	22	6,215	14	134	155
BY KINDS OF BUSINESS (All types):					
Automotive	4	235	3	20	27
Beer, wines, and liquors	4	506	2	20	21
Farm products--raw materials	7	2,192	9	61	39
Farm products--consumer goods	9	1,367	8	63	56
Farm supplies	3	507	2	25	23
Groceries (general line)	3	1,659	1	69	86
Groceries and foods (specialty lines)	6	1,485	8	24	20
Machinery--equipment--supplies	4	650	1	32	47
Petroleum and its products	9	1,697	5	53	69
All other	17	4,155	15	178	253

* Employees and pay roll include paid executives of corporations but not the number and compensation of proprietors of unincorporated businesses.

TABLE 12B.—CITIES OF 20,000 TO 50,000 POPULATION

[illegible] Sales, Payroll, and Payroll

Kind of Business

LOUISIANA

CITY TYPE OF OPERATION KIND OF BUSINESS	Number of establishments	Sales (add 000)	Average per establishment	Number of employees* (average for year)	TOTAL PAY ROLL* (add 000)
ALEXANDRIA					
Total, all establishments	57	$8,896	23	488	$535
SERVICE AND LIMITED-FUNCTION WHOLESALERS	34	5,559	16	314	404
ALL OTHER TYPES	23	3,339	7	168	131
BY KINDS OF BUSINESS (All types):					
Automotive	7	827	2	58	81
Beer, wines, and liquors	3	270	---	18	17
Farm products--consumer goods	3	336	2	24	34
Groceries (general line)	5	2,433	1	97	113
Groceries and foods (specialty lines)	15	1,867	2	82	88
Machinery--equipment--supplies	5	784	---	46	79
Petroleum and its products	12	1,647	7	43	58
All other	7	931	3	61	89
BATON ROUGE					
Total, all establishments	61	16,185	21	817	1,037
SERVICE AND LIMITED-FUNCTION WHOLESALERS	43	11,615	12	581	812
ALL OTHER TYPES	18	4,570	9	236	225
BY KINDS OF BUSINESS (All types):					
Automotive	5	642	4	70	43
Beer, wines, and liquors	4	2,015	---	60	95
Farm products--raw materials	3	957	2	29	24
Farm products--consumer goods	3	504	1	28	25
Groceries (general line)	6	4,711	---	170	224
Groceries and foods (specialty lines)	12	3,252	5	115	162
Hardware	3	1,442	---	62	89
Lumber and construction materials	3	179	3	5	6
Machinery--equipment--supplies	4	155	---	25	34
All other	18	3,128	6	253	295
LAKE CHARLES					
Total, all establishments	66	$20,242	29	574	$733
SERVICE AND LIMITED-FUNCTION WHOLESALERS	38	8,638	18	440	525
ALL OTHER TYPES	28	11,604	11	134	208
BY KINDS OF BUSINESS (All types):					
Automotive	4	278	3	24	43
Beer, wines, and liquors	6	468	4	19	22
Farm products--raw materials	6	8,558	5	18	29
Groceries (general line)	5	5,103	---	157	218
Groceries and foods (specialty lines)	11	1,775	5	109	69
Machinery--equipment--supplies	12	2,372	---	[illegible]	142
Petroleum and its products	11	1,691	7	45	68
All other	12	1,961	5	121	146
MONROE					
Total, all establishments	64	17,351	38	794	1,049
SERVICE AND LIMITED-FUNCTION WHOLESALERS	41	12,214	30	697	906
ALL OTHER TYPES	23	5,137	8	97	137
BY KINDS OF BUSINESS (All types):					
Automotive	5	507	4	44	73
Beer, wines, and liquors	5	2,696	7	146	166
Farm products--raw materials	5	928	3	[illegible]	10
Groceries (general line)	4	2,798	4	167	128
Groceries and foods (specialty lines)	12	2,624	7	65	77
Lumber and construction materials	3	500	---	42	30
Machinery--equipment--supplies	5	1,058	1	61	116
Petroleum and its products	8	1,293	3	35	50
All other	17	5,047	9	286	326

MAINE

CITY TYPE OF OPERATION KIND OF BUSINESS	Number of establishments	Sales (add 000)	Average per establishment	Number of employees* (average for year)	TOTAL PAY ROLL* (add 000)
BANGOR					
Total, all establishments	93	$20,022	40	987	$1,427
SERVICE AND LIMITED-FUNCTION WHOLESALERS	75	13,129	38	790	1,155
ALL OTHER TYPES	18	6,893	2	197	272
BY KINDS OF BUSINESS (All types):					
Automotive	[illegible]	619	[illegible]	43	73
Beer, wines, and liquors	7	728	6	47	58
Clothing and furnishings	4	501	2	29	45
Electrical goods	5	494	1	24	36
Farm products--consumer goods	7	1,107	6	42	48
Groceries (general line)	5	3,754	---	109	169
Groceries and foods (specialty lines)	17	5,176	7	242	327
Hardware	4	1,466	---	131	202
Lumber and construction materials	5	515	3	15	23
Machinery--equipment--supplies	7	595	3	52	93
Paper and its products	3	132	---	8	12
Petroleum and its products	5	1,752	1	51	64
All other	16	3,185	7	194	277
LEWISTON					
Total, all establishments	53	$9,618	31	445	$710
SERVICE AND LIMITED-FUNCTION WHOLESALERS	39	6,722	28	351	564
ALL OTHER TYPES	14	2,896	3	94	146
BY KINDS OF BUSINESS (All types):					
Automotive	3	180	2	16	20
Farm products--consumer goods	3	187	[illegible]	11	14
Groceries (general line)	2	2,986	7	95	141
Groceries and foods (specialty lines)	12				
Machinery--equipment--supplies	3	514	2	37	57
Petroleum and its products	7	1,177	3	30	[illegible]
Waste materials	4	397	3	19	35
All other	19	4,177	10	237	395

MARYLAND

CITY TYPE OF OPERATION KIND OF BUSINESS	Number of establishments	Sales (add 000)	Average per establishment	Number of employees* (average for year)	TOTAL PAY ROLL* (add 000)
CUMBERLAND					
Total, all establishments	71	$12,854	30	543	$821
SERVICE AND LIMITED-FUNCTION WHOLESALERS	50	7,277	28	406	610
ALL OTHER TYPES	21	5,577	2	137	211
BY KINDS OF BUSINESS (All types):					
Automotive	7	350	3	34	44
Beer, wines, and liquors	3	343	3	13	20
Farm products--consumer goods	9	822	3	63	86
Groceries (general line)	4	2,036	---	72	107
Groceries and foods (specialty lines)	20	3,986	6	143	221
Lumber and construction materials	3	116	1	27	38
Petroleum and its products	9	1,111	2	42	52
Tobacco and products (except leaf)	3	794	2	6	11
All other	13	3,296	10	143	262
HAGERSTOWN					
Total, all establishments	85	$14,472	50	855	$843
SERVICE AND LIMITED-FUNCTION WHOLESALERS	57	9,053	42	503	609
ALL OTHER TYPES	28	5,419	8	352	234
BY KINDS OF BUSINESS (All types):					
Automotive	3	218	3	14	19
Beer, wines, and liquors	8	969	5	50	65
Electrical goods	4	852	2	50	67
Farm products--raw materials	6	1,232	3	39	28
Farm products--consumer goods	9	2,158	4	71	97
Groceries and foods (specialty lines)	12	1,384	6	89	122
Lumber and construction materials	5	1,102	3	23	42
Petroleum and its products	11	1,823	8	46	63
Plumbing and heating equipt and spls	3	880	1	75	91
Waste materials	4	127	3	19	19
All other products	18	3,727	12	199	279

* Employees and pay roll include paid executives of corporations but not the number and compensation of proprietors of unincorporated businesses.

TABLE 12B.—CITIES OF 20,000 TO 50,000 POPULATION

ESTABLISHMENTS, SALES, PERSONNEL, AND PAY ROLL

KINDS OF BUSINESS

MASSACHUSETTS

CITY TYPE OF OPERATION KIND OF BUSINESS	Number of establishments	Sales (add 000)	Active proprietors (Owners or partners devoting their time to business)	Number of employees* (Full-time and part-time) Average for year	TOTAL PAY ROLL* (add 000)
ARLINGTON [1]					
Total, all establishments	5	$1,092	1	72	$166
ATTLEBORO					
Total, all establishments	10	615	8	25	37
BELMONT [1]	---	---	---	---	---
BEVERLY					
Total, all establishments	7	3,181	4	143	187
BROOKLINE [1]					
Total, all establishments	24	8,752	14	292	627
CHELSEA					
Total, all establishments	80	33,444	62	898	1,397
SERVICE AND LIMITED-FUNCTION WHOLESALERS	71	9,718	61	621	789
ALL OTHER TYPES	9	23,726	1	277	608
BY KINDS OF BUSINESS (All types):					
Automotive	3	151	6	12	17
Farm products--consumer goods	3	114	2	7	8
Paper and its products	4	479	4	39	48
Petroleum and its products	7	18,761	---	277	571
Tobacco and products (except leaf)	3	2,233	5	11	10
Waste materials	39	9,861	34	422	547
All other	21	1,845	11	130	196
CHICOPEE					
Total, all establishments	16	1,814	11	124	175
EVERETT					
Total, all establishments	18	12,545	5	371	541
FITCHBURG					
Total, all establishments	55	14,410	40	540	845
SERVICE AND LIMITED-FUNCTION WHOLESALERS	39	8,188	37	405	631
ALL OTHER TYPES	16	6,222	3	135	214
BY KINDS OF BUSINESS (All types):					
Automotive	5	319	3	36	44
Farm products--consumer goods	2	1,250	11	73	98
Groceries (general line)	2	4,082	5	130	227
Groceries and foods (specialty lines)	10				
Paper and its products	4	3,304	7	94	111
Petroleum and its products	7	1,353	2	28	52
Waste materials	3	130	3	16	16
All other	15	3,972	9	163	297
FRAMINGHAM [1]					
Total, all establishments	15	2,914	7	103	150
GARDNER					
Total, all establishments	8	2,913	3	60	143
GLOUCESTER					
Total, all establishments	18	2,796	11	140	178
HAVERHILL					
Total, all establishments	51	7,355	30	379	529
SERVICE AND LIMITED-FUNCTION WHOLESALERS	42	3,642	28	238	322
ALL OTHER TYPES	9	3,713	2	141	207
BY KINDS OF BUSINESS (All types):					
Automotive	3	144	---	17	23
Dry goods (specialty lines)	2	250	5	12	14
Farm products--consumer goods	3	392	5	10	14
Groceries (general line)	1	1,444	3	59	80
Groceries and foods (specialty lines)	5				
Machinery--equipment- supplies	7	1,912	3	67	129
Paper and its products	3	99	2	11	11
Petroleum and its products	5	1,193	2	70	85
All other	19	1,921	10	133	173
LEOMINSTER					
Total, all establishments	9	$4,561	5	85	$201
MELROSE					
Total, all establishments	2	(x)	(x)	(x)	(x)
METHUEN [1]					
Total, all establishments	6	352	1	39	46
NORTH ADAMS					
Total, all establishments	26	5,407	18	203	244
SERVICE AND LIMITED-FUNCTION WHOLESALERS	19	3,406	16	160	171
ALL OTHER TYPES	7	2,001	2	43	73
BY KINDS OF BUSINESS (All types):					
Farm products--consumer goods	4	431	3	18	23
Groceries (general line)	3	1,563	---	45	66
Groceries and foods (specialty lines)	4	1,482	2	28	46
Petroleum and its products	4	629	2	14	24
Waste materials	4	318	5	50	36
All other	7	1,184	6	44	49
NORTHAMPTON					
Total, all establishments	17	3,324	15	93	135
PEABODY					
Total, all establishments	19	4,968	14	76	147
PITTSFIELD					
Total, all establishments	58	8,253	28	345	589
SERVICE AND LIMITED-FUNCTION WHOLESALERS	40	5,240	25	237	406
ALL OTHER TYPES	18	4,013	3	108	183
BY KINDS OF BUSINESS (All types):					
Automotive	3	216	3	10	30
Beer, wines, and liquors	5	969	---	48	103
Electrical goods	3	145	1	14	20
Farm products--consumer goods	6	624	8	28	40
Groceries (general line)	2	2,517	5	83	122
Groceries and foods (specialty lines)	8				
Machinery--equipment--supplies	4	274	1	19	[illegible]
Petroleum and its products	10	2,566	3	55	97
Plumbing and heating equipment and supplies	4	544	---	32	62
Waste materials	6	99	5	11	8
All other	7	1,299	2	45	78
REVERE					
Total, all establishments	8	12,114	4	288	445
SALEM					
Total, all establishments	25	8,575	9	261	373
TAUNTON					
Total, all establishments	24	3,337	11	167	242
SERVICE AND LIMITED-FUNCTION WHOLESALERS	19	2,280	10	124	171
ALL OTHER TYPES	5	1,057	1	43	71
BY KINDS OF BUSINESS (All types):					
Farm products--consumer goods	3	263	1	12	27
Groceries (general line)	1	691	2	24	30
Groceries and foods (specialty lines)	4				
Petroleum and its products	3	640	1	33	50
Tobacco and products (except leaf)	3	588	2	9	13
All other	10	1,155	5	89	122
WALTHAM					
Total, all establishments	21	4,842	9	150	257
WATERTOWN [1]					
Total, all establishments	18	12,047	10	384	706
WEYMOUTH [1]					
Total, all establishments	3	(x)	(x)	(x)	(x)

* Employees and pay roll include paid executives of corporations but not the number and compensation of proprietors of unincorporated businesses.
x Withheld to avoid disclosure.
[1] Classified as urban under special rule.

TABLE 12B.—CITIES OF 20,000 TO 50,000 POPULATION

[illegible]

[illegible]

MICHIGAN

CITY TYPE OF OPERATION KIND OF BUSINESS	Number of establishments	Sales (add 000)	Average [illegible]	Number of employees* Average for year	TOTAL PAY ROLL* (add 000)
ANN ARBOR					
Total, all establishments	48	$5,480	37	285	$402
SERVICE AND LIMITED-FUNCTION WHOLESALERS	32	3,553	30	234	320
ALL OTHER TYPES	16	1,927	7	51	82
BY KINDS OF BUSINESS (All types):					
Automotive	4	217	1	23	46
Beer, wines, and liquors	6	713	6	27	40
Farm products--consumer goods	9	496	11	44	59
Groceries (general line)	2	1,939	[illegible]	63	86
Groceries and foods (specialty lines)	2				
Machinery--equipment--supplies	5	515	---	36	69
Petroleum and its products	8	755	4	18	29
Waste materials	4	35	5	12	10
All other	8	810	[illegible]	62	63
BATTLE CREEK					
Total, all establishments	64	14,268	35	479	713
SERVICE AND LIMITED-FUNCTION WHOLESALERS	49	4,909	32	340	459
ALL OTHER TYPES	15	9,359	3	139	254
BY KINDS OF BUSINESS (All types):					
Automotive	3	178	2	28	42
Beer, wines, and liquors	5	748	3	34	45
Chemicals and paints	3	43	1	7	6
Electrical goods	4	619	1	23	35
Farm products--consumer goods	5	360	7	16	18
Groceries (general line)	3	8,281	5	150	242
Groceries and foods (specialty lines)	13				
Machinery--equipment--supplies	4	343	7	32	47
Petroleum and its products	8	1,759	1	48	66
All other	16	1,957	8	141	190
BAY CITY					
Total, all establishments	68	14,376	41	651	952
SERVICE AND LIMITED-FUNCTION WHOLESALERS	48	11,869	29	570	817
ALL OTHER TYPES	20	2,507	12	81	135
BY KINDS OF BUSINESS (All types):					
Automotive	6	483	2	54	84
Beer, wines, and liquors	3	641	1	30	42
Farm products--raw materials	7	566	7	27	31
Farm products--consumer goods	7	702	5	36	39
Groceries (general line)	5	3,965	4	156	208
Groceries and foods (specialty lines)	4	103	3	11	16
Hardware	3	2,446	---	152	236
Machinery--equipment--supplies	3	104	2	8	12
Petroleum and its products	12	1,847	6	45	84
Plumbing and heating equipment and spls.	3	699	1	35	67
All other	15	2,820	10	97	135
FERNDALE					
Total, all establishments	5	5,590	4	61	149
HAMTRAMCK					
Total, all establishments	38	16,925	35	339	662
JACKSON					
Total, all establishments	91	$15,080	51	825	$1,234
SERVICE AND LIMITED-FUNCTION WHOLESALERS	61	9,414	40	608	837
ALL OTHER TYPES	30	5,666	11	217	397
BY KINDS OF BUSINESS (All types):					
Automotive	4	599	2	48	87
Beer, wines, and liquors	7	958	4	61	99
Chemicals and paints	3	61	---	8	10
Electrical goods	4	686	1	45	71
Farm products--consumer goods	12	577	9	38	51
Farm supplies	3	495	1	51	53
Groceries (general line)	4	1,415	2	54	77
Groceries and foods (specialty lines)	13	2,168	7	108	143
Machinery--equipment--supplies	10	2,075	3	112	213
Petroleum and its products	11	2,159	4	60	108
Plumbing and heating equipment and spls	4	508	1	24	50
Waste materials	5	448	7	44	48
All other	11	2,931	10	162	226
MUSKEGON					
Total, all establishments	85	11,511	52	485	799
SERVICE AND LIMITED-FUNCTION WHOLESALERS	66	8,309	42	402	658
ALL OTHER TYPES	19	3,202	10	83	141
BY KINDS OF BUSINESS (All types):					
Automotive	6	718	2	49	90
Beer, wines, and liquors	7	706	6	33	53
Electrical goods	3	799	1	38	63
Farm products--consumer goods	14	901	18	25	32
Groceries (general line)	5	1,585	---	43	55
Groceries and foods (specialty lines)	[illegible]	414	6	26	40
Machinery--equipment--supplies	8	1,978	2	92	189
Paper and its products	3	294	---	25	51
Petroleum and its products	8	1,585	7	46	75
Waste materials	8	663	3	[illegible]	65
All other	14	2,068	7	62	86
PORT HURON					
Total, all establishments	46	6,032	37	250	308
SERVICE AND LIMITED-FUNCTION WHOLESALERS	35	3,337	32	170	211
ALL OTHER TYPES	15	2,695	5	80	97
BY KINDS OF BUSINESS (All types):					
Automotive	3	140	3	13	18
Farm products--consumer goods	5	554	4	38	41
Groceries (general line)	2	786	[illegible]	27	35
Groceries and foods (specialty lines)	[illegible]				
Petroleum and its products	8	2,195	5	43	59
Tobacco and products (except leaf)	3	881	3	13	13
Waste materials	3	137	5	14	16
All other	14	1,339	8	[illegible]	126
ROYAL OAK					
Total, all establishments	12	2,661	8	116	214
SERVICE AND LIMITED-FUNCTION WHOLESALERS	7	1,641	2	95	182
ALL OTHER TYPES	5	1,020	6	21	32
BY KINDS OF BUSINESS (All types):					
Petroleum and its products	3	978	3	18	27
All other	9	1,683	5	[illegible]	187
WYANDOTTE					
Total, all establishments	22	2,445	21	94	129
SERVICE AND LIMITED-FUNCTION WHOLESALERS	18	1,698	19	78	103
ALL OTHER TYPES	4	747	2	16	26
BY KINDS OF BUSINESS (All types):					
Automotive	4	187	3	23	33
Beer, wines, and liquors	5	498	7	26	33
Farm products--consumer goods	3	110	4	7	7
Groceries and foods (specialty lines)	[illegible]	85	4	4	[illegible]
All other	[illegible]	1,565	3	34	52

* Employees and pay roll include paid executives of corporations but not the number and compensation of proprietors of unincorporated businesses.

TABLE 12B.—CITIES OF 20,000 TO 50,000 POPULATION

ESTABLISHMENTS, SALES, PERSONNEL, AND PAY ROLL

KINDS OF BUSINESS

MINNESOTA

CITY TYPE OF OPERATION KIND OF BUSINESS	Number of establishments	Sales (add 000)	Active proprietors (Business owners active in business)	Number of employees* (Business owners active in business) Average for year	TOTAL PAY ROLL* (add 000)
ROCHESTER					
Total, all establishments	38	$4,566	16	189	$265
SERVICE AND LIMITED-FUNCTION WHOLESALERS	17	2,651	8	126	164
ALL OTHER TYPES	21	1,855	8	63	101
BY KINDS OF BUSINESS (All types):					
Automotive	3	160	---	8	19
Beer, wines, and liquors	5	642	1	31	39
Farm products--raw materials	4	365	3	4	4
Farm products--consumer goods	6	985	2	49	66
Groceries (general line)	2	1,241	1	42	58
Groceries and foods (specialty lines)	4				
Petroleum and its products	9	849	5	19	34
All other	5	264	4	35	45
ST. CLOUD					
Total, all establishments	34	6,651	20	229	358
SERVICE AND LIMITED-FUNCTION WHOLESALERS	19	3,364	11	116	169
ALL OTHER TYPES	15	3,287	9	113	189
BY KINDS OF BUSINESS (All types):					
Automotive	3	293	1	18	23
Beer, wines, and liquors	3	240	---	12	14
ST. CLOUD—Con.					
BY KINDS OF BUSINESS (All types)—Con.					
Farm products--consumer goods	5	$1,102	2	41	$72
Groceries (general line)	1	1,347	3	47	68
Groceries and foods (specialty lines)	3				
Machinery--equipment--supplies	3	2,009	---	74	134
Petroleum and its products	9	987	9	20	27
Tobacco and products (except leaf)	3	531	3	8	8
All other	4	232	2	9	12
WINONA					
Total, all establishments	44	5,714	23	265	363
SERVICE AND LIMITED-FUNCTION WHOLESALERS	27	3,887	15	207	280
ALL OTHER TYPES	17	1,827	8	58	83
BY KINDS OF BUSINESS (All types):					
Automotive	3	94	---	15	22
Beer, wines, and liquors	6	335	2	24	26
Farm products--consumer goods	4	925	1	66	85
Groceries (general line)	1	1,631	1	72	112
Groceries and foods (specialty lines)	5				
Petroleum and its products	11	1,178	7	29	42
Waste materials	3	152	4	8	7
All other	11	1,399	8	50	69

MISSISSIPPI

CITY TYPE OF OPERATION KIND OF BUSINESS	Number of establishments	Sales (add 000)	Active proprietors (Business owners active in business)	Number of employees* (Business owners active in business) Average for year	TOTAL PAY ROLL* (add 000)
GREENVILLE					
Total, all establishments	41	$11,409	25	324	$447
SERVICE AND LIMITED-FUNCTION WHOLESALERS	17	4,284	7	230	307
ALL OTHER TYPES	24	7,125	18	94	140
BY KINDS OF BUSINESS (All types):					
Automotive	4	338	-	20	33
Beer and wines	5	362	1	33	29
Farm products--raw materials	10	4,498	10	19	34
Groceries (general line)	3	1,322	--	86	133
Groceries and foods (specialty lines)	5	1,989	2	68	95
Petroleum and its products	10	1,657	-	34	49
All other	6	1,965	5	70	74
HATTIESBURG					
Total, all establishments	44	7,710	25	312	361
SERVICE AND LIMITED-FUNCTION WHOLESALERS	29	4,884	13	261	302
ALL OTHER TYPES	15	2,826	12	51	59
BY KINDS OF BUSINESS (All types):					
Automotive	5	269	3	32	41
Beer and wines	3	152	1	9	16
Groceries (general line)	4	2,083	-	81	121
Groceries and foods (specialty lines)	9	2,375	4	57	65
Petroleum and its products	9	1,016	8	29	29
Tobacco and products (except leaf)	3	996	---	22	25
All other	11	798	9	62	64
LAUREL					
Total, all establishments	30	4,374	16	170	182
SERVICE AND LIMITED-FUNCTION WHOLESALERS	12	2,499	5	128	145
ALL OTHER TYPES	18	1,875	11	42	37
LAUREL—Con.					
BY KINDS OF BUSINESS (All types):					
Farm products--consumer goods	4	$141	3	13	25
Groceries (general line)	4	1,523	3	61	78
Groceries and foods (specialty lines)	5	567	3	10	11
Petroleum and its products	10	1,211	7	38	35
All other	5	892	---	48	33
MERIDIAN					
Total, all establishments	50	11,541	31	517	724
SERVICE AND LIMITED-FUNCTION WHOLESALERS	30	6,209	10	402	570
ALL OTHER TYPES	20	5,332	21	115	154
BY KINDS OF BUSINESS (All types):					
Automotive	3	475	-	51	86
Farm products--raw materials	4	404	4	13	13
Farm products--consumer goods	5	367	7	25	22
Groceries (general line)	6	1,666	1	78	94
Groceries and foods (specialty lines)	13	3,960	6	99	139
Lumber and construction materials	7	1,691	2	71	136
Petroleum and its products	10	1,261	9	42	47
All other	8	1,717	2	136	187
VICKSBURG					
Total, all establishments	41	10,257	30	344	392
SERVICE AND LIMITED-FUNCTION WHOLESALERS	18	6,009	14	247	272
ALL OTHER TYPES	23	4,248	16	97	120
BY KINDS OF BUSINESS (All types):					
Beer and wines	3	2,053	2	20	24
Farm products--raw materials	7	1,948	8	10	10
Groceries (general line)	4	2,538	4	127	139
Groceries and foods (specialty lines)	9	1,909	4	58	72
Petroleum and its products	9	910	6	42	54
All other	9	899	6	87	93

* Employees and pay roll include paid executives of corporations but not the number and compensation of proprietors of unincorporated businesses.

TABLE 12B.—CITIES OF 20,000 TO 50,000 POPULATION

ESTABLISHMENTS, SALES, PERSONNEL, AND PAY ROLL

KINDS OF BUSINESS

MISSOURI

CITY TYPE OF OPERATION KIND OF BUSINESS	Number of establishments	Sales (add 000)	Average number of proprietors and paid employees	Number of paid employees, first week in March	TOTAL PAY ROLL*
HANNIBAL					
Total, all establishments	49	$3,685	39	211	$225
SERVICE AND LIMITED-FUNCTION WHOLESALERS	38	2,716	33	177	186
ALL OTHER TYPES	11	969	6	34	39
BY KINDS OF BUSINESS (All types):					
Automotive	5	460	2	25	36
Beer, wines, and liquors	8	340	8	16	17
Farm products--consumer goods	9	654	12	70	57
Groceries (general line)	5	645	---	22	32
Groceries and foods (specialty lines)	4	325	5	10	12
Petroleum and its products	8	628	6	20	23
All other	10	433	6	48	48
JEFFERSON CITY					
Total, all establishments	31	2,378	13	172	214
SERVICE AND LIMITED-FUNCTION WHOLESALERS	16	1,398	7	107	121
ALL OTHER TYPES	15	980	6	65	93
BY KINDS OF BUSINESS (All types):					
Automotive	5	215	2	19	22
Beer, wines, and liquors	3	166	2	12	11
Farm products--consumer goods	5	310	3	48	52
Machinery--equipment--supplies	3	105	---	15	26
Petroleum and its products	10	860	5	43	64
All other	5	722	1	35	39
JOPLIN					
Total, all establishments	125	24,827	88	1,032	1,389
SERVICE AND LIMITED-FUNCTION WHOLESALERS	75	11,983	60	699	840
ALL OTHER TYPES	50	12,844	28	333	549

CITY TYPE OF OPERATION KIND OF BUSINESS	Number of establishments	Sales (add 000)	Average number of proprietors and paid employees	Number of paid employees, first week in March	TOTAL PAY ROLL*
JOPLIN—Con.					
BY KINDS OF BUSINESS (All types):					
Automotive	13	$967	6	118	$148
Beer, wines, and liquors	8	1,242	5	42	68
Chemicals and paints	3	3,953	[illegible]	112	266
Electrical goods	8	690	6	23	30
Farm products--raw materials	5	3,693	10	32	28
Farm products--consumer goods	12	1,315	15	126	120
Groceries (general line)	5	2,668	5	89	109
Groceries and foods (specialty lines)	14	1,588	9	89	105
Lumber and construction materials	3	493	6	39	40
Machinery--equipment--supplies	15	1,251	8	131	159
Paper and its products	3	165	3	12	18
Petroleum and its products	20	2,328	10	89	127
Waste materials	[illegible]	213	3	29	26
All other	14	3,963	4	101	147
SEDALIA					
Total, all establishments	42	4,475	39	200	212
SERVICE AND LIMITED-FUNCTION WHOLESALERS	23	2,615	27	115	133
ALL OTHER TYPES	19	1,860	12	87	79
BY KINDS OF BUSINESS (All types):					
Automotive	5	191	[illegible]	26	30
Beer, wines, and liquors	6	944	4	38	58
Farm products--consumer goods	[illegible]	1,058	7	69	51
Groceries (general line)	2	1,099	3	29	34
Groceries and foods (specialty lines)	4				
Petroleum and its products	12	903	9	25	30
All other	5	[illegible]	7	15	9
UNIVERSITY CITY					
Total, all establishments	16	1,524	6	61	86
SERVICE AND LIMITED-FUNCTION WHOLESALERS	10	1,027	2	49	62
ALL OTHER TYPES	6	497	4	12	24

MONTANA

CITY TYPE OF OPERATION KIND OF BUSINESS	Number of establishments	Sales (add 000)	Average number of proprietors and paid employees	Number of paid employees, first week in March	TOTAL PAY ROLL*
BILLINGS					
Total, all establishments	[illegible]	[illegible]	[illegible]	[illegible]	[illegible]
SERVICE AND LIMITED-FUNCTION WHOLESALERS	42	12,410	11	[illegible]	[illegible]
ALL OTHER TYPES	[illegible]	[illegible]	14	[illegible]	[illegible]
BY KINDS OF BUSINESS (All types):					
Automotive	[illegible]	[illegible]	[illegible]	88	18
Electrical goods	[illegible]	930	1	[illegible]	100
Farm products--raw materials	[illegible]	[illegible]	7	[illegible]	[illegible]
Groceries (general line)	4	[illegible]	-	84	[illegible]
Groceries and foods (specialty lines)	[illegible]	1,950	-	27	[illegible]
Hardware	4	1,599	-	[illegible]	140
Machinery--equipment--supplies	11	4,209	1	[illegible]	481
Petroleum and its products	13	[illegible]	-	[illegible]	[illegible]
Tobacco and products (except leaf)	2	441	2	14	2
All other	14	3,481	3	[illegible]	[illegible]
BUTTE					
Total, all establishments	[illegible]	[illegible]	31	[illegible]	1,217
SERVICE AND LIMITED-FUNCTION WHOLESALERS	[illegible]	[illegible]	18	[illegible]	[illegible]
ALL OTHER TYPES	[illegible]	12,[illegible]	13	267	[illegible]
BY KINDS OF BUSINESS (All types):					
Amusement and sporting goods	[illegible]	217	[illegible]	[illegible]	[illegible]
Automotive	[illegible]	[illegible]	-	[illegible]	[illegible]
Beer, wines, and liquors	[illegible]	[illegible]	-	10	[illegible]
Electrical goods	[illegible]	[illegible]	---	[illegible]	122

CITY TYPE OF OPERATION KIND OF BUSINESS	Number of establishments	Sales (add 000)	Average number of proprietors and paid employees	Number of paid employees, first week in March	TOTAL PAY ROLL*
BUTTE—Con.					
[illegible]	[illegible]	[illegible]	[illegible]	[illegible]	[illegible]
Farm products--raw materials	[illegible]	[illegible]	1	[illegible]	[illegible]
Farm products--consumer goods	[illegible]	5,160	[illegible]	[illegible]	[illegible]
Farm products--general line	[illegible]	[illegible]	[illegible]	[illegible]	[illegible]
Groceries and foods (specialty lines)	17	[illegible]	[illegible]	171	[illegible]
Lumber and construction materials	[illegible]	1,144	[illegible]	[illegible]	[illegible]
Machinery--equipment--supplies	16	[illegible]	[illegible]	72	[illegible]
Petroleum and its products	[illegible]	[illegible]	[illegible]	[illegible]	[illegible]
Tobacco and products (except leaf)	4	2,[illegible]	1	[illegible]	[illegible]
All other	14	[illegible]	[illegible]	[illegible]	190
GREAT FALLS					
Total, all establishments	[illegible]	[illegible]	[illegible]	[illegible]	981
SERVICE AND LIMITED-FUNCTION WHOLESALERS	[illegible]	[illegible]	[illegible]	[illegible]	[illegible]
ALL OTHER TYPES	[illegible]	7,316	[illegible]	[illegible]	[illegible]
BY KINDS OF BUSINESS (All types):					
Automotive	8	1,760	-	[illegible]	[illegible]
Farm products--raw materials	[illegible]	[illegible]	[illegible]	11	[illegible]
Farm products--consumer goods	4	1,076	4	[illegible]	[illegible]
Farm products--general line	4	[illegible]	[illegible]	[illegible]	[illegible]
Groceries and foods (specialty lines)	7	[illegible]	[illegible]	[illegible]	[illegible]
Lumber and construction materials	[illegible]	1,252	[illegible]	[illegible]	[illegible]
Machinery--equipment--supplies	[illegible]	[illegible]	[illegible]	70	[illegible]
Petroleum and its products	11	1,049	7	[illegible]	[illegible]
Tobacco and products (except leaf)	[illegible]	[illegible]	[illegible]	31	[illegible]
All other	[illegible]	2,168	12	114	174

* Amounts and pay roll include salaries of officers; the number and operation of proprietors of unincorporated businesses.

TABLE 12B.—CITIES OF 20,000 TO 50,000 POPULATION

ESTABLISHMENTS, SALES, PERSONNEL, AND PAY ROLL

KINDS OF BUSINESS

NEVADA

CITY TYPE OF OPERATION KIND OF BUSINESS	Number of establishment	Sales (add 000)	Active proprietors (full-time and part-time owners of unincorporated businesses)	Number of employees* (full-time and part-time) Average for year	TOTAL PAY ROLL* (add 000)
RENO					
Total, all establishments	56	$10,796	16	401	$745
SERVICE AND LIMITED-FUNCTION WHOLESALERS	39	8,540	13	335	619
ALL OTHER TYPES	11	2,256	3	66	126
BY KINDS OF BUSINESS (All types):					
Automotive	4	1,026	1	61	112
Beer, wines, and liquors	5	1,254	2	33	54
Farm products--raw materials	3	342	-	11	29
RENO—Con.					
BY KINDS OF BUSINESS (All types)—Con.					
Farm products--consumer goods	4	$1,120	-	51	$92
Groceries (general line)	3	1,742		44	74
Groceries and foods (specialty lines)	5	767	3	21	43
Lumber and construction materials	3	469	3	23	44
Machinery--equipment--supplies	7	562	3	34	66
Petroleum and its products	3	659	3	11	25
Tobacco and products (except leaf)	3	1,418	-	24	52
All other	10	1,417	---	78	154

NEW HAMPSHIRE

CITY TYPE OF OPERATION KIND OF BUSINESS	Number of establishments	Sales (add 000)	Active proprietors (full-time and part-time owners of unincorporated businesses)	Number of employees* (full-time and part-time) Average for year	TOTAL PAY ROLL* (add 000)
CONCORD					
Total, all establishments	29	$4,638	14	201	$325
SERVICE AND LIMITED-FUNCTION WHOLESALERS	18	2,246	12	129	202
ALL OTHER TYPES	11	2,392	2	72	123
BY KINDS OF BUSINESS (All types):					
Automotive	4	362	7	40	47
Farm products--consumer goods	4	657	1	29	52
Groceries and foods (specialty lines)	5	1,134	---	27	42
Petroleum and its products	5	1,117	1	31	53
All other	11	1,368	5	74	131
NASHUA					
Total, all establishments	23	$4,711	10	161	$230
SERVICE AND LIMITED-FUNCTION WHOLESALERS	19	3,436	9	129	180
ALL OTHER TYPES	4	1,275	1	32	50
BY KINDS OF BUSINESS (All types):					
Automotive	4	149	4	15	24
Farm products--consumer goods	3	220	---	14	21
Groceries (general line)	4	1,443	---	54	67
Groceries and foods (specialty lines)	3	1,632	1	37	58
Petroleum and its products	3	308	1	7	15
All other	6	959	4	34	45

* Employees and pay roll include paid executives of corporations but not the number and compensation of proprietors of unincorporated businesses.

TABLE 12B.—CITIES OF 20,000 TO 50,000 POPULATION

ESTABLISHMENTS, SALES, PERSONNEL, AND PAY ROLL

KINDS OF BUSINESS

NEW JERSEY

CITY TYPE OF OPERATION KIND OF BUSINESS	Number of establishments	Sales (add 000)	Active proprietors, partners, unpaid officers	Number of employees* Average for year	TOTAL PAY ROLL* (add 000)
BELLEVILLE					
Total, all establishments	7	$886	6	47	$92
BLOOMFIELD					
Total, all establishments	22	4,124	12	311	488
CLIFTON					
Total, all establishments	16	3,722	7	165	304
GARFIELD					
Total, all establishments	13	1,684	11	70	135
HACKENSACK					
Total, all establishments	38	13,075	18	355	672
SERVICE AND LIMITED-FUNCTION WHOLESALERS	34	4,585	18	188	342
ALL OTHER TYPES	4	8,490	--	167	330
BY KINDS OF BUSINESS (All types):					
Automotive	10	1,043	6	59	101
Electrical goods	3	102	2	4	5
Groceries and foods (specialty lines)	3	1,506	1	31	60
Petroleum and its products	3	7,130	---	151	296
Plumbing and heating equipt and spls	7	492	4	17	25
All other	12	2,802	5	93	185
KEARNY					
Total, all establishments	12	13,236	5	255	577
LINDEN					
Total, all establishments	10	10,607	5	324	583
MONTCLAIR					
Total, all establishments	10	1,030	3	62	86
NEW BRUNSWICK					
Total, all establishments	65	14,404	31	528	986
SERVICE AND LIMITED-FUNCTION WHOLESALERS	52	6,443	29	317	511
ALL OTHER TYPES	13	7,961	2	211	475
BY KINDS OF BUSINESS (All types):					
Automotive	■	391	2	27	40
NEW BRUNSWICK—Con.					
BY KINDS OF BUSINESS (All types)—Con					
Beer, wines, and liquors	3	$166	1	8	$10
Electrical goods	3	175	2	■	15
Farm products--consumer goods	9	820	8	26	66
Groceries (general line)	1	5,900	2	173	307
Groceries and foods (specialty lines)	12				
Paper and its products	4	309	1	20	28
Petroleum and its products	3	1,628	2	30	60
Plumbing and heating equipt and spls	4	436	1	21	44
Waste materials	5	275	4	34	24
All other	16	4,310	6	178	390
NUTLEY					
Total, all establishments	4	235	3	13	35
ORANGE					
Total, all establishments	14	3,197	6	109	200
PERTH AMBOY					
Total, all establishments	63	21,294	34	670	1,257
SERVICE AND LIMITED-FUNCTION WHOLESALERS	52	16,616	32	592	1,017
ALL OTHER TYPES	11	4,678	2	78	240
BY KINDS OF BUSINESS (All types):					
Electrical goods	4	250	1	18	36
Farm products--consumer goods	10	1,726	7	80	133
Groceries (general line)	2	11,411	3	332	640
Groceries and foods (specialty lines)	12				
Machinery--equipment- supplies	3	92	2	9	9
Petroleum and its products	6	3,833	---	52	176
Waste materials	8	948	9	38	54
All other	18	3,234	12	141	209
PLAINFIELD					
Total, all establishments	25	9,614	12	147	426
WEST NEW YORK					
Total, all establishments	20	2,333	15	92	149
WEST ORANGE					
Total, all establishments	2	(x)	(x)	(x)	(x)

NEW MEXICO

CITY TYPE OF OPERATION KIND OF BUSINESS	Number of establishments	Sales (add 000)	Active proprietors, partners, unpaid officers	Number of employees* Average for year	TOTAL PAY ROLL* (add 000)
ALBUQUERQUE					
Total, all establishments	84	$18,992	47	821	$1,238
SERVICE AND LIMITED-FUNCTION WHOLESALERS	53	12,036	29	644	942
ALL OTHER TYPES	31	6,956	18	177	296
BY KINDS OF BUSINESS (All types):					
Automotive	3	648	1	51	68
Beer, wines, and liquors	3	1,170	2	57	60
Drugs and drug sundries specialty lines)	3	69	2	3	2
Farm products--raw materials	5	1,049	1	41	■
Farm products--consumer goods	7	879	6	101	111
Groceries (general line	5	2,897	2	58	79
Groceries and foods (specialty lines)	12	3,110	7	64	85
Machinery--equipment--supplies	16	2,080	9	107	233
Petroleum and its products	9	1,769	9	67	118
All other	21	5,321	8	272	422
SANTA FE					
Total, all establishments	21	$4,269	17	224	$263
SERVICE AND LIMITED-FUNCTION WHOLESALERS	11	3,083	7	194	235
ALL OTHER TYPES	10	1,186	10	30	28
BY KINDS OF BUSINESS (All types):					
Beer, wines, and liquors	4	216	3	9	■
Petroleum and its products	7	774	7	22	22
All other	10	3,285	7	193	233

* Employees and pay roll include paid executives of corporations but not the number and compensation of proprietors of unincorporated businesses.
x Withheld to avoid disclosure.

TABLE 12B.—CITIES OF 20,000 TO 50,000 POPULATION

ESTABLISHMENTS, SALES, PERSONNEL, AND PAY ROLL

KINDS OF BUSINESS

NEW YORK

CITY TYPE OF OPERATION KIND OF BUSINESS	Number of establishments	Sales (add 000)	Active proprietors (if unincorporated business)	Number of employees* (officers and partners) Average for year	TOTAL PAY ROLL* (add 000)
AMSTERDAM					
Total, all establishments	35	$5,829	21	204	$278
SERVICE AND LIMITED-FUNCTION WHOLESALERS	28	3,634	21	153	207
ALL OTHER TYPES	7	2,195	---	51	71
BY KINDS OF BUSINESS (All types):					
Beer, wines, and liquors	4	516	1	21	36
Groceries (general line)	2	2,650	4	71	82
Groceries and foods (specialty lines)	4				
Petroleum and its products	4	724	2	15	27
Waste materials	4	252	4	25	29
All other	17	1,687	10	72	104
AUBURN					
Total, all establishments	56	6,002	45	294	405
SERVICE AND LIMITED-FUNCTION WHOLESALERS	40	4,056	36	220	276
ALL OTHER TYPES	16	1,946	9	74	129
BY KINDS OF BUSINESS (All types):					
Automotive	3	361	---	18	28
Beer, wines, and liquors	5	429	7	16	19
Farm products--consumer goods	5	187	3	14	17
Groceries (general line)	2	1,273	[illegible]	61	81
Groceries and foods (specialty lines)	[illegible]				
Machinery--equipment--supplies	4	265	2	21	32
Petroleum and its products	11	1,479	7	51	87
Tobacco and products (except leaf)	3	676	2	14	23
All other	15	1,332	16	99	118
COHOES					
Total, all establishments	12	2,166	11	40	43
ELMIRA					
Total, all establishments	83	18,894	46	837	1,387
SERVICE AND LIMITED-FUNCTION WHOLESALERS	62	13,127	43	638	1,037
ALL OTHER TYPES	21	5,567	3	199	350
BY KINDS OF BUSINESS (All types):					
Automotive	6	829	4	33	45
Beer, wines, and liquors	3	152	3	[illegible]	7
Electrical goods	4	303	2	16	27
Groceries (general line)	6	4,460	---	168	275
Groceries and foods (specialty lines)	8	2,910	6	88	126
Machinery--equipment--supplies	17	2,186	8	147	268
Paper and its products	[illegible]	226	4	16	23
Petroleum and its products	8	1,400	1	44	76
Tobacco and products (except leaf)	3	1,211	---	38	54
Waste materials	5	290	8	22	16
All other	19	4,727	10	260	470
FREEPORT					
Total, all establishments	14	2,277	9	117	196
GLOVERSVILLE					
Total, all establishments	46	10,582	38	207	439
SERVICE AND LIMITED-FUNCTION WHOLESALERS	37	8,500	33	164	357
ALL OTHER TYPES	9	2,082	5	43	82
BY KINDS OF BUSINESS (All types):					
Beer, wines, and liquors	3	282	3	17	17
Clothing and furnishings	4	1,073	2	31	70
Farm products--raw materials	5	3,237	1	18	105
Farm products--consumer goods	3	407	3	22	32
Groceries (general line)	2	809	4	12	18
Groceries and foods (specialty lines)	1				
Machinery--equipment--supplies	3	108	2	16	25
All other	25	4,666	23	91	172
HEMPSTEAD					
Total, all establishments	35	$4,860	18	216	$432
SERVICE AND LIMITED-FUNCTION WHOLESALERS	32	3,582	18	151	277
ALL OTHER TYPES	3	1,278	---	65	155
BY KINDS OF BUSINESS (All types):					
Automotive	7	710	3	62	109
Electrical goods	3	173	1	8	15
Machinery--equipment--supplies	[illegible]	92	3	6	8
Plumbing and heating equipt and spls	5	652	1	28	48
All other	16	3,233	10	112	252
JAMESTOWN					
Total, all establishments	78	13,398	55	533	775
SERVICE AND LIMITED-FUNCTION WHOLESALERS	46	8,719	38	381	535
ALL OTHER TYPES	32	4,679	17	152	240
BY KINDS OF BUSINESS (All types):					
Automotive	4	198	3	21	26
Beer, wines, and liquors	5	505	3	29	47
Farm products--consumer goods	10	1,206	9	35	36
Groceries (general line)	3	2,544	---	76	116
Groceries and foods (specialty lines)	8	1,362	5	53	86
Hardware	3	997	1	90	125
Lumber and construction materials	5	220	5	---	---
Machinery--equipment--supplies	10	332	5	34	55
Petroleum and its products	10	1,932	6	58	87
Waste materials	5	176	14	22	17
All other	15	3,926	4	115	180
KINGSTON					
Total, all establishments	78	14,177	75	522	823
SERVICE AND LIMITED-FUNCTION WHOLESALERS	59	11,043	68	424	662
ALL OTHER TYPES	19	3,134	7	98	161
BY KINDS OF BUSINESS (All types):					
Automotive	3	221	4	21	29
Beer, wines, and liquors	6	1,399	3	55	93
Electrical goods	3	587	2	50	66
Farm products--raw materials	8	240	11	6	4
Farm products--consumer goods	9	804	5	42	60
Groceries (general line)	2	4,378	20	143	229
Groceries and foods (specialty lines)	11				
Paper and its products	3	163	8	6	7
Petroleum and its products	6	1,502	2	39	65
Tobacco and products (except leaf)	3	696	4	9	12
Waste materials	5	405	6	32	26
All other	19	3,802	12	119	232
LACKAWANNA					
Total, all establishments	11	2,627	9	50	98
LOCKPORT					
Total, all establishments	19	2,467	12	110	177
MIDDLETOWN					
Total, all establishments	42	7,414	25	245	408
SERVICE AND LIMITED-FUNCTION WHOLESALERS	26	4,085	20	154	241
ALL OTHER TYPES	16	3,329	5	91	165
BY KINDS OF BUSINESS (All types):					
Automotive	5	336	1	20	30
Beer, wines, and liquors	3	363	2	17	25
Farm products--consumer goods	6	1,352	3	59	104
Groceries (general line)	1	1,931	3	48	83
Groceries and foods (specialty lines)	6				
Petroleum and its products	[illegible]	1,074	4	23	41
All other	13	2,358	12	78	125

* Employees and pay roll include paid executives of corporations but not the number and compensation of proprietors of unincorporated businesses

TABLE 12B.—CITIES OF 20,000 TO 50,000 POPULATION

ESTABLISHMENTS, SALES, PERSONNEL, AND PAY ROLL—Continued

KINDS OF BUSINESS

NEW YORK

CITY TYPE OF OPERATION KIND OF BUSINESS	Number of establishment	Sales (add 000)	Active proprietors, full-time and part-time	Number employees* (full-time and part-time) Average for year	TOTAL PAY ROLL* (add 000)
NEWBURGH					
Total, all establishments	67	$13,535	41	588	$918
SERVICE AND LIMITED-FUNCTION WHOLESALERS	45	8,625	34	392	583
ALL OTHER TYPES	22	4,908	7	196	335
BY KINDS OF BUSINESS (All types):					
Automotive	4	605	1	44	73
Beer, wines, and liquors	5	1,249	---	59	104
Electrical goods	3	623	2	41	46
Farm products--consumer goods	9	1,421	10	58	88
Groceries (general line)	3	2,654	4	77	123
Groceries and foods (specialty lines)	12	2,374	[illegible]	80	124
Machinery--equipment--supplies	4	329	2	26	41
Petroleum and its products	6	1,417	2	[illegible]	97
Tobacco and products (except leaf)	3	1,117	1	24	35
Waste materials	8	450	6	32	33
All other	10	1,294	9	99	154
NORTH TONAWANDA					
Total, all establishments	15	2,998	6	246	397
BY KINDS OF BUSINESS (All types):					
Lumber and construction materials	4	1,777	1	148	251
All other	11	1,221	5	98	146
OLEAN					
Total, all establishments	32	5,912	18	211	274
SERVICE AND LIMITED-FUNCTION WHOLESALERS	24	3,587	15	155	181
ALL OTHER TYPES	[illegible]	2,325	3	56	93
BY KINDS OF BUSINESS (All types):					
Automotive	5	133	1	13	19
Beer, wines, and liquors	3	431	2	22	22
Groceries (general line)	2				
Groceries and foods (specialty lines)	7	3,852	1	107	151
Petroleum and its products	4	693	3	13	23
Waste materials	4	130	[illegible]	17	11
All other	7	673	6	39	48
OSWEGO					
Total, all establishments	31	3,242	24	142	190
SERVICE AND LIMITED-FUNCTION WHOLESALERS	23	1,545	24	84	98
ALL OTHER TYPES	8	1,697	---	58	92
BY KINDS OF BUSINESS (All types):					
Beer, wines, and liquors	3	244	2	12	23
Farm products--consumer goods	4	373	5	35	36
Groceries (general line)	1				
Groceries and foods (specialty lines)	6	1,112	4	35	49
Petroleum and its products	3	475	---	14	28
Waste materials	4	51	4	4	3
All other	10	987	9	42	51
PORT CHESTER					
Total, all establishments	30	4,232	20	144	243
SERVICE AND LIMITED-FUNCTION WHOLESALERS	27	2,282	20	110	167
ALL OTHER TYPES	3	1,950	---	34	76
BY KINDS OF BUSINESS (All types):					
Automotive	6	356	4	19	31
Farm products--consumer goods	[illegible]	390	2	17	20
Groceries (general line)	1				
Groceries and foods (specialty lines)	3	892	2	21	33
All other	16	2,594	12	87	159
POUGHKEEPSIE					
Total, all establishments	69	$14,120	36	516	$850
SERVICE AND LIMITED-FUNCTION WHOLESALERS	41	6,727	33	301	450
ALL OTHER TYPES	28	7,393	3	215	400
BY KINDS OF BUSINESS (All types):					
Automotive	8	692	2	43	76
Beer, wines, and liquors	5	896	2	44	77
Farm products--consumer goods	[illegible]	1,504	7	51	75
Groceries (general line)	1	3,466	8	142	232
Groceries and foods (specialty lines)	12				
Machinery--equipment--supplies	7	320	1	30	58
Petroleum and its products	10	3,377	3	71	129
Plumbing and heating equipt and spls	3	553	---	32	59
Tobacco and products (except leaf)	3	1,921	4	15	24
Waste materials	3	96	3	20	15
All other	11	1,295	6	68	105
ROME					
Total, all establishments	28	3,268	13	125	187
SERVICE AND LIMITED-FUNCTION WHOLESALERS	19	1,924	12	85	122
ALL OTHER TYPES	9	1,344	1	40	65
BY KINDS OF BUSINESS (All types):					
Beer, wines, and liquors	3	494	2	21	29
Farm products--consumer goods	3	169	1	12	19
Paper and its products	3	13	3	---	---
Petroleum and its products	4	479	1	11	18
All other	15	2,113	6	81	121
WATERTOWN					
Total, all establishments	69	11,546	37	477	739
SERVICE AND LIMITED-FUNCTION WHOLESALERS	46	7,215	30	316	458
ALL OTHER TYPES	23	4,331	7	161	281
BY KINDS OF BUSINESS (All types):					
Automotive	5	513	---	42	61
Beer, wines, and liquors	5	838	5	26	30
Farm products--consumer goods	13	2,655	12	79	124
Groceries (general line)	3	876	1	36	49
Groceries and foods (specialty lines)	9	1,140	4	46	70
Machinery--equipment--supplies	6	279	2	18	34
Petroleum and its products	9	1,450	5	52	89
Tobacco and products (except leaf)	3	1,205	---	26	35
Waste materials	[illegible]	132	3	12	13
All other	12	2,458	5	140	234
WHITE PLAINS					
Total, all establishments	35	5,397	12	267	480
SERVICE AND LIMITED-FUNCTION WHOLESALERS	23	3,032	12	137	236
ALL OTHER TYPES	12	2,365	---	130	244
BY KINDS OF BUSINESS (All types):					
Automotive	8	941	2	62	112
Electrical goods	3	446	1	17	30
Farm products--consumer goods	4	1,257	1	61	101
Machinery--equipment--supplies	4	242	2	13	33
Plumbing and heating equipt and spls	5	1,064	4	30	58
All other	11	1,447	2	84	146

* Employees and pay roll include paid executives of corporations but not the number and compensation of proprietors of unincorporated businesses.

TABLE 12B.—CITIES OF 20,000 TO 50,000 POPULATION

ESTABLISHMENTS, SALES, PERSONNEL, AND PAY ROLL

KINDS OF BUSINESS

NORTH CAROLINA

CITY TYPE OF OPERATION KIND OF BUSINESS	Number of establishments	Sales (add 000)	Active proprietors (of unincorporated businesses)	Number of employees* (full-time and part-time) Average for year	TOTAL PAY ROLL* (add 000)
GASTONIA					
Total, all establishments	51	$12,578	34	366	$499
SERVICE AND LIMITED-FUNCTION WHOLESALERS	24	6,473	13	236	335
ALL OTHER TYPES	27	13,105	21	104	164
BY KINDS OF BUSINESS (All types):					
Farm products--raw materials	22	12,499	18	49	61
Farm products--consumer goods	3	638	4	5	33
Groceries (general line)	1	2,733	4	81	124
Groceries and foods (specialty lines)	7				
Machinery--equipment--supplies	5	591	3	52	76
Petroleum and its products	4	1,087	3	32	39
Waste materials	3	1,057	1	16	29
All other	6	773	1	70	27
HIGH POINT					
Total, all establishments	52	12,056	19	429	683
SERVICE AND LIMITED-FUNCTION WHOLESALERS	31	5,554	13	241	355
ALL OTHER TYPES	21	6,502	6	188	328
BY KINDS OF BUSINESS (All types):					
Automotive	3	159	---	21	21
Dry goods (specialty lines)	2	220	2	18	15
Furniture and house furnishings	6	1,597	1	34	56
Groceries (general line)	2	1,556	6	44	55
Groceries and foods (specialty lines)	6				
Lumber and construction materials	5	2,359	1	108	151
Machinery--equipment--supplies	9	2,339	1	41	136
Petroleum and its products	4	974	3	45	55
All other	14	3,016	5	118	194
RALEIGH					
Total, all establishments	98	27,102	57	1,044	1,603
SERVICE AND LIMITED-FUNCTION WHOLESALERS	70	18,869	32	821	1,217
ALL OTHER TYPES	28	8,233	5	223	386
BY KINDS OF BUSINESS (All types):					
Automotive	7	1,777	2	100	150
Electrical goods	3	1,113	---	55	62
Farm products--consumer goods	10	1,694	5	143	106
Farm supplies	2	6,385	---	57	98
RALEIGH—Con.					
BY KINDS OF BUSINESS (All types)—Con.					
Groceries (general line)	1	$4,287	15	151	$189
Groceries and foods (specialty lines)	23				
Hardware	3	1,291	---	83	151
Lumber and construction materials	4	268	2	14	19
Machinery--equipment--supplies	13	1,580	2	139	271
Paper and its products	3	1,038	1	41	82
Petroleum and its products	7	1,306	2	49	70
Waste materials	4	41	2	19	8
All other	17	6,322	4	215	317
ROCKY MOUNT					
Total, all establishments	50	27,366	27	1,641	1,357
SERVICE AND LIMITED-FUNCTION WHOLESALERS	26	3,651	18	207	266
ALL OTHER TYPES	24	23,715	9	1,434	1,091
BY KINDS OF BUSINESS (All types):					
Automotive	3	202	4	31	36
Farm products--raw materials	12	21,633	5	1,360	983
Farm products--consumer goods	3	549	2	44	63
Groceries (general line)	3	1,124	1	39	57
Groceries and foods (specialty lines)	8	1,388	6	56	61
Petroleum and its products	9	1,124	5	30	49
All other	12	1,346	4	81	108
WILMINGTON					
Total, all establishments	87	23,832	57	677	870
SERVICE AND LIMITED-FUNCTION WHOLESALERS	61	9,993	45	459	547
ALL OTHER TYPES	26	13,839	12	218	323
BY KINDS OF BUSINESS (All types):					
Automotive	4	118	4	10	10
Beer, wines, and liquors	4	491	2	19	20
Dry goods (general line)	2	380	3	18	31
Dry goods (specialty lines)	3				
Farm products--raw materials	3	1,695	---	46	84
Farm products--consumer goods	4	226	2	15	13
Farm supplies	4	2,479	3	53	65
Groceries (general line)	10	2,313	7	73	87
Groceries and foods (specialty lines)	21	4,264	20	126	152
Hardware	4	507	1	35	61
Machinery--equipment--supplies	3	363	---	32	53
Petroleum and its products	9	7,421	3	104	139
All other	16	3,575	12	146	155

NORTH DAKOTA

CITY TYPE OF OPERATION KIND OF BUSINESS	Number of establishments	Sales (add 000)	Active proprietors (of unincorporated businesses)	Number of employees* (full-time and part-time) Average for year	TOTAL PAY ROLL* (add 000)
FARGO					
Total, all establishments	116	$43,976	47	1,452	$2,367
SERVICE AND LIMITED-FUNCTION WHOLESALERS	73	22,870	39	891	1,324
ALL OTHER TYPES	43	21,106	8	561	1,043
BY KINDS OF BUSINESS (All types):					
Automotive	11	14,045	3	226	451
Beer, wines, and liquors	7	2,621	3	60	111
Electrical goods	5	1,043	5	62	94
Farm products--raw materials	3	455	2	9	15
Farm products--consumer goods	7	1,209	4	47	52
Farm supplies	4	2,164	4	56	83
Groceries (general line)	6	5,254	--	161	223
Groceries and foods (specialty lines)	14	3,855	7	97	155
Lumber and construction materials	8	1,015	4	43	71
Machinery--equipment--supplies	21	6,272	7	415	693
Petroleum and its products	10	1,360	4	48	79
FARGO—Con.					
BY KINDS OF BUSINESS (All types)—Con.					
Tobacco and products (except leaf)	3	$1,259	---	14	$22
All other	17	3,424	4	214	318
GRAND FORKS					
Total, all establishments	36	7,926	15	453	629
SERVICE AND LIMITED-FUNCTION WHOLESALERS	23	4,746	11	310	397
ALL OTHER TYPES	13	3,180	4	143	232
BY KINDS OF BUSINESS (All types):					
Beer, wines, and liquors	4	514	3	21	34
Farm products--consumer goods	6	1,787	2	108	119
Groceries (general line)	3	2,021	---	74	115
Groceries and foods (specialty lines)	3	586	---	32	49
Machinery--equipment--supplies	3	1,425	1	90	166
Petroleum and its products	7	780	4	49	58
All other	10	813	5	79	88

* Employees and pay roll include paid executives of corporations but not the number and compensation of proprietors of unincorporated businesses.

TABLE 12B.—CITIES OF 20,000 TO 50,000 POPULATION

ESTABLISHMENTS, SALES, PERSONNEL, AND PAY ROLL

KINDS OF BUSINESS

OHIO

CITY TYPE OF OPERATION KIND OF BUSINESS	Number of establishments	Sales (add 000)	Active proprietors, full-time equivalent	Number of employees* Average for year	TOTAL PAY ROLL* (add 000)
ALLIANCE					
Total, all establishments	28	$3,454	19	140	$149
ASHTABULA					
Total, all establishments	34	3,543	21	144	197
SERVICE AND LIMITED-FUNCTION WHOLESALERS	21	2,007	16	97	127
ALL OTHER TYPES	13	1,536	5	47	70
BY KINDS OF BUSINESS (All types):					
Automotive	[illegible]	148	3	18	24
Beer, wines, and liquors	3	235	2	10	15
Farm products--consumer goods	3	157	2	7	7
Groceries (general line)	2	469	4	16	27
Groceries and foods (specialty lines)	3				
Lumber and construction materials	3	166	2	8	10
Petroleum and its products	8	1,303	3	52	49
All other	8	1,065	5	53	65
BARBERTON					
Total, all establishments	11	2,279	6	101	153
CHILLICOTHE					
Total, all establishments	26	4,170	21	204	251
SERVICE AND LIMITED-FUNCTION WHOLESALERS	16	2,546	17	160	182
ALL OTHER TYPES	10	1,624	4	44	69
BY KINDS OF BUSINESS (All types):					
Farm products--consumer goods	6	322	10	19	27
Groceries (general line)	2	1,579	4	59	68
Groceries and foods (specialty lines)	4				
Petroleum and its products	6	1,263	3	28	41
All other	8	1,006	4	[illegible]	115
CUYAHOGA FALLS					
Total, all establishments	9	410	6	26	33
EAST CLEVELAND					
Total, all establishments	10	1,969	[illegible]	93	145
EAST LIVERPOOL					
Total, all establishments	39	4,420	28	185	281
SERVICE AND LIMITED-FUNCTION WHOLESALERS	31	2,500	25	151	227
ALL OTHER TYPES	[illegible]	1,920	3	34	54
BY KINDS OF BUSINESS (All types):					
Automotive	4	297	2	25	33
Chemicals and paints	3	147	1	5	11
Farm products--consumer goods	3	374	5	26	46
Furniture and house furnishings	3	207	2	3	3
Groceries (general line)	3	1,086	---	42	65
Groceries and foods (specialty lines)	5	549	3	16	26
Petroleum and its products	6	1,259	2	23	36
Waste materials	3	127	5	11	8
All other	9	374	8	[illegible]	53
ELYRIA					
Total, all establishments	27	4,243	13	190	325
SERVICE AND LIMITED-FUNCTION WHOLESALERS	16	2,391	12	153	253
ALL OTHER TYPES	11	1,852	1	37	72
BY KINDS OF BUSINESS (All types):					
Automotive	3	134	3	17	25
Groceries and foods (specialty lines)	3	132	4	11	14
Petroleum and its products	6	1,327	---	24	47
Waste materials	5	566	2	47	60
All other	10	2,084	4	91	179
FINDLAY					
Total, all establishments	34	$4,348	20	223	$311
SERVICE AND LIMITED-FUNCTION WHOLESALERS	16	2,593	10	132	175
ALL OTHER TYPES	18	1,755	10	91	136
BY KINDS OF BUSINESS (All types):					
Automotive	3	120	1	6	10
Farm products--raw materials	[illegible]	261	3	14	13
Farm products--consumer goods	5	408	3	37	[illegible]
Groceries (general line)	2	1,757	3	56	95
Groceries and foods (specialty lines)	2				
Petroleum and its products	10	1,212	5	[illegible]	80
Waste materials	3	199	3	23	15
All other	5	391	2	41	[illegible]
LANCASTER					
Total, all establishments	20	2,226	16	94	115
LIMA					
Total, all establishments	85	11,437	56	495	659
SERVICE AND LIMITED-FUNCTION WHOLESALERS	56	5,280	[illegible]	349	428
ALL OTHER TYPES	27	6,157	7	146	231
BY KINDS OF BUSINESS (All types):					
Automotive	10	837	9	88	103
Beer, wines, and liquors	[illegible]	442	1	25	35
Electrical goods	6	235	10	16	[illegible]
Farm products--consumer goods	10	344	7	18	21
Groceries (general line)	3	1,483	---	61	77
Groceries and foods (specialty lines)	9	622	4	39	53
Machinery--equipment--supplies	7	415	3	40	56
Petroleum and its products	10	2,750	3	71	126
Plumbing and heating equipt and spls	3	653	3	30	41
Waste materials	6	329	7	31	22
All other	15	3,327	9	76	101
LORAIN					
Total, all establishments	29	3,944	16	184	276
SERVICE AND LIMITED-FUNCTION WHOLESALERS	22	2,792	11	136	187
ALL OTHER TYPES	7	1,152	5	48	[illegible]
BY KINDS OF BUSINESS (All types):					
Automotive	[illegible]	144	2	12	20
Beer, wines, and liquors	[illegible]	625	---	42	52
Farm products--consumer goods	4	820	2	38	70
Groceries (general line)	2	749	4	49	75
Groceries and foods (specialty lines)	5				
Lumber and construction materials	3	206	2	15	21
Petroleum and its products	3	959	2	15	26
All other	4	441	4	13	[illegible]
MANSFIELD					
Total, all establishments	70	12,930	34	581	908
SERVICE AND LIMITED-FUNCTION WHOLESALERS	46	9,628	28	463	713
ALL OTHER TYPES	24	3,302	6	118	195
BY KINDS OF BUSINESS (All types):					
Automotive	6	759	8	50	71
Beer, wines, and liquors	3	187	2	12	16
Farm products--consumer goods	4	1,223	---	44	71
Groceries (general line)	4	3,522	---	144	226
Groceries and foods (specialty lines)	10	575	3	45	[illegible]
Lumber and construction materials	[illegible]	206	4	15	11
Machinery--equipment--supplies	7	539	4	32	55
Petroleum and its products	12	2,220	[illegible]	65	101
Waste materials	[illegible]	552	3	37	36
All other	16	3,147	6	137	261

* Employees and pay roll include paid executives of corporations but not the number and compensation of proprietors of unincorporated businesses.

TABLE 12B.—CITIES OF 20,000 TO 50,000 POPULATION

ESTABLISHMENTS, SALES, PERSONNEL, AND PAY ROLL—Continued

KINDS OF BUSINESS

OHIO

CITY TYPE OF OPERATION KIND OF BUSINESS	Number of establishments	Sales (add 000)	Active proprietors devoting their time to business	Number of employees* (full-time and part-time) Average for year	TOTAL PAY ROLL* (add 000)
MARION					
Total, all establishments	29	$2,959	17	120	$164
SERVICE AND LIMITED-FUNCTION WHOLESALERS	23	1,916	16	95	121
ALL OTHER TYPES	6	1,043	1	25	43
BY KINDS OF BUSINESS (All types):					
Automotive	5	130	2	12	13
Electrical goods	3	117	2	10	14
Groceries (general line)	2	869	3	34	44
Groceries and foods (specialty lines)	2				
Petroleum and its products	6	1,043	1	25	43
All other	11	800	9	39	50
MASSILLON					
Total, all establishments	22	3,574	13	153	261
MIDDLETOWN					
Total, all establishments	21	7,940	11	174	503
NEWARK					
Total, all establishments	40	3,838	34	183	211
SERVICE AND LIMITED-FUNCTION WHOLESALERS	30	2,096	28	122	134
ALL OTHER TYPES	10	1,742	6	61	77
BY KINDS OF BUSINESS (All types):					
Automotive	4	258	4	20	30
Beer, wines, and liquors	3	189	2	10	14
Farm products--consumer goods	3	207	8	15	12
Groceries (general line)	1	510	4	30	31
Groceries and foods (specialty lines)	4				
Machinery--equipment--supplies	6	232	3	15	19
Petroleum and its products	6	1,072	3	38	63
All other	10	1,370	10	55	42
NORWOOD					
Total, all establishments	21	16,429	7	254	480
PORTSMOUTH					
Total, all establishments	71	11,010	45	554	732
SERVICE AND LIMITED-FUNCTION WHOLESALERS	49	7,556	34	451	610
ALL OTHER TYPES	22	3,454	11	83	122
BY KINDS OF BUSINESS (All types):					
Automotive	4	358	3	47	56
Beer, wines, and liquors	3	371	3	23	24
Coal and coke	3	130	2	6	6
Farm products--consumer goods	10	1,093	7	108	128
Groceries (general line)	4	3,345	---	138	184
Groceries and foods (specialty lines)	14	810	12	26	26
Machinery--equipment--supplies	4	433	2	31	46
Petroleum and its products	10	2,022	5	56	94
Waste materials	4	699	2	26	50
All other	15	1,799	9	73	120
SANDUSKY					
Total, all establishments	44	5,662	21	262	375
SERVICE AND LIMITED-FUNCTION WHOLESALERS	28	2,427	18	166	223
ALL OTHER TYPES	16	3,235	3	96	152
BY KINDS OF BUSINESS (All types):					
Automotive	3	173	3	19	18
Beer, wines, and liquors	5	788	2	36	58
Farm products--consumer goods	5	303	4	40	69
Groceries (general line)	2	251	2	7	7
Groceries and foods (specialty lines)	4				
Petroleum and its products	9	1,514	2	36	61
All other	15	2,633	8	124	162
SHAKER HEIGHTS					
Total, all establishments	1	(x)	(x)	(x)	(x)
STEUBENVILLE					
Total, all establishments	62	$8,134	42	325	$489
SERVICE AND LIMITED-FUNCTION WHOLESALERS	49	5,203	38	265	388
ALL OTHER TYPES	13	2,931	4	60	101
BY KINDS OF BUSINESS (All types):					
Automotive	5	468	2	32	52
Beer, wines, and liquors	6	776	6	38	40
Farm products--consumer goods	8	474	14	37	44
Groceries (general line)	3	1,475	---	59	93
Groceries and foods (specialty lines)	9	1,616	7	38	52
Lumber and construction materials	3	413	---	21	55
Machinery--equipment--supplies	6	257	3	12	25
Petroleum and its products	6	1,159	3	20	32
Waste materials	6	810	3	41	68
All other	7	686	4	27	28
WARREN					
Total, all establishments	32	4,812	20	229	376
SERVICE AND LIMITED-FUNCTION WHOLESALERS	27	3,790	18	209	342
ALL OTHER TYPES	5	1,022	2	20	34
BY KINDS OF BUSINESS (All types):					
Automotive	6	457	5	33	51
Beer, wines, and liquors	3	182	1	13	19
Farm products--consumer goods	4	117	4	3	4
Machinery--equipment--supplies	3	455	2	59	87
Petroleum and its products	4	927	2	15	27
Waste materials	4	271	2	36	47
All other	8	2,403	4	70	141
ZANESVILLE					
Total, all establishments	70	10,221	43	548	836
SERVICE AND LIMITED-FUNCTION WHOLESALERS	52	7,510	35	449	709
ALL OTHER TYPES	18	2,711	8	99	127
BY KINDS OF BUSINESS (All types):					
Automotive	5	267	3	28	40
Beer, wines, and liquors	4	697	1	38	62
Farm products--consumer goods	7	876	5	79	108
Groceries (general line)	3	1,478	4	67	94
Groceries and foods (specialty lines)	11	621	8	54	84
Lumber and construction materials	3	229	3	6	17
Machinery--equipment--supplies	8	834	2	49	119
Paper and its products	3	153	5	8	12
Petroleum and its products	8	1,619	4	36	54
Waste materials	5	193	4	24	19
All other	16	3,254	4	159	227

* Employees and pay roll include paid executives of corporations but not the number and compensation of proprietors of unincorporated businesses.
x Withheld to avoid disclosure.

TABLE 12B.—CITIES OF 20,000 TO 50,000 POPULATION

ESTABLISHMENTS, SALES, PERSONNEL, AND PAY ROLL

KINDS OF BUSINESS

OKLAHOMA

CITY TYPE OF OPERATION KIND OF BUSINESS	Number of establishments	Sales (add 000)	Active proprietors	Number of employees* Average for year	TOTAL PAY ROLL* (add 000)
ENID					
Total, all establishments	63	$16,896	34	385	$491
SERVICE AND LIMITED-FUNCTION WHOLESALERS	39	8,492	21	300	378
ALL OTHER TYPES	24	8,404	13	85	113
BY KINDS OF BUSINESS (All types):					
Automotive	6	362	3	33	39
Beer	3	170	1	19	14
Farm products--raw materials	6	10,702	1	41	67
Farm products--consumer goods	11	1,151	5	75	88
Groceries (general line)	2	2,240	6	107	158
Groceries and foods (specialty lines)	5				
Machinery--equipment--supplies	7	308	5	20	29
Petroleum and its products	13	996	10	29	31
All other	10	967	3	61	65
MUSKOGEE					
Total, all establishments	87	13,395	54	442	558
SERVICE AND LIMITED-FUNCTION WHOLESALERS	51	7,447	28	330	418
ALL OTHER TYPES	36	5,948	26	112	140
BY KINDS OF BUSINESS (All types):					
Automotive	8	282	5	25	36
Beer	4	360	2	16	19
Farm products--raw materials	6	2,540	6	14	24
MUSKOGEE—Con.					
BY KINDS OF BUSINESS (All types)—Con.					
Farm products--consumer goods	15	$1,399	8	94	$98
Farm supplies	4	266	3	11	11
Groceries (general line)	5	2,026	1	69	66
Groceries and foods (specialty lines)	8	3,036	4	52	72
Lumber and construction materials	4	249	4	10	14
Machinery--equipment--supplies	4	286	2	16	29
Petroleum and its products	14	1,093	12	28	34
All other	15	1,862	7	107	136
SHAWNEE					
Total, all establishments	46	5,864	34	298	328
SERVICE AND LIMITED-FUNCTION WHOLESALERS	26	3,587	17	178	238
ALL OTHER TYPES	20	2,277	17	120	88
BY KINDS OF BUSINESS (All types):					
Automotive	5	383	1	36	52
Farm products--consumer goods	6	1,154	3	78	100
Groceries (general line	3	1,274	1	36	54
Groceries and foods (specialty lines)	4	744	3	61	34
Petroleum and its products	16	1,327	13	54	49
Tobacco and products (except leaf)	4	367	7	5	6
All other	8	615	6	28	31

OREGON

CITY TYPE OF OPERATION KIND OF BUSINESS	Number of establishments	Sales (add 000)	Active proprietors	Number of employees* Average for year	TOTAL PAY ROLL* (add 000)
EUGENE					
Total, all establishments	43	8,139	25	320	$441
SERVICE AND LIMITED-FUNCTION WHOLESALERS	25	4,111	19	206	259
ALL OTHER TYPES	18	4,028	6	114	182
BY KINDS OF BUSINESS (All types):					
Automotive	7	458	5	37	51
Farm products--consumer goods	8	1,935	9	150	141
Groceries (general line)	2	1,849	---	51	51
Groceries and foods (specialty lines)	1				
Machinery--equipment--supplies	3	408	---	11	18
Petroleum and its products	[illegible]	2,412	4	58	115
All other	12	1,882	7	33	45
SALEM					
Total, all establishments	50	8,447	33	420	566
SERVICE AND LIMITED-FUNCTION WHOLESALERS	35	5,102	26	240	373
ALL OTHER TYPES	15	3,345	7	180	193
BY KINDS OF BUSINESS (All types):					
Automotive	7	438	5	36	52
Beer, wines, and liquors	3	551	5	36	51
Farm products--raw materials	6	891	4	10	18
Farm products--consumer goods	9	1,082	6	131	135
Groceries (general line)	1	1,177	2	34	52
Groceries and foods (specialty lines)	3				
Machinery--equipment--supplies	4	297	1	15	26
Petroleum and its products	6	1,386	1	42	84
All other	11	2,215	5	38	127

* Employees and pay roll include paid executives of corporations but not the number and compensation of proprietors of unincorporated businesses.

TABLE 12B.—CITIES OF 20,000 TO 50,000 POPULATION

ESTABLISHMENTS, SALES, PERSONNEL, AND PAY ROLL

KINDS OF BUSINESS

PENNSYLVANIA

CITY TYPE OF OPERATION KIND OF BUSINESS	Number of establishments	Sales (add 000)	Active proprietors of unincorporated businesses	Number of employees* (full time and part time) Average for year	TOTAL PAY ROLL* (add 000)
ALIQUIPPA					
Total, all establishments	10	$1,097	13	37	$36
BUTLER					
Total, all establishments	48	10,395	30	416	603
SERVICE AND LIMITED-FUNCTION WHOLESALERS	36	8,665	[illegible]	364	519
ALL OTHER TYPES	12	1,730	2	52	84
BY KINDS OF BUSINESS (All types):					
Automotive	5	322	5	33	47
Beer, wines, and liquors	5	370	5	18	16
Farm products--consumer goods	6	1,271	[illegible]	82	129
Groceries (general line)	5	2,001	---	66	115
Groceries and foods (specialty lines)	4	[illegible]	3	18	24
Machinery--equipment--supplies	4	593	---	60	74
Petroleum and its products	9	1,140	[illegible]	51	56
Waste materials	3	3,296	3	51	56
All other	7	1,298	6	57	[illegible]
DUNMORE					
Total, all establishments	6	298	5	14	18
DUQUESNE					
Total, all establishments	3	181	2	8	6
EASTON					
Total, all establishments	70	8,999	46	527	675
SERVICE AND LIMITED-FUNCTION WHOLESALERS	63	7,139	44	485	613
ALL OTHER TYPES	7	1,860	2	42	62
BY KINDS OF BUSINESS (All types):					
Automotive	6	332	7	37	47
Beer, wines, and liquors	4	336	3	14	18
Farm products--consumer goods	9	910	7	90	127
Groceries (general line)	2	3,016	6	131	189
Groceries and foods (specialty lines)	9				
Machinery--equipment--supplies	12	791	11	48	67
Petroleum and its products	4	789	1	17	24
Tobacco and products (except leaf)	3	1,053	1	21	28
Waste materials	4	112	3	21	12
All other	17	1,660	7	148	163
HAZLETON					
Total, all establishments	78	13,486	62	494	732
SERVICE AND LIMITED-FUNCTION WHOLESALERS	58	6,624	55	345	458
ALL OTHER TYPES	20	6,862	7	149	274
BY KINDS OF BUSINESS (All types):					
Automotive	4	467	5	49	74
Beer, wines, and liquors	4	352	[illegible]	15	21
Farm products--consumer goods	5	510	2	41	47
Groceries (general line)	4	1,343	2	36	40
Groceries and foods (specialty lines)	15	3,565	7	84	124
Hardware	4	965	3	65	115
Lumber and construction materials	6	333	[illegible]	27	[illegible]
Machinery--equipment--supplies	8	582	8	16	36
Petroleum and its products	8	2,798	3	69	124
Tobacco and products (except leaf)	3	571	6	5	5
Waste materials	5	249	7	25	15
All other	12	1,751	9	62	[illegible]
KINGSTON					
Total, all establishments	24	4,912	16	298	363
SERVICE AND LIMITED-FUNCTION WHOLESALERS	20	4,093	16	260	294
ALL OTHER TYPES	4	819	---	38	[illegible]
BY KINDS OF BUSINESS (All types):					
Automotive	7	2,365	5	151	152
Groceries and foods (specialty lines)	4	92	3	7	9
All other	13	2,455	8	140	202
LEBANON					
Total, all establishments	42	$4,514	30	199	$255
SERVICE AND LIMITED-FUNCTION WHOLESALERS	36	3,349	28	163	[illegible]
ALL OTHER TYPES	[illegible]	1,165	2	36	56
BY KINDS OF BUSINESS (All types):					
Automotive	5	244	3	16	22
Beer, wines, and liquors	3	245	3	12	13
Farm products--consumer goods	5	500	2	36	51
Groceries (general line)	3	860	4	22	29
Groceries and foods (specialty lines)	7	319	8	14	12
Petroleum and its products	6	1,174	4	26	41
Waste materials	7	187	4	36	29
All other	6	987	2	37	58
MONESSEN					
Total, all establishments	14	1,717	14	72	107
NANTICOKE					
Total, all establishments	12	1,005	9	31	41
NEW CASTLE					
Total, all establishments	80	11,007	64	449	620
SERVICE AND LIMITED-FUNCTION WHOLESALERS	65	7,562	59	331	412
ALL OTHER TYPES	15	3,445	5	118	208
BY KINDS OF BUSINESS (All types):					
Automotive	[illegible]	1,358	[illegible]	70	102
Beer, wines, and liquors	[illegible]	565	7	20	20
Farm products--consumer goods	[illegible]	963	9	58	[illegible]
Groceries (general line)	4	1,520	---	60	81
Groceries and foods (specialty lines)	12	2,576	8	71	97
Lumber and construction materials	3	539	6	4	5
Machinery--equipment--supplies	6	172	4	19	32
Petroleum and its products	8	1,322	4	[illegible]	86
Plumbing and heating equipt and spls	4	258	3	14	21
Tobacco and products (except leaf)	3	812	2	17	20
All other	15	1,122	13	68	70
NEW KENSINGTON					
Total, all establishments	22	2,870	18	121	154
NORRISTOWN					
Total, all establishments	41	5,348	34	218	350
SERVICE AND LIMITED-FUNCTION WHOLESALERS	39	5,348	34	218	350
ALL OTHER TYPES	2				
BY KINDS OF BUSINESS (All types):					
Automotive	[illegible]	[illegible]	2	37	58
Groceries (general line)	2	2,191	6	59	116
Groceries and foods (specialty lines)	7				
Paper and its products	3	225	4	11	13
Plumbing and heating equipt and spls	3	554	1	[illegible]	92
Tobacco and products (except leaf)	3	481	2	6	7
Waste materials	10	224	11	20	15
All other	9	1,509	8	37	49
OIL CITY					
Total, all establishments	34	8,507	25	243	421
SERVICE AND LIMITED-FUNCTION WHOLESALERS	23	6,416	22	167	299
ALL OTHER TYPES	11	2,091	3	76	122
BY KINDS OF BUSINESS (All types):					
Automotive	4	[illegible]	3	40	56
Beer, wines, and liquors	5	279	6	18	17
Farm products--consumer goods	[illegible]	241	3	30	37
Groceries (general line)	1	1,435	4	[illegible]	67
Groceries and foods (specialty lines)	[illegible]				
Petroleum and its products	5	842	3	16	32
Waste materials	3	33	3	7	1
All other	8	5,233	3	88	211

* Employees and pay roll include paid executives of corporations but not the number and compensation of proprietors of unincorporated businesses.

TABLE 12B.—CITIES OF 20,000 TO 50,000 POPULATION

ESTABLISHMENTS, SALES, PERSONNEL, AND PAY ROLL—Continued

KINDS OF BUSINESS

PENNSYLVANIA

CITY TYPE OF OPERATION KIND OF BUSINESS	Number of establishments	Sales (add 000)	Active proprietors (unincorporated businesses)	Number of employees* (including proprietors) Average for year	TOTAL PAY ROLL* (add 000)
POTTSTOWN					
Total, all establishments	40	$5,309	34	296	$371
SERVICE AND LIMITED-FUNCTION WHOLESALERS	33	4,354	32	255	306
ALL OTHER TYPES	7	955	2	41	65
BY KINDS OF BUSINESS (All types):					
Automotive	5	486	3	25	38
Beer, wines, and liquors	4	416	5	14	16
Farm products--consumer goods	4	363	2	29	39
Groceries (general line)	2	530	2	21	33
Groceries and foods (specialty lines)	1				
Petroleum and its products	6	607	2	24	36
Waste materials	6	1,145	9	128	145
All other	12	1,762	11	55	64
POTTSVILLE					
Total, all establishments	63	9,222	37	468	611
SERVICE AND LIMITED-FUNCTION WHOLESALERS	51	6,131	34	363	439
ALL OTHER TYPES	12	3,091	3	105	172
BY KINDS OF BUSINESS (All types):					
Automotive	6	408	5	49	57
Beer, wines, and liquors	4	315	1	11	18
Farm products--consumer goods	3	450	3	27	25
Groceries (general line)	2	2,132	3	78	108
Groceries and foods (specialty lines)	7				
Lumber and construction materials	5	593	1	39	55
Machinery--equipment--supplies	5	232	4	28	35
Paper and its products	3	76	2	5	6
Petroleum and its products	[illegible]	1,209	1	26	47
Tobacco and products (except leaf)	5	715	3	29	33
All other	19	3,092	14	176	227
SHARON					
Total, all establishments	30	5,640	27	240	329
SERVICE AND LIMITED-FUNCTION WHOLESALERS	25	5,022	24	229	313
ALL OTHER TYPES	5	618	3	11	16
BY KINDS OF BUSINESS (All types):					
Automotive	5	240	5	19	26
Farm products--consumer goods	[illegible]	588	5	[illegible]	37
Groceries (general line)	3	3,528	6	120	175
Groceries and foods (specialty lines)	2				
Petroleum and its products	5	618	3	11	16
Waste materials	4	243	5	27	33
All other	7	423	3	35	42
UNIONTOWN					
Total, all establishments	62	$9,570	40	438	$603
SERVICE AND LIMITED-FUNCTION WHOLESALERS	47	5,459	37	311	380
ALL OTHER TYPES	15	4,111	3	127	223
BY KINDS OF BUSINESS (All types):					
Automotive	6	439	4	36	59
Beer, wines, and liquors	4	448	4	18	15
Farm products--consumer goods	8	1,485	[illegible]	99	119
Groceries (general line)	5	1,027	2	35	49
Groceries and foods (specialty lines)	13	3,101	6	115	189
Petroleum and its products	4	778	3	17	[illegible]
Plumbing and heating equipt and spls	3	144	4	10	11
Waste materials	3	78	1	15	10
All other	16	2,070	11	93	123
WASHINGTON					
Total, all establishments	33	5,148	21	221	348
SERVICE AND LIMITED-FUNCTION WHOLESALERS	25	1,932	21	80	90
ALL OTHER TYPES	8	3,216	---	141	258
BY KINDS OF BUSINESS (All types):					
Beer, wines, and liquors	4	309	3	15	16
Farm products--consumer goods	3	177	3	18	20
Groceries (general line)	3	568	1	17	22
Groceries and foods (specialty lines)	7	486	6	16	22
Petroleum and its products	6	2,865	1	126	237
All other	10	743	7	29	31
WILKINSBURG					
Total, all establishments	14	2,553	12	121	191
WILLIAMSPORT					
Total, all establishments	75	10,578	41	523	732
SERVICE AND LIMITED-FUNCTION WHOLESALERS	56	6,526	37	371	467
ALL OTHER TYPES	19	4,052	4	152	265
BY KINDS OF BUSINESS (All types):					
Automotive	5	589	3	38	67
Beer, wines, and liquors	3	418	2	13	16
Electrical goods	3	884	2	39	75
Farm products--consumer goods	6	715	4	57	50
Furniture and house furnishings	4	473	3	25	34
Groceries (general line)	3	1,076	---	43	33
Groceries and foods (specialty lines)	14	2,216	10	66	102
Lumber and construction materials	7	685	2	56	81
Machinery--equipment--supplies	5	110	2	14	18
Petroleum and its products	7	1,529	1	68	135
Plumbing and heating equipt and spls	3	375	1	18	33
Waste materials	4	726	5	20	14
All other	11	782	6	66	74

* Employees and pay roll include paid executives of corporations but not the number and compensation of proprietors of unincorporated businesses.

TABLE 12B.—CITIES OF 20,000 TO 50,000 POPULATION

ESTABLISHMENTS, SALES, PERSONNEL, AND PAY ROLL

KINDS OF BUSINESS

RHODE ISLAND

CITY TYPE OF OPERATION KIND OF BUSINESS	Number of establishments	Sales (add 000)	Active proprietors (business not reported)	Number of employees* (average for year)	TOTAL PAY ROLL* (add 000)
CENTRAL FALLS					
Total, all establishments	17	$2,347	18	71	$83
SERVICE AND LIMITED-FUNCTION WHOLESALERS	16	2,347	18	71	83
ALL OTHER TYPES	1				
BY KINDS OF BUSINESS (All types):					
Groceries and foods (specialty lines)	[illegible]	41	4	2	2
Waste materials	3	152	3	9	8
All other	10	2,154	11	60	73
CRANSTON					
Total, all establishments	7	1,240	3	43	80
EAST PROVIDENCE [1]					
Total, all establishments	14	17,279	5	394	689
SERVICE AND LIMITED-FUNCTION WHOLESALERS	[illegible]	1,856	5	58	91
ALL OTHER TYPES	8	15,423	---	336	598
BY KINDS OF BUSINESS (All types):					
Petroleum and its products	7	15,416	---	335	597
All other	7	1,863	5	59	92
NEWPORT					
Total, all establishments	21	$4,629	21	200	$258
SERVICE AND LIMITED-FUNCTION WHOLESALERS	15	3,496	17	168	205
ALL OTHER TYPES	6	1,133	4	32	53
BY KINDS OF BUSINESS (All types):					
Farm products--consumer goods	4	258	6	12	12
Groceries and foods (specialty lines)	[illegible]	1,525	1	57	82
Petroleum and its products	3	600	3	19	31
Waste materials	3	25	[illegible]	1	1
All other	6	2,221	7	111	132
WARWICK					
Total, all establishments	4	121	4	12	10
WOONSOCKET					
Total, all establishments	49	15,134	41	309	405
SERVICE AND LIMITED-FUNCTION WHOLESALERS	40	12,685	35	250	305
ALL OTHER TYPES	9	2,449	[illegible]	59	100
BY KINDS OF BUSINESS (All types):					
Farm products--raw materials	3	8,564	---	26	64
Farm products--consumer goods	4	168	3	9	16
Groceries and foods (specialty lines)	[illegible]	1,860	4	52	82
Paper and its products	4	236	5	12	24
Petroleum and its products	5	826	5	17	29
Waste materials	9	987	11	126	112
All other	16	2,495	13	67	78

SOUTH CAROLINA

CITY TYPE OF OPERATION KIND OF BUSINESS	Number of establishments	Sales (add 000)	Active proprietors (business not reported)	Number of employees* (average for year)	TOTAL PAY ROLL* (add 000)
GREENVILLE					
Total, all establishments	130	$49,875	73	963	$1,326
SERVICE AND LIMITED-FUNCTION WHOLESALERS	67	12,732	35	544	881
ALL OTHER TYPES	63	37,143	38	419	445
BY KINDS OF BUSINESS (All types):					
Automotive	7	616	4	62	106
Beer, wines, and liquors	5	732	1	25	33
Electrical goods	6	839	3	26	46
Farm products--raw materials	15	17,547	19	44	68
Farm products--consumer goods	6	1,061	3	50	75
Groceries (general line)	4	2,164	---	73	89
Groceries and foods (specialty lines)	35	12,571	22	180	246
Lumber and construction materials	4	1,668	1	47	93
Machinery--equipment--supplies	14	3,408	5	85	200
Metals and metal work (except scrap)	3	411	1	60	72
Petroleum and its products	5	592	3	12	13
Waste materials	5	1,627	3	34	25
All other	23	7,239	8	185	260
SPARTANBURG					
Total, all establishments	79	$43,373	55	842	$820
SERVICE AND LIMITED-FUNCTION WHOLESALERS	41	9,250	26	479	557
ALL OTHER TYPES	38	14,123	29	163	263
BY KINDS OF BUSINESS (All types):					
Automotive	3	294	3	23	33
Beer, wines, and liquors	4	329	3	22	26
Coal and coke	4	3,465	2	53	89
Farm products--raw materials	14	4,764	21	14	13
Farm products--consumer goods	7	1,950	3	82	92
Groceries (general line)	6	2,710	4	68	83
Groceries and foods (specialty lines)	9	2,746	3	47	58
Machinery--equipment--supplies	3	48	2	3	3
Petroleum and its products	9	2,336	3	83	103
Waste materials	6	1,304	5	61	50
All other	14	3,438	6	206	270

* Employees and pay roll include paid executives of corporations but not the number and compensation of proprietors of unincorporated businesses.

[1] Classified as urban under special rule.

TABLE 12B.—CITIES OF 20,000 TO 50,000 POPULATION

ESTABLISHMENTS, SALES, PERSONNEL, AND PAY ROLL

KINDS OF BUSINESS

SOUTH DAKOTA

CITY TYPE OF OPERATION KIND OF BUSINESS	Number of establishments	Sales (add 000)	Active proprietors	Number of employees* Average for year	TOTAL PAY ROLL* (add 000)
SIOUX FALLS					
Total, all establishments	132	$42,641	50	1,217	$1,828
SERVICE AND LIMITED-FUNCTION WHOLESALERS	68	15,944	28	762	1,115
ALL OTHER TYPES	64	26,697	22	455	713
BY KINDS OF BUSINESS (All types):					
Automotive	11	1,634	6	125	190
Beer, wines, and liquors	12	1,923	3	69	84
Chemicals and paints	3	465	1	30	46
Electrical goods	5	678	1	43	75
Farm products--raw materials	11	15,428	8	78	123
SIOUX FALLS—Con.					
BY KINDS OF BUSINESS (All types)—Con.					
Farm products--consumer goods	6	$1,355	1	53	$83
Farm supplies	4	841	5	31	38
Groceries (general line)	5	4,269	---	138	189
Groceries and foods (specialty lines)	13	2,196	1	63	103
Lumber and construction materials	3	1,138	1	33	60
Machinery--equipment--supplies	18	4,467	3	245	414
Petroleum and its products	19	2,430	10	64	75
Plumbing and heating equipt and spls	3	813	---	35	53
Waste materials	3	592	4	33	27
All other	16	4,414	6	179	286

TENNESSEE

CITY TYPE OF OPERATION KIND OF BUSINESS	Number of establishments	Sales (add 000)	Active proprietors	Number of employees* Average for year	TOTAL PAY ROLL* (add 000)
BRISTOL, TENNESSEE AND VIRGINIA	55	$13,381	16	502	$685
BRISTOL, TENNESSEE	23	5,640	9	251	332
BRISTOL, VIRGINIA	32	7,741	7	251	353
SERVICE AND LIMITED-FUNCTION WHOLESALERS	30	6,698	3	396	550
ALL OTHER TYPES	25	6,683	13	106	135
BY KINDS OF BUSINESS (All types):					
Automotive	3	403	---	32	46
Farm products--raw materials	3	1,985	2	27	24
Farm products--consumer goods	6	538	1	[illegible]	55
Groceries (general line)	1	5,356	7	81	125
Groceries and foods (specialty lines)	15				
Lumber and construction materials	4	803	3	48	61
Petroleum and its products	7	763	3	16	24
All other	16	3,533	---	250	350
JACKSON					
Total, all establishments	43	7,899	35	252	326
SERVICE AND LIMITED-FUNCTION WHOLESALERS	21	3,606	13	212	277
ALL OTHER TYPES	22	4,293	22	40	49
BY KINDS OF BUSINESS (All types):					
Farm products—raw materials	7	1,955	9	4	11
JACKSON—Con.					
BY KINDS OF BUSINESS (All types)—Con.					
Farm products--consumer goods	3	$167	[illegible]	10	$6
Groceries (general line)	3	2,008	1	90	138
Groceries and foods (specialty lines)	8	1,264	[illegible]	21	18
Petroleum and its products	10	1,185	7	29	32
All other	12	1,320	8	98	121
JOHNSON CITY					
Total, all establishments	43	8,230	25	359	495
SERVICE AND LIMITED-FUNCTION WHOLESALERS	26	4,712	15	286	408
ALL OTHER TYPES	17	3,518	10	73	87
BY KINDS OF BUSINESS (All types):					
Automotive	3	218	---	26	32
Beer, wines, and liquors	4	871	6	16	16
Farm products--raw materials	7	1,122	4	25	13
Farm products--consumer goods	7	728	5	81	[illegible]
Groceries (general line)	3	1,321	1	42	69
Groceries and foods (specialty lines)	6	1,214	5	22	27
Petroleum and its products	5	1,431	3	33	51
All other	[illegible]	1,825	1	114	197

* Employees and pay roll include paid executives of corporations but not the number and compensation of proprietors of unincorporated businesses.

TABLE 12B.—CITIES OF 20,000 TO 50,000 POPULATION

ESTABLISHMENTS, SALES, PERSONNEL, AND PAY ROLL

KINDS OF BUSINESS

TEXAS

CITY TYPE OF OPERATION KIND OF BUSINESS	Number of establishments	Sales (add 000)	Active proprietors of unincorporated businesses	Number of employees* (full-time and part-time) Average for year	TOTAL PAY ROLL* (add 000)
ABILENE					
Total, all establishments	87	$14,367	65	576	$668
SERVICE AND LIMITED-FUNCTION WHOLESALERS	46	7,225	33	410	486
ALL OTHER TYPES	41	7,142	32	166	182
BY KINDS OF BUSINESS (All types):					
Automotive	10	1,641	7	80	118
Farm products--raw materials	5	1,160	3	61	47
Farm products--consumer goods	5	1,104	5	57	57
Groceries (general line)	4	2,849	3	146	178
Groceries and foods (specialty lines)	18	3,574	14	65	63
Machinery--equipment--supplies	11	352	8	36	37
Petroleum and its products	17	1,255	17	41	40
All other	12	2,432	8	90	108
BROWNSVILLE					
Total, all establishments	36	4,957	24	335	269
SERVICE AND LIMITED-FUNCTION WHOLESALERS	18	2,238	15	126	106
ALL OTHER TYPES	18	2,719	9	209	163
BY KINDS OF BUSINESS (All types):					
Farm products--consumer goods	6	1,310	---	181	116
Groceries (general line)	2	2,333	8	81	89
Groceries and foods (specialty lines)	10				
Petroleum and its products	8	523	9	43	18
All other	10	791	7	50	46
LAREDO					
Total, all establishments	47	5,587	40	371	268
SERVICE AND LIMITED-FUNCTION WHOLESALERS	28	3,595	22	237	182
ALL OTHER TYPES	19	1,992	18	134	86
BY KINDS OF BUSINESS (All types):					
Automotive	3	110	5	9	9
Beer, wines, and liquors	3	320	1	17	9
Farm products--consumer goods	14	1,588	10	127	90
Groceries (general line)	5	2,412	5	131	111
Groceries and foods (specialty lines)	5	250	1	18	13
Petroleum and its products	8	779	7	30	23
All other	9	128	11	39	13
LUBBOCK					
Total, all establishments	114	32,742	91	665	835
SERVICE AND LIMITED-FUNCTION WHOLESALERS	61	12,330	40	484	622
ALL OTHER TYPES	53	20,412	51	181	213
BY KINDS OF BUSINESS (All types):					
Automotive	12	1,582	11	87	108
Drugs (general line)	1	553	3	25	37
Drugs and drug sundries (specialty lines)	3				
Electrical goods	3	361	1	18	31
Farm products--raw materials	35	19,395	37	111	130
Farm products--consumer goods	4	592	2	47	55
Groceries (general line)	6	3,398	5	102	127
Groceries and foods (specialty lines)	10	796	5	41	47
Lumber and construction materials	5	789	2	33	42
Machinery--equipment--supplies	8	1,306	5	44	63
Petroleum and its products	14	1,627	12	64	72
All other	13	2,363	8	93	123
PORT ARTHUR					
Total, all establishments	40	5,055	23	243	296
SERVICE AND LIMITED-FUNCTION WHOLESALERS	31	3,219	18	196	237
ALL OTHER TYPES	9	1,836	5	47	59
BY KINDS OF BUSINESS (All types):					
Automotive	5	158	2	19	32
Beer, wines, and liquors	6	418	5	18	28
Farm products--consumer goods	4	178	3	33	32
Groceries (general line)	2	1,390	6	51	67
Groceries and foods (specialty lines)	5				
PORT ARTHUR—Con.					
BY KINDS OF BUSINESS (All types)—Con.					
Machinery--equipment--supplies	4	$136	---	9	$11
Petroleum and its products	6	1,388	4	25	35
All other	8	1,387	3	88	91
SAN ANGELO					
Total, all establishments	103	17,465	86	515	552
SERVICE AND LIMITED-FUNCTION WHOLESALERS	53	6,679	40	382	431
ALL OTHER TYPES	50	10,786	46	133	121
BY KINDS OF BUSINESS (All types):					
Automotive	8	319	8	26	31
Beer, wines, and liquors	5	778	4	35	35
Farm products--raw materials	30	9,346	28	84	77
Farm products--consumer goods	9	731	5	65	74
Groceries (general line)	6	2,919	2	114	136
Groceries and foods (specialty lines)	11	777	11	38	43
Lumber and construction materials	4	316	2	25	22
Machinery--equipment--supplies	4	118	5	10	10
Petroleum and its products	16	1,177	16	45	40
All other	10	984	5	73	84
TEXARKANA, TEXAS AND ARKANSAS	62	12,604	39	520	703
TEXARKANA, TEXAS	34	4,640	19	184	233
TEXARKANA, ARKANSAS	28	7,964	20	336	470
SERVICE AND LIMITED-FUNCTION WHOLESALERS	37	8,989	25	388	534
ALL OTHER TYPES	25	3,615	14	132	169
BY KINDS OF BUSINESS (All types):					
Automotive	5	317	2	27	34
Farm products--raw materials	5	532	6	B	8
Farm products--consumer goods	6	681	7	54	47
Groceries (general line)	4	3,557	---	118	144
Groceries and foods (specialty lines)	10	1,905	4	80	110
Lumber and construction materials	5	1,266	2	26	40
Machinery--equipment--supplies	B	132	2	9	22
Petroleum and its products	10	1,124	7	36	38
All other	13	3,090	B	162	260
TYLER					
Total, all establishments	86	16,809	54	671	677
SERVICE AND LIMITED-FUNCTION WHOLESALERS	54	8,440	36	363	441
ALL OTHER TYPES	32	8,369	18	308	236
BY KINDS OF BUSINESS (All types):					
Automotive	8	1,020	6	52	66
Farm products--consumer goods	8	955	2	128	105
Groceries (general line)	7	3,485	2	101	130
Groceries and foods (specialty lines)	17	7,140	11	225	176
Lumber and construction materials	3	358	2	21	24
Machinery--equipment--supplies	8	584	6	35	56
Petroleum and its products	15	1,231	13	29	31
Waste materials	4	49	5	6	3
All other	16	1,987	7	72	86
WICHITA FALLS					
Total, all establishments	127	17,925	89	725	1,003
SERVICE AND LIMITED-FUNCTION WHOLESALERS	80	13,006	59	537	728
ALL OTHER TYPES	47	4,917	30	188	275
BY KINDS OF BUSINESS (All types):					
Automotive	12	1,017	14	74	104
Beer, wines, and liquors	6	1,006	2	35	37
Drugs and drug sundries (specialty lines)	3	427	3	13	12
Farm products--raw materials	4	961	4	14	21
Farm products--consumer goods	11	1,414	B	101	121
Groceries (general line)	4	2,138	---	75	93
Groceries and foods (specialty lines)	13	1,870	7	84	110
Lumber and construction materials	4	230	2	19	16
Machinery--equipment--supplies	31	4,378	14	131	233
Petroleum and its products	23	1,829	22	64	84
Waste materials	3	291	3	10	8
All other	13	2,364	9	105	164

* Employees and pay roll include paid executives of corporations but not the number and compensation of proprietors of unincorporated businesses.

TABLE 12B.—CITIES OF 20,000 TO 50,000 POPULATION

ESTABLISHMENTS, SALES, PERSONNEL, AND PAY ROLL

KINDS OF BUSINESS

UTAH

CITY TYPE OF OPERATION KIND OF BUSINESS	Number of establishments	Sales (add 000)	Active proprietors	Number of employees* Average for year	TOTAL PAY ROLL* (add 000)
OGDEN					
Total, all establishments	84	$32,342	49	777	$1,125
SERVICE AND LIMITED-FUNCTION WHOLESALERS	40	7,591	23	439	614
ALL OTHER TYPES	44	24,751	26	338	511
BY KINDS OF BUSINESS (All types):					
Automotive	5	461	1	54	70
Beer, wines, and liquors	5	390	4	17	23

CITY TYPE OF OPERATION KIND OF BUSINESS	Number of establishments	Sales (add 000)	Active proprietors	Number of employees* Average for year	TOTAL PAY ROLL* (add 000)
OGDEN—Con.					
BY KINDS OF BUSINESS (All types)—Con.					
Farm products--raw materials	19	$14,039	17	90	$138
Farm products--consumer goods	13	2,206	11	167	202
Groceries (general line)	8	2,969	---	119	210
Groceries and foods (specialty lines)	6	4,669	5	45	82
Machinery--equipment--supplies	6	2,677	2	25	42
Petroleum and its products	6	1,091	3	40	58
All other	18	3,840	6	220	302

VERMONT

CITY TYPE OF OPERATION KIND OF BUSINESS	Number of establishments	Sales (add 000)	Active proprietors	Number of employees* Average for year	TOTAL PAY ROLL* (add 000)
BURLINGTON					
Total, all establishments	63	$14,251	38	653	$1,035
SERVICE AND LIMITED-FUNCTION WHOLESALERS	36	8,670	32	435	692
ALL OTHER TYPES	27	5,581	6	218	343
BY KINDS OF BUSINESS (All types):					
Automotive	5	1,110	3	82	172
Farm products--consumer goods	7	1,426	5	87	102

CITY TYPE OF OPERATION KIND OF BUSINESS	Number of establishments	Sales (add 000)	Active proprietors	Number of employees* Average for year	TOTAL PAY ROLL* (add 000)
BURLINGTON—Con.					
BY KINDS OF BUSINESS (All types)—Con.					
Groceries and foods (specialty lines)	10	$2,092	3	96	$158
Machinery--equipment--supplies	5	178	1	24	47
Paper and its products	3	246	5	21	30
Petroleum and its products	9	2,327	3	84	132
Waste materials	5	99	5	13	7
All other	19	6,773	13	246	407

* Employees and pay roll include paid executives of corporations but not the number and compensation of proprietors of unincorporated businesses.

TABLE 12b.—CITIES OF 20,000 TO 50,000 POPULATION

ESTABLISHMENTS, SALES, PROPRIETORS, AND PAY ROLL

KINDS OF BUSINESS

VIRGINIA

CITY TYPE OF OPERATION KIND OF BUSINESS	Number of establishments	Sales (add 000)	Active proprietors	Number of employees* Average for year	TOTAL PAY ROLL* (add 000)
ALEXANDRIA					
Total, all establishments	21	$21,624	9	312	$588
SERVICE AND LIMITED-FUNCTION WHOLESALERS	12	1,050	6	102	130
ALL OTHER TYPES	9	20,574	3	210	458
BY KINDS OF BUSINESS (All types):					
Beer, wines, and liquors	5	575	2	36	50
Petroleum and its products	3	4,739	- -	58	118
Waste materials	3	34	2	8	5
All other	10	16,276	5	210	415
BLUEFIELD, VIRGINIA AND WEST VIRGINIA	63	18,119	25	696	1,173
BLUEFIELD, VIRGINIA	8	1,384	2	84	103
BLUEFIELD, WEST VIRGINIA	55	16,935	23	612	1,070
SERVICE AND LIMITED-FUNCTION WHOLESALERS	35	9,548	14	534	866
ALL OTHER TYPES	28	8,771	11	162	307
BY KINDS OF BUSINESS (All types):					
Automotive	3	158	2	16	20
Beer, wines, and liquors	3	170	---	9	10
Coal and coke	7	2,255	2	52	134
Farm products--consumer goods	4	111	3	14	15
Farm supplies	3	68	5	5	5
Groceries (general line)	6	2,351	- -	117	158
Groceries and foods (specialty lines)	12	3,812	5	47	87
Lumber and construction materials	3	619	---	77	99
Machinery--equipment--supplies	6	1,032	3	82	129
Petroleum and its products	8	1,774	[illegible]	56	86
All other	8	5,969	1	221	430
BRISTOL, VIRGINIA AND TENNESSEE	55	13,381	16	502	685
BRISTOL, VIRGINIA	32	7,741	7	251	353
BRISTOL, TENNESSEE	23	5,640	9	251	332
SERVICE AND LIMITED-FUNCTION WHOLESALERS	30	6,698	3	396	550
ALL OTHER TYPES	25	6,683	13	106	135
BY KINDS OF BUSINESS (All types):					
Automotive	3	403	---	32	[illegible]
Farm products--raw materials	3	1,985	2	27	24
Farm products--consumer goods	6	538	1	48	55
Groceries (general line)	1	5,356	7	81	125
Groceries and foods (specialty lines)	15				
Lumber and construction materials	4	803	3	[illegible]	61
Petroleum and its products	7	763	3	16	24
All other	16	3,533	---	250	350
DANVILLE					
Total, all establishments	80	33,887	37	1,674	1,610
SERVICE AND LIMITED-FUNCTION WHOLESALERS	37	12,068	17	870	914
ALL OTHER TYPES	43	21,819	20	804	696
BY KINDS OF BUSINESS (All types):					
Automotive	4	267	2	21	27
Farm products--raw materials	23	25,394	10	1,299	1,164
Farm products--consumer goods	9	582	4	56	62
Groceries (general line)	5	1,333	2	57	66
Groceries and foods (specialty lines)	15	2,655	5	94	114
DANVILLE—Con.					
BY KINDS OF BUSINESS (All types)—Con.					
Petroleum and its products	10	$1,693	5	35	$45
All other	14	1,963	9	112	132
LYNCHBURG					
Total, all establishments	113	26,961	59	1,044	1,496
SERVICE AND LIMITED-FUNCTION WHOLESALERS	65	17,669	30	849	1,163
ALL OTHER TYPES	48	9,292	29	195	333
BY KINDS OF BUSINESS (All types):					
Automotive	3	256	2	32	38
Beer, wines, and liquors	3	459	1	24	24
Clothing and furnishings	5	1,323	1	59	145
Farm products--raw materials	7	2,179	5	165	106
Farm products--consumer goods	13	1,959	8	123	156
Groceries (general line)	7	4,156	1	111	159
Groceries and foods (specialty lines)	15	2,550	11	62	116
Hardware	5	1,230	1	84	118
Lumber and construction materials	7	2,365	3	28	83
Machinery--equipment--supplies	10	461	5	39	61
Metals and metal work (except scrap)	3	1,456	---	24	64
Petroleum and its products	10	1,655	[illegible]	30	62
Plumbing and heating equipt and spls	4	491	1	63	33
All other	21	6,421	14	200	331
NEWPORT NEWS					
Total, all establishments	52	8,419	29	354	381
SERVICE AND LIMITED-FUNCTION WHOLESALERS	35	4,725	24	243	241
ALL OTHER TYPES	17	3,694	5	111	140
BY KINDS OF BUSINESS (All types):					
Automotive	4	168	3	11	20
Beer, wines, and liquors	4	500	2	28	32
Farm products--consumer goods	5	328	7	22	22
Groceries (general line)	2	3,631	8	136	183
Groceries and foods (specialty lines)	17				
Machinery--equipment--supplies	3	138	2	9	8
Petroleum and its products	6	835	4	20	23
Waste materials	4	49	3	17	10
All other	7	2,770	- -	111	63
PETERSBURG					
Total, all establishments	51	13,390	23	1,103	934
SERVICE AND LIMITED-FUNCTION WHOLESALERS	31	4,542	18	288	365
ALL OTHER TYPES	20	8,848	5	815	569
BY KINDS OF BUSINESS (All types):					
Clothing and furnishings	3	291	1	23	28
Farm products--raw materials	10	4,386	4	745	458
Farm products--consumer goods	[illegible]	555	4	50	49
Groceries (general line)	3	1,487	3	42	84
Groceries and foods (specialty lines)	11	2,457	5	78	89
Petroleum and its products	[illegible]	2,567	---	46	67
All other	13	1,647	6	119	159

* Employees and pay roll include paid executives of corporations but not the number and compensation of proprietors of unincorporated businesses.

TABLE 12B.—CITIES OF 20,000 TO 50,000 POPULATION

ESTABLISHMENTS, SALES, PERSONNEL, AND PAY ROLL

KINDS OF BUSINESS

WASHINGTON

CITY TYPE OF OPERATION KIND OF BUSINESS	Number of establishments	Sales (add 000)	Active proprietors and partners, business	Number of employees* (including salaried officers) Average for year	TOTAL PAY ROLL* (add 000)
BELLINGHAM					
Total, all establishments	60	$9,276	35	402	$691
SERVICE AND LIMITED-FUNCTION WHOLESALERS	43	7,065	29	326	544
ALL OTHER TYPES	17	2,211	6	76	147
BY KINDS OF BUSINESS (All types):					
Automotive	4	227	2	15	25
Beer, wines, and liquors	5	294	1	21	32
Farm products--consumer goods	10	1,184	12	57	80
Groceries (general line)	3	1,543	2	39	72
Groceries and foods (specialty lines)	7	449	6	30	41
Petroleum and its products	12	2,024	6	59	122
Waste materials	3	66	2	8	12
All other	16	3,469	4	173	307
EVERETT					
Total, all establishments	50	8,321	28	385	613
SERVICE AND LIMITED-FUNCTION WHOLESALERS	34	5,578	21	303	453
ALL OTHER TYPES	16	2,743	7	82	160
BY KINDS OF BUSINESS (All types):					
Automotive	4	245	5	18	30
Beer, wines, and liquors	5	645	4	20	35
Farm products--consumer goods	5	775	2	57	101
Farm supplies	3	315	2	11	15
Groceries (general line)	2	2,368	3	96	147
Groceries and foods (specialty lines)	7				
Lumber and construction materials	3	305	1	9	15
Petroleum and its products	10	2,304	4	63	129
Waste materials	4	228	3	12	11
All other	7	1,136	4	99	130

CITY TYPE OF OPERATION KIND OF BUSINESS	Number of establishments	Sales (add 000)	Active proprietors and partners, business	Number of employees* (including salaried officers) Average for year	TOTAL PAY ROLL* (add 000)
YAKIMA					
Total, all establishments	104	$22,454	47	1,432	$1,576
SERVICE AND LIMITED-FUNCTION WHOLESALERS	45	7,595	24	437	481
ALL OTHER TYPES	59	14,859	23	995	1,095
BY KINDS OF BUSINESS (All types):					
Automotive	6	354	1	30	59
Beer, wines, and liquors	5	420	2	20	35
Chemicals and paints	3	806	---	33	61
Farm products--raw materials	3	491	2	7	13
Farm products--consumer goods	48	12,769	21	1,086	992
Farm supplies	3	175	1	8	10
Groceries (general line)	3	2,212	---	75	110
Groceries and foods (specialty lines)	7	539	3	20	33
Machinery--equipment--supplies	4	738	1	25	46
Petroleum and its products	10	1,964	4	41	81
All other	12	1,987	11	87	136

WEST VIRGINIA

CITY TYPE OF OPERATION KIND OF BUSINESS	Number of establishments	Sales (add 000)	Active proprietors and partners, business	Number of employees* (including salaried officers) Average for year	TOTAL PAY ROLL* (add 000)
BLUEFIELD, WEST VIRGINIA AND VIRGINIA	63	$18,319	25	696	$1,173
BLUEFIELD, WEST VIRGINIA	55	16,935	23	612	1,070
BLUEFIELD, VIRGINIA	8	1,384	2	84	103
SERVICE AND LIMITED-FUNCTION WHOLESALERS	35	9,548	14	534	866
ALL OTHER TYPES	28	8,771	11	162	307
BY KINDS OF BUSINESS (All types):					
Automotive	3	158	2	16	20
Beer, wines, and liquors	3	170	---	9	10
Coal and coke	7	2,255	2	52	134
Farm products--consumer goods	4	111	3	14	15
Farm supplies	3	68	5	5	5
Groceries (general line)	6	2,351	---	117	158
Groceries and foods (specialty lines)	12	3,912	5	47	87
Lumber and construction materials	3	619	---	77	99
Machinery--equipment--supplies	6	1,032	3	82	129
Petroleum and its products	8	1,774	4	56	86
All other	8	5,969	1	221	430
CLARKSBURG					
Total, all establishments	82	18,218	27	697	1,013
SERVICE AND LIMITED-FUNCTION WHOLESALERS	51	7,643	20	462	658
ALL OTHER TYPES	31	10,575	7	235	355
BY KINDS OF BUSINESS (All types):					
Automotive	[illegible]	632	1	64	105
Beer, wines, and liquors	3	331	---	21	27
Electrical goods	3	385	1	32	60
Farm products--consumer goods	6	1,135	---	92	117
Groceries (general line	3	2,044	---	63	96
Groceries and foods (specialty lines	18	6,962	13	199	154
Lumber and construction materials	3	343	1	39	56
Machinery--equipment--supplies	13	767	1	67	109
Petroleum and its products	6	1,660	1	53	86
Waste materials	6	490	6	42	27
All other	23	3,495	3	114	176

CITY TYPE OF OPERATION KIND OF BUSINESS	Number of establishments	Sales (add 000)	Active proprietors and partners, business	Number of employees* (including salaried officers) Average for year	TOTAL PAY ROLL* (add 000)
FAIRMONT					
Total, all establishments	33	$7,245	15	317	$416
SERVICE AND LIMITED-FUNCTION WHOLESALERS	26	5,214	12	255	323
ALL OTHER TYPES	7	2,031	3	62	93
BY KINDS OF BUSINESS (All types):					
Automotive	4	288	3	44	51
Farm products--consumer goods	4	562	1	63	80
Groceries (general line)	2	1,700	2	54	78
Groceries and foods (specialty lines)	4				
Petroleum and its products	4	870	1	32	4[illegible]
All other	15	3,825	8	124	167
PARKERSBURG					
Total, all establishments	78	11,391	[illegible]	610	798
SERVICE AND LIMITED-FUNCTION WHOLESALERS	66	6,439	[illegible]	4[illegible]	575
ALL OTHER TYPES	12	4,9[illegible]	1	[illegible]	22[illegible]
BY KINDS OF BUSINESS (All types):					
Automotive	7	311	5	45	58
Electrical goods	3	-4	4	9	8
Farm products--consumer goods	11	574	3	58	59
Groceries (general line)	4	1,074	---	44	72
Groceries and foods (specialty lines)	11	1,[illegible]	5	66	77
Hardware	5	758	---	64	92
Lumber and construction materials	7	388	4	12	38
Machinery--equipment--supplies	6	1,902	1	65	132
Petroleum and its products	6	1,480	1	50	74
Tobacco and products (except leaf	3	604	1	18	27
Waste materials	3	312	1	4[illegible]	32
All other	14	2,3[illegible]	[illegible]	127	1[illegible]

* Employees and pay roll include paid executives of corporations but not the number and compensation of proprietors of unincorporated businesses.

TABLE 12B.—CITIES OF 20,000 TO 50,000 POPULATION

ESTABLISHMENTS, SALES, PERSONNEL, AND PAY ROLL

KINDS OF BUSINESS

WISCONSIN

CITY TYPE OF OPERATION KIND OF BUSINESS	Number of establishments	Sales (add 000)	Active proprietors	Number of employees* Average for year	TOTAL PAY ROLL* (add 000)
APPLETON					
Total, all establishments	58	$10,152	26	441	$666
SERVICE AND LIMITED-FUNCTION WHOLESALERS	44	8,042	21	363	555
ALL OTHER TYPES	14	2,110	5	78	111
BY KINDS OF BUSINESS (All types):					
Beer, wines, and liquors	6	428	6	14	22
Electrical goods	6	492	5	25	30
Farm products--consumer goods	6	2,983	1	120	143
Groceries (general line)	2	1,285	3	48	72
Groceries and foods (specialty lines)	6				
Lumber and construction materials	3	328	1	18	27
Machinery--equipment--supplies	3	448	1	11	13
Petroleum and its products	9	1,539	4	47	72
All other	17	2,713	5	158	287
BELOIT					
Total, all establishments	30	2,486	16	128	101
SERVICE AND LIMITED-FUNCTION WHOLESALERS	21	1,777	12	109	155
ALL OTHER TYPES	9	689	4	19	26
BY KINDS OF BUSINESS (All types):					
Automotive	3	136	1	17	24
Beer, wines, and liquors	5	224	4	13	17
Groceries (general line)	2	307	2	13	13
Groceries and foods (specialty lines)	4				
Petroleum and its products	6	642	4	15	23
All other	10	1,107	5	70	104
EAU CLAIRE					
Total, all establishments	54	14,952	18	606	979
SERVICE AND LIMITED-FUNCTION WHOLESALERS	34	11,277	13	465	709
ALL OTHER TYPES	20	3,675	5	144	270
BY KINDS OF BUSINESS (All types):					
Automotive	5	562	4	37	46
Chemicals and paints	3	53	2	5	5
Farm products--consumer goods	3	910	1	45	71
Groceries (general line)	2	2,981	---	123	216
Groceries and foods (specialty lines)	10				
Machinery--equipment--supplies	7	2,465	---	138	231
Petroleum and its products	13	2,217	5	64	132
Waste materials	3	52	3	9	6
All other	10	5,712	3	188	272
FOND DU LAC					
Total, all establishments	51	7,676	31	294	463
SERVICE AND LIMITED-FUNCTION WHOLESALERS	32	5,136	23	212	333
ALL OTHER TYPES	19	2,540	8	82	130
BY KINDS OF BUSINESS (All types):					
Automotive	3	501	3	23	36
Beer, wines, and liquors	9	751	6	24	50
Farm products--consumer goods	3	1,556	5	42	75
Groceries (general line)	2	1,193	1	46	75
Groceries and foods (specialty lines)	4				
Machinery--equipment--supplies	6	532	3	29	41
Petroleum and its products	12	1,538	8	52	77
Waste materials	3	164	3	19	16
All other	9	1,441	2	59	93
GREEN BAY					
Total, all establishments	111	$44,726	47	1,369	$2,312
SERVICE AND LIMITED-FUNCTION WHOLESALERS	69	24,590	36	1,018	1,685
ALL OTHER TYPES	42	20,136	11	351	627
BY KINDS OF BUSINESS (All types):					
Automotive	9	2,453	6	113	201
Beer, wines, and liquors	12	1,585	4	74	103
Coal and coke	4	6,231	---	201	371
Farm products--raw materials	5	1,045	3	17	38
Farm products--consumer goods	[illegible]	11,493	3	131	207
Groceries (general line)	2				
Groceries and foods (specialty lines)	16	8,780	6	271	431
Lumber and construction materials	10	1,769	7	36	57
Machinery--equipment--supplies	9	2,053	1	137	238
Paper and its products	3	359	2	20	28
Petroleum and its products	11	2,232	5	68	131
Tobacco and products (except leaf)	3	2,592	---	49	102
Waste materials	4	223	4	20	13
All other	15	3,922	6	232	392
JANESVILLE					
Total, all establishments	33	20,895	15	267	495
SERVICE AND LIMITED-FUNCTION WHOLESALERS	20	19,273	9	232	434
ALL OTHER TYPES	13	1,622	6	35	61
BY KINDS OF BUSINESS (All types):					
Automotive	3	15,850	---	96	219
Beer, wines, and liquors	7	504	5	23	32
Groceries and foods (specialty lines)	3	666	1	21	31
Petroleum and its products	8	1,336	5	23	41
All other	12	2,537	4	104	173
KENOSHA					
Total, all establishments	56	6,271	43	243	362
SERVICE AND LIMITED-FUNCTION WHOLESALERS	43	4,362	40	195	274
ALL OTHER TYPES	13	1,909	3	48	[illegible]
BY KINDS OF BUSINESS (All types):					
Beer, wines, and liquors	13	1,593	13	59	90
Farm products--consumer goods	10	1,104	6	45	58
Groceries (general line)	1	1,108	7	39	58
Groceries and foods (specialty lines)	9				
Petroleum and its products	7	904	3	22	41
Waste materials	4	65	6	8	3
All other	12	1,497	8	70	115
LA CROSSE					
Total, all establishments	80	14,815	41	690	1,048
SERVICE AND LIMITED-FUNCTION WHOLESALERS	55	11,908	35	573	851
ALL OTHER TYPES	25	2,907	6	117	197
BY KINDS OF BUSINESS (All types):					
Automotive	5	556	4	68	86
Beer, wines, and liquors	6	1,697	7	51	95
Farm products--consumer goods	8	1,376	4	75	112
Groceries (general line)	3	1,725	---	69	[illegible]
Groceries and foods (specialty lines)	14	1,701	3	65	97
Machinery--equipment--supplies	6	240	2	17	26
Petroleum and its products	10	1,259	4	42	69
Plumbing and heating equipt and spls	3	1,063	---	52	100
Waste materials	3	243	[illegible]	10	9
All other	22	4,955	12	241	360

* Employees and pay roll include paid executives of corporations but not the number and compensation of proprietors of unincorporated businesses.

TABLE 12B.—CITIES OF 20,000 TO 50,000 POPULATION

ESTABLISHMENTS, SALES, PERSONNEL, AND PAY ROLL—Continued

KINDS OF BUSINESS

WISCONSIN

CITY TYPE OF OPERATION KIND OF BUSINESS	Number of establishments	Sales (add 000)	Active proprietors (unpaid officers)	Number employees* (average for year)	TOTAL PAY ROLL* (add 000)
MANITOWOC					
Total, all establishments	43	$8,474	21	373	$559
SERVICE AND LIMITED-FUNCTION WHOLESALERS	30	6,355	18	321	459
ALL OTHER TYPES	13	2,119	3	52	91
BY KINDS OF BUSINESS (All types):					
Beer, wines, and liquors	8	664	7	32	51
Farm products--consumer goods	5	2,128	5	95	108
Groceries (general line)	1	685	2	25	38
Groceries and foods (specialty lines)	5				
Hardware	3	508	---	48	82
Petroleum and its products	8	982	3	25	34
All other	13	3,580	4	148	239
OSHKOSH					
Total, all establishments	86	7,794	25	384	579
SERVICE AND LIMITED-FUNCTION WHOLESALERS	45	5,244	20	278	412
ALL OTHER TYPES	21	2,550	5	106	167
BY KINDS OF BUSINESS (All types):					
Automotive	3	227	1	26	36
Beer, wines, and liquors	6	552	3	17	23
Farm products--consumer goods	3	634	---	33	47
Groceries (general line)	2	2,037	8	84	136
Groceries and foods (specialty lines)	13				
Lumber and construction materials	6	825	---	50	87
Machinery--equipment--supplies	6	240	2	22	32
Petroleum and its products	8	1,012	4	37	40
Waste materials	3	149	3	18	22
All other	16	2,118	4	106	154
SHEBOYGAN					
Total, all establishments	67	11,927	38	457	691
SERVICE AND LIMITED-FUNCTION WHOLESALERS	45	8,230	31	337	506
ALL OTHER TYPES	22	3,697	7	120	185
BY KINDS OF BUSINESS (All types):					
Automotive	6	198	6	21	24
Beer, wines, and liquors	8	882	4	42	62
Farm products--consumer goods	9	1,995	4	95	120
Groceries (general line)	2	2,680	8	78	134
Groceries and foods (specialty lines)	13				
Lumber and construction materials	3	444	1	8	20
Petroleum and its products	11	1,413	4	50	77
Tobacco and products (except leaf)	4	656	5	12	13
All other	11	3,659	6	151	237

CITY TYPE OF OPERATION KIND OF BUSINESS	Number of establishments	Sales (add 000)	Active proprietors (unpaid officers)	Number employees* (average for year)	TOTAL PAY ROLL* (add 000)
SUPERIOR					
Total, all establishments	45	$2[illegible],423	37	496	$778
SERVICE AND LIMITED-FUNCTION WHOLESALERS	35	18,794	32	388	626
ALL OTHER TYPES	10	1,629	5	108	152
BY KINDS OF BUSINESS (All types):					
Automotive	3	133	1	11	17
Beer, wines, and liquors	7	1,134	3	36	61
Farm products--raw materials	3	9,152	2	84	154
Farm products--consumer goods	6	1,180	3	68	107
Groceries (general line)	2	3,181	11	79	134
Groceries and foods (specialty lines)	5				
Petroleum and its products	8	914	8	80	93
Tobacco and products (except leaf)	3	548	3	5	5
All other	13	4,191	8	136	209
WAUSAU					
Total, all establishments	59	11,700	24	433	654
SERVICE AND LIMITED-FUNCTION WHOLESALERS	37	7,052	19	323	494
ALL OTHER TYPES	22	4,648	5	110	160
BY KINDS OF BUSINESS (All types):					
Automotive	6	478	3	47	66
Beer, wines, and liquors	6	1,633	3	61	90
Farm products--raw materials	4	2,595	2	46	61
Farm products--consumer goods	5	1,806	---	37	49
Groceries (general line)	3	2,925	---	76	115
Groceries and foods (specialty lines)	7	241	4	22	26
Petroleum and its products	9	1,336	3	39	63
All other	17	1,529	9	102	165
WAUWATOSA					
Total, all establishments	11	2,090	6	102	194
WEST ALLIS					
Total, all establishments	19	4,877	8	102	243

WYOMING

CITY TYPE OF OPERATION KIND OF BUSINESS	Number of establishments	Sales (add 000)	Active proprietors (unpaid officers)	Number employees* (average for year)	TOTAL PAY ROLL* (add 000)
CHEYENNE					
Total, all establishments	45	$9,059	30	363	$578
SERVICE AND LIMITED-FUNCTION WHOLESALERS	26	5,808	16	232	349
ALL OTHER TYPES	19	3,251	14	131	229
CHEYENNE—Con.					
BY KINDS OF BUSINESS (All types):					
Automotive	4	$285	2	18	$28
Beer, wines, and liquors	4	2,526	4	37	64
Farm products--raw materials	3	251	5	10	11
Farm products--consumer goods	9	1,232	10	95	121
Groceries (general line)	3	1,100	---	32	32
Machinery--equipment--supplies	7	1,504	---	97	178
Petroleum and its products	7	1,756	7	49	90
All other	8	406	2	27	36

* Employees and pay roll include paid executives of corporations but not the number and compensation of proprietors of unincorporated businesses.

INDEX TO STATES IN TABLE 13

States:	Page
Alabama	952
Arizona	953
Arkansas	954
California	955
Colorado	957
Connecticut	958
Delaware	958
Florida	959
Georgia	960
Idaho	962
Illinois	963
Indiana	966
Iowa	968
Kansas	970
Kentucky	972
Louisiana	974

States—Continued.	Page
Maine	975
Maryland	975
Massachusetts	976
Michigan	977
Minnesota	979
Mississippi	981
Missouri	983
Montana	985
Nebraska	986
Nevada	988
New Hampshire	989
New Jersey	990
New Mexico	991
New York	992
North Carolina	994
North Dakota	996

States—Continued.	Page
Ohio	997
Oklahoma	999
Oregon	1000
Pennsylvania	1001
Rhode Island	1003
South Carolina	1004
South Dakota	1005
Tennessee	1006
Texas	1008
Utah	1012
Vermont	1012
Virginia	1013
Washington	1015
West Virginia	1016
Wisconsin	1017
Wyoming	1018

Table 13.—COUNTIES, AND EACH CITY OF MORE THAN 5,000 POPULATION

In the following pages the basic data on number of establishments, sales, personnel, and pay roll are given in terms of a one-line total for each county, for each city of 5,000 population or more within the county, and for the remainder of the county. Counties are arranged alphabetically within their respective States.

TABLE 13.—COUNTIES, AND EACH CITY OF MORE THAN 5,000 POPULATION

ESTABLISHMENTS, SALES, PERSONNEL, AND PAY ROLL

ALABAMA

STATE, COUNTY, AND CITY	Number of establishments	Sales (add 000)	Active proprietors (Unincorporated business only)	Number of employees* (Full-time and part-time) Average for year	TOTAL PAY ROLL* (add 000)
Alabama, all establishments	1,945	$415,[illegible]	1,571	14,[illegible]	$10,[illegible]
Autauga County	2	(x)	(x)	(x)	(x)
Baldwin County	49	3,361	35	148	133
Barbour County	24	2,057	3	62	64
Clayton	14	1,743	13	56	53
Remainder of County	1	314	1	4	11
Bibb County	11	316	1	9	7
Blount County	15	347	13	31	21
Bullock County	4	353	3	10	7
Butler County	19	1,152	14	41	32
Greenville	12	371	10	30	29
Remainder of County	3	181	4	4	3
Calhoun County	36	4,233	25	168	206
Anniston	31	4,027	19	164	205
Remainder of County	5	206	6	4	1
Chambers County	5	340	5	9	6
Lanett	1	(x)	(x)	(x)	(x)
Remainder of County	4	(x)	(x)	(x)	(x)
Cherokee County	6	208	6	3	3
Chilton County	21	1,501	18	55	35
Choctaw County	9	247	8	8	6
Clarke County	10	787	9	21	17
Clay County	9	538	9	11	8
Cleburne County	2	(x)	(x)	(x)	(x)
Coffee County	23	1,895	21	98	70
Colbert County	24	2,606	21	118	111
Sheffield	13	1,989	11	99	97
Tuscumbia	6	423	7	13	9
Remainder of County	5	194	3	6	5
Conecuh County	14	1,366	13	19	20
Coosa County	2	(x)	(x)	(x)	(x)
Covington County	37	3,560	35	173	141
Andalusia	16	2,012	14	100	80
Remainder of County	21	1,548	21	73	61
Crenshaw County	13	932	11	49	33
Cullman County	28	4,239	26	167	130
Cullman	26	(x)	(x)	(x)	(x)
Remainder of County	2	(x)	(x)	(x)	(x)
Dale County	23	2,057	30	62	43
Dallas County	43	14,039	53	362	407
Selma	40	13,894	53	358	404
Remainder of County	3	145	3	4	3
De Kalb County	16	1,519	14	53	53
Elmore County	9	643	8	25	22
Escambia County	18	1,461	16	49	55
Etowah County	36	(x)	(x)	(x)	(x)
Gadsden	34	5,458	27	209	231
Remainder of County	2	(x)	(x)	(x)	(x)
Fayette County	13	1,983	11	40	40
Franklin County	10	568	10	33	26
Geneva County	23	1,237	21	103	48
Greene County	8	258	5	8	9
Hale County	5	468	5	12	11
Henry County	12	813	14	20	11
Houston County	64	7,926	58	283	255
Dothan	62	(x)	(x)	(x)	(x)
Remainder of County	2	(x)	(x)	(x)	(x)
Jackson County	25	1,938	25	49	46
Jefferson County	508	$149,531	318	6,427	$10,145
Bessemer	12	3,[illegible]	15	215	251
Birmingham	433	142,[illegible]	291	6,135	9,742
Fairfield	2	(x)	(x)	(x)	(x)
Homewood	1	(x)	(x)	(x)	(x)
Tarrant City	2	(x)	(x)	(x)	(x)
Remainder of County	8	769	7	26	28
Lamar County	9	193	9	9	7
Lauderdale County	22	2,452	23	79	92
Florence	20	(x)	(x)	(x)	(x)
Remainder of County	2	(x)	(x)	(x)	(x)
Lawrence County	5	103	4	3	1
Lee County	17	1,562	12	59	58
Opelika	17	1,562	12	59	58
Remainder of County	---	--	---	---	--
Limestone County	20	2,302	23	54	54
Lowndes County	4	396	5	21	10
Macon County	19	869	21	17	10
Madison County	39	8,306	43	197	195
Huntsville	34	8,148	37	195	194
Remainder of County	5	158	6	2	1
Marengo County	16	2,310	17	75	57
Marion County	11	712	10	21	24
Marshall County	32	4,200	24	84	78
Mobile County	193	45,126	124	1,958	2,473
Mobile	163	43,976	95	1,791	2,379
Prichard	2	(x)	(x)	(x)	(x)
Remainder of County	28	(x)	(x)	(x)	(x)
Monroe County	11	518	10	43	20
Montgomery County	147	56,851	85	1,740	2,406
Montgomery	147	56,851	85	1,740	2,406
Remainder of County	---	--	---	---	---
Morgan County	28	3,876	23	124	159
Decatur	24	3,509	19	119	153
Remainder of County	4	367	4	5	6
Perry County	8	290	8	17	7
Pickens County	8	768	8	59	40
Pike County	39	2,345	39	86	80
Troy	27	1,508	28	70	69
Remainder of County	12	837	11	16	11
Randolph County	15	913	14	35	26
Russell County	12	399	10	19	17
Phenix City	8	203	6	17	12
Remainder of County	4	196	4	2	5
St. Clair County	5	264	4	3	2
Shelby County	5	351	4	8	7
Sumter County	11	628	14	17	17
Talladega County	17	2,162	12	49	64
Sylacauga	7	1,055	5	21	33
Talladega	10	1,107	7	28	31
Remainder of County	---	---	---	---	---
Tallapoosa County	16	1,313	12	49	47
Alexander City	6	651	3	24	31
Remainder of County	10	662	9	25	16
Tuscaloosa County	36	9,246	40	303	327
Tuscaloosa	33	8,990	34	299	324
Remainder of County	3	256	6	4	3
Walker County	22	2,452	22	77	76
Jasper	17	1,970	19	63	60
Remainder of County	5	482	3	14	16
Washington County	6	224	6	5	5
Wilcox County	6	750	8	19	21
Winston County	11	739	11	13	10

* Employees and pay roll include paid executives of corporations but not the number and compensation of proprietors of unincorporated businesses.
x Withheld to avoid disclosure.

TABLE 13.—COUNTIES, AND EACH CITY OF MORE THAN 5,000 POPULATION

ESTABLISHMENTS, SALES, PERSONNEL, AND PAY ROLL

ARIZONA

STATE, COUNTY, AND CITY	Number of establishments	Sales (add 000)	Active proprietors of business and partnerships	Number of employees* Average for year	TOTAL PAY ROLL* (add 000)
Arizona, all establishments	807	$96,528	390	3,854	$5,623
Apache County	5	238	3	7	[illegible]
Cochise County	50	4,059	43	91	103
Bisbee	5	559	3	16	17
Douglas	12	1,257	11	48	48
Remainder of County	33	2,243	29	25	38
Coconino County	22	2,038	19	38	61
Flagstaff	13	1,502	11	31	51
Remainder of County	9	536	8	7	10
Gila County	25	2,130	15	74	100
Globe	11	1,156	4	46	63
Remainder of County	14	974	11	28	37
Graham County	13	1,350	10	45	74
Greenlee County	5	500	8	17	22
Maricopa County	270	81,235	141	2,543	3,739
Mesa	16	1,833	6	139	147
Phoenix	194	49,519	95	2,046	3,033
Remainder of County	56	9,883	40	358	559
Mohave County	15	$782	12	24	$37
Navajo County	17	1,866	8	69	110
Pima County	76	14,462	46	514	768
Tucson	63	12,750	36	487	729
Remainder of County	13	712	10	27	39
Pinal County	23	1,135	14	27	35
Santa Cruz County	17	1,069	15	41	41
Nogales	14	963	13	39	38
Remainder of County	3	126	2	2	3
Yavapai County	37	2,752	29	108	166
Prescott	16	1,256	9	74	109
Remainder of County	21	1,496	20	34	57
Yuma County	32	3,958	17	256	358
Yuma	18	2,948	7	218	320
Remainder of County	14	1,010	10	38	38

* Employees and pay roll include paid executives of corporations but not the number and compensation of proprietors of unincorporated businesses.

TABLE 13.—COUNTIES, AND EACH CITY OF MORE THAN 5,000 POPULATION

ESTABLISHMENTS, SALES, PERSONNEL, AND PAY ROLL

ARKANSAS

STATE, COUNTY, AND CITY	Number of establishments	Sales (add 000)	Active proprietors of unincorporated businesses	Number of employees* (full-time and part-time) Average for year	TOTAL PAY ROLL* (add 000)
Arkansas, all establishments	1,785	$248,916	1,468	7,890	$9,843
Arkansas County	26	1,912	21	69	77
Stuttgart	14	1,187	10	40	39
Remainder of County	12	725	11	29	38
Ashley County	10	360	10	6	6
Baxter County	12	436	11	13	9
Benton County	50	3,451	56	107	80
Boone County	26	1,519	28	56	46
Bradley County	11	867	8	11	15
Calhoun County	---	---	---	---	---
Carroll County	20	616	19	26	20
Chicot County	19	1,435	19	69	85
Clark County	20	1,098	18	30	30
Arkadelphia	15	902	13	25	26
Remainder of County	5	194	4	5	4
Clay County	21	747	21	26	21
Cleburne County	15	709	16	16	9
Cleveland County	1	(x)	(x)	(x)	(x)
Columbia County	23	3,038	15	43	70
Conway County	24	1,687	24	40	38
Craighead County	54	7,986	52	293	286
Jonesboro	41	7,175	42	236	261
Remainder of County	13	811	10	22	19
Crawford County	8	2,961	8	109	93
Van Buren	4	1,844	3	97	88
Remainder of County	4	117	5	12	5
Crittenden County	19	2,054	12	69	56
Cross County	19	1,101	17	37	31
Dallas County	19	982	9	24	24
Desha County	19	2,254	9	60	75
Drew County	8	403	7	20	23
Faulkner County	27	2,082	23	59	58
Conway	23	1,912	17	55	55
Remainder of County	4	170	6	4	3
Franklin County	2	154	1	8	8
Fulton County	8	473	8	16	15
Garland County	34	4,411	20	189	212
Hot Springs	29	3,735	15	172	198
Remainder of County	5	676	5	17	14
Grant County	3	136	3	3	4
Greene County	24	2,540	19	92	90
Paragould	16	2,228	15	92	90
Remainder of County	8	312	4	---	---
Hempstead County	23	3,572	23	64	67
Hope	20	3,472	19	54	58
Remainder of County	3	100	4	10	9
Hot Spring County	20	1,931	20	38	36
Malvern	14	1,859	15	35	35
Remainder of County	6	72	5	3	1
Howard County	11	1,027	15	22	23
Independence County	30	3,278	27	135	123
Batesville	23	(x)	(x)	(x)	(x)
Remainder of County	7	(x)	(x)	(x)	(x)
Izard County	3	65	3	2	1
Jackson County	22	1,547	19	55	52
Jefferson County	92	17,555	89	468	496
Pine Bluff	74	14,006	61	399	475
Remainder of County	18	3,549	25	69	21
Johnson County	15	1,141	10	27	29
Lafayette County	12	$1,036	11	10	$9
Lawrence County	21	715	8	25	27
Lee County	16	2,788	14	23	23
Lincoln County	4	233	3	8	5
Little River County	7	356	6	14	15
Logan County	15	906	22	31	19
Lonoke County	37	2,214	38	20	22
Madison County	1	(x)	(x)	(x)	(x)
Marion County	2	(x)	(x)	(x)	(x)
Miller County	29	(x)	(x)	(x)	(x)
Texarkana (part)	28	7,964	20	336	470
Remainder of County	1	(x)	(x)	(x)	(x)
Mississippi County	50	10,473	39	173	176
Blytheville	34	8,173	29	138	129
Remainder of County	16	2,300	10	35	47
Monroe County	14	1,206	8	43	52
Montgomery County	5	133	4	3	3
Nevada County	21	1,457	17	35	39
Newton County	4	49	5	---	---
Ouachita County	26	3,204	20	160	150
Camden	22	2,827	20	93	107
Remainder of County	4	377	---	67	43
Perry County	4	86	4	1	(1)
Phillips County	38	7,736	33	217	258
Helena	27	6,589	24	180	218
Remainder of County	11	1,147	9	37	40
Pike County	7	203	7	8	6
Poinsett County	19	2,404	12	35	38
Polk County	17	1,091	15	41	39
Pope County	24	2,425	23	67	74
Russellville	21	1,566	17	45	50
Remainder of County	3	859	6	22	24
Prairie County	6	214	5	10	5
Pulaski County	283	77,388	190	2,707	3,747
Little Rock	243	73,500	143	2,579	3,618
North Little Rock	37	3,462	42	106	108
Remainder of County	3	426	5	22	21
Randolph County	12	618	9	17	9
St. Francis County	28	2,467	21	60	69
Forrest City	19	1,946	12	33	52
Remainder of County	9	521	9	27	17
Saline County	8	630	7	13	13
Scott County	8	220	7	5	4
Searcy County	11	341	14	11	8
Sebastian County	120	24,857	78	1,017	1,399
Fort Smith	115	24,772	73	1,017	1,399
Remainder of County	5	85	5	---	---
Sevier County	11	929	8	35	29
Sharp County	7	401	5	12	9
Stone County	4	109	5	2	1
Union County	61	9,144	44	270	316
El Dorado	47	8,472	33	258	306
Remainder of County	14	672	11	14	10
Van Buren County	5	179	4	3	2
Washington County	52	8,229	40	199	218
Fayetteville	29	4,288	19	118	160
Remainder of County	23	1,941	21	81	58
White County	40	2,637	31	83	74
Woodruff County	12	527	12	12	7
Yell County	18	265	16	7	3

* Employees and pay roll include paid executives of corporations but not the number and compensation of proprietors of unincorporated businesses.
x Withheld to avoid disclosure.
1 Less than $1,000.

TABLE 13.—COUNTIES, AND EACH CITY OF MORE THAN 5,000 POPULATION

ESTABLISHMENTS, SALES, PERSONNEL, AND PAY ROLL

CALIFORNIA

STATE, COUNTY, AND CITY	Number of establishments	Sales (add 000)	Active proprietors of unincorporated businesses	Number of employees* (full-time and part-time Average for year	TOTAL PAY ROLL* (add 000)
California, all establishments	14,414	$3,840,129	10,569	138,278	$226,304
Alameda County	670	167,295	491	6,300	11,535
Alameda	15	4,931	14	88	175
Albany	1	(x)	(x)	(x)	(x)
Berkeley	34	8,909	14	297	533
Hayward	7	996	4	55	84
Oakland	552	135,317	420	5,160	9,414
Piedmont	---	---	---	---	---
San Leandro	4	(x)	(x)	(x)	(x)
Remainder of County	57	16,566	34	677	1,285
Alpine County	---	---	---	---	---
Amador County	11	729	7	35	52
Butte County	59	5,194	37	249	385
Chico	27	2,830	16	134	211
Remainder of County	32	2,364	21	115	174
Calaveras County	10	619	5	31	47
Colusa County	17	908	5	36	74
Contra Costa County	72	14,542	44	356	598
Antioch	2	(x)	(x)	(x)	(x)
El Cerrito	1	(x)	(x)	(x)	(x)
Martinez	7	586	5	19	33
Pittsburg	9	447	5	36	46
Richmond	15	7,789	11	116	212
Remainder of County	38	5,537	21	179	299
Del Norte County	11	549	9	18	31
El Dorado County	15	2,361	7	181	238
Fresno County	341	73,560	214	3,081	4,308
Coalinga	9	867	3	27	50
Fresno	218	56,641	141	1,762	2,925
Remainder of County	114	16,052	70	1,292	1,333
Glenn County	16	1,799	7	230	143
Humboldt County	64	6,420	39	271	413
Eureka	46	5,178	32	219	328
Remainder of County	18	1,242	7	52	85
Imperial County	109	18,147	67	893	1,372
Brawley	23	3,968	12	178	250
Calexico	9	1,432	6	30	49
El Centro	48	8,128	32	522	764
Remainder of County	29	4,619	17	163	309
Inyo County	19	1,204	17	27	43
Kern County	189	26,429	95	1,048	1,785
Bakersfield	86	15,598	49	543	908
Remainder of County	103	10,831	46	505	877
Kings County	59	8,605	35	281	396
Hanford	20	2,907	16	75	86
Remainder of County	39	5,698	19	206	310
Lake County	22	1,474	15	132	146
Lassen County	18	1,698	8	58	93
Los Angeles County	6,110	1,585,624	4,738	54,338	91,445
Alhambra	25	2,807	16	107	182
Arcadia	3	305	3	13	16
Azusa	5	3,768	---	121	214
Bell	6	434	6	18	24
Belvedere (twp.) [1]	34	2,164	45	89	94
Beverly Hills	18	3,980	9	82	157
Burbank	25	6,981	19	162	312
Compton	15	1,599	14	64	95
Culver City	9	1,036	8	34	52
Gardena	6	157	6	8	10
Glendale	66	8,954	52	447	676
Hawthorne	3	63	3	4	3
Hermosa Beach	2	(x)	(x)	(x)	(x)
Huntington Park	41	6,594	34	289	416
Inglewood	13	2,163	6	58	135
Long Beach	281	35,262	229	1,528	2,552
Los Angeles	4,808	1,285,265	3,758	41,411	73,751
Lynwood	8	646	8	22	17
Manhattan Beach	1	(x)	(x)	(x)	(x)
Maywood	6	889	6	36	63
Monrovia	13	1,863	7	150	139
Montebello	8	730	3	21	31
Los Angeles County—Con.					
Monterey Park	---	---	---	---	---
Pasadena	73	$14,061	46	785	$1,121
Pomona	44	8,500	24	521	623
Redondo Beach	7	449	5	21	37
San Fernando	15	2,492	4	329	280
San Gabriel	3	232	3	5	7
San Marino	---	---	---	---	---
Santa Monica	57	9,163	52	321	483
South Gate	9	2,340	11	70	128
South Pasadena	5	398	1	18	24
Torrance	10	5,088	3	92	151
Whittier	19	5,718	6	446	433
Remainder of County	472	171,410	348	7,081	9,234
Madera County	25	4,069	18	90	197
Madera	15	1,762	12	39	67
Remainder of County	10	2,307	6	51	130
Marin County	42	3,809	32	122	178
San Anselmo	6	271	5	6	8
San Rafael	24	2,730	18	91	133
Remainder of County	12	808	9	25	35
Mariposa County	6	568	---	13	27
Mendocino County	42	2,581	23	183	186
Merced County	73	5,894	52	265	362
Merced	27	2,471	18	125	181
Remainder of County	46	3,423	34	140	181
Modoc County	11	994	5	37	71
Mono County	4	163	2	4	10
Monterey County	139	20,984	100	2,048	2,426
Monterey	23	(x)	(x)	(x)	(x)
Pacific Grove	1	(x)	(x)	(x)	(x)
Salinas	62	11,149	48	1,346	1,417
Remainder of County	53	7,743	37	576	855
Napa County	35	3,105	19	120	182
Napa	14	1,326	10	63	84
Remainder of County	21	1,779	9	57	98
Nevada County	22	1,502	15	51	78
Grass Valley	4	303	3	12	15
Remainder of County	18	1,199	12	39	63
Orange County	184	37,604	65	4,774	4,512
Anaheim	23	3,715	12	555	510
Fullerton	23	6,459	4	943	800
Orange	9	8,429	1	595	542
Santa Ana	87	7,576	33	473	749
Remainder of County	62	11,425	15	2,228	1,911
Placer County	45	4,829	17	287	356
Roseville	4	183	4	17	10
Remainder of County	41	4,646	13	270	346
Plumas County	9	667	6	20	39
Riverside County	148	24,791	78	2,110	2,082
Corona	15	4,435	6	481	408
Riverside	48	13,438	29	1,122	1,148
Remainder of County	85	6,918	43	507	496
Sacramento County	288	77,572	245	3,293	5,217
Sacramento	228	67,700	208	2,494	4,468
Remainder of County	60	9,872	37	799	749
San Benito County	12	1,890	5	99	182
San Bernardino County	211	44,303	109	4,229	3,983
Colton	15	1,785	7	58	79
Ontario	16	1,733	11	160	188
Redlands	24	13,040	10	942	772
San Bernardino	73	12,480	44	599	977
Upland	9	6,082	---	968	742
Remainder of County	74	9,183	37	1,502	1,225
San Diego County	351	65,351	213	4,301	5,411
Chula Vista	8	1,098	7	281	211
Coronado	1	(x)	(x)	(x)	(x)
National City	4	(x)	(x)	(x)	(x)
San Diego	270	55,235	171	2,538	4,040
Remainder of County	68	8,414	33	1,420	1,112
San Francisco County	3,359	1,377,814	2,643	34,612	76,999
San Francisco	3,359	1,377,814	2,643	34,612	76,999

* Employees and pay roll include paid executives of corporations but not the number and compensation of proprietors of unincorporated businesses.
x Withheld to avoid disclosure.
[1] Classified as urban under special rule.

TABLE 13.—COUNTIES, AND EACH CITY OF MORE THAN 5,000 POPULATION

ESTABLISHMENTS, SALES, PERSONNEL, AND PAY ROLL—Continued

CALIFORNIA

STATE, COUNTY, AND CITY	Number of establishments	Sales (add 000)	Active proprietors of unincorporated businesses	Number of employees* (including salaried officers) Average for year	TOTAL PAY ROLL* (add 000)
California—Con.					
San Joaquin County	253	$46,981	211	1,833	$2,777
Lodi	29	3,935	17	366	405
Stockton	161	34,110	147	1,135	1,922
Remainder of County	63	8,936	47	332	450
San Luis Obispo County	58	8,263	35	241	324
San Luis Obispo	24	2,704	14	99	156
Remainder of County	34	3,559	21	142	168
San Mateo County	79	15,882	75	278	481
Burlingame	6	1,828	4	35	74
Daly City	1	(x)	(x)	(x)	(x)
Redwood City	16	2,360	22	68	116
San Bruno	---	---	---	---	---
San Mateo	18	1,897	14	66	118
South San Francisco	9	8,657	6	39	87
Remainder of County	25	(x)	(x)	(x)	(x)
Santa Barbara County	125	23,288	78	2,118	2,215
Santa Barbara	59	10,785	45	589	651
Santa Maria	25	3,429	10	296	351
Remainder of County	41	9,074	23	1,233	1,213
Santa Clara County	187	28,862	133	1,414	2,242
Palo Alto	11	1,022	8	30	57
San Jose	123	21,619	84	1,133	1,848
Santa Clara	9	1,995	6	116	128
Remainder of County	44	4,226	37	135	209
Santa Cruz County	65	11,332	70	623	743
Santa Cruz	38	3,586	28	279	300
Watsonville	25	4,814	21	227	290
Remainder of County	22	2,932	21	117	153
Shasta County	45	4,953	33	173	260
Redding	27	3,204	21	121	171
Remainder of County	18	1,749	12	52	89
Sierra County	2	(x)	(x)	(x)	(x)
Siskiyou County	39	$3,300	20	108	$170
Solano County	55	5,049	31	197	301
Vallejo	20	2,647	15	67	113
Remainder of County	35	2,402	16	130	188
Sonoma County	150	19,929	115	868	1,048
Petaluma	26	6,378	18	328	335
Santa Rosa	54	8,668	39	309	459
Remainder of County	70	4,883	58	231	254
Stanislaus County	120	15,814	84	702	899
Modesto	53	8,058	37	322	472
Remainder of County	67	7,756	47	380	427
Sutter County	24	2,536	13	127	134
Tehama County	20	1,498	9	115	112
Trinity County	4	(x)	(x)	(x)	(x)
Tulare County	144	19,061	64	1,529	1,527
Porterville	21	4,731	13	181	184
Tulare	14	1,451	8	74	124
Visalia	18	2,062	14	93	128
Remainder of County	91	10,817	29	1,181	1,091
Tuolumne County	20	1,204	13	40	66
Ventura County	124	28,125	52	3,350	2,823
Oxnard	19	5,590	15	316	270
San Buenaventura	36	5,171	13	164	289
Santa Paula	14	4,862	4	756	554
Remainder of County	55	12,402	20	2,114	1,710
Yolo County	41	7,823	23	230	426
Woodland	14	2,633	11	62	109
Remainder of County	27	5,190	12	168	317
Yuba County	21	2,533	19	104	211
Marysville	20	(x)	(x)	(x)	(x)
Remainder of County	1	(x)	(x)	(x)	(x)

* Employees and pay roll include paid executives of corporations but not the number and compensation of proprietors of unincorporated businesses.
x Withheld to avoid disclosure.

TABLE 13.—COUNTIES, AND EACH CITY OF MORE THAN 5,000 POPULATION

ESTABLISHMENTS, SALES, PERSONNEL, AND PAY ROLL

COLORADO

STATE, COUNTY, AND CITY	Number of establishments	Sales (add 000)	Active proprietors of establishments operated by firms	Number of employees* Average for year	TOTAL PAY ROLL* (add 000)
Colorado, all establishments	2,296	$431,146	1,576	13,675	$20,433
Adams County	32	2,572	10	78	107
Alamosa County	21	1,640	15	65	69
Alamosa	17	1,501	10	52	61
Remainder of County	4	139	8	13	8
Arapahoe County	19	887	14	29	33
Englewood	3	20	2	1	1
Remainder of County	16	867	12	28	32
Archuleta County	2	(x)	(x)	(x)	(x)
Baca County	20	1,036	15	17	1
Bent County	11	308	8	10	7
Boulder County	44	3,153	37	96	1[illegible]
Boulder	14	1,497	10	40	54
Longmont	15	1,150	14	41	56
Remainder of County	15	543	13	15	16
Chaffee County	15	489	15	6	5
Cheyenne County	9	165	4	5	4
Clear Creek County	2	(x)	(x)	(x)	(x)
Conejos County	8	437	2	36	31
Costilla County	4	185	4	7	6
Crowley County	9	400	6	36	29
Custer County	2	(x)	(x)	(x)	(x)
Delta County	35	1,417	24	108	78
Denver County	993	340,989	636	9,930	16,408
Denver	993	340,989	636	9,930	16,408
Dolores County	6	224	3	6	6
Douglas County	9	183	1	10	9
Eagle County	5	117	4	4	3
Elbert County	17	280	12	13	9
El Paso County	88	9,512	64	437	533
Colorado Springs	70	8,552	48	411	504
Remainder of County	18	960	16	26	29
Fremont County	22	1,705	16	104	112
Canon City	15	1,445	13	57	82
Remainder of County	7	260	5	47	30
Garfield County	23	1,157	19	21	27
Gilpin County	2	(x)	(x)	(x)	(x)
Grand County	11	305	13	4	4
Gunnison County	[illegible]	302	10	13	16
Hinsdale County	---	---	---	---	---
Huerfano County	16	813	12	31	39
Walsenburg	14	(x)	(x)	(x)	(x)
Remainder of County	2	(x)	(x)	(x)	(x)
Jackson County	2	(x)	(x)	(x)	(x)
Jefferson County	6	194	7	[illegible]	5
Kiowa County	5	92	2	6	8
Kit Carson County	26	538	18	20	20
Lake County	[illegible]	$574	7	[illegible]	[illegible]
La Plata County	[illegible]	2,651	[illegible]	87	[illegible]
Durango	[illegible]	2,481	10	81	[illegible]
Remainder of County	[illegible]	170	[illegible]	6	[illegible]
Larimer County	44	[illegible]	[illegible]	[illegible]	53
Fort Collins	[illegible]	854	10	17	17
Loveland	[illegible]	661	10	16	19
Remainder of County	[illegible]	747	[illegible]	[illegible]	16
Las Animas County	[illegible]	4,187	[illegible]	[illegible]	148
Trinidad	[illegible]	4,068	[illegible]	[illegible]	147
Remainder of County	6	[illegible]	[illegible]	[illegible]	1
Lincoln County	[illegible]	578	[illegible]	1[illegible]	[illegible]
Logan County	[illegible]	3,844	26	148	168
Sterling	[illegible]	[illegible]	[illegible]	[illegible]	142
Remainder of County	[illegible]	[illegible]	[illegible]	[illegible]	[illegible]
Mesa County	[illegible]	[illegible]	45	[illegible]	[illegible]
Grand Junction	40	6,636	[illegible]	[illegible]	5[illegible]
Remainder of County	24	1,788	17	[illegible]	86
Mineral County	1	[illegible]	(x)	(x)	(x)
Moffat County	9	778	8	17	[illegible]
Montezuma County	[illegible]	[illegible]	21	[illegible]	[illegible]
Montrose County	[illegible]	[illegible]	14	[illegible]	94
Morgan County	31	1,195	[illegible]	46	[illegible]
Otero County	[illegible]	2,810	[illegible]	[illegible]	[illegible]
La Junta	15	[illegible]	[illegible]	[illegible]	44
Remainder of County	[illegible]	1,815	[illegible]	127	69
Ouray County	[illegible]	(x)	(x)	(x)	(x)
Park County	[illegible]	[illegible]	[illegible]	[illegible]	7
Phillips County	23	1,961	[illegible]	42	41
Pitkin County	1	(x)	(x)	(x)	(x)
Prowers County	40	1,336	26	105	[illegible]
Pueblo County	107	17,151	54	717	966
Pueblo	94	1,446	44	669	[illegible]
Remainder of County	13	705	10	48	41
Rio Blanco County	2	(x)	(x)	(x)	(x)
Rio Grande County	26	2,056	[illegible]	[illegible]	44
Routt County	9	328	6	14	14
Saguache County	11	643	8	24	[illegible]
San Juan County	2	(x)	(x)	(x)	(x)
San Miguel County	3	84	3	3	1
Sedgwick County	22	641	17	1[illegible]	15
Summit County	1	(x)	(x)	(x)	(x)
Teller County	4	165	4	4	3
Washington County	19	609	11	34	29
Weld County	113	9,263	75	328	306
Greeley	40	5,595	37	223	201
Remainder of County	73	3,668	38	105	107
Yuma County	45	1,693	36	44	40

* Employees and pay roll include paid executives of corporations but not the number and compensation of proprietors of unincorporated businesses.
x Withheld to avoid disclosure.

TABLE 13.—COUNTIES, AND EACH CITY OF MORE THAN 5,000 POPULATION

ESTABLISHMENTS, SALES, PERSONNEL, AND PAY ROLL

CONNECTICUT

STATE, COUNTY, AND CITY	Number of establishments	Sales (add 000)	Active proprietors of unincorporated businesses	Number of employees* (full-time and part-time) Average for year	TOTAL PAY ROLL* (add 000)
Connecticut, all establishments	1,607	$413,154	815	15,375	$26,378
Fairfield County	348	84,903	177	3,242	6,042
Bridgeport	211	52,842	110	2,153	3,971
Danbury	30	4,280	17	141	207
Norwalk	26	4,653	15	217	347
Shelton	1	(x)	(x)	(x)	(x)
Stamford	57	18,131	23	543	1,096
Stratford town [1]	3	170	3	12	15
Remainder of County	20	(x)	(x)	(x)	(x)
Hartford County	482	134,162	231	5,353	9,052
Bristol	3	169	1	7	11
East Hartford town [1]	14	6,855	3	238	443
Hartford	365	115,046	167	4,529	7,746
New Britain	46	6,588	27	276	453
Southington	---	---	---	---	---
West Hartford town [1]	9	2,001	5	35	63
Remainder of County	45	3,503	28	268	336
Litchfield County	40	4,635	37	148	218
Torrington	23	3,350	20	103	158
Winsted	3	301	4	9	12
Remainder of County	14	984	13	36	48
Middlesex County	29	6,142	11	233	413
Middletown	21	4,001	10	160	273
Remainder of County	8	2,141	1	73	140
New Haven County	553	$157,305	266	5,397	$9,137
Ansonia	13	1,243	4	52	71
Derby	7	1,233	5	33	54
Meriden	34	3,624	20	144	229
Naugatuck	1	(x)	(x)	(x)	(x)
New Haven	375	117,994	183	3,752	6,531
Wallingford	1	(x)	(x)	(x)	(x)
Waterbury	91	20,982	43	862	1,370
West Haven town [1]	10	6,210	5	249	365
Remainder of County	21	(x)	(x)	(x)	(x)
New London County	112	20,820	59	846	1,338
New London	41	7,197	20	256	385
Norwich	56	11,007	32	510	803
Remainder of County	15	2,616	7	80	150
Tolland County	10	928	10	37	33
Rockville	4	547	3	12	17
Remainder of County	6	381	7	25	16
Windham County	33	4,239	24	119	145
Putnam	6	617	5	31	30
Willimantic	20	2,968	18	67	84
Remainder of County	7	654	1	21	31

* Employees and pay roll include paid executives of corporations but not the number and compensation of proprietors of unincorporated businesses.
x Withheld to avoid disclosure.
1 Classified as urban under special rule.

TABLE 13.—COUNTIES, AND EACH CITY OF MORE THAN 5,000 POPULATION

ESTABLISHMENTS, SALES, PERSONNEL, AND PAY ROLL

DELAWARE

STATE, COUNTY, AND CITY	Number of establishments	Sales (add 000)	Active proprietors of unincorporated businesses	Number of employees* (full-time and part-time) Average for year	TOTAL PAY ROLL* (add 000)
Delaware, all establishments	318	$157,474	189	2,946	$6,018
Kent County	59	5,455	49	158	182
Dover	15	2,175	8	65	101
Remainder of County	44	3,280	41	93	81
New Castle County	176	$138,192	78	2,364	$5,384
Wilmington	160	135,640	66	2,260	5,283
Remainder of County	16	2,552	12	104	101
Sussex County	81	13,827	62	424	452

* Employees and pay roll include paid executives of corporations but not the number and compensation of proprietors of unincorporated businesses.

TABLE 13.—COUNTIES, AND EACH CITY OF MORE THAN 5,000 POPULATION

ESTABLISHMENTS, SALES, PERSONNEL, AND PAY ROLL

FLORIDA

STATE, COUNTY, AND CITY	Number of establishments	Sales (add 000)	Active proprietors of unincorporated businesses	Number of employees* (full-time and part-time) Average for year	TOTAL PAY ROLL* (add 000)
Florida, all establishments	2,696	$525,889	1,699	32,442	$34,405
Alachua County	40	5,333	32	315	313
Gainesville	24	4,261	17	175	250
Remainder of County	16	1,072	15	140	63
Baker County	4	182	4	4	3
Bay County	23	2,449	13	91	91
Panama City	21	(x)	(x)	(x)	(x)
Remainder of County	2	(x)	(x)	(x)	(x)
Bradford County	8	420	10	7	8
Brevard County	31	2,602	22	495	330
Broward County	45	5,023	32	250	384
Fort Lauderdale	28	3,899	18	182	272
Hollywood	4	193	2	18	14
Remainder of County	13	931	12	50	98
Calhoun County	4	511	4	13	12
Charlotte County	8	421	6	55	25
Citrus County	15	847	14	29	27
Clay County	1	(x)	(x)	(x)	(x)
Collier County	9	594	6	29	35
Columbia County	16	1,531	13	44	52
Lake City	13	1,517	10	43	52
Remainder of County	3	14	3	1	(1)
Dade County	447	96,102	219	5,116	7,139
Coral Gables	5	213	—	9	14
Miami	382	88,065	179	4,178	6,328
Miami Beach	16	3,289	17	500	458
Remainder of County	44	4,535	23	429	359
De Soto County	22	1,573	15	323	187
Dixie County	3	136	3	4	4
Duval County	417	152,476	194	4,884	7,338
Jacksonville	402	151,633	183	4,844	7,299
Remainder of County	15	843	11	40	39
Escambia County	76	14,015	45	620	747
Pensacola	61	12,058	32	551	686
Remainder of County	15	1,957	13	69	61
Flagler County	5	157	3	4	6
Franklin County	9	492	10	86	30
Gadsden County	16	1,792	17	154	95
River Junction	2	(x)	(x)	(x)	(x)
Remainder of County	14	(x)	(x)	(x)	(x)
Gilchrist County	3	293	1	13	15
Glades County	4	76	4	4	2
Gulf County	1	(x)	(x)	(x)	(x)
Hamilton County	4	419	4	10	10
Hardee County	15	1,628	14	61	41
Hendry County	6	965	5	37	50
Hernando County	8	514	6	102	44
Highlands County	14	963	14	216	159
Hillsborough County	376	95,771	234	4,075	5,297
Plant City	20	3,914	15	238	214
Tampa	298	87,997	138	3,640	4,923
Remainder of County	58	3,860	81	197	160
Holmes County	6	585	7	20	15
Indian River County	23	1,746	17	526	242
Jackson County	21	2,643	18	175	104
Marianna	13	1,451	11	46	62
Remainder of County	8	1,192	7	129	42
Jefferson County	10	851	12	176	62
Lafayette County	1	(x)	(x)	(x)	(x)
Lake County	53	6,615	37	1,285	916
Lee County	26	2,239	16	190	162
Fort Myers	25	(x)	(x)	(x)	(x)
Remainder of County	1	(x)	(x)	(x)	(x)
Leon County	28	3,286	21	142	133
Tallahassee	27	(x)	(x)	(x)	(x)
Remainder of County	1	(x)	(x)	(x)	(x)
Levy County	13	397	13	13	9
Liberty County	1	(x)	(x)	(x)	(x)
Madison County	9	554	10	11	8
Manatee County	21	2,772	13	336	253
Bradenton	9	1,631	5	126	105
Remainder of County	12	1,141	8	210	148
Marion County	36	3,082	27	356	246
Ocala	14	1,705	8	135	139
Remainder of County	22	1,377	19	221	107
Martin County	9	374	11	13	11
Monroe County	20	1,412	12	72	77
Key West	18	(x)	(x)	(x)	(x)
Remainder of County	2	(x)	(x)	(x)	(x)
Nassau County	11	445	9	24	14
Okaloosa County	5	317	9	26	15
Okeechobee County	8	405	9	14	12
Orange County	146	26,347	75	3,284	2,656
Orlando	115	17,683	64	1,131	1,132
Remainder of County	31	8,664	11	2,153	1,524
Osceola County	9	821	9	90	49
Palm Beach County	101	14,914	54	875	992
Lake Worth	1	(x)	(x)	(x)	(x)
West Palm Beach	63	9,158	25	394	596
Remainder of County	37	(x)	(x)	(x)	(x)
Pasco County	14	1,642	15	388	141
Pinellas County	99	12,405	62	833	896
Clearwater	16	1,386	11	212	165
St. Petersburg	50	7,332	24	360	503
Remainder of County	33	3,707	27	261	228
Polk County	117	22,733	73	4,028	3,000
Bartow	8	941	7	13	13
Lakeland	37	4,755	27	403	330
Lake Wales	8	1,377	6	298	195
Winter Haven	13	1,899	11	432	275
Remainder of County	51	13,781	22	2,882	2,187
Putnam County	26	1,579	21	160	102
Palatka	13	1,106	12	48	45
Remainder of County	13	473	9	112	57
St. Johns County	23	2,406	21	242	131
St. Augustine	21	(x)	(x)	(x)	(x)
Remainder of County	2	(x)	(x)	(x)	(x)
St. Lucie County	28	3,177	14	437	398
Fort Pierce	24	3,092	13	406	376
Remainder of County	4	85	1	31	22
Santa Rosa County	3	205	3	4	4
Sarasota County	18	2,273	16	223	192
Sarasota	17	(x)	(x)	(x)	(x)
Remainder of County	1	(x)	(x)	(x)	(x)
Seminole County	55	12,278	46	826	583
Sanford	39	8,520	34	164	218
Remainder of County	16	3,758	12	662	435
Sumter County	6	435	4	5	4
Suwannee County	19	1,636	17	72	43
Taylor County	11	663	9	22	30
Union County	1	(x)	(x)	(x)	(x)
Volusia County	69	5,511	55	479	333
Daytona Beach	28	3,398	22	139	166
De Land	13	840	12	27	25
Remainder of County	28	1,273	21	314	142
Wakulla County	5	145	5	5	4
Walton County	11	1,082	9	28	54
Washington County	4	54	1	10	12

* Employees and pay roll include paid executives of corporations but not the number and compensation of proprietors of unincorporated businesses.

x Withheld to avoid disclosure.

1 Less than $1,000.

TABLE 13.—COUNTIES, AND EACH CITY OF MORE THAN 5,000 POPULATION

ESTABLISHMENTS, SALES, PERSONNEL, AND PAY ROLL

GEORGIA

STATE, COUNTY, AND CITY	Number of establishments	Sales (add 000)	Active proprietors of unincorporated business	Number of employees* (full-time and part-time) Average for year	TOTAL PAY ROLL* (add 000)
Georgia, all establishments	3,032	$808,238	2,094	24,501	$34,899
Appling County	10	521	9	13	13
Atkinson County	1	(x)	(x)	(x)	(x)
Bacon County	2	(x)	(x)	(x)	(x)
Baker County	1	(x)	(x)	(x)	(x)
Baldwin County	10	1,790	8	55	77
Milledgeville	10	1,790	8	55	77
Remainder of County	---	---	---	---	---
Banks County	---	---	---	---	---
Barrow County	9	565	7	18	10
Bartow County	11	1,013	11	21	16
Cartersville	7	773	7	14	10
Remainder of County	4	240	4	7	6
Ben Hill County	13	1,387	8	78	52
Fitzgerald	11	(x)	(x)	(x)	(x)
Remainder of County	2	(x)	(x)	(x)	(x)
Berrien County	12	1,731	18	59	33
Bibb County	97	24,565	50	1,013	1,335
Macon	97	24,565	50	1,013	1,335
Remainder of County	---	---	---	---	---
Bleckley County	7	604	5	13	11
Brantley County	3	67	3	3	2
Brooks County	10	412	10	22	15
Bryan County	2	(x)	(x)	(x)	(x)
Bulloch County	25	3,601	24	91	55
Statesboro	18	2,897	16	72	48
Remainder of County	7	704	8	19	7
Burke County	21	1,830	20	37	39
Butts County	6	322	5	15	10
Calhoun County	15	1,330	11	106	58
Camden County	3	126	2	3	4
Candler County	15	1,184	14	26	20
Carroll County	28	5,011	28	89	79
Carrollton	19	3,017	22	65	60
Remainder of County	9	1,994	6	24	19
Catoosa County	---	---	---	---	---
Charlton County	3	138	2	6	14
Chatham County	217	72,511	129	2,009	2,578
Savannah	199	67,581	120	1,841	2,404
Remainder of County	18	4,930	9	168	174
Chattahoochee County	1	(x)	(x)	(x)	(x)
Chattooga County	1	(x)	(x)	(x)	(x)
Cherokee County	11	810	14	21	19
Clarke County	42	10,110	33	283	330
Athens	42	10,110	33	283	330
Remainder of County	---	---	---	---	---
Clay County	5	687	3	60	37
Clayton County	3	184	3	32	19
College Park (part)	---	---	---	---	---
Remainder of County	3	184	3	32	19
Clinch County	4	176	4	3	3
Cobb County	15	2,517	19	39	55
Marietta	10	1,928	12	25	39
Remainder of County	5	589	7	14	16
Coffee County	20	2,320	18	95	63
Douglas	18	(x)	(x)	(x)	(x)
Remainder of County	2	(x)	(x)	(x)	(x)
Colquitt County	21	$4,039	14	137	$118
Moultrie	17	2,795	12	122	104
Remainder of County	4	1,244	2	15	14
Columbia County	6	159	9	13	8
Cook County	11	1,102	7	37	45
Coweta County	16	5,740	8	88	106
Newnan	12	5,550	6	85	103
Remainder of County	4	190	2	3	3
Crawford County	2	(x)	(x)	(x)	(x)
Crisp County	13	1,477	11	94	63
Cordele	13	1,477	11	94	63
Remainder of County	---	---	---	---	---
Dade County	1	(x)	(x)	(x)	(x)
Dawson County	---	---	---	---	---
Decatur County	17	1,989	10	147	78
Bainbridge	14	1,874	10	130	65
Remainder of County	3	115	---	17	11
De Kalb County	18	4,641	10	150	217
Atlanta (part)	8	3,557	2	125	193
Decatur	5	518	1	15	15
Remainder of County	7	566	7	10	9
Dodge County	7	653	6	33	29
Dooly County	16	1,412	21	40	17
Dougherty County	54	16,294	22	558	728
Albany	50	14,265	19	533	706
Remainder of County	4	2,029	3	25	22
Douglas County	3	290	3	8	6
Early County	13	1,101	10	110	46
Echols County	---	---	---	---	---
Effingham County	3	114	3	2	2
Elbert County	14	1,535	17	55	90
Elberton	14	1,535	17	55	90
Remainder of County	---	---	---	---	---
Emanuel County	27	2,034	23	52	39
Evans County	12	653	9	36	22
Fannin County	3	317	2	8	10
Fayette County	3	101	3	1	1
Floyd County	31	5,584	14	171	278
Rome	31	5,584	14	171	278
Remainder of County	---	---	---	---	---
Forsyth County	6	168	9	2	1
Franklin County	7	1,474	8	15	11
Fulton County	1,021	472,141	513	12,599	22,313
Atlanta (part)	983	461,558	487	12,348	22,022
College Park (part)	---	---	---	---	---
District 1,511, Center Hill	1	(x)	(x)	(x)	(x)
East Point	7	2,715	5	118	142
Hapeville	2	(x)	(x)	(x)	(x)
Remainder of County	28	7,705	21	126	142
Gilmer County	2	(x)	(x)	(x)	(x)
Glascock County	4	63	4	4	1
Glynn County	26	5,311	12	268	216
Brunswick	22	4,910	12	260	200
Remainder of County	4	401	---	8	16
Gordon County	5	639	3	13	14
Grady County	12	2,819	13	164	122
Greene County	2	(x)	(x)	(x)	(x)
Gwinnett County	15	1,383	17	22	19
Habersham County	12	971	8	46	40

For footnotes, see end of table.

TABLE 13.—COUNTIES, AND EACH CITY OF MORE THAN 5,000 POPULATION

ESTABLISHMENTS, SALES, PERSONNEL, AND PAY ROLL—Continued

STATE, COUNTY, AND CITY	Number of establishments	Sales (add 000)	Active proprietors of unincorporated businesses	Number of employees* (full-time and part-time) Average for year	TOTAL PAY ROLL* (add 000)
Georgia—Con.					
Hall County	29	$4,259	17	155	$168
Gainesville	28	(x)	(x)	(x)	(x)
Remainder of County	1	(x)	(x)	(x)	(x)
Hancock County	8	270	11	8	2
Haralson County	2	(x)	(x)	(x)	(x)
Harris County	2	(x)	(x)	(x)	(x)
Hart County	9	585	14	15	7
Heard County	---	---	---	---	---
Henry County	2	(x)	(x)	(x)	(x)
Houston County	6	430	7	14	8
Irwin County	6	287	6	22	11
Jackson County	15	1,247	19	42	19
Jasper County	7	375	7	11	5
Jeff Davis County	4	756	2	15	18
Jefferson County	23	2,062	25	52	30
Jenkins County	6	509	6	18	12
Johnson County	10	344	8	11	6
Jones County	---	---	---	---	---
Lamar County	3	174	2	7	6
Lanier County	4	875	3	9	14
Laurens County	28	3,859	22	113	127
Dublin	22	3,610	16	109	126
Remainder of County	6	249	6	4	1
Lee County	1	(x)	(x)	(x)	(x)
Liberty County	2	(x)	(x)	(x)	(x)
Lincoln County	8	171	8	4	1
Long County	2	(x)	(x)	(x)	(x)
Lowndes County	48	8,526	37	504	435
Valdosta	45	8,321	35	499	432
Remainder of County	3	205	2	5	3
Lumpkin County	1	(x)	(x)	(x)	(x)
McDuffie County	13	2,743	15	45	32
McIntosh County	4	116	2	4	3
Macon County	4	210	4	9	6
Madison County	---	---	---	---	---
Marion County	5	215	6	5	5
Meriwether County	5	190	5	4	2
Miller County	7	504	8	65	20
Mitchell County	23	1,241	20	63	42
Monroe County	10	387	10	21	8
Montgomery County	3	44	3	2	(z)
Morgan County	3	558	2	18	14
Murray County	---	---	---	---	---
Muscogee County	74	18,575	38	961	1,101
Columbus	68	17,488	34	736	977
Remainder of County	6	1,087	4	225	124
Newton County	11	973	12	23	21
Oconee County	---	---	---	---	---
Oglethorpe County	1	(x)	(x)	(x)	(x)
Paulding County	3	172	3	7	5
Peach County	13	$1,743	6	62	$67
Pickens County	13	542	12	14	10
Pierce County	5	949	2	34	15
Pike County	2	(x)	(x)	(x)	(x)
Polk County	14	1,171	13	54	67
Cedartown	12	(x)	(x)	(x)	(x)
Remainder of County	2	(x)	(x)	(x)	(x)
Pulaski County	9	748	9	40	17
Putnam County	9	374	7	12	8
Quitman County	1	(x)	(x)	(x)	(x)
Rabun County	2	(x)	(x)	(x)	(x)
Randolph County	17	1,474	10	87	60
Richmond County	125	30,959	85	949	1,233
Augusta	122	30,501	82	925	1,200
Remainder of County	3	458	3	24	33
Rockdale County	5	421	4	7	2
Schley County	1	(x)	(x)	(x)	(x)
Screven County	15	882	15	33	28
Seminole County	9	1,135	7	105	52
Spalding County	15	4,558	9	247	268
Griffin	12	4,277	6	232	257
Remainder of County	3	281	3	15	11
Stephens County	11	846	9	39	29
Toccoa	10	(x)	(x)	(x)	(x)
Remainder of County	1	(x)	(x)	(x)	(x)
Stewart County	12	748	11	30	29
Sumter County	24	2,570	14	142	154
Americus	20	2,486	12	138	152
Remainder of County	4	84	2	4	2
Talbot County	3	165	3	4	3
Taliaferro County	1	(x)	(x)	(x)	(x)
Tattnall County	6	309	6	23	10
Taylor County	6	501	5	11	10
Telfair County	16	1,137	9	52	36
Terrell County	17	1,041	18	43	29
Thomas County	30	3,171	24	186	187
Thomasville	24	2,896	19	176	157
Remainder of County	6	275	5	12	10
Tift County	27	8,064	27	307	227
Tifton	25	(x)	(x)	(x)	(x)
Remainder of County	2	(x)	(x)	(x)	(x)
Toombs County	23	2,230	18	54	46
Towns County	---	---	---	---	---
Treutlen County	2	(x)	(x)	(x)	(x)
Troup County	31	5,877	25	184	206
La Grange	24	4,502	21	138	159
Remainder of County	7	1,375	4	46	47
Turner County	10	664	9	44	20
Twiggs County	4	452	5	1	(z)
Union County	1	(x)	(x)	(x)	(x)
Upson County	8	927	7	27	38
Thomaston	---	---	---	---	---
Remainder of County	8	927	7	27	38
Walker County	10	1,280	12	32	31
Walton County	7	1,197	10	12	10

For footnotes, see end of table.

TABLE 13.—COUNTIES, AND EACH CITY OF MORE THAN 5,000 POPULATION

ESTABLISHMENTS, SALES, PERSONNEL, AND PAY ROLL—Continued

GEORGIA

STATE, COUNTY, AND CITY	Number of establishments	Sales (add 000)	Active proprietors of unincorporated businesses	Number of employees* (full-time and part-time) Average for year	TOTAL PAY ROLL* (add 000)
Georgia—Con.					
Ware County	29	$3,859	27	110	$109
Waycross	27	(x)	(x)	(x)	(x)
Remainder of County	2	(x)	(x)	(x)	(x)
Warren County	4	206	4	3	3
Washington County	25	1,521	24	35	20
Wayne County	9	710	9	22	16
Webster County	1	(x)	(x)	(x)	(x)
Wheeler County	1	(x)	(x)	(x)	(x)
White County	1	(x)	(x)	(x)	(x)
Whitfield County	11	$1,886	7	54	$72
Dalton	10	(x)	(x)	(x)	(x)
Remainder of County	1	(x)	(x)	(x)	(x)
Wilcox County	2	(x)	(x)	(x)	(x)
Wilkes County	11	1,116	13	19	19
Wilkinson County	5	217	5	7	5
Worth County	13	991	11	31	14

* Employees and pay roll include paid executives of corporations but not the number and compensation of proprietors of unincorporated businesses.
x Withheld to avoid disclosure.
1 Classified as urban under special rule.
\# Less than $1,000.

TABLE 13.—COUNTIES, AND EACH CITY OF MORE THAN 5,000 POPULATION

ESTABLISHMENTS, SALES, PERSONNEL, AND PAY ROLL

IDAHO

STATE, COUNTY, AND CITY	Number of establishments	Sales (add 000)	Active proprietors of unincorporated businesses	Number of employees* (full-time and part-time) Average for year	TOTAL PAY ROLL* (add 000)
Idaho, all establishments	989	$105,510	606	4,895	$5,282
Ada County	84	18,601	32	734	1,188
Boise City	75	18,878	26	686	1,132
Remainder of County	9	1,723	6	48	56
Adams County	5	124	4	9	7
Bannock County	74	8,474	41	327	428
Pocatello	46	7,175	23	294	392
Remainder of County	28	1,299	18	33	36
Bear Lake County	12	398	6	8	8
Benewah County	13	440	13	11	13
Bingham County	47	3,129	31	281	215
Blaine County	8	285	6	5	4
Boise County	---	---	---	---	---
Bonner County	11	563	10	12	15
Bonneville County	80	12,245	30	445	540
Idaho Falls	43	9,872	22	305	354
Remainder of County	17	2,373	8	140	186
Boundary County	9	465	7	5	8
Butte County	3	84	3	2	1
Camas County	8	483	4	6	5
Canyon County	63	7,922	43	534	397
Caldwell	20	2,651	17	118	111
Nampa	31	3,329	19	225	182
Remainder of County	12	1,942	7	191	104
Caribou County	5	140	4	---	---
Cassia County	29	2,811	20	97	84
Burley	21	2,594	16	91	77
Remainder of County	8	217	4	6	7
Clark County	3	63	3	2	3
Clearwater County	8	434	6	10	15
Custer County	6	218	7	2	2
Elmore County	11	381	10	6	10
Franklin County	12	824	8	28	24
Fremont County	27	1,714	15	107	77
Gem County	9	$735	6	77	$39
Gooding County	15	1,582	8	44	53
Idaho County	21	1,686	12	35	42
Jefferson County	21	1,574	9	77	53
Jerome County	19	1,724	14	72	53
Kootenai County	26	1,529	21	34	58
Coeur d'Alene	19	1,272	16	26	47
Remainder of County	7	257	5	8	11
Latah County	38	4,051	17	220	284
Moscow	17	2,763	7	167	227
Remainder of County	21	1,288	10	53	57
Lemhi County	13	817	12	14	17
Lewis County	14	1,140	7	37	43
Lincoln County	10	539	7	26	13
Madison County	32	1,431	14	61	48
Minidoka County	10	677	6	29	28
Nez Perce County	43	7,215	25	293	409
Lewiston	35	6,740	22	273	381
Remainder of County	8	475	3	20	28
Oneida County	13	808	8	25	29
Owyhee County	7	227	8	29	18
Payette County	20	1,202	19	203	100
Power County	9	825	4	24	31
Shoshone County	25	3,661	15	133	225
Teton County	12	506	6	13	15
Twin Falls County	100	12,024	62	490	566
Twin Falls	57	8,141	40	266	376
Remainder of County	43	3,883	22	224	190
Valley County	11	550	11	48	36
Washington County	21	1,209	12	80	78
Yellowstone National Park (part)	---	---	---	---	---

* Employees and pay roll include paid executives of corporations but not the number and compensation of proprietors of unincorporated businesses.

TABLE 13.—COUNTIES, AND EACH CITY OF MORE THAN 5,000 POPULATION

ESTABLISHMENTS, SALES, PERSONNEL, AND PAY ROLL

ILLINOIS

STATE, COUNTY, AND CITY	Number of establishments	Sales (add 000)	Active proprietors of unincorporated business	Number of employees* Average for year	TOTAL PAY ROLL* (add 000)
Illinois, all establishments	14,498	$4,998,766	9,555	122,741	$228,407
Adams County	114	14,825	82	840	1,068
Quincy	90	13,434	59	797	1,027
Remainder of County	24	1,391	23	43	41
Alexander County	47	10,795	33	318	398
Cairo	46	(x)	(x)	(x)	(x)
Remainder of County	1	(x)	(x)	(x)	(x)
Bond County	26	1,765	17	77	79
Boone County	17	746	12	29	39
Belvidere	11	608	8	23	31
Remainder of County	6	138	4	6	8
Brown County	20	1,435	24	18	13
Bureau County	103	7,337	75	210	250
Princeton	18	1,688	16	64	99
Spring Valley	20	1,023	27	44	43
Remainder of County	65	4,626	32	102	108
Calhoun County	4	164	4	26	9
Carroll County	36	1,785	31	43	50
Cass County	34	1,504	22	64	71
Beardstown	11	379	8	18	19
Remainder of County	23	1,125	14	46	52
Champaign County	163	25,982	121	511	676
Champaign	61	15,023	38	277	429
Urbana	18	2,027	15	96	105
Remainder of County	84	8,932	68	138	142
Christian County	70	6,801	46	200	235
Pana	13	1,123	6	77	97
Taylorville	17	838	13	28	25
Remainder of County	40	4,840	27	95	113
Clark County	43	2,419	38	82	63
Clay County	35	5,342	17	157	201
Flora	17	1,770	8	92	101
Remainder of County	18	3,572	9	65	100
Clinton County	23	1,245	20	36	37
Centralia (part)	---	---	---	---	---
Remainder of County	23	1,245	20	36	37
Coles County	77	7,254	58	325	396
Charleston	13	613	8	21	22
Mattoon	43	5,446	35	273	339
Remainder of County	21	1,195	15	31	35
Cook County	8,197	4,149,845	5,011	98,310	194,914
Arlington Heights	2	(x)	(x)	(x)	(x)
Bellwood	---	---	---	---	---
Berwyn	14	457	17	27	32
Blue Island	20	3,617	17	125	214
Brookfield	2	(x)	(x)	(x)	(x)
Calumet City	16	1,842	14	80	114
Chicago	7,799	4,080,415	4,743	95,494	190,205
Chicago Heights	31	4,130	32	131	210
Cicero	47	7,674	30	471	790
Des Plaines	7	1,703	5	32	52
Elgin (part)	59	8,758	46	334	507
Elmwood Park	2	(x)	(x)	(x)	(x)
Evanston	36	6,569	20	204	346
Forest Park	13	3,762	3	138	183
Glencoe	1	(x)	(x)	(x)	(x)
Harvey	9	847	3	28	39
Hinsdale (part)	---	---	---	---	---
La Grange	7	1,120	---	31	54
Maywood	8	1,836	5	67	111
Melrose Park	6	2,272	2	56	135
Niles Center	7	1,954	4	50	89
Oak Park	19	2,858	9	113	191
Park Ridge	2	(x)	(x)	(x)	(x)
River Forest	---	---	---	---	---
Riverside	2	(x)	(x)	(x)	(x)
Summit	1	(x)	(x)	(x)	(x)
Wilmette	3	469	2	21	40
Winnetka	2	(x)	(x)	(x)	(x)
Remainder of County	82	19,064	53	870	1,547
Crawford County	27	1,383	20	64	82
Cumberland County	14	388	9	17	18
De Kalb County	60	8,977	57	412	487
De Kalb	17	3,514	15	296	362
Remainder of County	43	5,463	42	116	125
De Witt County	49	$3,859	38	110	$94
Clinton	16	1,232	13	44	47
Remainder of County	33	2,627	25	66	47
Douglas County	53	4,821	36	113	113
Du Page County	38	2,685	27	101	163
Downers Grove	4	296	2	8	13
Elmhurst	8	500	6	20	31
Glen Ellyn	6	587	3	23	45
Hinsdale (part)	---	---	---	---	---
Lombard	2	(x)	(x)	(x)	(x)
Naperville	3	(x)	(x)	(x)	(x)
Villa Park	3	269	2	10	16
Wheaton	4	285	2	5	7
Remainder of County	8	449	7	24	36
Edgar County	63	5,645	46	217	218
Paris	33	3,279	27	108	141
Remainder of County	30	2,366	19	109	77
Edwards County	15	756	11	34	26
Effingham County	65	4,180	52	118	[illegible]
Effingham	30	2,035	22	62	[illegible]
Remainder of County	35	2,145	30	56	[illegible]
Fayette County	58	6,858	46	190	239
Vandalia	19	2,146	21	72	68
Remainder of County	39	4,712	25	118	171
Ford County	57	3,976	38	80	96
Franklin County	54	3,582	43	150	202
Benton	19	1,524	14	52	59
West Frankfort	18	1,028	11	55	61
Remainder of County	17	1,010	18	43	82
Fulton County	69	4,422	57	155	175
Canton	23	2,059	18	76	102
Remainder of County	46	2,363	39	79	73
Gallatin County	16	968	10	36	39
Greene County	35	1,914	29	65	82
Grundy County	37	7,164	27	111	145
Morris	14	2,756	9	60	78
Remainder of County	23	4,408	18	51	67
Hamilton County	9	431	7	18	14
Hancock County	63	2,775	54	66	61
Hardin County	3	130	2	4	10
Henderson County	16	1,261	17	21	24
Henry County	75	6,403	61	212	233
Kewanee	20	2,531	16	123	150
Remainder of County	55	3,872	45	89	83
Iroquois County	101	9,152	78	213	236
Jackson County	64	4,767	32	289	269
Carbondale	21	1,646	5	143	118
Murphysboro	25	2,471	20	111	118
Remainder of County	18	650	7	35	35
Jasper County	19	787	16	22	19
Jefferson County	50	4,419	39	198	216
Mount Vernon	41	4,323	32	190	211
Remainder of County	9	96	7	8	5
Jersey County	24	1,624	22	60	58
Jo Daviess County	31	1,952	28	40	53
Johnson County	10	274	9	13	11
Kane County	111	17,165	75	645	949
Aurora	73	12,072	43	514	772
Batavia	3	120	2	5	7
Elgin (part)	---	---	---	---	---
St. Charles	5	752	2	22	45
Remainder of County	30	4,221	28	104	125
Kankakee County	116	13,528	83	444	617
Kankakee	59	9,625	46	355	519
Remainder of County	57	3,903	37	89	98
Kendall County	16	1,997	10	66	84

* Employees and pay roll include paid executives of corporations but not the number and compensation of proprietors of unincorporated businesses.
x Withheld to avoid disclosure.

451724 O - 42 -62

TABLE 13.—COUNTIES, AND EACH CITY OF MORE THAN 5,000 POPULATION

ESTABLISHMENTS, SALES, PERSONNEL, AND PAY ROLL—Continued

ILLINOIS

STATE, COUNTY, AND CITY	Number of establishments	Sales (add 000)	Active proprietors of unincorporated business	Number of employees* (full-time and part-time) Average for year	TOTAL PAY ROLL* (add 000)
Illinois—Con.					
Knox County	95	$16,718	68	418	$658
Galesburg	56	14,584	38	371	609
Remainder of County	39	2,134	30	47	49
Lake County	99	13,840	68	514	824
Highland Park	11	1,708	10	46	86
Lake Forest	2	(x)	(x)	(x)	(x)
North Chicago	8	2,298	3	58	163
Waukegan	40	6,484	26	275	420
Zion	1	(x)	(x)	(x)	(x)
Remainder of County	37	3,194	27	113	146
La Salle County	162	23,255	117	521	682
La Salle	25	1,950	22	105	132
Ottawa	24	2,724	14	90	119
Peru	7	1,207	4	68	87
Streator	23	8,508	16	107	125
Remainder of County	83	8,866	61	161	219
Lawrence County	47	2,002	43	83	83
Lawrenceville	17	1,046	15	40	38
Remainder of County	30	956	28	43	45
Lee County	68	6,730	40	179	260
Dixon	22	3,120	19	114	164
Remainder of County	46	3,610	21	65	96
Livingston County	111	10,286	85	204	216
Pontiac	21	1,643	21	64	71
Remainder of County	90	8,643	64	140	145
Logan County	74	4,808	46	163	183
Lincoln	27	1,547	22	96	105
Remainder of County	47	3,261	24	67	78
McDonough County	56	4,356	41	115	127
Macomb	23	2,079	17	57	63
Remainder of County	33	2,277	24	58	64
McHenry County	41	2,683	34	96	131
Woodstock	4	308	4	19	23
Remainder of County	37	2,375	30	77	108
McLean County	169	19,430	106	541	719
Bloomington	65	9,569	49	347	490
Normal	1	(x)	(x)	(x)	(x)
Remainder of County	103	(x)	(x)	(x)	(x)
Macon County	147	27,339	88	980	1,461
Decatur	102	23,573	60	876	1,342
Remainder of County	45	3,766	28	104	119
Macoupin County	78	4,550	71	129	147
Madison County	120	15,671	81	539	726
Alton	33	5,245	27	178	247
Collinsville	13	564	13	23	24
Edwardsville	15	2,978	5	75	112
Granite City	18	1,866	11	85	121
Madison	4	764	2	35	47
Venice	1	(x)	(x)	(x)	(x)
Wood River	4	(x)	(x)	(x)	(x)
Remainder of County	32	3,753	21	90	116
Marion County	96	16,014	56	747	960
Centralia (part)	36	6,577	26	426	495
Salem	28	6,664	8	155	268
Remainder of County	32	2,773	22	166	197
Marshall County	38	4,221	24	99	140
Mason County	53	3,460	31	61	68
Massac County	23	1,907	24	88	105
Metropolis	20	1,238	22	69	65
Remainder of County	3	669	2	19	40
Menard County	26	1,326	15	38	43
Mercer County	30	1,512	28	36	45
Monroe County	15	670	11	28	26
Montgomery County	67	4,508	54	160	188
Litchfield	12	1,158	10	44	56
Remainder of County	55	3,350	54	116	112
Morgan County	74	$6,811	51	259	$287
Jacksonville	36	4,012	25	192	212
Remainder of County	38	2,799	26	67	75
Moultrie County	41	4,934	28	68	66
Ogle County	55	6,432	31	217	299
Peoria County	305	88,886	172	2,368	4,097
Peoria	262	83,323	143	2,236	3,872
Remainder of County	43	5,563	29	132	225
Perry County	30	1,268	28	65	72
Du Quoin	18	836	15	52	53
Remainder of County	12	432	13	13	19
Piatt County	52	5,351	29	145	209
Pike County	57	2,785	49	101	93
Pope County	5	172	4	5	5
Pulaski County	8	194	9	8	9
Putnam County	17	998	12	23	32
Randolph County	36	1,970	31	77	82
Chester	6	281	3	13	15
Remainder of County	30	1,689	28	64	67
Richland County	35	2,321	22	89	103
Olney	22	1,775	12	75	88
Remainder of County	13	546	10	14	15
Rock Island County	159	29,576	116	1,027	1,572
East Moline	12	1,178	13	72	59
Moline	41	8,443	23	261	459
Rock Island	88	18,477	67	661	1,014
Remainder of County	18	1,478	13	33	40
St. Clair County	255	139,548	211	1,309	1,943
Belleville	36	3,358	26	126	176
East St. Louis	77	22,113	41	638	944
Remainder of County	142	114,077	144	545	823
Saline County	41	3,643	24	154	185
Harrisburg	27	2,478	16	115	121
Remainder of County	14	1,165	8	39	64
Sangamon County	182	36,461	111	1,427	2,197
Springfield	128	29,637	79	1,326	2,089
Remainder of County	54	6,824	32	101	108
Schuyler County	14	823	11	25	27
Scott County	16	801	13	19	17
Shelby County	62	3,220	54	90	98
Stark County	26	1,979	24	47	39
Stephenson County	71	7,429	49	221	292
Freeport	44	5,920	34	194	261
Remainder of County	27	1,509	15	27	31
Tazewell County	76	7,528	59	290	399
East Peoria	8	2,063	7	115	189
Pekin	23	2,614	25	102	135
Remainder of County	45	2,831	27	73	75
Union County	22	2,393	17	48	48
Vermilion County	170	18,019	132	640	808
Danville	86	12,063	57	501	659
Hoopeston	11	621	12	18	22
Remainder of County	73	5,335	63	121	127
Wabash County	26	1,829	20	70	74
Mount Carmel	17	1,187	13	55	60
Remainder of County	9	642	7	15	14
Warren County	46	5,804	34	133	153
Monmouth	19	3,471	14	93	109
Remainder of County	27	2,333	20	40	44
Washington County	28	1,352	30	39	42
Wayne County	31	3,626	24	99	116
White County	48	2,520	31	91	93

* Employees and pay roll include paid executives of corporations but not the number and compensation of proprietors of unincorporated businesses.
x Withheld to avoid disclosure.

TABLE 13.—COUNTIES, AND EACH CITY OF MORE THAN 5,000 POPULATION

ESTABLISHMENTS, SALES, PERSONNEL, AND PAY ROLL—Continued

ILLINOIS

STATE, COUNTY, AND CITY	Number of establishments	Sales (add 000)	Active proprietors of unincorporated business	Number of employees* (full-time and part-time) Average for year	TOTAL PAY ROLL* (add 000)
Illinois—Con.					
Whiteside County	80	$4,616	48	155	$198
Sterling	14	1,680	9	71	[redacted]
Remainder of County	46	2,936	[redacted]	84	102
Will County	106	17,273	64	639	1,036
Joliet	69	11,568	41	481	799
Remainder of County	37	5,705	23	158	237
Williamson County	53	$4,190	37	224	$268
Herrin	22	1,518	19	73	106
Johnston City	3	30	1	8	5
Marion	19	1,943	10	120	130
Remainder of County	9	699	7	23	25
Winnebago County	204	27,195	117	1,200	1,878
Rockford	176	24,965	98	1,122	1,763
Remainder of County	28	2,230	19	78	115
Woodford County	45	4,286	32	100	122

* Employees and pay roll include paid executives of corporations but not the number and compensation of proprietors of unincorporated businesses.
x Withheld to avoid disclosure.

TABLE 13.—COUNTIES, AND EACH CITY OF MORE THAN 5,000 POPULATION

ESTABLISHMENTS, SALES, PERSONNEL, AND PAY ROLL

INDIANA

STATE, COUNTY, AND CITY	Number of establishments	Sales (add 000)	Active proprietors of unincorporated businesses	Number of employees* (full time and part time) Average for year	TOTAL PAY ROLL* (add 000)
Indiana, all establishments	4,842	$847,035	3,358	28,555	$42,844
Adams County	34	5,184	21	192	206
Decatur	16	3,913	13	125	138
Remainder of County	18	1,271	8	67	70
Allen County	259	54,940	152	2,214	3,598
Fort Wayne	220	47,614	130	2,017	3,309
Remainder of County	39	7,326	22	197	289
Bartholomew County	57	3,916	32	174	160
Columbus	41	3,153	16	138	131
Remainder of County	16	763	16	36	29
Benton County	40	3,2[illegible]	28	92	84
Blackford County	20	983	19	31	28
Hartford City	13	544	13	17	17
Remainder of County	7	439	6	14	12
Boone County	41	2,245	26	121	105
Lebanon	18	954	14	50	48
Remainder of County	23	1,291	12	71	57
Brown County	3	(x)	(x)	(x)	(x)
Carroll County	35	3,021	25	101	95
Cass County	63	7,509	45	239	309
Logansport	34	3,866	25	159	218
Remainder of County	29	3,643	20	80	91
Clark County	18	1,458	16	44	51
Jeffersonville	13	1,284	11	40	49
Remainder of County	5	174	5	4	2
Clay County	16	798	17	30	31
Brazil	9	648	8	26	28
Remainder of County	7	150	9	4	3
Clinton County	47	3,854	31	152	181
Frankfort	25	2,509	17	108	131
Remainder of County	22	1,345	14	44	50
Crawford County	6	217	6	6	4
Daviess County	19	1,668	13	57	70
Washington	16	1,577	11	50	64
Remainder of County	3	91	2	7	6
Dearborn County	34	2,524	28	88	121
Decatur County	37	2,410	30	92	105
Greensburg	25	2,185	21	85	99
Remainder of County	12	225	9	7	6
De Kalb County	33	3,284	34	100	112
Auburn	15	2,008	18	68	79
Remainder of County	18	1,276	16	32	33
Delaware County	106	13,531	66	562	808
Muncie	79	9,910	45	486	722
Remainder of County	27	3,621	21	76	86
Dubois County	32	1,671	28	44	45
Jasper	17	1,030	15	28	29
Remainder of County	15	641	13	16	16
Elkhart County	82	9,075	67	473	633
Elkhart	42	6,735	28	377	531
Goshen	17	1,273	13	61	73
Remainder of County	23	1,067	26	35	29
Fayette County	23	3,242	14	141	166
Connersville	18	3,038	10	133	157
Remainder of County	5	204	4	8	9
Floyd County	49	$4,615	39	227	$259
New Albany	42	4,206	34	211	246
Remainder of County	7	409	5	16	13
Fountain County	30	1,608	19	57	55
Franklin County	23	943	21	29	35
Fulton County	30	2,129	25	57	57
Gibson County	41	3,019	39	103	116
Princeton	19	2,034	14	65	90
Remainder of County	22	985	25	38	26
Grant County	67	6,186	43	284	316
Marion	40	4,247	26	220	257
Remainder of County	27	1,939	17	64	59
Greene County	32	1,524	21	88	75
Linton	11	519	5	28	31
Remainder of County	21	1,005	16	60	44
Hamilton County	38	2,938	30	132	129
Noblesville	13	708	11	50	49
Remainder of County	25	2,230	19	82	80
Hancock County	31	1,587	24	85	88
Harrison County	15	574	14	35	22
Hendricks County	25	1,433	21	56	59
Henry County	39	2,826	33	111	117
New Castle	20	1,837	17	71	80
Remainder of County	19	989	16	40	37
Howard County	77	11,895	66	315	517
Kokomo	60	11,237	51	287	490
Remainder of County	17	658	15	28	27
Huntington County	42	3,818	34	107	127
Huntington	21	2,151	15	70	96
Remainder of County	21	1,667	19	37	31
Jackson County	41	2,058	34	85	98
Seymour	23	1,416	19	62	75
Remainder of County	18	642	15	23	21
Jasper County	43	2,587	26	92	96
Jay County	28	2,014	24	68	78
Portland	18	1,726	16	57	67
Remainder of County	10	288	8	11	9
Jefferson County	36	2,994	30	141	119
Madison	30	2,745	25	130	108
Remainder of County	6	249	5	11	11
Jennings County	8	257	2	17	17
Johnson County	26	1,344	20	63	63
Franklin	11	621	5	33	37
Remainder of County	15	723	15	30	26
Knox County	57	6,452	46	253	273
Bicknell	5	409	3	12	15
Vincennes	32	5,091	19	204	244
Remainder of County	20	952	24	17	14
Kosciusko County	36	1,906	23	68	102
Warsaw	15	1,026	10	24	31
Remainder of County	21	880	13	44	71
Lagrange County	17	895	15	25	21

* Employees and pay roll include paid executives of corporations but not the number and compensation of proprietors of unincorporated businesses.
x Withheld to avoid disclosure.

TABLE 13.—COUNTIES, AND EACH CITY OF MORE THAN 5,000 POPULATION

ESTABLISHMENTS, SALES, PERSONNEL, AND PAY ROLL—Continued

INDIANA

STATE, COUNTY, AND CITY	Number of establishments	Sales (add 000)	Active proprietors of unincorporated business	Number of employees* (Average for week including March 12)	TOTAL PAY ROLL* (add 000)
Indiana—Con.					
Lake County	195	$35,933	111	1,314	$2,157
East Chicago	31	9,823	10	285	604
Gary	84	14,618	49	602	999
Hammond	45	8,790	21	327	524
Hobart	6	262	6	11	14
Whiting	3	173	5	19	20
Remainder of County	26	2,267	20	70	86
La Porte County	68	7,826	45	286	419
La Porte	23	3,847	15	113	206
Michigan City	21	2,541	11	152	171
Remainder of County	24	1,438	19	41	40
Lawrence County	30	2,756	20	111	125
Bedford	24	2,219	19	98	106
Remainder of County	6	537	1	13	19
Madison County	96	9,033	62	439	575
Anderson	50	6,558	29	294	420
Elwood	18	954	16	52	56
Remainder of County	28	1,521	17	93	99
Marion County	872	377,524	503	10,161	17,408
Indianapolis	846	374,483	475	10,056	17,268
Remainder of County	26	3,041	28	105	140
Marshall County	30	3,012	28	81	86
Plymouth	11	1,232	10	50	50
Remainder of County	19	1,780	18	31	36
Martin County	6	207	5	12	5
Miami County	36	3,789	25	156	204
Peru	22	2,948	14	126	180
Remainder of County	14	841	11	30	24
Monroe County	31	(x)	(x)	(x)	(x)
Bloomington	[illegible]	3,183	26	134	163
Remainder of County	2	(x)	(x)	(x)	(x)
Montgomery County	60	4,554	42	214	250
Crawfordsville	27	2,675	23	140	180
Remainder of County	33	1,879	19	74	70
Morgan County	17	698	15	25	30
Martinsville	7	348	5	17	19
Remainder of County	10	350	10	8	11
Newton County	25	1,479	19	40	38
Noble County	47	3,018	35	109	122
Kendallville	18	831	16	32	36
Remainder of County	29	2,187	19	77	86
Ohio County	3	53	2	5	2
Orange County	19	1,413	15	38	44
Owen County	14	606	16	19	14
Parke County	25	1,040	19	41	31
Perry County	21	637	14	30	28
Tell City	11	453	6	26	25
Remainder of County	10	184	[illegible]	4	3
Pike County	19	782	19	34	30
Porter County	31	2,740	17	94	107
Valparaiso	17	1,837	9	59	72
Remainder of County	14	903	[illegible]	35	35
Posey County	26	2,037	21	44	51
Mount Vernon	5	405	8	12	9
Remainder of County	21	1,632	13	32	42
Pulaski County	24	2,674	20	59	[illegible]
Putnam County	32	$1,334	27	48	$45
Randolph County	58	5,064	45	169	178
Winchester	20	2,579	16	88	76
Remainder of County	38	2,505	29	81	102
Ripley County	30	1,155	22	45	35
Rush County	34	1,457	27	54	48
Rushville	18	774	15	33	30
Remainder of County	16	[illegible]	12	21	18
St. Joseph County	194	50,171	[illegible]	1,736	3,046
Mishawaka	19	2,041	14	90	119
South Bend	158	46,619	86	1,608	2,884
Remainder of County	17	1,511	21	38	43
Scott County	12	404	8	19	22
Shelby County	38	2,084	32	108	107
Shelbyville	22	1,599	18	87	85
Remainder of County	16	485	14	21	22
Spencer County	17	2,063	15	65	53
Starke County	27	1,530	25	49	[illegible]
Steuben County	33	996	30	43	50
Sullivan County	27	1,448	23	73	88
Sullivan	18	1,067	15	49	50
Remainder of County	9	381	8	24	18
Switzerland County	6	79	5	5	3
Tippecanoe County	65	8,651	43	409	545
Lafayette	42	6,727	33	323	429
West Lafayette	2	(x)	(x)	(x)	(x)
Remainder of County	21	(x)	(x)	(x)	(x)
Tipton County	26	1,961	19	91	92
Tipton	9	617	6	50	46
Remainder of County	17	1,344	13	41	46
Union County	6	145	7	8	4
Vanderburgh County	232	52,409	127	2,287	3,412
Evansville	220	51,544	120	2,247	3,352
Remainder of County	12	865	7	40	60
Vermillion County	28	1,881	21	58	64
Clinton	10	886	9	31	36
Remainder of County	18	995	12	27	28
Vigo County	148	30,860	84	1,346	2,074
Terre Haute	136	29,868	77	1,328	2,046
Remainder of County	12	992	7	18	28
Wabash County	48	3,754	34	113	129
Wabash	22	1,212	14	63	68
Remainder of County	26	2,542	20	50	61
Warren County	20	1,193	16	26	27
Warrick County	15	626	13	27	26
Washington County	22	721	16	21	21
Wayne County	82	12,733	58	573	775
Richmond	66	12,136	45	549	757
Remainder of County	16	597	13	24	18
Wells County	32	3,865	22	166	160
Bluffton	12	2,153	[illegible]	77	96
Remainder of County	20	1,712	14	89	64
White County	56	3,806	35	81	86
Whitley County	25	1,403	22	56	60

* Employees and pay roll include paid executives of corporations but not the number and compensation of proprietors of unincorporated businesses.
x Withheld to avoid disclosure.

TABLE 13.—COUNTIES, AND EACH CITY OF MORE THAN 5,000 POPULATION

ESTABLISHMENTS, SALES, PERSONNEL, AND PAY ROLL

IOWA

STATE, COUNTY, AND CITY	Number of establishments	Sales (add 000)	Active proprietors of unincorporated business	Number of employees* (full-time and part-time) Average for year	TOTAL PAY ROLL* (add 000)
Iowa, all establishments	5,802	$790,518	4,307	24,120	$32,088
Adair County	29	2,883	25	60	44
Adams County	16	775	18	56	37
Allamakee County	40	2,194	35	56	44
Appanoose County	41	1,552	38	72	58
Centerville	22	1,202	18	59	51
Remainder of County	19	350	20	13	7
Audubon County	29	2,125	26	40	36
Benton County	46	2,742	33	81	60
Black Hawk County	131	21,875	88	962	1,514
Cedar Falls	10	919	10	25	22
Waterloo	103	20,087	63	905	1,450
Remainder of County	18	969	15	32	42
Boone County	44	3,801	38	67	75
Boone	17	1,933	16	35	38
Remainder of County	27	1,868	22	32	37
Bremer County	37	4,586	33	143	138
Buchanan County	41	2,383	41	72	67
Buena Vista County	79	5,775	56	121	104
Storm Lake	27	2,029	20	53	50
Remainder of County	52	3,746	36	68	54
Butler County	51	3,815	49	69	64
Calhoun County	81	5,228	50	97	92
Carroll County	83	7,825	65	148	176
Carroll	27	2,791	20	86	111
Remainder of County	56	5,034	45	62	65
Cass County	51	2,842	49	78	89
Atlantic	26	1,432	23	61	76
Remainder of County	25	1,410	26	17	13
Cedar County	38	1,529	31	36	30
Cerro Gordo County	105	20,860	63	667	959
Mason City	80	16,535	49	619	904
Remainder of County	25	2,325	14	48	55
Cherokee County	41	2,832	24	97	97
Cherokee	18	1,118	13	33	33
Remainder of County	23	1,714	11	64	64
Chickasaw County	43	2,579	44	54	51
Clarke County	21	581	19	29	28
Clay County	71	4,812	57	165	169
Spencer	45	2,973	43	132	142
Remainder of County	26	1,839	14	33	27
Clayton County	65	4,516	48	184	128
Clinton County	76	5,711	54	221	291
Clinton	43	4,310	30	190	254
Remainder of County	33	1,401	24	31	37
Crawford County	58	2,958	55	74	41
Dallas County	61	2,533	54	95	81
Perry	15	887	17	41	34
Remainder of County	46	1,646	37	54	47
Davis County	21	922	17	27	22
Decatur County	26	696	27	28	18
Delaware County	35	1,735	31	38	35
Des Moines County	74	12,382	46	724	957
Burlington	63	11,905	37	712	944
Remainder of County	11	477	9	12	13
Dickinson County	34	2,334	25	45	51
Dubuque County	105	24,692	65	806	1,008
Dubuque	82	22,980	50	777	978
Remainder of County	23	1,712	15	29	30
Emmet County	45	$4,316	28	125	$138
Estherville	24	2,680	17	97	96
Remainder of County	21	1,636	11	28	42
Fayette County	57	3,690	49	79	74
Oelwein	14	872	14	22	20
Remainder of County	43	2,818	35	57	54
Floyd County	45	3,659	39	103	119
Charles City	24	2,478	21	81	99
Remainder of County	21	1,181	18	22	20
Franklin County	32	3,427	34	51	67
Fremont County	31	1,478	27	49	44
Greene County	56	2,819	44	92	82
Grundy County	37	2,172	27	67	74
Guthrie County	58	2,819	53	59	48
Hamilton County	65	6,597	45	142	109
Webster City	21	3,137	16	84	52
Remainder of County	44	3,460	29	58	57
Hancock County	46	2,551	29	75	67
Hardin County	61	4,764	45	164	181
Harrison County	50	2,075	44	63	56
Henry County	40	2,076	33	76	69
Howard County	38	4,773	35	129	111
Humboldt County	61	5,169	43	84	73
Ida County	31	1,497	24	32	34
Iowa County	29	1,686	22	51	51
Jackson County	34	3,536	32	63	47
Jasper County	53	2,836	42	84	83
Newton	16	798	13	27	25
Remainder of County	37	2,038	29	57	58
Jefferson County	36	1,551	36	66	56
Fairfield	19	956	19	52	43
Remainder of County	17	595	17	14	13
Johnson County	50	3,738	45	166	186
Iowa City	37	3,211	28	153	187
Remainder of County	13	527	17	13	9
Jones County	27	1,523	20	40	43
Keokuk County	32	1,298	34	37	33
Kossuth County	88	7,333	62	127	145
Lee County	66	4,016	58	231	236
Fort Madison	20	1,282	19	53	53
Keokuk	33	2,251	29	145	155
Remainder of County	13	483	10	33	28
Linn County	191	41,340	116	1,695	2,293
Cedar Rapids	159	37,982	83	1,628	2,240
Remainder of County	32	3,358	33	67	53
Louisa County	18	1,171	17	47	43
Lucas County	27	2,076	26	36	43
Chariton	20	1,950	19	33	42
Remainder of County	7	126	7	3	1
Lyon County	41	2,339	22	73	61
Madison County	26	726	24	38	27
Mahaska County	58	4,521	50	145	152
Oskaloosa	36	3,627	32	109	125
Remainder of County	22	894	18	36	27
Marion County	40	3,181	34	111	79
Knoxville	17	1,387	17	59	38
Remainder of County	23	1,794	17	52	41

* Employees and pay roll include paid executives of corporations but not the number and compensation of proprietors of unincorporated businesses.

TABLE 13.—COUNTIES, AND EACH CITY OF MORE THAN 5,000 POPULATION

ESTABLISHMENTS, SALES, PERSONNEL, AND PAY ROLL—Continued

IOWA

STATE, COUNTY, AND CITY	Number of establishments	Sales (add 000)	Active proprietors of unincorporated business	Number of employees* (full-time and part-time) Average for year	TOTAL PAY ROLL* (add 000)
Iowa—Con.					
Marshall County	80	$11,826	65	286	$392
Marshalltown	42	9,900	34	242	352
Remainder of County	38	1,926	31	44	40
Mills County	20	774	17	30	37
Mitchell County	45	3,176	39	87	88
Monona County	46	2,407	36	103	91
Monroe County	21	645	13	21	11
Albia	17	607	19	21	11
Remainder of County	4	38	4	---	---
Montgomery County	43	4,281	46	89	90
Red Oak	21	2,040	19	66	72
Remainder of County	22	2,241	27	23	18
Muscatine	56	6,907	53	243	276
Muscatine	39	5,846	39	206	248
Remainder of County	17	1,061	14	37	28
O'Brien County	78	6,188	61	139	127
Osceola County	42	2,185	24	65	68
Page County	48	2,761	37	81	87
Shenandoah	28	2,186	17	65	76
Remainder of County	23	575	20	16	11
Palo Alto County	49	4,672	38	120	120
Plymouth County	31	2,084	19	39	54
Le Mars	12	766	9	21	33
Remainder of County	19	1,318	10	18	21
Pocahontas County	60	4,917	45	200	187
Polk County	423	144,582	184	5,054	8,407
Des Moines	396	143,115	166	4,990	8,334
Remainder of County	27	1,467	18	64	73
Pottawattamie County	104	13,019	84	573	661
Council Bluffs	72	11,546	54	542	630
Remainder of County	32	1,473	30	31	31
Poweshiek County	42	2,476	33	197	87
Grinnell	18	1,002	13	167	60
Remainder of County	24	1,274	20	30	27
Ringgold County	19	623	18	29	24
Sac County	69	$4,219	50	123	$122
Scott County	162	50,836	87	1,756	2,773
Davenport	139	49,062	71	1,703	2,702
Remainder of County	23	1,774	16	53	71
Shelby County	41	2,151	34	85	78
Sioux County	63	6,409	43	110	112
Story County	86	6,086	53	207	224
Ames	20	2,270	14	84	99
Remainder of County	66	3,818	39	123	123
Tama County	63	3,497	56	79	79
Taylor County	33	1,057	32	33	27
Union County	28	2,033	23	119	106
Creston	23	1,839	19	117	104
Remainder of County	5	194	6	2	2
Van Buren County	31	772	33	33	18
Wapello County	57	9,579	27	467	630
Ottumwa	50	9,396	23	460	622
Remainder of County	7	183	4	7	8
Warren County	30	2,201	32	28	31
Washington County	37	1,644	35	72	58
Washington	16	892	14	48	42
Remainder of County	21	752	21	24	16
Wayne County	30	1,566	31	33	21
Webster County	123	19,980	78	652	862
Fort Dodge	77	16,917	57	588	787
Remainder of County	46	3,063	21	64	75
Winnebago County	39	2,305	32	56	54
Winneshiek County	52	4,544	40	141	108
Decorah	25	1,977	22	89	63
Remainder of County	27	2,567	18	52	45
Woodbury County	329	152,093	206	2,827	4,322
Sioux City	288	150,439	176	2,786	4,279
Remainder of County	41	1,654	30	41	43
Worth County	27	3,767	19	49	52
Wright County	53	3,828	37	[illegible]	88

* Employees and pay roll include paid executives of corporations but not the number and compensation of proprietors of unincorporated businesses.

TABLE 13.—COUNTIES, AND EACH CITY OF MORE THAN 5,000 POPULATION

ESTABLISHMENTS, SALES, PERSONNEL, AND PAY ROLL

KANSAS

STATE, COUNTY, AND CITY	Number of establishments	Sales (add 000)	Active proprietors of unincorporated businesses	Number of employees* (full time and part time) Average for year	TOTAL PAY ROLL* (add 000)
Kansas, all establishments	8,130	427,851	1,821	14,997	14,163
Allen County	42	2,[illegible]	35	80	79
Iola	21	1,459	15	53	57
Remainder of County	21	[illegible]	20	27	22
Anderson County	24	1,378	15	93	72
Atchison County	47	5,445	37	310	405
Atchison	30	4,722	20	297	357
Remainder of County	17	723	11	13	48
Barber County	34	1,458	15	35	40
Barton County	39	4,220	33	134	200
Great Bend	25	1,540	16	42	104
Remainder of County	54	2,688	25	72	96
Bourbon County	52	1,921	48	95	74
Fort Scott	32	1,521	29	87	69
Remainder of County	20	400	20	8	5
Brown County	48	1,975	40	65	54
Butler County	90	2,836	54	135	145
El Dorado	28	1,305	21	73	86
Remainder of County	62	1,531	13	62	59
Chase County	10	456	16	13	18
Chautauqua County	20	623	23	20	19
Cherokee County	85	2,672	24	78	101
Cheyenne County	24	1,159	21	26	21
Clark County	17	658	15	27	23
Clay County	44	1,517	31	55	42
Cloud County	75	3,400	45	147	164
Concordia	28	1,883	13	97	125
Remainder of County	47	1,517	32	50	39
Coffey County	37	1,355	35	32	51
Comanche County	20	754	12	19	14
Cowley County	79	8,082	65	403	416
Arkansas City	21	4,425	19	211	270
Winfield	33	2,343	28	87	84
Remainder of County	25	1,158	18	105	62
Crawford County	96	6,645	84	555	373
Pittsburg	51	4,935	40	486	319
Remainder of County	45	1,710	38	69	54
Decatur County	35	723	35	16	14
Dickinson County	80	3,123	55	112	91
Abilene	18	953	12	47	37
Remainder of County	62	2,170	43	65	54
Doniphan County	30	1,117	26	89	59
Douglas County	49	3,260	42	208	199
Lawrence	37	2,679	32	195	185
Remainder of County	12	581	10	13	14
Edwards County	41	1,342	23	57	32
Elk County	23	436	22	11	6
Ellis County	60	2,646	32	98	115
Hays	26	1,756	13	71	85
Remainder of County	34	890	19	27	30
Ellsworth County	47	1,652	24	65	53
Finney County	31	1,350	17	61	52
Garden City	21	1,178	14	52	50
Remainder of County	10	172	3	9	2
Ford County	66	6,775	39	213	222
Dodge City	32	2,643	21	132	156
Remainder of County	34	4,132	18	81	66
Franklin County	56	3,491	40	143	135
Ottawa	28	2,341	22	115	113
Remainder of County	28	1,150	18	28	22
Geary County	28	1,820	17	93	105
Junction City	22	1,528	15	75	86
Remainder of County	6	292	2	18	19

STATE, COUNTY, AND CITY	Number of establishments	Sales (add 000)	Active proprietors of unincorporated businesses	Number of employees* (full time and part time) Average for year	TOTAL PAY ROLL* (add 000)
Gove County	29	2819	16	16	213
Graham County	17	548	3	10	13
Grant County	11	308	4	7	7
Gray County	32	1,[illegible]	13	26	30
Greeley County	5	214	5	8	6
Greenwood County	44	932	37	24	21
Hamilton County	13	325	8	10	8
Harper County	3	3,[illegible]	12	91	95
Harvey County	53	2,437	35	77	72
Newton	27	1,177	19	52	43
Remainder of County	26	1,310	16	24	29
Haskell County	11	316	6	9	10
Hodgeman County	12	204	8	10	8
Jackson County	33	1,[illegible]	[illegible]	55	38
Jefferson County	20	1,321	18	26	16
Jewell County	37	1,132	30	58	38
Johnson County	46	1,[illegible]	13	51	31
Kearny County	7	153	5	4	4
Kingman County	63	2,[illegible]	30	62	44
Kiowa County	25	1,025	11	24	24
Labette County	79	4,7[illegible]	73	142	128
Parsons	37	4,290	37	112	109
Remainder of County	42	[illegible]	36	30	19
Lane County	12	342	9	10	10
Leavenworth County	43	2,578	31	123	156
Leavenworth	35	2,186	23	114	149
Remainder of County	8	392	8	9	7
Lincoln County	45	465	40	32	22
Linn County	28	574	23	21	14
Logan County	26	459	10	18	16
Lyon County	61	4,836	59	230	199
Emporia	32	3,253	26	201	166
Remainder of County	29	1,003	33	29	23
McPherson County	85	5,817	50	157	148
McPherson	36	2,066	19	98	79
Remainder of County	49	3,751	31	68	69
Marion County	66	3,307	58	96	77
Marshall County	81	3,308	59	112	96
Meade County	24	1,468	10	41	34
Miami County	40	1,843	35	77	66
Mitchell County	56	2,450	43	75	62
Montgomery County	88	6,296	72	347	358
Coffeyville	30	3,117	24	175	196
Independence	37	2,802	30	134	158
Remainder of County	19	371	18	18	14
Morris County	26	1,016	23	24	19
Morton County	18	448	12	12	9
Nemaha County	58	2,007	47	84	77
Neosho County	47	2,515	33	101	121
Chanute	26	1,113	19	67	88
Remainder of County	21	1,402	14	34	33
Ness County	30	616	18	25	20
Norton County	31	876	22	34	34
Osage County	45	1,451	42	52	34
Osborne County	39	1,346	27	59	33

For footnotes, see end of table.

TABLE 13.—COUNTIES, AND EACH CITY OF MORE THAN 5,000 POPULATION

ESTABLISHMENTS, SALES, PERSONNEL, AND PAY ROLL—Continued

KANSAS

STATE, COUNTY, AND CITY	Number of establishments	Sales (add 000)	Active proprietors of unincorporated business	Number of employees* (allowance made for part-time) Average for year	TOTAL PAY ROLL* (add 000)
Kansas—Con.					
Ottawa County	44	$1,361	24	43	$38
Pawnee County	39	1,618	18	53	59
Phillips County	36	1,489	35	46	17
Pottawatomie County	36	1,469	29	44	41
Pratt County	66	2,198	33	87	100
Pratt	29	1,189	19	63	67
Remainder of County	37	1,067	14	24	33
Rawlins County	31	1,335	20	38	26
Reno County	175	3,117	133	730	893
Hutchinson	93	2,109	57	607	767
Remainder of County	82	1,008	46	123	126
Republic County	62	2,929	50	74	59
Rice County	75	4,833	35	156	181
Riley County	39	3,232	34	161	141
Manhattan	23	3,113	20	152	136
Remainder of County	16	119	14	9	5
Rooks County	36	970	23	24	26
Rush County	40	1,096	20	26	24
Russell County	77	3,564	46	92	121
Saline County	136	21,195	75	863	1,075
Salina	89	16,396	47	796	1,036
Remainder of County	47	2,799	28	67	39
Scott County	13	417	9	11	7
Sedgwick County	419	105,875	284	3,237	4,813
Wichita	319	69,574	174	2,991	4,489
Remainder of County	100	36,301	80	246	324

STATE, COUNTY, AND CITY	Number of establishments	Sales (add 000)	Active proprietors of unincorporated business	Number of employees* (allowance made for part-time) Average for year	TOTAL PAY ROLL* (add 000)
Seward County	28	$3,389	14	105	$131
Shawnee County	141	21,057	96	1,163	1,578
Topeka	121	19,710	76	1,129	1,545
Remainder of County	20	1,347	12	34	33
Sheridan County	24	694	14	14	9
Sherman County	27	1,486	18	64	75
Smith County	44	1,121	29	47	31
Stafford County	41	2,719	19	66	73
Stanton County	9	382	4	11	8
Stevens County	15	226	11	7	3
Sumner County	84	4,791	51	118	134
Arkansas City	16	1,565	11	46	62
Remainder of County	68	3,216	40	72	72
Thomas County	43	2,731	23	129	146
Trego County	27	756	18	21	23
Wabaunsee County	40	1,236	33	47	34
Wallace County	9	106	7	2	(1)
Washington County	50	2,443	36	108	81
Wichita County	7	775	3	16	8
Wilson County	39	1,614	39	40	31
Woodson County	24	588	19	21	13
Wyandotte County	139	49,597	84	1,580	2,583
Kansas City	130	39,719	79	1,411	2,323
Remainder of County	9	9,878	5	155	260

* Employees and pay roll include paid executives of corporations but not the number and compensation of proprietors of unincorporated businesses.
1 Less than $1,000.

TABLE 13.—COUNTIES, AND EACH CITY OF MORE THAN 5,000 POPULATION

ESTABLISHMENTS, SALES, PERSONNEL, AND PAY ROLL

KENTUCKY

STATE, COUNTY, AND CITY	Number of establishments	Sales (add 000)	Active proprietors (excluded from business)	Number of employees* (excluded from business) Average for year	TOTAL PAY ROLL* (add 000)
Kentucky, all establishments	2,174	$464,432	1,673	19,499	$23,671
Adair County	6	488	5	11	8
Allen County	9	366	10	15	9
Anderson County	3	361	---	14	12
Ballard County	8	317	11	54	18
Barren County	24	5,210	17	231	183
Glasgow	23	(x)	(x)	(x)	(x)
Remainder of County	1	(x)	(x)	(x)	(x)
Bath County	4	191	3	7	6
Bell County	29	5,892	13	158	235
Middlesborough	22	5,109	9	128	202
Remainder of County	7	783	4	30	33
Boone County	8	133	6	10	15
Bourbon County	13	5,716	19	333	219
Paris	13	5,716	19	333	219
Remainder of County	---	---	---	---	---
Boyd County	49	15,705	34	610	745
Ashland	44	14,490	30	586	721
Remainder of County	5	1,215	4	24	24
Boyle County	18	2,010	16	163	105
Danville	14	1,747	11	152	92
Remainder of County	4	263	5	11	13
Bracken County	3	84	3	2	1
Breathitt County	2	(x)	(x)	(x)	(x)
Breckinridge County	5	181	4	7	5
Bullitt County	1	(x)	(x)	(x)	(x)
Butler County	2	(x)	(x)	(x)	(x)
Caldwell County	9	928	10	25	23
Princeton	9	928	10	25	23
Remainder of County	---	---	---	---	---
Calloway County	28	2,668	29	124	85
Campbell County	32	2,704	27	208	281
Bellevue	5	257	5	26	26
Dayton	1	(x)	(x)	(x)	(x)
Fort Thomas	3	94	4	7	10
Newport	21	2,038	15	164	216
Remainder of County	2	(x)	(x)	(x)	(x)
Carlisle County	7	296	6	6	6
Carroll County	16	4,071	12	112	103
Carter County	6	950	6	15	17
Casey County	1	(x)	(x)	(x)	(x)
Christian County	37	7,320	33	382	211
Hopkinsville	36	(x)	(x)	(x)	(x)
Remainder of County	1	(x)	(x)	(x)	(x)
Clark County	19	1,913	14	99	143
Winchester	18	(x)	(x)	(x)	(x)
Remainder of County	1	(x)	(x)	(x)	(x)
Clay County	11	702	7	33	21
Clinton County	3	97	4	2	1
Crittenden County	9	457	10	13	11
Cumberland County	3	313	1	11	8
Daviess County	54	8,105	44	531	577
Owensboro	58	7,296	40	507	546
Remainder of County	6	809	4	24	31
Edmonson County	2	(x)	(x)	(x)	(x)
Elliott County	1	(x)	(x)	(x)	(x)
Estill County	7	450	2	26	27
Fayette County	125	49,857	58	1,897	2,149
Lexington	121	49,161	54	1,878	2,124
Remainder of County	4	696	4	19	25
Fleming County	6	$286	5	13	$7
Floyd County	8	640	3	24	29
Franklin County	16	1,726	12	56	85
Frankfort	16	1,726	12	56	85
Remainder of County	---	---	---	---	---
Fulton County	21	2,335	20	52	58
Gallatin County	6	306	3	9	10
Garrard County	8	454	7	14	15
Grant County	11	434	9	13	13
Graves County	47	3,251	43	205	143
Mayfield	35	3,000	33	201	140
Remainder of County	12	251	10	4	3
Grayson County	14	834	16	25	17
Green County	11	1,268	7	153	43
Greenup County	9	441	9	15	21
Hancock County	6	297	6	9	6
Hardin County	11	1,308	11	47	35
Harlan County	27	5,983	7	238	346
Harlan	16	4,936	3	200	302
Remainder of County	11	1,047	4	38	44
Harrison County	29	4,226	37	119	93
Hart County	13	1,866	10	78	62
Henderson County	32	6,433	18	383	347
Henderson	29	6,048	16	365	326
Remainder of County	3	385	2	18	21
Henry County	2	(x)	(x)	(x)	(x)
Hickman County	7	917	14	11	5
Hopkins County	27	2,256	28	91	74
Madisonville	22	1,887	22	83	67
Remainder of County	5	369	6	8	7
Jackson County	---	---	---	---	---
Jefferson County	620	216,835	405	9,227	13,619
Louisville	613	215,936	401	9,173	13,548
Remainder of County	7	899	4	54	71
Jessamine County	4	55	5	2	1
Johnson County	21	4,117	17	160	189
Kenton County	62	9,594	54	338	438
Covington	59	9,392	52	329	426
Ludlow	---	---	---	---	---
Remainder of County	3	202	2	9	12
Knott County	---	---	---	---	---
Knox County	7	733	5	56	47
Corbin (part)	---	---	---	---	---
Remainder of County	7	733	5	56	47
Larue County	3	1,072	4	31	23
Laurel County	9	2,605	12	59	61
Lawrence County	5	775	1	20	25
Lee County	3	213	2	7	8
Leslie County	---	---	---	---	---
Letcher County	10	1,137	7	32	39
Jenkins	---	---	---	---	---
Remainder of County	10	1,137	7	32	39
Lewis County	1	(x)	(x)	(x)	(x)
Lincoln County	13	535	15	11	8
Livingston County	5	31	5	---	---
Logan County	16	1,257	19	86	39
Lyon County	1	(x)	(x)	(x)	(x)

* Employees and pay roll include paid executives of corporations but not the number and compensation of proprietors of unincorporated businesses.
x Withheld to avoid disclosure.

TABLE 13.—COUNTIES, AND EACH CITY OF MORE THAN 5,000 POPULATION

ESTABLISHMENTS, SALES, PERSONNEL, AND PAY ROLL—Continued

KENTUCKY

STATE, COUNTY, AND CITY	Number of establishments	Sales (add 000)	Active proprietors of unincorporated businesses	Number of employees* (thousand and one-tenth) Average for year	TOTAL PAY ROLL* (add 000)
Kentucky—Con.					
McCracken County	67	(x)	(x)	(x)	(x)
Paducah	66	$14,433	52	545	$621
Remainder of County	1	(x)	(x)	(x)	(x)
McCreary County	2	(x)	(x)	(x)	(x)
McLean County	1	(x)	(x)	(x)	(x)
Madison County	23	5,185	18	151	117
Richmond	18	4,154	11	129	95
Remainder of County	5	1,031	7	22	22
Magoffin County	3	199	3	8	5
Marion County	10	2,075	10	48	37
Marshall County	7	268	8	6	6
Martin County	2	(x)	(x)	(x)	(x)
Mason County	39	9,183	28	347	295
Maysville	29	6,379	19	246	211
Remainder of County	10	2,804	9	101	84
Meade County	2	(x)	(x)	(x)	(x)
Menifee County	1	(x)	(x)	(x)	(x)
Mercer County	12	2,519	8	117	65
Metcalfe County	---	---	---	---	---
Monroe County	2	(x)	(x)	(x)	(x)
Montgomery County	16	3,117	18	98	71
Morgan County	5	290	7	6	7
Muhlenberg County	18	1,986	14	75	81
Nelson County	10	1,610	9	78	82
Nicholas County	9	219	10	7	6
Ohio County	7	213	7	8	7
Oldham County	4	105	2	4	[illegible]
Owen County	---	---	---	---	---
Owsley County	---	---	---	---	---
Pendleton County	19	707	18	27	24
Perry County	23	$2,465	8	134	$183
Hazard	11	1,220	4	78	115
Remainder of County	12	1,245	4	56	68
Pike County	19	2,986	4	88	140
Powell County	2	(x)	(x)	(x)	(x)
Pulaski County	28	2,720	22	145	91
Somerset	14	1,975	11	92	55
Remainder of County	14	745	11	53	36
Robertson County	3	144	2	2	2
Rockcastle County	4	132	6	4	3
Rowan County	5	776	6	13	14
Russell County	5	278	6	7	5
Scott County	[illegible]	300	3	10	9
Shelby County	18	5,536	14	252	163
Simpson County	16	[illegible]	15	102	48
Spencer County	1	(x)	(x)	(x)	(x)
Taylor County	14	1,579	11	62	71
Todd County	9	183	10	8	5
Trigg County	3	175	1	10	7
Trimble County	5	124	6	5	2
Union County	17	1,209	17	35	25
Warren County	37	4,737	26	221	161
Bowling Green	27	3,953	19	195	129
Remainder of County	10	784	7	26	32
Washington County	[illegible]	1,243	29	33	28
Wayne County	6	241	5	12	6
Webster County	9	524	6	18	17
Whitley County	21	2,385	21	80	86
Corbin (part)	12	1,596	11	50	53
Remainder of County	9	789	10	30	33
Wolfe County	--	- -	---	---	---
Woodford County	3	85	1	3	3

* Employees and pay roll include paid executives of corporations but not the number and compensation of proprietors of unincorporated businesses.
x Withheld to avoid disclosure.

TABLE 13.—PARISHES, AND EACH CITY OF MORE THAN 5,000 POPULATION

ESTABLISHMENTS, SALES, PERSONNEL, AND PAY ROLL

LOUISIANA

STATE, PARISH, AND CITY	Number of establishments	Sales (add 000)	Active proprietors of unincorporated businesses	Number of employees* (full-time and part-time) Average for year	TOTAL PAY ROLL* (add 000)
Louisiana, all establishments	2,391	$706,496	1,434	24,024	$32,822
Acadia Parish	42	6,542	37	183	175
Crowley	27	3,139	24	61	70
Remainder of Parish	15	3,403	13	122	105
Allen Parish	[illegible]	646	7	15	19
Ascension Parish	19	1,991	14	101	87
Assumption Parish	[illegible]	491	6	15	9
Avoyelles Parish	[illegible]	[illegible]	17	65	76
Beauregard Parish	5	384	4	29	29
Bienville Parish	9	489	10	12	15
Bossier Parish	[illegible]	[illegible]	3	61	117
Bossier City	4	927	1	44	77
Remainder of Parish	4	1,711	2	37	40
Caddo Parish	[illegible]	72,471	132	[illegible]	3,714
Shreveport	204	[illegible]	126	[illegible]	2,542
Remainder of Parish	27	[illegible]	14	133	172
Calcasieu Parish	[illegible]	[illegible]	42	16	816
Lake Charles	[illegible]	20,143	29	574	733
Remainder of Parish	12	[illegible]	11	45	45
Caldwell Parish	4	347	4	5	3
Cameron Parish	5	185	3	40	7
Catahoula Parish	[illegible]	[illegible]	5	1	13
Claiborne Parish	15	1,045	13	[illegible]	28
Concordia Parish	6	442	5	15	14
De Soto Parish	13	[illegible]	[illegible]	36	47
East Baton Rouge Parish	[illegible]	[illegible]	2	[illegible]	[illegible]
Baton Rouge	[illegible]	[illegible]	21	817	1,127
Remainder of Parish	12	4,127	7	105	109
East Carroll Parish	6	[illegible]	6	[illegible]	13
East Feliciana Parish	4	384	1	9	13
Jackson	---	---	---	---	---
Remainder of Parish	4	384	1	9	13
Evangeline Parish	9	2,090	[illegible]	35	32
Franklin Parish	13	[illegible],181	10	27	32
Grant Parish	8	693	5	29	29
Iberia Parish	[illegible]	[illegible]	19	198	231
New Iberia	25	5,245	14	172	214
Remainder of Parish	4	442	5	16	17
Iberville Parish	15	1,447	11	[illegible]	62
Plaquemine	1	(x)	(x)	(x)	(x)
Remainder of Parish	14	(x)	(x)	(x)	(x)
Jackson Parish	5	[illegible]	5	1	1
Jefferson Parish	1[illegible]	3,541	8	134	139
Gretna	2	(x)	(x)	(x)	(x)
Remainder of Parish	1[illegible]	(x)	(x)	(x)	(x)
Jefferson Davis Parish	[illegible]	[illegible]	1[illegible]	[illegible]	[illegible]
Jennings	19	1,919	12	76	80
Remainder of Parish	8	1,060	7	10	12
Lafayette Parish	4[illegible]	7,135	[illegible]	[illegible]	[illegible]
Lafayette	41	6,703	[illegible]	[illegible]	[illegible]
Remainder of Parish	5	[illegible]	[illegible]	[illegible]	3[illegible]
Lafourche Parish	[illegible]	4,133	17	117	14[illegible]
Thibodaux	13	[illegible]	8	76	95
Remainder of Parish	15	[illegible]	9	41	47
La Salle Parish	6	447	[illegible]	2	6
Lincoln Parish	1[illegible]	[illegible]	7	105	1[illegible]
Ruston	11	(x)	(x)	(x)	(x)
Remainder of Parish	1	(x)	(x)	(x)	(x)
Livingston Parish	5	[illegible]	[illegible]	7	1[illegible]
Madison Parish	12	7,681	8	62	$56
Tallulah	10	(x)	(x)	(x)	(x)
Remainder of Parish	2	(x)	(x)	(x)	(x)
Morehouse Parish	12	674	11	13	13
Bastrop	9	607	9	10	10
Remainder of Parish	3	67	2	3	3
Natchitoches Parish	19	1,802	14	67	70
Natchitoches	13	1,453	9	52	57
Remainder of Parish	6	349	5	15	13
Orleans Parish	1,082	437,639	556	14,424	21,440
New Orleans (coextensive with Orleans Parish)	1,082	437,639	556	14,424	21,440
Ouachita Parish	73	[illegible]	43	852	1,135
Monroe	64	17,351	36	794	1,045
West Monroe	8	(x)	(x)	(x)	(x)
Remainder of Parish	1	(x)	(x)	(x)	(x)
Plaquemines Parish	5	510	5	14	13
Pointe Coupee Parish	11	1,133	12	42	46
Rapides Parish	64	10,062	30	450	555
Alexandria	57	8,898	23	420	535
Remainder of Parish	7	1,164	7	30	20
Red River Parish	5	[illegible]	6	8	5
Richland Parish	12	1,130	9	31	34
Sabine Parish	8	858	6	30	36
St. Bernard Parish	17	23,093	10	799	566
St. Charles Parish	5	290	5	16	23
St. Helena Parish	---	--	--	---	---
St. James Parish	12	1,256	6	41	42
St. John the Baptist Parish	9	673	4	30	25
St. Landry Parish	4[illegible]	3,258	41	476	531
Eunice	12	746	10	27	26
Opelousas	21	[illegible],457	18	171	109
Remainder of Parish	12	655	13	80	34
St. Martin Parish	5	216	6	3	3
St. Mary Parish	31	[illegible]	16	116	90
Morgan City	9	1,132	6	51	47
Remainder of Parish	14	1,254	10	135	43
St. Tammany Parish	18	1,426	10	55	51
Tangipahoa Parish	4[illegible]	[illegible]	42	156	172
Hammond	19	3,778	13	59	76
Remainder of Parish	30	5,786	29	97	96
Tensas Parish	9	589	9	7	8
Terrebonne Parish	36	6,203	25	223	265
Houma	24	4,754	15	177	200
Remainder of Parish	12	1,449	10	46	65
Union Parish	6	1,032	8	31	32
Vermilion Parish	[illegible]	[illegible]	19	[illegible]	[illegible]
Abbeville	16	1,775	11	56	55
Remainder of Parish	1[illegible]	[illegible]	8	43	41
Vernon Parish	9	[illegible]	7	[illegible]	31
Washington Parish	[illegible]	1,149	[illegible]	76	1[illegible]
Ponchatoula	15	1,090	9	65	101
Remainder of Parish	5	[illegible]	5	11	10
Webster Parish	20	[illegible]	15	[illegible]	38
Minden	1[illegible]	[illegible]	1[illegible]	[illegible]	21
Remainder of Parish	8	1,039	6	12	17
West Baton Rouge Parish	3	(x)	(x)	(x)	(x)
West Carroll Parish	7	[illegible]	7	5	5
West Feliciana Parish	2	(x)	(x)	(x)	(x)
Winn Parish	9	619	7	1[illegible]	1[illegible]

* Employees and pay roll include paid executives of corporations but not the number and compensation of proprietors of unincorporated businesses.
x Withheld to avoid disclosure.

TABLE 13.—COUNTIES, AND EACH CITY OF MORE THAN 5,000 POPULATION

ESTABLISHMENTS, SALES, PERSONNEL, AND PAY ROLL

MAINE

STATE, COUNTY, AND CITY	Number of establishments	Sales (add 000)	Active proprietors	Number of employees* (Salaried and part-time. Average for year)	TOTAL PAY ROLL* (add 000)
Maine, all establishments	1,032	$165,848	608	7,286	$10,135
Androscoggin County	82	13,080	42	672	1,079
Auburn	27	(x)	(x)	(x)	(x)
Lewiston	53	9,618	31	445	710
Remainder of County	2	(x)	(x)	(x)	(x)
Aroostook County	227	21,568	154	1,035	983
Presque Isle	37	3,592	19	332	393
Remainder of County	190	12,976	135	703	590
Cumberland County	211	69,482	64	3,064	4,585
Brunswick [1]	5	245	2	10	16
Portland	183	61,479	48	2,816	4,198
South Portland	9	7,013	---	220	351
Westbrook	---	---	---	---	---
Remainder of County	14	745	14	18	20
Franklin County	11	659	7	19	23
Hancock County	29	1,820	23	95	101
Kennebec County	77	10,374	43	395	579
Augusta	24	3,548	11	125	208
Gardiner	10	1,697	6	63	79
Waterville	28	3,419	13	156	216
Remainder of County	15	1,710	13	51	76
Knox County	48	4,774	29	245	340
Rockland	35	4,585	18	235	332
Remainder of County	13	189	11	10	8
Lincoln County	13	$1,075	9	64	$57
Oxford County	25	2,227	16	83	88
Rumford Falls [1]	12	1,359	6	37	48
Remainder of County	13	868	10	46	40
Penobscot County	138	25,510	73	1,156	1,597
Bangor	95	20,022	40	987	1,427
Brewer	4	916	---	36	64
Old Town	2	(x)	(x)	(x)	(x)
Remainder of County	39	(x)	(x)	(x)	(x)
Piscataquis County	12	1,193	10	26	40
Sagadahoc County	13	2,228	6	67	112
Bath	12	(x)	(x)	(x)	(x)
Remainder of County	1	(x)	(x)	(x)	(x)
Somerset County	35	2,067	34	58	66
Waldo County	16	1,646	9	67	98
Belfast	9	475	6	14	20
Remainder of County	7	1,171	3	53	78
Washington County	46	5,029	51	103	196
Calais	10	1,979	10	59	146
Remainder of County	36	3,050	41	44	50
York County	49	5,116	38	157	191
Biddeford	23	3,189	15	96	124
Saco	4	396	3	20	25
Remainder of County	22	1,531	20	41	42

* Employees and pay roll include paid executives of corporations but not the number and compensation of proprietors of unincorporated businesses.
x Withheld to avoid disclosure.
1 Classified as urban under special rule.

TABLE 13.—COUNTIES, AND EACH CITY OF MORE THAN 5,000 POPULATION

ESTABLISHMENTS, SALES, PERSONNEL, AND PAY ROLL

MARYLAND

STATE, COUNTY, AND CITY	Number of establishments	Sales (add 000)	Active proprietors	Number of employees* (Salaried and part-time. Average for year)	TOTAL PAY ROLL* (add 000)
Maryland, all establishments	2,464	$688,989	1,906	23,533	$33,412
Allegany County	87	15,012	45	618	910
Cumberland	71	12,854	30	543	821
Frostburg	8	694	7	44	44
Remainder of County	8	1,464	8	31	45
Anne Arundel County	27	16,267	19	405	396
Annapolis	15	2,072	9	86	127
Remainder of County	12	14,195	10	319	269
Baltimore County	19	2,017	14	65	76
Election District 12 [1]	1	(x)	(x)	(x)	(x)
Election District 13 [1]	1	(x)	(x)	(x)	(x)
Remainder of County	17	(x)	(x)	(x)	(x)
Baltimore (city)	1,664	578,628	1,219	17,715	28,222
Calvert County	11	576	12	154	60
Caroline County	24	6,815	24	114	133
Carroll County	24	1,843	16	96	112
Cecil County	14	1,157	8	48	47
Charles County	17	996	19	50	41
Dorchester County	68	4,323	68	679	317
Cambridge	28	3,089	24	287	187
Remainder of County	40	1,234	44	392	130
Frederick County	47	4,924	47	218	236
Frederick	38	4,580	36	196	221
Remainder of County	9	344	11	22	15
Garrett County	9	$681	4	26	$34
Harford County	23	7,066	18	125	170
Howard County	7	216	8	12	14
Kent County	31	1,286	33	109	75
Montgomery County	10	8,908	5	90	143
Takoma Park (part)	---	---	---	---	---
Remainder of County	10	8,908	5	90	143
Prince Georges County	19	1,956	13	83	94
Hyattsville	1	(x)	(x)	(x)	(x)
Takoma Park (part)	---	---	---	---	---
Remainder of County	18	(x)	(x)	(x)	(x)
Queen Annes County	33	1,842	36	273	129
St. Marys County	7	448	6	24	16
Somerset County	85	3,405	126	862	354
Talbot County	32	3,049	30	414	356
Washington County	112	16,259	71	749	919
Hagerstown	85	14,472	50	655	843
Remainder of County	27	1,787	21	94	76
Wicomico County	[illegible]	8,303	44	416	485
Salisbury	53	7,664	26	344	448
Remainder of County	15	639	18	72	37
Worcester County	26	2,992	22	168	172

* Employees and pay roll include paid executives of corporations but not the number and compensation of proprietors of unincorporated businesses.
x Withheld to avoid disclosure.
1 Classified as urban under special rule.

TABLE 13.—COUNTIES, AND EACH CITY OF MORE THAN 5,000 POPULATION

ESTABLISHMENTS, SALES, PERSONNEL, AND PAY ROLL

MASSACHUSETTS

STATE, COUNTY, AND CITY	Number of establishments	Sales (add 000)	Active proprietors (Unincorporated business enterprises)	Number of employees* (Full-time and part-time) Average for year	TOTAL PAY ROLL* (add 000)
Massachusetts, all establishments	5,960	$2,232,117	3,190	59,158	$112,302
Barnstable County	29	4,252	11	235	314
Barnstable town [1]	4	621	2	22	31
Remainder of County	25	3,631	9	213	283
Berkshire County	104	16,276	63	607	919
Adams town [1]	---	594	5	20	45
Great Barrington town [1]	6	778	6	23	29
North Adams	26	5,477	18	203	244
Pittsfield	58	9,213	28	345	589
Remainder of County	7	214	6	16	14
Bristol County	342	[illegible],734	222	2,308	3,190
Attleboro	10	[illegible]	3	25	[illegible]
Dartmouth town [1]	2	(x)	(x)	(x)	(x)
Fairhaven town [1]	4	[illegible]	[illegible]	16	25
Fall River	178	32,709	[illegible]	1,172	1,732
Mansfield town [1]	2	x	(x)	(x)	(x)
New Bedford	100	[illegible],408	50	815	1,202
North Attleborough town [1]	[illegible]	342	[illegible]	19	27
Somerset town [1]	2	x	(x)	(x)	(x)
Taunton	24	3,537	21	167	242
Remainder of County	14	815	21	88	138
Dukes County	3	(x)	(x)	(x)	(x)
Essex County	392	[illegible],213	[illegible]	2,994	[illegible],317
Amesbury town [1]	7	286	---	10	6
Andover town [1]	4	1,203	---	65	147
Beverly	[illegible]	3,181	4	143	187
Danvers town [1]	4	(x)	(x)	(x)	(x)
Gloucester	16	2,796	11	140	178
Haverhill	[illegible]	7,355	[illegible]	379	529
Ipswich town [1]	[illegible]	370	4	121	65
Lawrence	[illegible]	[illegible]	70	904	1,471
Lynn	[illegible]	[illegible],622	34	563	358
Marblehead town [1]	1	(x)	(x)	(x)	(x)
Methuen town [1]	6	552	1	39	46
Newburyport	17	[illegible],116	18	116	147
North Andover town [1]	1	(x)	(x)	(x)	(x)
Peabody	19	4,[illegible]	14	76	147
Salem	28	8,575	9	261	373
Saugus town [1]	3	(x)	(x)	(x)	(x)
Swampscott town [1]	---	---	---	---	---
Remainder of County	13	965	9	38	40
Franklin County	43	3,741	36	140	194
Greenfield town [1]	32	2,865	25	123	166
Montague town [1]	1	(x)	(x)	(x)	(x)
Orange town [1]	1	(x)	(x)	(x)	(x)
Remainder of County	9	(x)	(x)	(x)	(x)
Hampden County	421	98,579	234	3,577	6,078
Chicopee	16	1,814	11	124	175
Holyoke	65	15,261	29	628	1,099
Longmeadow town [1]	---	---	---	---	---
Ludlow town [1]	2	(x)	(x)	(x)	(x)
Palmer town [1]	3	434	2	11	20
Springfield	320	78,603	153	2,691	4,597
Westfield	7	896	2	49	83
West Springfield town [1]	7	1,096	6	67	96
Remainder of County	1	(x)	(x)	(x)	(x)
Hampshire County	47	4,445	45	291	296
Amherst town [1]	3	149	2	17	18
Easthampton town [1]	3	(x)	(x)	(x)	(x)
Northampton	17	3,324	15	93	135
South Hadley town [1]	1	(x)	(x)	(x)	(x)
Ware town [1]	6	96	7	5	5
Remainder of County	17	828	19	174	136
Middlesex County	480	147,733	187	6,971	10,555
Arlington town [1]	5	1,392	1	72	166
Belmont town [1]	---	---	---	---	---
Cambridge	157	65,935	35	2,647	4,537
Concord town [1]	2	(x)	(x)	(x)	(x)
Dracut town [1]	---	---	---	---	---
Everett	18	$12,545	5	371	$541
Framingham town [1]	15	2,914	7	103	150
Hudson town [1]	2	(x)	(x)	(x)	(x)
Lexington town [1]	1	(x)	(x)	(x)	(x)
Lowell	76	13,598	37	588	872
Malden	28	6,505	8	267	476
Marlborough	7	612	5	36	52
Maynard town [1]	---	---	---	---	---
Medford	5	1,806	2	132	213
Melrose	2	(x)	(x)	(x)	(x)
Natick town [1]	2	(x)	(x)	(x)	(x)
Newton	23	3,828	11	80	175
Reading town [1]	1	(x)	(x)	(x)	(x)
Somerville	77	17,229	38	978	1,921
Stoneham town [1]	3	621	5	14	11
Wakefield town [1]	5	683	3	29	44
Waltham	21	4,642	9	150	257
Watertown town [1]	18	12,047	10	384	706
Winchester town [1]	---	---	---	---	---
Woburn	4	591	1	19	27
Remainder of County	12	2,015	4	196	209
Nantucket County	2	(x)	(x)	(x)	(x)
Norfolk County	95	27,755	45	864	1,675
Braintree town [1]	3	1,598	2	69	156
Brookline town [1]	24	8,752	14	292	627
Canton town [1]	---	---	---	---	---
Dedham town [1]	1	(x)	(x)	(x)	(x)
Franklin town [1]	2	(x)	(x)	(x)	(x)
Milton town [1]	1	(x)	(x)	(x)	(x)
Needham town [1]	5	529	3	27	39
Norwood town [1]	5	1,088	1	39	56
Quincy	33	9,764	12	255	468
Randolph town [1]	---	---	---	---	---
Stoughton town [1]	4	75	3	5	4
Walpole town [1]	4	1,217	3	18	30
Wellesley town [1]	2	(x)	(x)	(x)	(x)
Weymouth town [1]	3	(x)	(x)	(x)	(x)
Remainder of County	8	2,674	4	60	102
Plymouth County	149	20,691	112	846	1,290
Abington town [1]	2	(x)	(x)	(x)	(x)
Bridgewater town [1]	2	(x)	(x)	(x)	(x)
Brockton	106	15,936	78	679	1,072
Hingham town [1]	2	(x)	(x)	(x)	(x)
Middleborough town [1]	7	2,744	4	47	54
Plymouth town [1]	14	1,517	14	56	75
Rockland town [1]	2	(x)	(x)	(x)	(x)
Whitman town [1]	2	(x)	(x)	(x)	(x)
Remainder of County	12	701	10	35	46
Suffolk County	3,450	1,680,342	1,805	37,464	78,844
Boston	3,361	1,634,784	1,737	36,298	75,002
Chelsea	80	33,444	62	898	1,397
Revere	9	12,114	4	268	445
Winthrop town [1]	---	---	---	---	---
Worcester County	405	100,798	190	3,751	6,412
Athol town [1]	8	2,202	4	97	245
Auburn town [1]	---	---	---	---	---
Clinton town [1]	6	263	5	16	16
Fitchburg	55	14,410	40	540	845
Gardner	8	2,913	5	60	143
Leominster	9	4,561	5	85	201
Milford town [1]	6	550	1	22	27
Millbury town [1]	3	64	3	3	3
Northbridge town [1]	---	---	---	---	---
Southbridge town [1]	7	577	3	25	28
Spencer town [1]	1	(x)	(x)	(x)	(x)
Uxbridge town [1]	4	110	5	6	8
Webster town [1]	2	(x)	(x)	(x)	(x)
Winchendon town [1]	1	(x)	(x)	(x)	(x)
Worcester	270	72,709	106	2,678	4,587
Remainder of County	25	1,917	14	197	278

* Employees and pay roll include paid executives of corporations but not the number and compensation of proprietors of unincorporated businesses.
x Withheld to avoid disclosure.
[1] Classified as urban under special rule.

TABLE 13.—COUNTIES, AND EACH CITY OF MORE THAN 5,000 POPULATION

ESTABLISHMENTS, SALES, PERSONNEL, AND PAY ROLL

MICHIGAN

STATE, COUNTY, AND CITY	Number of establishments	Sales (add 000)	Active proprietors	Number of employees* Average for year	TOTAL PAY ROLL* (add 000)
Michigan, all establishments	6,908	$1,926,474	4,878	52,292	$88,969
Alcona County	3	188	4	2	2
Alger County	10	424	9	10	9
Allegan County	51	5,128	34	163	178
Alpena County	25	2,627	24	102	120
Alpena	24	(x)	(x)	(x)	(x)
Remainder of County	1	(x)	(x)	(x)	(x)
Antrim County	10	399	8	14	[illegible]
Arenac County	18	706	13	35	32
Baraga County	7	312	7	8	7
Barry County	22	1,076	16	45	53
Hastings	10	584	9	14	20
Remainder of County	12	492	7	31	29
Bay County	91	16,539	58	762	1,[illegible]
Bay City	68	14,376	41	651	9[illegible]
Remainder of County	23	2,163	17	111	1[illegible]
Benzie County	7	324	6	10	11
Berrien County	120	13,[illegible]	81	663	9[illegible]
Benton Harbor	44	4,554	32	231	30[illegible]
Niles	16	1,895	10	101	129
St. Joseph	12	2,465	6	102	145
Remainder of County	48	3,291	33	229	218
Branch County	36	4,811	29	114	151
Coldwater	18	4,115	12	91	130
Remainder of County	18	696	17	23	21
Calhoun County	107	1[illegible]	65	589	828
Albion	9	387	9	19	19
Battle Creek	64	14,268	35	479	713
Marshall	15	902	10	58	50
Remainder of County	19	[illegible]	11	33	46
Cass County	27	1,124	[illegible]	53	51
Dowagiac	13	[illegible]	12	30	26
Remainder of County	1	[illegible]	9	23	25
Charlevoix County	19	679	14	25	35
Cheboygan County	17	[illegible]	11	[illegible]	56
Cheboygan	12	[illegible]	7	44	49
Remainder of County	5	281	4	11	9
Chippewa County	47	[illegible]	37	171	[illegible]
Sault Ste Marie	33	4,127	25	153	206
Remainder of County	14	489	12	18	14
Clare County	10	[illegible]	[illegible]	11	10
Clinton County	36	7,816	32	250	247
Crawford County	9	168	4	5	2
Delta County	53	6,107	27	271	396
Escanaba	35	5,195	13	239	366
Remainder of County	18	912	14	32	30
Dickinson County	40	4,360	32	130	188
Iron Mountain	32	3,854	24	119	177
Kingsford	1	(x)	(x)	(x)	(x)
Remainder of County	7	(x)	(x)	(x)	(x)
Eaton County	52	3,216	43	129	126
Charlotte	14	1,296	11	48	57
Remainder of County	38	1,920	32	81	69
Emmet County	25	[illegible]	23	102	124
Petoskey	17	2,130	14	95	118
Remainder of County	8	185	[illegible]	7	6
Genesee County	181	75,991	109	2,090	3,601
Flint	157	74,436	89	2,006	3,527
Remainder of County	24	1,555	20	84	74
Gladwin County	16	988	11	50	30
Gogebic County	35	3,894	25	127	164
Ironwood	20	2,924	11	93	126
Remainder of County	15	970	14	34	38
Grand Traverse County	36	[illegible]	33	140	$179
Traverse City	28	2,490	24	121	165
Remainder of County	8	276	9	19	14
Gratiot County	42	4,886	38	333	282
Alma	21	1,956	14	101	103
Remainder of County	39	2,730	24	232	149
Hillsdale County	38	3,731	31	127	141
Hillsdale	13	1,127	8	49	67
Remainder of County	25	2,574	23	78	74
Houghton County	56	5,951	37	317	356
Hancock	19	1,940	14	124	136
Remainder of County	39	4,011	23	193	233
Huron County	66	6,010	31	[illegible]	342
Ingham County	168	34,051	[illegible]	1,254	1,116
East Lansing	---	---	---	---	---
Lansing	145	32,153	83	1,254	1,972
Remainder of County	23	1,898	17	100	144
Ionia County	36	2,640	29	93	9[illegible]
Ionia	10	753	11	27	[illegible]
Remainder of County	26	1,887	18	[illegible]	[illegible]
Iosco County	9	320	10	14	[illegible]
Iron County	19	1,045	11	[illegible]	[illegible]
Isabella County	43	4,1[illegible]	20	[illegible]	[illegible]
Mount Pleasant	26	3,4[illegible]	1[illegible]	131	192
Remainder of County	15	635	11	[illegible]	[illegible]
Jackson County	109	16,969	66	[illegible]	[illegible]
Jackson	91	15,080	51	[illegible]	[illegible]
Remainder of County	18	889	17	55	[illegible]
Kalamazoo County	134	23,311	78	1,[illegible]	1,[illegible]
Kalamazoo	118	22,612	63	1,[illegible]	1,[illegible]
Remainder of County	16	699	16	[illegible]	42
Kalkaska County	4	146	[illegible]	3	3
Kent County	5[illegible]	90,678	3[illegible]	[illegible]	[illegible]
Grand Rapids	414	84,917	[illegible]	3,409	[illegible]
Remainder of County	9[illegible]	5,761	92	[illegible]	[illegible]
Keweenaw County	2	(x)	(x)	(x)	(x)
Lake County	3	(x)	(x)	(x)	(x)
Lapeer County	31	1,874	[illegible]	76	[illegible]
Lapeer	13	[illegible]	10	[illegible]	41
Remainder of County	18	1,004	1[illegible]	[illegible]	[illegible]
Leelanau County	17	218	15	13	10
Lenawee County	60	[illegible]	61	174	234
Adrian	21	2,41[illegible]	14	103	148
Remainder of County	39	2,792	47	71	86
Livingston County	24	1,595	20	74	62
Luce County	6	828	4	36	65
Mackinac County	15	535	11	31	26
Macomb County	55	5,915	5[illegible]	316	325
East Detroit	1	(x)	(x)	(x)	(x)
Mount Clemens	27	3,564	24	173	[illegible]
Roseville	2	(x)	(x)	(x)	(x)
St. Clair Shores	---	---	---	---	---
Remainder of County	25	2,236	22	136	147
Manistee County	25	1,945	29	121	133
Manistee	17	1,601	19	71	107
Remainder of County	8	344	10	50	26
Marquette County	68	8,023	60	346	499
Ishpeming	22	2,613	18	104	148
Marquette	32	4,773	28	229	338
Negaunee	6	301	6	8	11
Remainder of County	8	335	8	5	5
Mason County	31	2,192	30	95	96
Ludington	16	1,581	13	70	78
Remainder of County	15	521	17	25	18

For footnotes, see end of table.

TABLE 13.—COUNTIES, AND EACH CITY OF MORE THAN 5,000 POPULATION

ESTABLISHMENTS, SALES, PERSONNEL, AND PAY ROLL—Continued

MICHIGAN

STATE, COUNTY, AND CITY	Number of establishments	Sales (add 000)	Active proprietors of unincorporated businesses	Number of employees* (full-time and part-time) Average for year	TOTAL PAY ROLL* (add 000)
Michigan—Con.					
Mecosta County	12	$1,085	8	47	$57
Menominee County	29	3,898	18	183	260
Menominee	18	3,529	10	168	244
Remainder of County	11	369	8	15	16
Midland County	15	1,201	12	113	112
Midland	11	1,005	7	101	99
Remainder of County	4	196	5	12	13
Missaukee County	10	276	8	9	8
Monroe County	47	4,984	37	151	198
Monroe	28	3,276	18	125	169
Remainder of County	19	1,708	19	26	29
Montcalm County	48	4,370	47	282	241
Greenville	9	1,555	7	146	120
Remainder of County	39	2,815	40	136	121
Montmorency County	3	120	5	---	---
Muskegon County	113	15,819	77	571	915
Muskegon	85	11,511	52	465	799
Muskegon Heights	12	1,177	10	50	74
Remainder of County	16	3,131	15	36	42
Newaygo County	17	662	17	23	25
Oakland County	105	29,146	73	875	1,645
Beraley	---	---	---	---	---
Birmingham	5	382	4	9	9
Ferndale	5	5,590	4	61	149
Pontiac	52	18,446	30	623	1,161
Royal Oak	12	2,661	8	116	214
Remainder of County	31	2,067	27	66	112
Oceana County	26	979	24	72	54
Ogemaw County	12	648	9	28	29
Ontonagon County	12	617	10	32	36
Osceola County	26	1,169	22	42	38
Oscoda County	3	66	3	---	---
Otsego County	9	397	8	26	22
Ottawa County	79	6,435	83	248	274
Grand Haven	9	1,000	12	43	45
Holland	26	2,962	19	129	158
Remainder of County	44	2,473	52	76	71
Presque Isle County	13	431	11	16	10
Roscommon County	4	$268	3	6	$8
Saginaw County	188	41,592	116	1,862	2,620
Saginaw	142	37,719	78	1,612	2,437
Remainder of County	46	3,873	38	250	183
St. Clair County	76	18,169	66	1,326	1,811
Port Huron	46	6,032	37	250	308
Remainder of County	30	12,137	29	1,076	1,503
St. Joseph County	43	4,528	32	247	275
Sturgis	16	3,175	13	125	146
Three Rivers	8	515	7	12	20
Remainder of County	19	838	12	110	109
Sanilac County	59	3,514	41	183	186
Schoolcraft County	16	850	19	24	27
Manistique	12	697	15	21	23
Remainder of County	4	153	4	3	4
Shiawassee County	69	5,651	67	238	234
Owosso	32	4,001	30	98	162
Remainder of County	37	1,650	37	140	72
Tuscola County	63	3,199	35	333	239
Van Buren County	63	3,991	56	170	180
Washtenaw County	90	9,867	73	453	667
Ann Arbor	48	5,480	37	285	402
Ypsilanti	15	1,774	14	73	105
Remainder of County	27	2,413	22	95	160
Wayne County	2,940	1,357,154	1,953	28,532	56,069
Dearborn	16	12,405	11	139	224
Detroit	2,763	1,304,451	1,811	27,350	53,937
Ecorse	3	248	4	20	24
Grosse Pointe	1	(x)	(x)	(x)	(x)
Grosse Pointe Farms	---	---	---	---	---
Grosse Pointe Park	1	(x)	(x)	(x)	(x)
Hamtramck	38	16,925	35	339	662
Highland Park	41	6,701	27	210	418
Inkster	1	(x)	(x)	(x)	(x)
Lincoln Park	3	41	3	1	(1)
Plymouth	4	372	4	9	18
River Rouge	12	6,000	5	146	294
Trenton	4	244	4	6	7
Wyandotte	22	2,445	21	94	129
Remainder of County	31	7,200	24	214	373
Wexford County	30	3,172	26	112	148
Cadillac	27	3,092	23	110	145
Remainder of County	3	80	3	2	1

* Employees and pay roll include paid executives of corporations but not the number and compensation of proprietors of unincorporated businesses.
x Withheld to avoid disclosure.
1 Less than $1,000.

TABLE 13.—COUNTIES, AND EACH CITY OF MORE THAN 5,000 POPULATION

ESTABLISHMENTS, SALES, PERSONNEL, AND PAY ROLL

MINNESOTA

STATE, COUNTY, AND CITY	Number of establishments	Sales (add 000)	Average price per establishment (add 000)	Number of employees* average for year	TOTAL PAY ROLL* (add 000)
Minnesota, all establishments	6,460	$1,456,224	4,077	37,523	$60,716
Aitkin County	19	507	13	15	12
Anoka County	15	604	12	22	22
Anoka	10	475	8	18	19
Columbia Heights	---	---	---	---	---
Remainder of County	5	129	4	4	3
Becker County	34	2,187	21	76	74
Detroit Lakes	17	1,499	17	45	51
Remainder of County	17	688	4	31	23
Beltrami County	49	4,039	33	152	177
Bemidji	40	3,851	24	143	168
Remainder of County	9	188	9	9	9
Benton County	25	3,283	26	106	163
St. Cloud (part)	8	2,374	6	82	142
Remainder of County	17	909	20	24	21
Big Stone County	39	2,091	15	69	57
Blue Earth County	108	13,696	82	579	773
Mankato	58	11,270	41	507	706
Remainder of County	50	2,426	41	72	67
Brown County	52	5,654	33	243	229
New Ulm	14	2,381	14	110	118
Remainder of County	38	3,273	19	133	111
Carlton County	30	1,766	29	36	45
Cloquet	12	1,023	12	24	33
Remainder of County	18	743	17	12	12
Carver County	31	2,485	14	110	130
Cass County	22	714	20	17	14
Chippewa County	50	6,035	34	106	121
Montevideo	17	1,503	13	51	61
Remainder of County	33	4,532	21	55	60
Chisago County	30	924	33	34	27
Clay County	97	8,007	46	303	362
Moorhead	25	4,773	14	177	264
Remainder of County	72	3,234	32	126	98
Clearwater County	15	519	6	17	13
Cook County	7	226	7	5	5
Cottonwood County	52	3,224	34	54	60
Crow Wing County	45	3,696	31	129	179
Brainerd	34	3,232	24	120	164
Remainder of County	11	464	7	9	15
Dakota County	100	124,634	94	702	1,245
Hastings	9	376	6	15	20
South St. Paul	68	123,374	66	664	1,202
West St. Paul	---	---	---	---	---
Remainder of County	23	884	22	23	23
Dodge County	23	988	22	22	26
Douglas County	60	3,846	34	130	132
Alexandria	22	2,220	19	76	88
Remainder of County	38	1,626	15	54	44
Faribault County	85	8,060	[illegible]	120	152
Fillmore County	77	5,794	58	165	158
Freeborn County	56	6,853	33	211	275
Albert Lea	30	3,903	16	159	227
Remainder of County	26	2,750	17	52	48
Goodhue County	62	3,517	53	139	160
Red Wing	25	1,947	23	87	99
Remainder of County	37	1,570	30	[illegible]	61
Grant County	48	2,641	11	82	67
Hennepin County	1,421	721,360	810	16,779	30,782
Edina	---	---	---	---	---
Minneapolis	1,365	716,894	762	16,675	30,615
Richfield	5	123	3	1	2
Robbinsdale	1	(x)	(x)	(x)	(x)
St. Louis Park	[illegible]	(x)	(x)	(x)	(x)
Remainder of County	48	4,001	41	93	152
Houston County	18	$1,979	14	25	$24
Hubbard County	19	480	13	12	13
Isanti County	28	1,079	28	37	28
Itasca County	42	2,520	37	77	81
Jackson County	49	4,906	28	103	107
Kanabec County	12	379	6	19	15
Kandiyohi County	70	5,092	42	148	184
Willmar	25	2,764	18	91	132
Remainder of County	45	2,328	24	57	52
Kittson County	61	2,729	36	79	61
Koochiching County	30	1,268	26	35	39
International Falls	16	865	12	22	29
Remainder of County	14	403	16	13	10
Lac qui Parle County	47	3,198	26	79	106
Lake County	9	370	8	8	7
Lake of the Woods County	10	490	8	24	23
Le Sueur County	42	2,894	30	262	186
Lincoln County	40	2,366	22	58	56
Lyon County	88	8,363	66	302	292
McLeod County	60	2,561	42	95	93
Mahnomen County	12	455	7	14	14
Marshall County	74	3,435	42	83	73
Martin County	71	5,861	48	139	174
Fairmont	27	2,272	24	78	95
Remainder of County	44	3,589	24	61	79
Meeker County	51	4,667	34	163	150
Mille Lacs County	27	1,147	24	39	30
Morrison County	49	1,639	40	61	43
Little Falls	22	1,073	17	32	32
Remainder of County	27	566	23	29	11
Mower County	67	5,516	54	160	202
Austin	30	3,194	23	121	169
Remainder of County	37	2,322	31	39	33
Murray County	40	3,162	20	81	101
Nicollet County	31	1,778	20	104	134
St. Peter	8	703	7	67	57
Remainder of County	23	1,075	13	37	47
Nobles County	66	4,673	36	122	123
Worthington	27	2,709	20	79	73
Remainder of County	39	1,964	16	43	50
Norman County	65	2,694	26	114	92
Olmsted County	64	5,890	35	212	295
Rochester	38	4,506	16	189	285
Remainder of County	26	1,384	19	23	30
Otter Tail County	102	6,480	68	207	205
Fergus Falls	27	2,455	17	109	115
Remainder of County	75	4,025	51	98	90
Pennington County	40	5,744	20	201	222
Thief River Falls	31	5,528	16	194	219
Remainder of County	9	216	[illegible]	7	3
Pine County	36	1,187	25	59	57
Pipestone County	48	5,614	21	160	195
Polk County	158	9,105	91	334	360
Crookston	21	2,641	17	114	148
Remainder of County	137	6,464	74	220	212
Pope County	32	2,065	19	59	58
Ramsey County	649	227,107	420	7,559	13,082
St. Paul	630	224,496	400	7,479	12,956
Remainder of County	19	2,611	20	79	126

* Employees and pay roll include paid executives of corporations but not the number and compensation of proprietors of unincorporated businesses.
x Withheld to avoid disclosure.

451724 O - 42 - 63

TABLE 13.—COUNTIES, AND EACH CITY OF MORE THAN 5,000 POPULATION

ESTABLISHMENTS, SALES, PERSONNEL, AND PAY ROLL—Continued

MINNESOTA

STATE, COUNTY, AND CITY	Number of establishments	Sales (add 000)	Active proprietors (not included in payroll statistics)	Number of employees* (including proprietors) Average for year	TOTAL PAY ROLL* (add 000)
Minnesota—Con.					
Red Lake County	35	$1,[illegible]14	17	46	$40
Redwood County	98	5,242	61	102	117
Renville County	92	4,54[illegible]	37	91	92
Rice County	57	[illegible],971	33	127	152
Faribault	16	4,098	15	93	116
Remainder of County	27	983	18	34	36
Rock County	36	2,010	18	74	78
Roseau County	42	2,491	22	72	79
St. Louis County	339	1[illegible],912	188	7,536	5,852
Chisholm	7	970	11	20	30
Duluth	247	100,729	111	3,256	5,419
Ely	3	143	2	4	4
Eveleth	1[illegible]	932	10	19	25
Hibbing	33	3,134	20	108	179
Virginia	37	[illegible],745	15	106	142
Remainder of County	32	1,054	26	23	23
Scott County	42	2,1[illegible]3	28	65	72
Sherburne County	[illegible]	590	15	24	25
St. Cloud (part)	---	-	---	---	---
Remainder of County	20	5[illegible]	15	24	25
Sibley County	25	1,515	19	37	24
Stearns County	112	7,491	78	244	320
St. Cloud (part)	26	4,277	14	147	216
Remainder of County	86	3,214	64	97	104

STATE, COUNTY, AND CITY	Number of establishments	Sales (add 000)	Active proprietors (not included in payroll statistics)	Number of employees* (including proprietors) Average for year	TOTAL PAY ROLL* (add 000)
Steele County	47	$3,454	33	90	$98
Owatonna	28	2,117	24	71	81
Remainder of County	19	1,337	9	19	17
Stevens County	30	2,678	17	68	72
Swift County	55	3,736	21	131	122
Todd County	52	2,068	36	87	80
Traverse County	34	1,744	16	58	55
Wabasha County	38	1,363	30	63	68
Wadena County	30	2,375	17	118	114
Waseca County	41	3,720	31	90	96
Washington County	28	2,530	23	57	70
Stillwater	12	1,240	9	33	44
Remainder of County	16	1,290	14	24	26
Watonwan County	59	4,356	35	154	162
Wilkin County	44	2,795	19	77	72
Winona County	65	6,723	38	297	390
Winona	44	5,714	23	265	363
Remainder of County	21	1,009	15	32	27
Wright County	65	2,137	35	80	69
Yellow Medicine County	55	3,401	38	81	92

* Employees and pay roll include paid executives of corporations but not the number and compensation of proprietors of unincorporated businesses.

TABLE 13.—COUNTIES, AND EACH CITY OF MORE THAN 5,000 POPULATION

ESTABLISHMENTS, SALES, PERSONNEL, AND PAY ROLL

MISSISSIPPI

STATE, COUNTY, AND CITY	Number of establishments	Sales (Thousands)	Active proprietors of unincorporated businesses	Number of employees* Average for year	TOTAL PAY ROLL* (Thousands)
Mississippi, all establishments	1,425	$245,194	1,120	7,928	$8,142
Adams County	58	4,[illegible]	52	224	267
Natchez	58	4,566	52	224	267
Remainder of County	---	---	---	---	---
Alcorn County	34	3,[illegible]	13	135	161
Corinth	19	3,911	12	121	14[illegible]
Remainder of County	6	4[illegible]1	5	14	21
Amite County	2	(x)	(x)	(x)	(x)
Attala County	20	1,[illegible]47	23	2[illegible]	[illegible]
Benton County	3	67	2	1	1
Bolivar County	47	[illegible],750	47	91	114
Calhoun County	11	[illegible]07	9	22	24
Carroll County	7	292	[illegible]	[illegible]	[illegible]
Chickasaw County	21	1,226	1[illegible]	26	31
Choctaw County	8	710	[illegible]	[illegible]	9
Claiborne County	5	419	4	12	16
Clarke County	6	[illegible]91	5	61	30
Clay County	11	8[illegible]9	11	21	22
West Point	11	[illegible]	10	21	22
Remainder of County	---	---	---	---	---
Coahoma County	65	13,174	62	219	276
Clarksdale	57	14,213	56	178	224
Remainder of County	8	[illegible]81	6	41	42
Copiah County	15	1,829	9	127	73
Covington County	1	(x)	(x)	(x)	(x)
De Soto County	5	294	3	10	8
Forrest County	44	7,710	35	312	361
Hattiesburg	44	7,710	35	312	361
Remainder of County	---	---	---	---	---
Franklin County	2	(x)	(x)	(x)	(x)
George County	3	241	3	6	6
Greene County	4	155	4	6	5
Grenada County	16	1,8[illegible]	15	71	97
Grenada	15	(x)	(x)	(x)	(x)
Remainder of County	1	(x)	(x)	(x)	(x)
Hancock County	6	6[illegible]4	6	18	14
Harrison County	52	6,900	39	599	330
Biloxi	18	2,513	11	405	119
Gulfport	34	4,3[illegible]8	28	194	211
Remainder of County	---	---	---	---	---
Hinds County	1[illegible]4	38,[illegible]0	86	1,409	2,[illegible]
Jackson	142	37,008	78	1,[illegible]	1,6[illegible]
Remainder of County	12	990	8	76	37
Holmes County	14	3,149	14	64	7[illegible]
Humphreys County	11	1,963	8	35	41
Issaquena County	---	---	---	---	---
Itawamba County	2	(x)	(x)	(x)	(x)
Jackson County	12	7[illegible]	[illegible]	[illegible]	[illegible]
Pascagoula	7	5[illegible]1	5	[illegible]	[illegible]
Remainder of County	5	2[illegible]	3	1	1
Jasper County	4	1[illegible]	3	5	4
Jefferson County	3	1[illegible]	2	16	7
Jefferson Davis County	4	2[illegible]	4	6	3
Jones County	33	4,59[illegible]	19	1[illegible]4	1[illegible]4
Laurel	[illegible]	4,274	10	1[illegible]	1[illegible]
Remainder of County	3	[illegible]	9	14	3
Kemper County	2	x	x	x	x
Lafayette County	10	[illegible]	7	[illegible]	2[illegible]
Lamar County	3	$[illegible]	2	1	$1
Lauderdale County	[illegible]	(x)	(x)	(x)	(x)
Meridian	[illegible]	[illegible]	51	517	7[illegible]
Remainder of County	[illegible]	(x)	(x)	(x)	(x)
Lawrence County	3	11[illegible]	4	3	2
Leake County	4	2[illegible]4	4	[illegible]	5
Lee County	51	7,7[illegible]	4[illegible]	1[illegible]6	3[illegible]
Tupelo	33	7,[illegible]	[illegible]	[illegible]	317
Remainder of County	18	769	[illegible]	[illegible]	[illegible]
Leflore County	7[illegible]	4[illegible]	[illegible]	[illegible]	[illegible]
Greenwood	[illegible]	4[illegible]	[illegible]	[illegible]	[illegible]
Remainder of County	5	[illegible]	5	[illegible]	[illegible]
Lincoln County	2[illegible]	2,47[illegible]	19	[illegible]	7[illegible]
Brookhaven	14	[illegible]	1[illegible]	[illegible]	[illegible]
Remainder of County	9	3[illegible]	[illegible]	9	5
Lowndes County	2[illegible]	5,017	1[illegible]	1[illegible]4	[illegible]
Columbus	[illegible]	(x)	(x)	(x)	(x)
Remainder of County	1	(x)	(x)	(x)	(x)
Madison County	1[illegible]	2,576	14	42	24
Canton	10	2,[illegible]	11	[illegible]	2[illegible]
Remainder of County	2	349	3	3	[illegible]
Marion County	1[illegible]	1,[illegible]	12	[illegible]	42
Columbia	1[illegible]	[illegible]14	[illegible]	47	4[illegible]
Remainder of County	3	1[illegible]	3	3	2
Marshall County	11	685	[illegible]	28	33
Monroe County	16	1,[illegible]	13	[illegible]	2[illegible]
Montgomery County	12	1,122	12	[illegible]	15
Neshoba County	14	1,[illegible]	[illegible]	44	2[illegible]
Newton County	16	1,457	12	29	29
Noxubee County	15	1,914	15	[illegible]	42
Oktibbeha County	9	668	[illegible]	22	1[illegible]
Panola County	24	2,664	22	41	41
Pearl River County	12	1,215	12	23	21
Picayune	6	4[illegible]	4	16	14
Remainder of County	6	7[illegible]	8	7	7
Perry County	4	178	3	7	[illegible]
Pike County	19	2,414	15	[illegible]	9[illegible]
McComb	14	1,[illegible]	14	61	68
Remainder of County	5	746	1	26	24
Pontotoc County	7	866	[illegible]	18	36
Prentiss County	10	[illegible]	[illegible]	[illegible]	9
Quitman County	10	[illegible]	[illegible]	27	37
Rankin County	[illegible]	x	x	(x)	(x)
Scott County	[illegible]	1,[illegible]	1[illegible]	[illegible]	[illegible]
Sharkey County	6	[illegible]	[illegible]	[illegible]	[illegible]
Simpson County	[illegible]	4[illegible]	[illegible]	[illegible]	[illegible]
Smith County	4	(x)	x	(x)	x
Stone County	4	190	5	3	2
Sunflower County	2[illegible]	6,[illegible]2	1[illegible]	124	14[illegible]
Tallahatchie County	7	857	6	[illegible]	2[illegible]
Tate County	8	440	6	[illegible]	1[illegible]
Tippah County	14	735	9	[illegible]	[illegible]
Tishomingo County	4	166	4	2	3
Tunica County	9	1,104	7	2[illegible]	3[illegible]
Union County	20	2,005	19	47	59
Walthall County	6	[illegible]	6	12	8

* Employees and pay roll include paid executives of corporations but not the number and compensation of proprietors of unincorporated businesses.
x Withheld to avoid disclosure.

TABLE 13.—COUNTIES, AND EACH CITY OF MORE THAN 5,000 POPULATION

ESTABLISHMENTS, SALES, PERSONNEL, AND PAY ROLL—Continued

MISSISSIPPI

STATE, COUNTY, AND CITY	Number of establishments	Sales (add 000)	Active proprietors (without paid employees)	Number of employees* (full-time and part-time) Average for year	TOTAL PAY ROLL* (add 000)
Mississippi—Con.					
Warren County	42	(x)	(x)	(x)	(x)
Vicksburg	41	$10,257	30	344	$592
Remainder of County	1	(x)	(x)	(x)	(x)
Washington County	50	14,758	29	358	512
Greenville	41	11,409	25	324	447
Remainder of County	9	3,349	4	34	65
Wayne County	8	337	6	8	7
Webster County	5	$581	7	35	$18
Wilkinson County	11	1,032	9	36	28
Winston County	12	815	14	24	22
Yalobusha County	22	776	23	21	13
Yazoo County	21	1,935	16	81	95
Yazoo City	15	1,731	10	76	91
Remainder of County	6	204	6	5	4

* Employees and pay roll include paid executives of corporations but not the number and compensation of proprietors of unincorporated businesses.
x Withheld to avoid disclosure.

TABLE 13.—COUNTIES, AND EACH CITY OF MORE THAN 5,000 POPULATION

ESTABLISHMENTS, SALES, PERSONNEL, AND PAY ROLL

MISSOURI

STATE, COUNTY, AND CITY	Number of establishments	Sales (add 000)	Active proprietors (unincorporated business)	Number employees* (including proprietors) Average for year	TOTAL PAY ROLL* (add 000)
Missouri, all establishments	7,649	$2,261,256	5,202	64,375	$106,362
Adair County	35	2,445	29	108	109
Kirksville	29	2,278	24	101	104
Remainder of County	6	167	5	7	5
Andrew County	22	352	21	11	7
Atchison County	31	1,049	26	40	26
Audrain County	31	2,696	23	95	109
Mexico	19	2,167	12	73	91
Remainder of County	12	529	11	22	1
Barry County	38	2,148	21	74	9
Barton County	33	1,334	28	58	43
Bates County	47	1,698	47	47	39
Benton County	13	416	10	14	12
Bollinger County	5	155	4	4	3
Boone County	53	3,557	34	136	147
Columbia	40	2,930	24	121	133
Remainder of County	13	627	10	15	14
Buchanan County	258	86,504	169	2,150	2,838
St. Joseph	153	45,926	77	1,961	2,607
Remainder of County	85	40,578	92	189	229
Butler County	35	3,814	24	142	134
Poplar Bluff	28	3,379	23	129	121
Remainder of County	7	435	1	13	13
Caldwell County	26	657	24	28	14
Callaway County	21	1,064	16	45	37
Fulton	13	554	8	35	31
Remainder of County	8	510	8	10	6
Camden County	4	148	3	9	4
Cape Girardeau County	44	4,711	28	203	236
Cape Girardeau	26	2,742	17	125	154
Remainder of County	18	1,969	11	78	82
Carroll County	46	2,120	43	54	52
Carter County	1	(x)	(x)	(x)	(x)
Cass County	40	1,516	40	56	41
Cedar County	8	793	7	17	14
Chariton County	49	1,686	39	91	55
Christian County	12	786	13	17	16
Clark County	17	567	9	32	27
Clay County	49	17,934	29	497	701
Clinton County	39	1,050	39	24	20
Cole County	37	2,660	14	188	227
Jefferson City	31	2,378	13	172	214
Remainder of County	6	282	1	16	13
Cooper County	28	1,789	27	62	68
Boonville	15	1,392	15	42	58
Remainder of County	13	697	12	20	10
Crawford County	12	446	15	18	14
Dade County	14	$800	13	28	$21
Dallas County	5	314	5	12	6
Daviess County	29	1,014	21	51	30
DeKalb County	25	54	22	24	25
Dent County	18	649	15	57	27
Douglas County	7	516	7	14	9
Franklin County	36	4,201	37	130	151
Kennett	16	1,128	18	40	50
Remainder of County	20	1,173	19	90	101
Franklin County	49	2,577	41	114	151
Washington	16	1,525	19	36	40
Remainder of County	33	1,552	22	78	91
Gasconade County	25	655	22	37	30
Gentry County	38	1,989	29	84	50
Greene County	291	31,259	142	1,354	1,823
Springfield	168	30,363	120	1,315	1,794
Remainder of County	23	896	22	39	29
Grundy County	36	1,344	29	76	80
Trenton	22	1,122	20	58	51
Remainder of County	14	222	9	17	9
Harrison County	40	1,408	40	36	27
Henry County	52	2,955	37	165	131
Clinton	24	1,691	19	110	86
Remainder of County	28	1,264	18	55	45
Hickory County	6	181	5	7	4
Holt County	26	1,484	26	36	30
Howard County	17	1,002	11	33	29
Howell County	28	3,075	23	103	98
Iron County	6	174	5	14	9
Jackson County	1,830	788,247	992	17,975	31,348
Independence	26	2,712	19	93	142
Kansas City	1,474	782,989	947	17,829	31,141
Remainder of County	30	1,566	26	53	65
Jasper County	164	27,667	116	1,152	1,516
Carthage	16	1,149	13	47	51
Joplin (part)	125	24,527	88	1,032	1,389
Webb City	7	504	6	25	41
Remainder of County	14	887	11	48	34
Jefferson County	26	2,295	16	69	93
De Soto	8	592	5	18	21
Remainder of County	18	1,703	11	51	72
Johnson County	43	1,656	45	49	34
Warrensburg	18	968	19	21	16
Remainder of County	25	688	26	28	18
Knox County	14	300	13	9	4
Laclede County	25	1,795	20	81	72
Lebanon	23	(x)	(x)	(x)	(x)
Remainder of County	2	(x)	(x)	(x)	(x)
Lafayette County	62	4,888	57	111	106
Lexington	13	592	12	21	26
Remainder of County	49	2,296	45	90	80

* Employees and pay roll include paid executives of corporations but not the number and compensation of proprietors of unincorporated businesses.
x Withheld to avoid disclosure.

TABLE 13.—COUNTIES, AND EACH CITY OF MORE THAN 5,000 POPULATION

ESTABLISHMENTS, SALES, PERSONNEL, AND PAY ROLL—Continued

MISSOURI

STATE, COUNTY, AND CITY	Number of establishments	Sales (add 000)	Active proprietors of unincorporated business	Number of employees* (full-time and part-time) Average for year	TOTAL PAY ROLL* (add 000)
Missouri—Con.					
Lawrence County	28	$923	24	36	$30
Lewis County	25	1,638	21	62	47
Lincoln County	26	1,280	16	68	[illegible]
Linn County	46	1,818	35	87	75
Brookfield	17	661	13	32	38
Remainder of County	29	1,157	22	55	37
Livingston County	31	3,096	31	152	210
Chillicothe	24	2,846	25	137	200
Remainder of County	7	250	6	15	10
McDonald County	11	[illegible]	11	16	12
Macon County	38	2,270	30	84	[illegible]
Madison County	12	339	11	14	10
Maries County	3	(x)	(x)	(x)	(x)
Marion County	55	4,153	44	228	246
Hannibal	49	3,685	39	211	225
Remainder of County	6	468	5	17	21
Mercer County	16	560	17	14	10
Miller County	19	648	16	21	14
Mississippi County	23	1,776	15	89	70
Charleston	14	1,352	[illegible]	72	58
Remainder of County	9	424	6	17	12
Moniteau County	25	815	19	57	[illegible]
Monroe County	11	469	9	21	18
Montgomery County	23	733	19	41	32
Morgan County	10	379	11	12	9
New Madrid County	21	1,155	13	26	29
Newton County	[illegible]	2,099	22	78	71
Joplin (part)	---	---	---	---	---
Neosho	25	2,025	18	72	68
Remainder of County	4	74	4	6	3
Nodaway County	61	2,258	59	83	71
Maryville	23	1,482	25	51	56
Remainder of County	38	776	34	32	15
Oregon County	10	392	11	11	8
Osage County	6	231	3	10	9
Ozark County	---	---	---	---	---
Pemiscot County	30	2,082	20	72	81
Caruthersville	19	1,546	13	57	63
Remainder of County	11	536	7	15	18
Perry County	15	442	12	15	10
Pettis County	52	4,671	47	210	215
Sedalia	42	4,475	39	202	212
Remainder of County	10	196	8	[illegible]	3
Phelps County	24	1,835	19	57	56
Rolla	15	952	11	43	46
Remainder of County	9	883	[illegible]	14	10
Pike County	25	1,181	19	42	39
Platte County	24	928	22	55	31
Polk County	34	2,046	27	113	69
Pulaski County	23	1,924	17	41	27
Putnam County	15	$677	14	23	$23
Ralls County	11	[illegible]	[illegible]	21	11
Randolph County	40	2,239	28	107	113
Moberly	31	1,863	18	98	108
Remainder of County	9	376	10	9	5
Ray County	28	1,312	22	45	38
Reynolds County	6	166	6	5	5
Ripley County	10	448	10	15	17
St. Charles County	40	1,918	25	[illegible]	77
St. Charles	19	1,104	10	37	47
Remainder of County	21	814	15	32	30
St. Clair County	18	696	15	37	19
St. Francois County	31	4,679	20	174	202
Flat River	16	1,108	13	49	[illegible]
Remainder of County	15	3,571	7	125	154
St. Louis County	139	18,012	78	776	1,260
Clayton	6	161	2	14	18
Ferguson	2	(x)	(x)	(x)	(x)
Kirkwood	14	1,638	12	81	109
Maplewood	18	2,367	10	121	204
Richmond Heights	3	(x)	(x)	(x)	(x)
University City	16	1,524	6	61	86
Webster Groves	7	698	3	40	80
Remainder of County	73	10,125	42	435	649
St. Louis (city)	2,663	1,164,102	1,464	34,367	61,253
Ste. Genevieve County	12	424	[illegible]	23	22
Saline County	43	2,197	38	102	97
Marshall	18	1,264	17	65	65
Remainder of County	25	933	21	37	32
Schuyler County	14	608	13	24	14
Scotland County	16	401	16	12	8
Scott County	32	5,590	20	156	168
Sikeston	29	5,426	18	153	164
Remainder of County	3	164	2	3	4
Shannon County	4	102	2	6	2
Shelby County	26	2,558	19	132	105
Stoddard County	24	1,219	17	41	45
Stone County	7	296	6	25	26
Sullivan County	20	837	18	44	21
Taney County	10	254	9	14	10
Texas County	11	633	[illegible]	18	15
Vernon County	44	2,494	38	101	73
Nevada	27	2,004	25	81	62
Remainder of County	17	490	13	20	11
Warren County	12	418	8	18	13
Washington County	13	356	13	22	23
Wayne County	8	257	8	8	7
Webster County	23	1,137	32	40	25
Worth County	16	368	10	19	10
Wright County	32	1,720	30	60	39

* Employees and pay roll include paid executives of corporations but not the number and compensation of proprietors of unincorporated businesses.
x Withheld to avoid disclosure.

TABLE 13.—COUNTIES, AND EACH CITY OF MORE THAN 5,000 POPULATION

ESTABLISHMENTS, SALES, PERSONNEL, AND PAY ROLL

MONTANA

STATE, COUNTY, AND CITY	Number of establishments	Sales (add 000)	Active proprietors of unincorporated businesses	Number of employees* (full-time and part-time) Average for year	TOTAL PAY ROLL* (add 000)
Montana, all establishments	1,336	$130,584	599	4,132	$6,130
Beaverhead County	12	521	12	10	10
Big Horn County	11	650	7	21	26
Blaine County	19	594	3	33	31
Broadwater County	7	408	8	6	4
Carbon County	32	1,389	23	41	47
Carter County	2	(x)	(x)	(x)	(x)
Cascade County	94	18,053	33	610	1,024
Great Falls	67	15,808	29	539	981
Remainder of County	27	2,245	4	71	43
Chouteau County	52	2,292	7	59	68
Custer County	24	1,959	15	71	98
Miles City	20	1,898	11	70	98
Remainder of County	4	61	4	1	(1)
Daniels County	22	610	7	19	21
Dawson County	27	1,303	11	48	55
Deer Lodge County	9	628	9	18	24
Anaconda	8	(x)	(x)	(x)	(x)
Remainder of County	1	(x)	(x)	(x)	(x)
Fallon County	14	439	7	12	16
Fergus County	76	4,675	23	142	125
Lewistown	22	3,010	13	68	73
Remainder of County	54	1,665	12	74	52
Flathead County	22	2,074	18	55	78
Kalispell	14	1,928	10	54	78
Remainder of County	8	146	8	1	(1)
Gallatin County	32	3,048	16	84	99
Bozeman	14	2,103	8	68	82
Remainder of County	18	945	8	16	17
Garfield County	1	(x)	(x)	(x)	(x)
Glacier County	21	1,442	11	37	52
Golden Valley County	4	136	1	3	2
Granite County	6	128	5	2	(1)
Hill County	64	4,969	21	154	218
Havre	16	2,977	1	104	154
Remainder of County	48	1,992	20	50	64
Jefferson County	9	231	9	2	2
Judith Basin County	28	936	4	27	26
Lake County	20	456	9	19	16
Lewis and Clark County	33	3,974	21	141	229
Helena	28	3,869	17	137	225
Remainder of County	5	105	4	4	4
Liberty County	13	880	3	15	19
Lincoln County	12	$212	11	7	$7
McCone County	10	196	5	6	10
Madison County	10	254	12	4	2
Meagher County	3	30	3	---	---
Mineral County	4	77	3	1	1
Missoula County	37	7,170	14	279	475
Missoula	36	(x)	(x)	(x)	(x)
Remainder of County	1	(x)	(x)	(x)	(x)
Musselshell County	9	595	7	17	22
Park County	23	1,263	16	38	42
Livingston	12	924	9	25	29
Remainder of County	11	339	7	13	13
Petroleum County	3	56	2	2	1
Phillips County	24	750	10	28	28
Pondera County	25	2,835	5	34	49
Powder River County	2	(x)	(x)	(x)	(x)
Powell County	10	295	9	5	5
Prairie County	8	177	3	6	5
Ravalli County	15	336	13	11	8
Richland County	22	1,177	11	51	33
Roosevelt County	35	1,223	10	34	40
Rosebud County	16	657	16	7	5
Sanders County	10	199	9	3	2
Sheridan County	39	844	14	41	37
Silver Bow County	101	28,100	36	788	1,413
Butte	95	24,452	31	668	1,217
Remainder of County	6	3,648	5	120	196
Stillwater County	26	799	11	20	20
Sweet Grass County	9	222	7	2	1
Teton County	35	1,781	7	36	48
Toole County	26	1,696	11	49	66
Treasure County	5	203	3	1	1
Valley County	48	2,698	14	96	118
Wheatland County	8	245	6	4	10
Wibaux County	10	237	5	8	11
Yellowstone County	97	24,400	36	943	1,379
Billings	75	20,513	25	839	1,312
Remainder of County	22	3,887	11	104	67
Yellowstone National Park (part)	---	---	---	---	---

* Employees and pay roll include paid executives of corporations but not the number and compensation of proprietors of unincorporated businesses.
x Withheld to avoid disclosure.
1 Less than $1,000

TABLE 13.—COUNTIES, AND EACH CITY OF MORE THAN 5,000 POPULATION

ESTABLISHMENTS, SALES, PERSONNEL, AND PAY ROLL

NEBRASKA

STATE, COUNTY, AND CITY	Number of establishments	Sales (add 000)	Active proprietors of unincorporated businesses	Number of employees* (full-time and part-time) Average for year	TOTAL PAY ROLL* (add 000)
Nebraska, all establishments	5,391	$566,975	2,338	15,038	$20,723
Adams County	71	7,672	50	408	431
Hastings	50	6,999	39	392	419
Remainder of County	21	673	11	16	12
Antelope County	20	636	17	21	13
Arthur County	2	(x)	(x)	(x)	(x)
Banner County	---	---	---	---	---
Blaine County	5	53	1	5	2
Boone County	30	787	22	36	25
Box Butte County	33	4,109	21	75	100
Alliance	19	3,575	12	58	87
Remainder of County	14	534	9	17	13
Boyd County	8	276	7	14	12
Brown County	14	459	13	16	16
Buffalo County	57	3,872	41	189	177
Kearney	23	2,454	15	107	110
Remainder of County	34	1,418	26	82	67
Burt County	28	952	17	21	19
Butler County	38	1,013	26	42	37
Cass County	40	1,310	21	40	41
Cedar County	35	1,032	26	26	25
Chase County	19	726	14	12	13
Cherry County	25	853	25	18	16
Cheyenne County	63	2,930	39	120	134
Clay County	43	1,093	29	31	26
Colfax County	42	1,892	38	76	54
Cuming County	18	1,246	15	37	31
Custer County	72	2,927	66	88	45
Dakota County	9	688	5	19	21
Dawes County	19	2,290	14	67	33
Dawson County	63	2,137	57	61	44
Deuel County	12	962	7	22	19
Dixon County	22	843	17	16	16
Dodge County	77	4,947	71	176	167
Fremont	42	3,673	54	127	122
Remainder of County	35	1,274	17	49	45
Douglas County	692	392,052	408	8,162	13,177
Omaha	678	390,754	397	8,131	13,146
Remainder of County	14	1,298	11	31	31
Dundy County	14	437	9	15	10
Fillmore County	41	1,792	27	54	47
Franklin County	29	754	16	34	22
Frontier County	17	336	8	9	7
Furnas County	34	607	24	21	16
Gage County	89	4,890	46	192	180
Beatrice	29	2,698	24	127	133
Remainder of County	40	2,192	22	65	47
Garden County	14	424	8	17	16
Garfield County	4	131	3	4	2
Gosper County	7	65	7	---	---
Grant County	1	(x)	(x)	(x)	(x)
Greeley County	9	119	6	5	4
Hall County	86	17,303	54	600	$826
Grand Island	68	13,124	39	536	778
Remainder of County	18	4,179	15	64	48
Hamilton County	25	1,043	13	39	29
Harlan County	22	874	20	32	29
Hayes County	3	111	2	4	3
Hitchcock County	26	1,076	21	15	10
Holt County	31	849	32	28	22
Hooker County	2	(x)	(x)	(x)	(x)
Howard County	29	618	18	24	14
Jefferson County	37	3,081	22	116	117
Fairbury	18	2,352	14	96	101
Remainder of County	19	729	8	20	16
Johnson County	29	1,024	27	22	13
Kearney County	24	610	16	23	16
Keith County	21	1,190	13	26	30
Keya Paha County	6	38	6	---	---
Kimball County	16	742	11	20	18
Knox County	43	816	33	51	30
Lancaster County	185	35,434	82	1,754	2,513
Lincoln	144	33,314	61	1,678	2,446
Remainder of County	39	2,120	21	76	67
Lincoln County	42	4,709	32	154	203
North Platte	32	4,365	27	147	194
Remainder of County	10	344	5	7	9
Logan County	5	49	4	4	(1)
Loup County	5	38	5	—	---
McPherson County	---	---	---	---	---
Madison County	62	5,512	44	239	287
Norfolk	38	4,381	29	217	268
Remainder of County	24	1,131	15	22	19
Merrick County	23	1,591	12	77	76
Morrill County	25	579	24	19	12
Nance County	16	534	13	13	12
Nemaha County	34	1,603	30	57	41
Nuckolls County	37	1,122	17	54	49
Otoe County	67	4,586	47	127	136
Nebraska City	23	3,263	16	83	108
Remainder of County	44	1,323	31	44	28
Pawnee County	27	588	21	27	20
Perkins County	21	1,270	15	51	33
Phelps County	27	2,440	17	106	141
Pierce County	21	843	18	37	17
Platte County	52	2,252	31	105	92
Columbus	30	1,791	18	80	70
Remainder of County	22	461	13	25	22
Polk County	16	554	9	20	16
Red Willow County	33	2,657	26	73	80
McCook	16	2,333	14	63	72
Remainder of County	17	324	12	10	8
Richardson County	44	2,557	41	108	85
Falls City	19	1,409	21	61	63
Remainder of County	25	1,148	20	47	22
Rock County	9	86	8	4	2
Saline County	41	1,768	32	51	24

For footnotes, see end of table.

TABLE 13.—COUNTIES, AND EACH CITY OF MORE THAN 5,000 POPULATION

ESTABLISHMENTS, SALES, PERSONNEL, AND PAY ROLL—Continued

NEBRASKA

STATE, COUNTY, AND CITY	Number of establishments	Sales (add 000)	Active proprietors (whole and part-time businesses)	Number of employees* (full-time and part-time) Average for year	TOTAL PAY ROLL* (add 000)
Nebraska—Con.					
Sarpy County	4	$91	3	4	$4
Saunders County	54	1,687	37	63	50
Scotts Bluff County	65	8,180	56	386	362
Scottsbluff	36	4,244	30	187	221
Remainder of County	29	3,936	26	199	141
Seward County	46	1,235	33	44	36
Sheridan County	21	719	17	34	19
Sherman County	11	143	11	3	1
Sioux County	3	35	3	---	---
Stanton County	8	177	5	11	9
Thayer County	42	1,207	26	63	30
Thomas County	2	(x)	(x)	(x)	(x)
Thurston County	18	$650	9	71	$34
Valley County	15	432	14	19	16
Washington County	20	880	14	38	52
Wayne County	19	697	11	36	36
Webster County	53	1,192	17	58	33
Wheeler County	3	11	1	2	(‡)
York County	41	2,519	38	54	45
York	18	2,118	18	40	35
Remainder of County	23	401	20	14	10

* Employees and pay roll include paid executives of corporations but not the number and compensation of proprietors of unincorporated businesses.
x Withheld to avoid disclosure.
‡ Less than $1,000.

TABLE 13.—COUNTIES, AND EACH CITY OF MORE THAN 5,000 POPULATION

ESTABLISHMENTS, SALES, PERSONNEL, AND PAY ROLL

NEVADA

STATE, COUNTY, AND CITY	Number of establishments	Sales (add 000)	Active proprietors of unincorporated businesses	Number of employees* (full-time and part-time) Average for year	TOTAL PAY ROLL* (add 000)
Nevada, all establishments	176	$23,249	108	733	$1,296
Churchill County	7	656	4	20	36
Clark County	29	3,446	20	94	155
Las Vegas	24	3,181	17	87	145
Remainder of County	5	265	3	7	10
Douglas County	4	249	5	4	4
Elko County	15	1,388	12	35	54
Esmeralda County	4	100	3	3	4
Eureka County	2	(x)	(x)	(x)	(x)
Humboldt County	10	1,173	9	18	36
Lander County	4	164	3	2	3
Lincoln County	4	$213	4	5	$7
Lyon County	8	290	6	9	6
Mineral County	2	(x)	(x)	(x)	(x)
Nye County	7	481	4	12	19
Ormsby County	3	297	1	8	20
Pershing County	5	254	5	6	11
Storey County	---	-	---	---	---
Washoe County	58	13,020	20	473	861
Reno	50	10,796	16	401	745
Sparks	1	(x)	(x)	(x)	(x)
Remainder of County	7	(x)	(x)	(x)	(x)
White Pine County	14	1,319	10	39	71

* Employees and pay roll include paid executives of corporations but not the number and compensation of proprietors of unincorporated businesses.
x Withheld to avoid disclosure.

TABLE 13.—COUNTIES, AND EACH CITY OF MORE THAN 5,000 POPULATION

[illegible]

NEW HAMPSHIRE

STATE, COUNTY, AND CITY	Number of establishments	Sales (add 000)	Active proprietors (Number engaged in business for year)	Number of employees* (Number for week nearest December 15)	TOTAL PAY ROLL* (add 000)	STATE, COUNTY, AND CITY	[illegible]	Sales	Active [illegible]	[illegible]	TOTAL PAY ROLL* (add 000)
New Hampshire, all establishments	563	$64,263	198	2,534	$3,735	Merrimack County	[illegible]	[illegible]	[illegible]	[illegible]	$3[illegible]
						Concord	[illegible]	[illegible]	14	[illegible]	325
Belknap County	17	2,561	8	91	[illegible]	Franklin	[illegible]	[illegible]	2	28	29
Laconia	13	1,896	6	63	93	Remainder of County	[illegible]	546	[illegible]	7	[illegible]
Remainder of County	4	665	2	28	62						
Carroll County	13	943	14	[illegible]	55	Rockingham County	[illegible]	[illegible]	18	229	37[illegible]
						Derry town [1]	[illegible]	[illegible]		17	34
Cheshire County	23	4,830	13	155	202	Exeter town [1]	[illegible]	x	x	x	(x)
Keene	19	4,306	9	140	183	Portsmouth	[illegible]	4,322	[illegible]	184	266
Remainder of County	4	524	4	15	19	Remainder of County	[illegible]	x	(x)	(x	(x)
Coos County	35	4,094	22	125	[illegible]						
Berlin	26	2,622	18	96	[illegible]	Strafford County	[illegible]	3,259	10	122	[illegible]
Remainder of County	9	1,472	4	29		Dover	13	[illegible]	4	95	132
						Rochester	[illegible]		[illegible]	2[illegible]	[illegible]
Grafton County	32	4,067	17	147	[illegible]	Somersworth	[illegible]	[illegible]	x	x	(x)
Lebanon town [1]	7	798	5	54	[illegible]	Remainder of County	[illegible]	x	x	x	(x)
Remainder of County	25	3,269	12	93	[illegible]						
Hillsborough County	135	29,803	70	1,314	1,926	Sullivan County	[illegible]	[illegible]	[illegible]	77	[illegible]
Manchester	101	24,367	51	1,132	1,671	Claremont town [1]	[illegible]	1,777	4	[illegible]	[illegible]
Nashua	23	4,711	10	161	230	Newport town [1]	[illegible]	x	x	x	x
Remainder of County	11	725	9	21	25	Remainder of County	[illegible]	(x)	x	x	x

* Employees and pay roll include paid executives of corporations but not the number and compensation of proprietors of unincorporated businesses.
x Withheld to avoid disclosure.
1 Classified as urban under special rule.

TABLE 13.—COUNTIES, AND EACH CITY OF MORE THAN 5,000 POPULATION

ESTABLISHMENTS, SALES, PERSONNEL, AND PAY ROLL

NEW JERSEY

STATE, COUNTY, AND CITY	Number of establishments	Sales (add 000)	Active proprietors of unincorporated business	Number of employees* Full-time and part-time Average for year	TOTAL PAY ROLL* (add 000)
New Jersey, all establishments	3,531	$1,075,302	1,928	36,609	$64,412
Atlantic County	147	24,590	93	988	1,517
Atlantic City	104	18,996	54	795	1,223
Hammonton	12	(x)	(x)	(x)	(x)
Pleasantville	10	3,261	4	107	188
Ventnor City	1	(x)	(x)	(x)	(x)
Remainder of County	20	1,606	24	63	74
Bergen County	138	46,550	54	1,202	2,332
Bergenfield	4	141	2	6	8
Bogota	5	968	2	18	41
Carlstadt	2	(x)	(x)	(x)	(x)
Cliffside Park	3	234	2	7	6
Dumont	1	(x)	(x)	(x)	(x)
East Rutherford	11	7,744	---	174	347
Englewood	10	2,029	3	95	175
Fair Lawn	1	(x)	(x)	(x)	(x)
Fairview	3	122	2	4	4
Fort Lee	2	(x)	(x)	(x)	(x)
Garfield	13	1,684	11	70	135
Glen Rock	---	---	---	---	---
Hackensack	38	13,075	18	355	672
Hasbrouck Heights	1	(x)	(x)	(x)	(x)
Leonia	---	---	---	---	---
Lodi	---	---	---	---	---
Lyndhurst (twp.) [1]	5	3,442	---	47	83
North Arlington	---	---	---	---	---
Palisades Park	1	(x)	(x)	(x)	(x)
Ridgefield	5	1,109	---	29	58
Ridgefield Park	3	1,886	1	72	119
Ridgewood	5	261	2	21	33
Rutherford	3	242	3	5	5
Teaneck (twp.) [1]	4	87	2	5	4
Tenafly	---	---	---	---	---
Wallington	2	(x)	(x)	(x)	(x)
Westwood	---	---	---	---	---
Wood-Ridge	1	(x)	(x)	(x)	(x)
Remainder of County	15	4,074	5	196	326
Burlington County	32	7,712	23	154	226
Burlington	3	(x)	(x)	(x)	(x)
Palmyra	1	(x)	(x)	(x)	(x)
Remainder of County	28	6,515	21	135	188
Camden County	168	34,049	106	1,521	2,479
Audubon	2	(x)	(x)	(x)	(x)
Camden	138	27,871	86	1,236	1,975
Collingswood	2	(x)	(x)	(x)	(x)
Gloucester City	8	2,353	7	150	268
Haddonfield	2	(x)	(x)	(x)	(x)
Haddon Heights	---	---	---	---	---
Pennsauken (twp.) [1]	3	74	3	2	2
Remainder of County	13	1,715	6	66	107
Cape May County	30	2,760	14	123	179
Wildwood	18	1,192	10	56	67
Remainder of County	12	1,568	4	67	112
Cumberland County	81	12,180	60	778	637
Bridgeton	21	5,270	8	202	229
Millville	12	1,005	8	62	65
Vineland	22	2,889	20	119	139
Remainder of County	26	3,016	24	395	204
Essex County	1,153	420,146	572	14,139	26,337
Belleville	7	886	6	47	92
Bloomfield	22	4,124	12	311	488
East Orange	24	3,974	8	211	344
Glen Ridge	---	---	---	---	---
Irvington	49	6,865	23	305	627
Maplewood (twp.) [1]	4	131	3	7	11
Milburn (twp.) [1]	2	(x)	(x)	(x)	(x)
Montclair	10	1,030	3	62	86
Newark	1,006	397,832	501	13,000	24,328
Nutley	4	235	3	13	35
Orange	14	3,197	6	109	200
South Orange	1	(x)	(x)	(x)	(x)
Verona	1	(x)	(x)	(x)	(x)
West Orange	2	(x)	(x)	(x)	(x)
Remainder of County	7	1,157	3	41	69
Gloucester County	34	6,726	26	135	215
Paulsboro	7	(x)	(x)	(x)	(x)
Pitman	2	(x)	(x)	(x)	(x)
Woodbury	5	190	5	11	17
Remainder of County	20	3,408	17	90	146
Hudson County	439	228,589	215	7,012	12,361
Bayonne	52	23,500	24	442	815
Guttenberg	4	198	2	13	18
Harrison	14	6,004	1	361	455
Hoboken	55	42,336	26	1,508	2,370
Jersey City	219	128,213	108	3,735	6,794
Hudson County—Con.					
Kearny	12	$15,236	5	255	$577
North Bergen (twp.) [1]	18	5,169	4	216	426
Secaucus	3	1,181	1	20	51
Union City	39	5,910	24	338	656
Weehawken (twp.) [1]	2	(x)	(x)	(x)	(x)
West New York	20	2,333	15	92	149
Remainder of County	1	(x)	(x)	(x)	(x)
Hunterdon County	21	6,175	12	220	356
Mercer County	209	41,191	113	1,902	3,000
Princeton	---	---	---	---	---
Trenton	189	36,352	105	1,694	2,651
Remainder of County	20	4,839	8	208	349
Middlesex County	181	62,064	96	2,054	3,584
Carteret	7	10,633	2	248	477
Dunellen	3	2,341	1	89	132
Highland Park	2	(x)	(x)	(x)	(x)
Metuchen	1	(x)	(x)	(x)	(x)
New Brunswick	85	14,404	31	528	966
Perth Amboy	63	21,294	34	670	1,257
Sayreville	1	(x)	(x)	(x)	(x)
South Amboy	2	(x)	(x)	(x)	(x)
South Plainfield	1	(x)	(x)	(x)	(x)
South River	5	400	3	39	46
Woodbridge (twp.) [1]	5	327	7	12	14
Remainder of County	26	9,393	16	374	476
Monmouth County	150	23,605	73	987	1,570
Asbury Park	26	5,901	7	248	431
Freehold	13	(x)	(x)	(x)	(x)
Keyport	1	(x)	(x)	(x)	(x)
Long Branch	27	4,829	12	159	244
Neptune (twp.) [1]	15	2,017	9	118	144
Red Bank	17	1,905	10	117	181
Remainder of County	51	7,975	22	304	517
Morris County	66	10,806	41	328	562
Boonton	---	---	---	---	---
Dover	18	3,441	10	102	188
Madison	1	(x)	(x)	(x)	(x)
Morristown	34	4,672	23	158	258
Remainder of County	13	(x)	(x)	(x)	(x)
Ocean County	37	3,826	20	146	215
Passaic County	356	74,458	229	2,828	4,902
Clifton	16	3,722	7	165	304
Haledon	4	579	4	19	25
Hawthorne	5	181	2	7	8
Passaic	98	26,808	71	904	1,674
Paterson	226	41,625	142	1,688	2,832
Prospect Park	2	(x)	(x)	(x)	(x)
Totowa	1	(x)	(x)	(x)	(x)
Remainder of County	6	1,423	2	29	40
Salem County	34	3,731	24	144	195
Penns Grove	6	940	3	61	104
Salem	12	1,313	7	35	52
Remainder of County	16	1,478	14	48	39
Somerset County	39	6,872	29	218	426
Bound Brook	4	248	2	14	15
Manville	---	---	---	---	---
North Plainfield	4	522	3	13	43
Somerville	18	5,324	12	150	323
Remainder of County	13	578	12	41	45
Sussex County	24	2,374	19	84	119
Newton	11	834	5	36	53
Remainder of County	13	1,540	14	48	66
Union County	168	51,988	92	1,456	2,891
Cranford (twp.) [1]	1	(x)	(x)	(x)	(x)
Elizabeth	93	24,632	51	703	1,220
Hillside (twp.) [1]	9	1,187	8	45	84
Linden	10	10,607	5	324	583
Plainfield	25	9,614	12	147	426
Rahway	7	2,060	4	58	108
Roselle	2	(x)	(x)	(x)	(x)
Roselle Park	1	(x)	(x)	(x)	(x)
Summit	6	308	3	20	37
Union (twp.) [1]	7	2,090	7	109	283
Westfield	---	---	---	---	---
Remainder of County	7	1,155	1	40	81
Warren County	26	5,112	15	180	309
Phillipsburg	13	1,939	8	80	112
Remainder of County	13	3,173	7	100	197

* Employees and pay roll include paid executives of corporations but not the number and compensation of proprietors of unincorporated businesses.

x Withheld to avoid disclosure.

[1] Classified as urban under special rule.

TABLE 13.—COUNTIES, AND EACH CITY OF MORE THAN 5,000 POPULATION

ESTABLISHMENTS, SALES, PERSONNEL, AND PAY ROLL

NEW MEXICO

STATE, COUNTY, AND CITY	Number of establishments	Sales (add 000)	Active proprietors of unincorporated businesses	Number of employees* (full-time and part-time) Average for year	TOTAL PAY ROLL* (add 000)
New Mexico, all establishments	542	$66,387	414	2,463	$3,197
Bernalillo County	90	19,577	50	848	1,263
Albuquerque	84	18,992	47	821	1,256
Remainder of County	6	585	3	27	25
Catron County	1	(x)	(x)	(x)	(x)
Chaves County	46	6,098	38	177	200
Roswell	38	5,859	28	162	186
Remainder of County	8	239	10	15	14
Colfax County	22	2,051	20	63	79
Raton	12	1,796	10	60	77
Remainder of County	10	255	10	3	2
Curry County	40	5,276	34	169	192
Clovis	28	3,390	22	107	137
Remainder of County	12	1,886	12	62	55
De Baca County	7	191	9	7	7
Dona Ana County	23	2,591	18	83	98
Las Cruces	13	1,878	10	60	72
Remainder of County	10	713	8	23	26
Eddy County	36	2,636	24	83	115
Carlsbad	16	1,148	11	32	40
Remainder of County	20	1,488	13	51	75
Grant County	17	1,864	12	52	74
Silver City	13	1,720	10	48	70
Remainder of County	4	144	2	4	4
Guadalupe County	13	733	12	20	23
Harding County	4	94	4	1	3
Hidalgo County	7	850	10	13	14
Lea County	40	6,297	18	182	228
Hobbs	29	4,993	14	149	181
Remainder of County	11	1,304	4	33	47
Lincoln County	6	162	5	14	11
Luna County	6	$344	5	7	$6
McKinley County	12	3,786	10	146	206
Gallup	11	(x)	(x)	(x)	(x)
Remainder of County	1	(x)	(x)	(x)	(x)
Mora County	2	(x)	(x)	(x)	(x)
Otero County	11	997	8	56	70
Quay County	20	1,088	13	30	28
Tucumcari	8	471	5	13	14
Remainder of County	12	597	8	17	14
Rio Arriba County	5	256	6	7	6
Roosevelt County	17	967	16	45	37
Portales	11	737	10	36	28
Remainder of County	6	230	6	9	9
Sandoval County	2	(x)	(x)	(x)	(x)
San Juan County	9	947	8	21	29
San Miguel County	15	2,657	10	130	151
Las Vegas (city)	15	2,657	10	130	151
Las Vegas (town)	---	---	---	---	---
Remainder of County	---	---	---	---	---
Santa Fe County	22	(x)	(x)	(x)	(x)
Santa Fe	21	4,289	17	224	263
Remainder of County	1	(x)	(x)	(x)	(x)
Sierra County	8	299	7	14	14
Socorro County	10	528	9	13	16
Taos County	6	191	4	6	5
Torrance County	19	479	14	16	13
Union County	15	833	16	24	23
Valencia County	11	345	10	9	11

* Employees and pay roll include paid executives of corporations but not the number and compensation of proprietors of unincorporated businesses.
x Withheld to avoid disclosure.

TABLE 13.—COUNTIES, AND EACH CITY OF MORE THAN 5,000 POPULATION

ESTABLISHMENTS, SALES, PERSONNEL, AND PAY ROLL

NEW YORK

STATE, COUNTY, AND CITY	Number of establishments	Sales (add 000)	Active proprietors of unincorporated businesses	Number of employees* full-time and part-time Average for year	TOTAL PAY ROLL* (add 000)
New York, all establishments	30,389	$14,508,479	19,577	292,807	$631,525
Albany County	409	125,013	201	4,539	8,011
Albany	349	108,849	160	4,056	7,287
Cohoes	12	2,166	11	40	43
Watervliet	17	1,708	15	87	119
Remainder of County	31	14,290	15	356	562
Allegany County	41	4,656	19	198	281
Wellsville	11	2,667	3	103	147
Remainder of County	30	1,989	16	95	134
Bronx County	862	226,323	650	7,663	14,129
Bronx Borough (coextensive with Bronx County)	862	226,323	650	7,663	14,129
Broome County	176	38,389	102	1,713	2,607
Binghamton	154	33,075	89	1,525	2,288
Endicott	5	1,729	2	89	163
Johnson City	6	1,543	5	46	71
Remainder of County	11	2,042	6	53	85
Cattaraugus County	58	7,249	33	297	361
Olean	32	5,912	18	211	274
Salamanca	10	570	7	26	28
Remainder of County	14	767	8	60	59
Cayuga County	71	6,837	59	324	444
Auburn	56	6,002	45	284	405
Remainder of County	15	835	14	30	39
Chautauqua County	133	17,417	91	905	1,174
Dunkirk	18	1,343	11	138	119
Fredonia	10	1,091	4	150	192
Jamestown	78	13,398	55	533	775
Remainder of County	27	1,585	21	84	88
Chemung County	101	21,048	61	954	1,569
Elmira	83	18,694	46	837	1,387
Remainder of County	18	2,354	15	117	182
Chenango County	35	6,037	20	167	285
Norwich	20	4,354	15	121	233
Remainder of County	15	1,683	5	46	52
Clinton County	50	9,773	30	358	555
Plattsburgh	34	6,130	19	227	382
Remainder of County	16	3,643	11	131	173
Columbia County	39	3,407	29	113	177
Hudson	28	2,873	20	94	158
Remainder of County	11	534	[illegible]	19	19
Cortland County	39	3,334	26	158	221
Cortland	26	2,324	15	120	179
Remainder of County	13	1,010	11	38	42
Delaware County	49	4,787	26	185	238
Dutchess County	90	16,141	51	615	977
Beacon	2	(x)	(x)	(x)	(x)
Poughkeepsie	69	14,120	36	516	850
Remainder of County	19	(x)	(x)	(x)	(x)
Erie County	1,107	444,448	591	10,989	20,570
Buffalo	1,021	430,270	527	10,639	19,989
Depew	2	(x)	(x)	(x)	(x)
East Aurora	8	378	5	19	29
Hamburg	3	(x)	(x)	(x)	(x)
Kenmore	5	247	4	6	11
Lackawanna	11	2,627	9	50	98
Lancaster	5	258	8	10	12
Tonawanda	13	2,469	9	[illegible]	106
Remainder of County	39	7,950	26	182	306
Essex County	26	1,992	14	80	[illegible]
Saranac Lake (part)	3	111	3	5	6
Remainder of County	23	1,881	11	75	86
Franklin County	56	6,996	41	261	349
Malone	24	2,821	22	91	118
Saranac Lake (part)	16	2,330	10	104	152
Tupper Lake	5	306	5	12	13
Remainder of County	11	1,539	4	54	66
Fulton County	58	13,062	48	310	718
Gloversville	46	10,582	38	207	439
Johnstown	12	2,480	10	103	279
Remainder of County	---	---	---	---	---
Genesee County	45	7,297	24	385	398
Batavia	21	3,392	14	127	201
Remainder of County	24	3,905	10	262	197
Greene County	13	$1,785	10	82	$104
Catskill	8	1,446	7	58	97
Remainder of County	5	339	3	[illegible]	7
Hamilton County	3	85	3	7	9
Herkimer County	39	4,476	33	134	168
Herkimer	[illegible]	(x)	(x)	(x)	(x)
Ilion	1	(x)	(x)	(x)	(x)
Little Falls	11	1,522	6	55	73
Remainder of County	23	2,416	23	63	76
Jefferson County	106	14,431	64	603	883
Watertown	69	11,546	37	477	739
Remainder of County	37	2,885	27	126	144
Kings County	2,523	627,985	1,779	21,048	39,722
Brooklyn Borough (coextensive with Kings County)	2,523	627,985	1,779	21,048	39,722
Lewis County	12	1,217	6	39	47
Livingston County	53	[illegible]	25	151	106
Madison County	40	4,[illegible]	18	138	181
Oneida	18	[illegible]	[illegible]	55	72
Remainder of County	22	3,282	[illegible]	83	[illegible]
Monroe County	813	148,874	354	5,551	8,381
East Rochester	2	(x)	(x)	(x)	(x)
Irondequoit town [1]	1	(x)	(x)	(x)	(x)
Rochester	574	144,841	330	5,251	9,022
Remainder of County	36	3,540	19	223	258
Montgomery County	55	10,810	30	322	445
Amsterdam	35	5,829	21	204	278
Remainder of County	20	4,981	9	118	167
Nassau County	209	53,823	97	2,185	4,223
Cedarhurst	3	68	2	1	2
East Rockaway	---	---	---	---	---
Floral Park	5	528	4	16	41
Freeport	14	2,277	9	117	198
Garden City	9	2,510	2	231	448
Glen Cove	7	357	3	29	48
Great Neck	[illegible]	1,605	1	67	130
Hempstead	35	4,860	18	216	432
Long Beach	3	(x)	(x)	(x)	(x)
Lynbrook	11	1,498	4	[illegible]	167
Malverne	1	(x)	(x)	(x)	(x)
Mineola	20	8,947	4	289	503
Rockville Centre	12	1,080	9	52	111
Valley Stream	6	196	4	21	28
Williston Park	1	(x)	(x)	(x)	(x)
Remainder of County	74	29,775	34	1,052	2,112
New York County	19,997	11,883,147	13,077	203,427	472,730
Manhattan Borough (coextensive with New York County)	19,997	11,883,147	13,077	203,427	472,730
Niagara County	108	14,022	67	704	1,085
Lockport	19	2,467	12	110	177
Niagara Falls	61	6,773	[illegible]	269	441
North Tonawanda	15	2,998	6	246	397
Remainder of County	13	1,784	9	[illegible]	70
Oneida County	283	57,220	177	2,220	3,492
Rome	28	3,268	13	125	187
Utica	222	49,201	147	1,939	3,088
Remainder of County	33	4,751	17	156	217
Onondaga County	472	168,256	250	4,831	8,629
Solvay	1	(x)	(x)	(x)	(x)
Syracuse	456	164,441	240	4,729	8,453
Remainder of County	15	(x)	(x)	(x)	(x)
Ontario County	[illegible]	6,476	38	321	303
Canandaigua	13	634	15	57	35
Geneva	24	3,263	17	100	148
Remainder of County	23	2,579	6	164	120
Orange County	157	31,935	100	1,164	1,852
Middletown	42	7,414	25	245	406
Newburgh	67	13,533	41	588	918
Port Jervis	18	2,005	17	67	91
Remainder of County	30	8,983	17	264	437
Orleans County	42	4,164	36	230	259
Medina	7	690	6	57	74
Remainder of County	35	3,474	30	173	185

* Employees and pay roll include paid executives of corporations but not the number and compensation of proprietors of unincorporated businesses.
x Withheld to avoid disclosure.
1 Classified as urban under special rule.

TABLE 13.—COUNTIES, AND EACH CITY OF MORE THAN 5,000 POPULATION

ESTABLISHMENTS, SALES, PERSONNEL, AND PAY ROLL—Continued

NEW YORK

STATE, COUNTY, AND CITY	Number of establishments	Sales (add 000)	Active proprietors of unincorporated businesses	Number of employees* (full-time and part-time) Average for year	TOTAL PAY ROLL* (add 000)
New York—Con.					
Oswego County	63	$7,269	45	267	$399
Fulton	13	1,725	11	67	109
Oswego	31	3,242	24	142	190
Remainder of County	19	2,302	10	58	100
Otsego County	46	6,674	28	238	336
Oneonta	29	5,166	14	201	292
Remainder of County	17	1,508	14	37	44
Putnam County	7	508	4	20	33
Queens County	584	200,384	262	8,748	17,258
Queens Borough (coextensive with Queens County)	584	200,384	262	8,748	17,258
Rensselaer County	116	31,192	64	1,083	1,676
Rensselaer	7	3,850	1	115	166
Troy	101	23,106	61	905	1,391
Remainder of County	8	4,236	2	63	119
Richmond County	76	16,413	59	519	957
Richmond Borough (coextensive with Richmond County)	76	16,413	59	519	957
Rockland County	32	4,549	18	152	259
Haverstraw	4	886	3	18	29
Nyack	8	1,279	4	37	56
Remainder of County	20	2,384	11	97	174
St. Lawrence County	58	9,528	57	390	526
Massena	9	733	6	36	37
Ogdensburg	24	4,377	14	167	251
Remainder of County	55	4,418	37	187	238
Saratoga County	23	4,641	11	164	239
Mechanicville	2	(x)	(x)	(x)	(x)
Saratoga Springs	15	3,088	10	83	119
Remainder of County	6	(x)	(x)	(x)	(x)
Schenectady County	106	24,180	71	850	1,253
Schenectady	99	23,503	68	816	1,207
Scotia	4	359	3	10	15
Remainder of County	3	318	- -	24	31
Schoharie County	12	1,104	10	24	27
Schuyler County	14	1,613	11	58	71
Seneca County	22	1,798	21	80	115
Seneca Falls	8	497	7	13	13
Remainder of County	14	1,301	14	67	102
Steuben County	78	8,669	48	350	420
Corning	21	2,372	15	94	126
Hornell	19	2,978	12	118	158
Remainder of County	38	3,319	21	138	136
Suffolk County	162	25,026	98	942	1,548
Amityville	6	972	2	51	108
Patchogue	12	2,538	5	95	171
Remainder of County	144	21,516	91	796	1,269
Sullivan County	53	$8,625	35	246	$387
Tioga County	14	908	12	33	40
Owego	10	742	9	25	33
Waverly	3	(x)	(x)	(x)	(x)
Remainder of County	1	(x)	(x)	(x)	(x)
Tompkins County	29	3,790	18	172	231
Ithaca	26	3,524	15	141	196
Remainder of County	3	266	3	31	35
Ulster County	107	18,186	94	657	1,022
Kingston	78	14,177	75	522	823
Remainder of County	29	4,009	19	135	199
Warren County	39	5,540	25	248	406
Glens Falls	31	4,840	21	225	379
Remainder of County	8	700	4	23	29
Washington County	21	2,261	15	84	127
Hudson Falls	1	(x)	(x)	(x)	(x)
Remainder of County	20	(x)	(x)	(x)	(x)
Wayne County	83	7,430	32	528	809
Newark	14	2,855	5	165	262
Remainder of County	49	4,575	27	363	347
Westchester County	397	117,132	242	3,419	6,680
Bronxville	---	---	---	---	---
Dobbs Ferry	---	---	---	---	---
Hastings-on-Hudson	1	(x)	(x)	(x)	(x)
Larchmont	1	(x)	(x)	(x)	(x)
Mamaroneck	[illegible]	1,646	4	62	177
Mount Kisco	5	587	8	36	52
Mount Vernon	100	25,004	52	910	1,813
New Rochelle	39	10,639	23	295	558
North Pelham	---	---	- -	---	---
North Tarrytown	7	(x)	(x)	(x)	(x)
Ossining	[illegible]	2,102	4	81	173
Peekskill	17	1,801	9	81	130
Pelham Manor	1	(x)	(x)	(x)	(x)
Port Chester	30	4,232	20	144	243
Rye	1	(x)	(x)	(x)	(x)
Scarsdale	---	---	---	---	---
Tarrytown	5	2,150	---	69	162
Tuckahoe	---	---	---	-	---
White Plains	35	5,397	12	267	480
Yonkers	116	32,285	96	1,050	1,986
Remainder of County	22	11,643	6	271	545
Wyoming County	20	1,550	14	129	99
Yates County	9	672	6	55	32
Penn Yan	7	(x)	(x)	(x)	(x)
Remainder of County	2	(x)	(x)	(x)	(x)

* Employees and pay roll include paid executives of corporations but not the number and compensation of proprietors of unincorporated businesses.
x withheld to avoid disclosure.

TABLE 13.—COUNTIES, AND EACH CITY OF MORE THAN 5,000 POPULATION

ESTABLISHMENTS, SALES, PERSONNEL, AND PAY ROLL

NORTH CAROLINA

STATE, COUNTY, AND CITY	Number of establishments	Sales (add 000)	Active proprietors of unincorporated businesses	Number of employees* (full-time and part-time) Average for year	TOTAL PAY ROLL* (add 000)
North Carolina, all establishments	2,859	$831,251	2,075	30,347	$33,858
Alamance County	38	9,177	27	244	318
Burlington	23	6,877	18	179	239
Remainder of County	15	2,300	9	65	79
Alexander County	4	229	3	10	6
Alleghany County	---	---	---	---	---
Anson County	12	2,155	5	45	65
Ashe County	16	1,210	20	52	32
Avery County	2	(x)	(x)	(x)	(x)
Beaufort County	54	7,500	43	461	370
Washington	35	6,077	26	267	297
Remainder of County	19	1,423	17	194	73
Bertie County	7	748	5	31	24
Bladen County	11	1,405	9	56	40
Brunswick County	5	139	7	4	4
Buncombe County	111	19,035	52	978	1,294
Asheville	98	17,028	40	859	1,190
Remainder of County	13	2,007	12	119	114
Burke County	11	1,173	8	37	32
Morganton	9	(x)	(x)	(x)	(x)
Remainder of County	2	(x)	(x)	(x)	(x)
Cabarrus County	13	4,144	13	105	136
Concord	14	4,053	1	96	132
Remainder of County	4	91	5	9	4
Caldwell County	13	1,805	15	49	59
Lenoir	9	1,345	12	36	46
Remainder of County	4	460	3	13	13
Camden County	3	119	2	9	2
Carteret County	35	1,488	30	98	73
Caswell County	2	(x)	(x)	(x)	(x)
Catawba County	33	5,415	27	144	201
Hickory	22	3,590	18	100	133
Newton	2	(x)	(x)	(x)	(x)
Remainder of County	9	(x)	(x)	(x)	(x)
Chatham County	13	1,044	10	20	30
Cherokee County	11	1,404	6	35	40
Chowan County	9	1,653	6	130	103
Clay County	2	(x)	(x)	(x)	(x)
Cleveland County	30	4,879	33	112	137
Kings Mountain	2	(x)	(x)	(x)	(x)
Shelby	26	4,440	27	101	125
Remainder of County	2	(x)	(x)	(x)	(x)
Columbus County	29	5,347	26	173	158
Craven County	34	5,888	26	277	274
New Bern	32	(x)	(x)	(x)	(x)
Remainder of County	2	(x)	(x)	(x)	(x)
Cumberland County	49	6,366	29	238	322
Fayetteville	45	5,709	28	226	297
Remainder of County	4	657	1	12	25
Currituck County	8	143	8	3	(1)
Dare County	18	607	15	23	18
Davidson County	20	2,887	17	156	141
Lexington	12	1,948	12	128	110
Thomasville	3	579	2	9	14
Remainder of County	5	360	3	19	17
Davie County	3	195	2	2	3
Duplin County	34	3,800	31	74	60
Durham County	69	39,035	41	1,988	1,942
Durham	65	38,027	40	1,934	1,873
Remainder of County	4	1,008	1	54	69
Edgecombe County	35	$5,784	26	234	$267
Rocky Mount (part)	25	4,109	18	173	221
Tarboro	8	(x)	(x)	(x)	(x)
Remainder of County	2	(x)	(x)	(x)	(x)
Forsyth County	149	42,382	127	2,590	2,314
Winston-Salem	140	41,752	121	2,553	2,276
Remainder of County	9	630	6	37	38
Franklin County	8	573	9	26	29
Gaston County	65	23,007	46	393	545
Gastonia	51	19,378	34	360	499
Remainder of County	14	3,629	12	33	46
Gates County	3	81	1	2	3
Graham County	1	(x)	(x)	(x)	(x)
Granville County	14	10,206	13	459	312
Greene County	1	(x)	(x)	(x)	(x)
Guilford County	218	72,030	104	1,875	3,189
Greensboro	153	57,395	72	1,551	2,564
High Point	52	12,056	19	429	683
Remainder of County	13	2,579	13	95	122
Halifax County	43	5,019	38	199	163
Roanoke Rapids	6	734	6	23	24
Remainder of County	37	4,285	32	176	139
Harnett County	14	1,662	7	44	59
Dunn	11	1,433	6	41	55
Remainder of County	3	229	1	3	4
Haywood County	14	1,424	10	64	64
Canton	3	246	2	5	7
Remainder of County	11	1,178	8	59	57
Henderson County	19	2,150	16	81	78
Hendersonville	18	(x)	(x)	(x)	(x)
Remainder of County	1	(x)	(x)	(x)	(x)
Hertford County	19	4,386	15	155	208
Hoke County	5	334	3	6	8
Hyde County	12	443	13	20	12
Iredell County	35	6,482	32	159	175
Mooresville	8	1,705	7	45	49
Statesville	17	3,545	17	71	72
Remainder of County	10	1,232	8	43	54
Jackson County	5	490	7	12	10
Johnston County	29	4,862	31	217	175
Jones County	2	(x)	(x)	(x)	(x)
Lee County	26	4,757	21	133	116
Lenoir County	31	17,976	30	965	626
Kinston	30	(x)	(x)	(x)	(x)
Remainder of County	1	(x)	(x)	(x)	(x)
Lincoln County	13	3,225	13	43	74
McDowell County	9	1,312	5	55	47
Macon County	2	(x)	(x)	(x)	(x)
Madison County	5	616	4	15	15
Martin County	27	5,337	34	192	159
Mecklenburg County	334	209,069	130	4,188	7,789
Charlotte	323	207,901	123	4,109	7,715
Remainder of County	11	1,168	7	79	74
Mitchell County	8	845	4	31	34
Montgomery County	14	1,453	12	38	34
Moore County	15	1,175	13	35	37
Nash County	33	24,181	18	1,496	1,159
Rocky Mount (part)	25	23,257	9	1,468	1,136
Remainder of County	8	924	9	28	23

For footnotes, see end of table.

TABLE 13.—COUNTIES, AND EACH CITY OF MORE THAN 5,000 POPULATION

ESTABLISHMENTS, SALES, PERSONNEL, AND PAY ROLL—Continued

NORTH CAROLINA

STATE, COUNTY, AND CITY	Number of establishments	Sales (Dollars 000)	Active proprietors	Number of employees* (including active proprietors) Average for year	TOTAL PAY ROLL* (Dollars 000)
North Carolina—Cont.					
New Hanover County	94	$24,976	61	720	$923
Wilmington	87	23,832	57	677	870
Remainder of County	7	844	4	43	53
Northampton County	4	496	3	11	9
Onslow County	6	599	6	22	18
Orange County	4	527	3	4	7
Pamlico County	10	436	11	39	36
Pasquotank County	37	4,429	37	257	274
Elizabeth City	34	4,153	35	247	259
Remainder of County	3	276	2	10	15
Pender County	12	538	11	46	29
Perquimans County	12	548	15	21	14
Person County	14	1,916	19	38	40
Pitt County	59	42,317	48	2,421	1,719
Greenville	40	33,779	37	1,840	1,302
Remainder of County	19	8,538	11	581	417
Polk County	2	(x)	(x)	(x)	(x)
Randolph County	13	1,388	15	31	39
Asheboro	5	506	5	14	15
Remainder of County	9	882	10	17	24
Richmond County	10	1,787	9	55	87
Hamlet	3	387	2	17	23
Remainder of County	7	1,400	7	38	64
Robeson County	54	15,885	57	656	372
Lumberton	22	7,073	32	339	169
Remainder of County	32	8,812	25	317	203
Rockingham County	43	14,641	47	793	845
Reidsville	17	10,698	21	691	740
Remainder of County	26	3,943	26	102	105
Rowan County	65	11,070	41	303	441
Salisbury	47	9,025	28	253	344
Remainder of County	18	2,045	13	50	97
Rutherford County	16	1,172	14	48	41
Forest City	10	551	4	21	19
Remainder of County	6	621	10	27	22
Sampson County	34	$3,825	37	57	$48
Scotland County	21	7,749	9	79	96
Laurinburg	11	5,219	7	65	88
Remainder of County	10	530	2	7	8
Stanly County	24	1,852	27	56	70
Stokes County	4	274	1	3	3
Surry County	34	4,219	38	132	138
Mount Airy	15	1,954	21	71	67
Remainder of County	19	2,265	17	59	71
Swain County	4	427	2	14	24
Transylvania County	5	2,425	---	38	112
Tyrrell County	4	238	4	8	7
Union County	32	3,808	33	90	145
Monroe	24	3,312	22	82	137
Remainder of County	8	496	11	7	8
Vance County	32	11,298	32	[illegible]	[illegible]
Henderson	25	9,427	25	[illegible]	[illegible]
Remainder of County	7	1,871	7	57	100
Wake County	133	36,043	58	1,478	[illegible]
Raleigh	98	27,102	37	1,444	1,603
Remainder of County	35	8,941	21	34[illegible]	25[illegible]
Warren County	12	2,235	4	54	59
Washington County	8	651	5	37	23
Watauga County	8	665	5	12	7
Wayne County	55	12,265	54	642	460
Goldsboro	40	8,188	40	592	415
Remainder of County	15	2,017	14	50	51
Wilkes County	23	3,732	18	119	104
Wilson County	56	41,525	43	2,191	1,549
Wilson	53	41,154	41	2,177	1,529
Remainder of County	3	371	2	14	20
Yadkin County	1	(x)	(x)	(x)	(x)
Yancey County	1	(x)	(x)	(x)	(x)

* Employees and pay roll include paid executives of corporations but not the number and compensation of proprietors of unincorporated businesses.
x Withheld to avoid disclosure.
1 Less than $1,000.

451724 O - 42 - 64

TABLE 13.—COUNTIES, AND EACH CITY OF MORE THAN 5,000 POPULATION

ESTABLISHMENTS, SALES, PERSONNEL, AND PAY ROLL

NORTH DAKOTA

STATE, COUNTY, AND CITY	Number of establishments	Sales (add 000)	Active proprietors (number reported for year)	Number of employees* (average for year)	TOTAL PAY ROLL* (add 000)
North Dakota, all establishments	2,682	$170,252	1,300	5,901	$7,195
Adams County	27	610	12	34	29
Barnes County	73	3,136	47	109	113
Valley City	27	1,128	11	60	62
Remainder of County	46	1,608	26	49	51
Benson County	68	1,912	24	72	74
Billings County	2	(x)	(x)	(x)	(x)
Bottineau County	73	2,299	28	91	85
Bowman County	24	798	13	20	20
Burke County	30	596	14	3	24
Burleigh County	48	6,715	16	276	346
Bismarck	31	6,338	13	249	328
Remainder of County	17	383	3	27	18
Cass County	219	60,246	86	1,667	2,265
Fargo	116	43,974	47	1,368	1,967
Remainder of County	102	16,672	39	318	298
Cavalier County	81	2,981	37	95	72
Dickey County	40	1,117	32	30	40
Divide County	41	703	21	34	33
Dunn County	27	346	17	17	14
Eddy County	24	906	9	31	28
Emmons County	37	907	21	29	34
Foster County	35	865	20	32	33
Golden Valley County	16	650	6	28	29
Grand Forks County	105	11,002	46	562	724
Grand Forks	36	7,926	15	453	609
Remainder of County	69	3,076	31	109	115
Grant County	29	388	14	17	14
Griggs County	30	813	14	36	37
Hettinger County	38	1,335	20	33	32
Kidder County	26	431	13	16	18
La Moure County	52	1,000	30	39	34
Logan County	32	504	26	13	11
McHenry County	76	1,860	43	64	57
McIntosh County	39	595	36	13	9
McKenzie County	29	569	13	23	24
McLean County	66	3,788	31	46	48
Mercer County	28	652	19	16	16
Morton County	95	4,815	29	104	116
Mandan	12	1,195	6	[illegible]	23
Remainder of County	37	1,680	16	4	35
Mountrail County	47	1,887	23	56	57
Nelson County	60	1,595	20	77	70
Oliver County	8	118	6	5	2
Pembina County	76	1,789	38	124	110
Pierce County	35	1,361	8	84	51
Ramsey County	87	4,861	29	157	188
Devils Lake	21	2,420	12	87	119
Remainder of County	66	2,441	16	70	69
Ransom County	28	1,062	10	41	32
Renville County	41	822	20	36	34
Richland County	74	4,897	36	160	163
Rolette County	39	1,387	16	45	55
Sargent County	34	1,563	13	43	46
Sheridan County	30	716	28	15	12
Sioux County	8	100	5	3	3
Slope County	3	(x)	(x)	(x)	(x)
Stark County	51	2,761	25	116	132
Dickinson	20	2,000	11	95	109
Remainder of County	29	759	14	21	23
Steele County	25	901	11	32	30
Stutsman County	84	4,253	40	153	163
Jamestown	23	2,406	14	107	118
Remainder of County	61	1,847	32	46	45
Towner County	46	1,671	23	46	46
Traill County	75	4,627	18	109	124
Walsh County	101	5,581	50	234	219
Ward County	117	11,906	54	536	661
Minot	52	9,648	25	401	603
Remainder of County	65	2,158	29	71	58
Wells County	76	2,913	50	80	53
Williams County	82	4,335	25	147	180
Williston	19	2,591	11	87	125
Remainder of County	43	1,484	14	60	55

* Employees and pay roll include paid executives of corporations but not the number and compensation of proprietors of unincorporated businesses.
x Withheld to avoid disclosure.

TABLE 13.—COUNTIES, AND EACH CITY OF MORE THAN 5,000 POPULATION

ESTABLISHMENTS, SALES, PERSONNEL, AND PAY ROLL

OHIO

STATE, COUNTY, AND CITY	Number of establishments	Sales (add 000)	Active proprietors (average for year)	Number of employees* (average for year)	TOTAL PAY ROLL* (add 000)
Ohio, all establishments	9,588	$2,630,784	8,021	75,975	$132,423
Adams County	24	791	21	25	24
Allen County	110	14,041	75	571	736
Delphos (part)	7	409	5	18	13
Lima	83	11,437	56	495	659
Remainder of County	20	2,195	14	58	64
Ashland County	22	2,659	22	99	119
Ashland	17	2,436	19	94	107
Remainder of County	5	223	3	5	12
Ashtabula County	63	9,192	44	257	335
Ashtabula	34	3,543	21	144	197
Conneaut	8	739	7	43	72
Remainder of County	21	1,870	16	70	66
Athens County	41	4,429	28	262	303
Athens	26	3,310	14	198	234
Nelsonville	10	742	7	60	56
Remainder of County	5	377	7	14	13
Auglaize County	65	8,308	60	222	209
St. Marys	11	2,167	10	53	58
Wapakoneta	14	2,099	14	38	37
Remainder of County	40	4,042	36	131	114
Belmont County	62	4,928	48	243	270
Barnesville	9	742	6	37	21
Bellaire	17	1,452	11	90	108
Martins Ferry	18	1,921	14	86	113
Remainder of County	18	813	17	30	28
Brown County	26	2,345	20	72	58
Butler County	76	18,468	46	559	1,056
Hamilton	46	6,339	27	289	435
Middletown	21	7,940	11	174	503
Remainder of County	9	4,189	8	96	118
Carroll County	5	259	5	4	7
Champaign County	42	5,177	37	208	156
Urbana	18	2,653	20	42	54
Remainder of County	24	2,524	17	166	102
Clark County	87	11,268	59	581	808
Springfield	81	10,672	51	567	787
Remainder of County	6	596	8	14	21
Clermont County	22	762	20	24	[illegible]
Clinton County	39	2,151	40	74	73
Wilmington	17	1,106	10	42	43
Remainder of County	26	1,046	30	32	30
Columbiana County	95	7,135	70	345	484
East Liverpool	39	4,420	28	185	281
East Palestine	4	(x)	[illegible]	(x)	(x)
Salem	17	[illegible]	14	96	132
Wellsville	2	(x)	[illegible]	(x)	(x)
Remainder of County	28	1,[illegible]	23	56	61
Coshocton County	34	2,204	35	76	60
Coshocton	28	2,247	29	75	59
Remainder of County	6	27	6	1	1
Crawford County	46	7,573	36	192	176
Bucyrus	16	1,336	12	56	64
Galion	8	450	6	28	18
Remainder of County	24	5,793	18	108	94
Cuyahoga County	2,287	959,[illegible]	1,111	23,958	47,785
Bedford	1	(x)	(x)	(x)	(x)
Berea	4	663	[illegible]	41	45
Cleveland	2,226	946,653	1,077	23,539	47,127
Cleveland Heights	9	265	5	15	15
East Cleveland	1	1,969	8	93	145
Euclid	3	1,180	1	38	68
Garfield Heights	1	(x)	(x)	(x)	(x)
Lakewood	11	1,135	5	60	133
Maple Heights	2	(x)	(x)	(x)	(x)
Parma	1	(x)	(x)	(x)	(x)
Rocky River	[illegible]	[illegible]	[illegible]	[illegible]	[illegible]
Shaker Heights	1	(x)	(x)	(x)	(x)
South Euclid	1	(x)	(x)	(x)	(x)
University Heights	---	[illegible]	[illegible]	[illegible]	[illegible]
Remainder of County	17	6,[illegible]	8	120	202
Darke County	68	7,267	52	235	347
Greenville	33	3,746	[illegible]	192	211
Remainder of County	[illegible]	3,521	43	[illegible]	136
Defiance County	45	$4,384	28	220	$224
Defiance	24	2,401	9	141	164
Remainder of County	21	1,983	19	79	60
Delaware County	29	1,388	23	89	95
Delaware	20	1,079	17	79	84
Remainder of County	9	309	6	10	11
Erie County	51	6,112	24	275	193
Sandusky	44	5,602	21	262	176
Remainder of County	7	460	3	13	13
Fairfield County	35	3,633	32	127	145
Lancaster	20	2,826	16	94	115
Remainder of County	15	807	16	33	30
Fayette County	29	6,753	22	187	196
Washington Court House	26	6,664	21	177	186
Remainder of County	3	89	1	10	10
Franklin County	521	[illegible]	266	5,962	10,058
Bexley	---	---	---	---	---
Columbus	494	169,[illegible]	244	5,717	9,664
Grandview Heights	3	415	3	49	52
Upper Arlington	---	---	---	---	---
Remainder of County	24	6,097	19	196	342
Fulton County	44	3,[illegible]	42	130	90
Gallia County	17	1,235	13	55	55
Gallipolis	15	x	(x)	(x	(x
Remainder of County	2	x	(x)	(x	(x)
Geauga County	12	487	10	15	16
Greene County	24	6,691	23	342	455
Xenia	24	5,656	13	307	417
Remainder of County	10	1,035	10	35	38
Guernsey County	34	3,551	30	132	134
Cambridge	24	3,755	21	128	132
Remainder of County	10	197	9	4	2
Hamilton County	1,597	673,630	1,021	15,089	24,241
Cheviot	4	1,824	3	17	31
Cincinnati	1,533	647,187	996	14,471	23,170
Lockland	6	2,828	1	35	52
North College Hill	1	(x)	(x)	(x)	(x)
Norwood	21	26,429	7	254	480
Reading	4	(x)	(x)	(x)	(x)
St. Bernard	14	4,633	2	236	398
Remainder of County	14	1,172	9	42	91
Hancock County	68	9,545	58	335	444
Findlay	34	1,146	[illegible]	[illegible]	321
Fostoria (part)	4	1,791	3	40	67
Remainder of County	24	2,[illegible]	1[illegible]	4[illegible]	56
Hardin County	49	3,797	47	139	1[illegible]
Kenton	21	1,933	20	71	84
Remainder of County	28	1,864	27	64	58
Harrison County	27	1,463	26	42	51
Henry County	42	4,991	31	182	189
Highland County	32	2,339	27	79	72
Hocking County	11	841	7	36	39
Logan	9	(x	(x	(x	(x
Remainder of County	2	(x	(x)	(x	(x
Holmes County	21	[illegible]	24	35	24
Huron County	40	4,[illegible]	24	142	2[illegible]
Bellevue (part)	8	1,995	2	30	33
Norwalk	14	1,[illegible]	12	68	116
Remainder of County	21	1,315	10	43	57
Jackson County	17	1,489	16	57	53
Jackson	9	[illegible]	4	22	24
Wellston	7	(x	(x)	(x	(x
Remainder of County	1	(x	(x)	(x	(x
Jefferson County	68	6,[illegible]	46	261	339
Mingo Junction	[illegible]	[illegible]	[illegible]	[illegible]	[illegible]
Steubenville	62	5,134	42	228	289
Toronto	1	(x	x	x	(x
Remainder of County	5	(x	(x	(x	(x
Knox County	48	2,767	38	93	97
Mt. Vernon	20	2,068	12	44	54
Remainder of County	27	[illegible]	23	49	43

* Employees and pay roll include paid executives of corporations but not the number and compensation of proprietors of unincorporated businesses.
x Withheld to avoid disclosure.

TABLE 13.—COUNTIES, AND EACH CITY OF MORE THAN 5,000 POPULATION

ESTABLISHMENTS, SALES, PERSONNEL, AND PAY ROLL—Continued

OHIO

STATE, COUNTY, AND CITY	Number of establishments	Sales (add 000)	Active proprietors of unincorporated businesses	Number of employees* (full-time and part-time) Average for year	TOTAL PAY ROLL* (add 000)
Ohio—Con.					
Lake County	24	$2,715	8	97	$158
Painesville	16	2,217	5	65	109
Remainder of County	8	[illegible]	3	32	49
Lawrence County	28	2,095	21	105	130
Ironton	26	(x)	(x)	(x)	(x)
Remainder of County	2	(x)	(x)	(x)	(x)
Licking County	62	5,453	50	226	252
Newark	40	3,838	34	183	211
Remainder of County	22	1,615	16	43	48
Logan County	52	5,[illegible]47	49	202	271
Bellefontaine	21	3,278	16	129	155
Remainder of County	31	1,769	33	73	66
Lorain County	76	9,551	47	433	685
Elyria	27	4,243	12	190	325
Lorain	29	3,944	16	184	276
Remainder of County	20	1,364	18	59	84
Lucas County	525	136,755	397	5,687	9,546
Toledo	499	128,510	278	5,550	9,299
Remainder of County	26	8,245	9	137	247
Madison County	28	2,118	22	69	76
Mahoning County	275	68,389	166	2,134	3,470
Campbell	--	-	-	---	---
Struthers	---	---	---	---	---
Youngstown (part)	257	64,229	151	1,974	3,249
Remainder of County	18	4,160	15	160	221
Marion County	44	5,292	24	187	235
Marion	29	2,959	17	120	164
Remainder of County	15	2,333	7	67	71
Medina County	29	2,009	24	77	89
Wadsworth	1	(x)	(x)	(x)	(x)
Remainder of County	28	(x)	(x)	(x)	(x)
Meigs County	28	1,745	20	72	93
Mercer County	42	3,836	31	103	112
Miami County	61	5,596	52	248	257
Piqua	20	3,353	16	165	166
Troy	16	1,103	13	41	48
Remainder of County	25	1,140	23	42	43
Monroe County	17	(x)	(x)	(x)	(x)
Montgomery County	355	119,184	213	3,788	6,992
Dayton	328	117,941	179	3,693	6,917
Miamisburg	5	309	10	34	17
Oakwood	---	---	---	---	--
Remainder of County	22	914	24	61	58
Morgan County	19	963	14	25	21
Morrow County	13	950	12	22	23
Muskingum County	79	11,098	50	577	873
Zanesville	70	10,221	43	548	836
Remainder of County	9	877	7	29	37
Noble County	28	658	32	24	17
Ottawa County	41	3,490	28	164	185
Paulding County	36	3,350	25	75	59
Perry County	13	565	11	22	23
Pickaway County	35	3,760	26	145	135
Circleville	17	2,671	13	94	87
Remainder of County	18	1,089	13	51	48
Pike County	6	299	[illegible]	15	12
Portage County	31	1,875	29	81	96
Kent	4	170	3	6	13
Ravenna	19	950	16	53	56
Remainder of County	8	555	10	22	25
Preble County	41	$1,935	36	[illegible]	$42
Putnam County	77	6,915	72	197	175
Richland County	90	14,177	52	640	978
Mansfield	70	12,930	34	581	908
Shelby	8	822	7	37	48
Remainder of County	12	425	11	22	22
Ross County	36	4,606	33	224	272
Chillicothe	26	4,170	21	204	251
Remainder of County	10	436	12	20	21
Sandusky County	63	5,719	44	197	242
Bellevue (part)	5	1,469	1	27	33
Fremont	29	2,458	26	110	143
Remainder of County	29	1,792	17	60	66
Scioto County	76	11,229	51	541	738
New Boston	4	(x)	(x)	(x)	(x)
Portsmouth	71	11,010	45	534	732
Remainder of County	1	(x)	(x)	(x)	(x)
Seneca County	81	7,762	67	315	370
Fostoria (part)	21	2,462	16	110	115
Tiffin	26	2,617	30	116	140
Remainder of County	34	2,683	21	89	115
Shelby County	45	8,642	32	146	158
Sidney	17	6,182	16	66	82
Remainder of County	28	2,460	16	80	76
Stark County	234	49,749	119	2,063	3,300
Alliance	28	3,454	19	140	149
Canton	158	40,574	70	1,658	2,700
Massillon	22	3,574	13	153	261
Remainder of County	26	2,147	17	112	190
Summit County	364	96,098	207	3,045	5,147
Akron	337	92,766	192	2,898	4,920
Barberton	11	2,279	6	101	153
Cuyahoga Falls	9	410	6	26	33
Remainder of County	7	643	3	20	41
Trumbull County	58	7,012	41	342	535
Girard	4	400	3	23	29
Niles	7	354	7	29	48
Warren	32	4,812	20	229	376
Youngstown (part)	--	---	--	---	—
Remainder of County	15	1,446	11	62	82
Tuscarawas County	48	3,982	30	169	212
Dover	12	745	6	37	53
New Philadelphia	15	1,173	12	[illegible]	86
Uhrichsville	7	930	4	31	30
Remainder of County	14	1,134	[illegible]	33	[illegible]
Union County	37	2,281	28	72	84
Van Wert County	53	4,641	48	139	144
Delphos (part)	6	350	6	11	11
Van Wert	23	2,127	21	69	83
Remainder of County	24	2,164	21	59	50
Vinton County	1	(x)	(x)	(x)	(x)
Warren County	11	749	10	34	37
Washington County	51	6,073	35	319	361
Marietta	41	5,487	27	304	342
Remainder of County	10	586	8	15	19
Wayne County	56	4,257	45	244	293
Wooster	26	2,521	17	129	168
Remainder of County	30	1,736	28	115	125
Williams County	45	5,714	45	198	210
Bryan	21	3,206	22	84	122
Remainder of County	24	2,508	23	74	88
Wood County	77	5,937	45	268	272
Bowling Green	19	1,125	12	77	77
Remainder of County	58	4,812	33	191	195
Wyandot County	40	2,491	35	88	68

* Employees and pay roll include paid executives of corporations but not the number and compensation of proprietors of unincorporated businesses.
x Withheld to avoid disclosure.

TABLE 13.—COUNTIES, AND EACH CITY OF MORE THAN 5,000 POPULATION

ESTABLISHMENTS, SALES, PERSONNEL AND PAY ROLL

OKLAHOMA

STATE, COUNTY, AND CITY	Number of establishments	Sales (add 000)	Active proprietors, partners, and managers	Number of employees* Average for year	TOTAL PAY ROLL* (add 000)
Oklahoma, all establishments	3,998	$461,519	2,769	15,559	$21,561
Adair County	15	577	19	57	26
Alfalfa County	70	2,338	38	74	68
Atoka County	8	344	8	12	13
Beaver County	29	1,092	19	35	20
Beckham County	47	2,860	37	87	85
Elk City	14	1,514	14	62	45
Remainder of County	33	1,146	23	27	38
Blaine County	59	2,560	39	66	53
Bryan County	23	2,370	19	104	112
Durant	17	2,190	17	85	94
Remainder of County	6	180	2	19	18
Caddo County	102	2,408	87	113	65
Anadarko	17	471	17	19	11
Remainder of County	85	1,937	70	94	54
Canadian County	46	3,638	36	109	119
El Reno	25	2,676	19	89	103
Remainder of County	21	962	17	20	16
Carter County	59	5,653	40	258	314
Ardmore	34	4,495	21	203	248
Remainder of County	25	1,158	19	55	66
Cherokee County	18	825	17	31	18
Choctaw County	21	2,168	13	75	80
Hugo	15	2,118	9	73	78
Remainder of County	6	50	4	2	2
Cimarron County	25	505	10	17	13
Cleveland County	21	1,240	19	41	46
Norman	17	1,199	16	40	45
Remainder of County	4	41	3	1	1
Coal County	3	83	3	2	1
Comanche County	57	4,248	37	183	210
Lawton	42	4,084	25	174	206
Remainder of County	15	164	12	9	[illegible]
Cotton County	14	290	10	12	10
Craig County	36	1,929	33	69	69
Vinita	27	1,767	23	66	67
Remainder of County	9	162	10	3	2
Creek County	51	2,019	41	80	85
Bristow	11	699	8	27	25
Sapulpa	17	627	15	22	25
Remainder of County	23	693	18	31	35
Custer County	74	4,082	62	183	172
Clinton	25	2,316	22	129	134
Remainder of County	49	1,766	40	54	38
Delaware County	5	71	5	2	1
Dewey County	40	952	27	45	21
Ellis County	33	1,456	25	44	43
Garfield County	135	26,731	64	508	615
Enid	63	16,896	34	385	491
Remainder of County	72	9,835	30	123	124
Garvin County	53	2,162	48	79	72
Pauls Valley	20	1,397	16	61	59
Remainder of County	33	765	32	18	13
Grady County	80	3,296	66	186	169
Chickasha	40	2,573	31	168	156
Remainder of County	40	723	35	18	13
Grant County	71	3,792	35	108	96
Greer County	41	1,653	42	30	18
Harmon County	8	344	4	11	10
Harper County	31	847	21	54	25
Haskell County	15	220	16	10	7
Hughes County	24	$923	21	35	$27
Holdenville	16	717	12	29	22
Remainder of County	8	206	8	6	5
Jackson County	56	3,612	51	114	129
Altus	30	3,020	22	109	125
Remainder of County	26	592	29	5	4
Jefferson County	16	433	17	17	14
Johnston County	9	167	9	9	9
Kay County	100	5,931	61	293	256
Blackwell	25	1,969	19	216	181
Ponca City	25	1,336	19	80	76
Remainder of County	46	2,626	23	95	93
Kingfisher County	38	1,025	26	97	55
Kiowa County	94	2,668	69	85	68
Hobart	26	1,317	19	39	39
Remainder of County	68	1,351	49	46	29
Latimer County	10	475	11	18	18
Le Flore County	33	1,066	25	31	24
Lincoln County	25	755	23	18	14
Logan County	41	2,003	35	78	76
Guthrie	19	1,178	18	20	23
Remainder of County	22	825	17	58	52
Love County	8	199	4	6	5
McClain County	19	595	19	30	16
McCurtain County	18	712	18	52	32
McIntosh County	16	729	16	19	15
Major County	56	2,477	34	102	52
Marshall County	8	285	[illegible]	16	11
Mayes County	28	1,053	24	21	15
Murray County	18	588	14	24	17
Muskogee County	106	14,836	70	457	570
Muskogee	87	13,395	54	442	558
Remainder of County	19	1,441	16	15	12
Noble County	48	1,907	39	46	45
Perry	25	849	23	28	25
Remainder of County	23	1,058	16	18	20
Nowata County	22	1,075	19	74	68
Okfuskee County	19	615	16	33	33
Oklahoma County	572	194,467	314	9,966	9,785
Oklahoma City	556	193,322	307	9,922	9,705
Remainder of County	16	1,145	7	44	80
Okmulgee County	68	3,846	38	216	260
Henryetta	18	883	15	45	39
Okmulgee	43	2,704	18	166	216
Remainder of County	7	259	5	5	5
Osage County	40	1,492	30	57	48
Pawhuska	17	629	14	25	25
Remainder of County	23	863	16	32	23
Ottawa County	41	2,900	34	113	132
Miami	17	1,942	14	59	57
Picher	9	354	7	31	40
Remainder of County	15	604	13	23	25
Pawnee County	11	363	8	14	18
Payne County	55	3,171	49	105	126
Cushing	23	1,988	13	65	82
Stillwater	22	1,021	25	31	34
Remainder of County	10	162	11	9	10
Pittsburg County	45	4,868	37	238	311
McAlester	34	4,239	26	214	290
Remainder of County	11	629	11	24	21
Pontotoc County	47	4,270	34	155	204
Ada	41	3,994	32	142	191
Remainder of County	6	276	2	13	13

* Employees and pay roll include paid executives of corporations but not the number and compensation of proprietors of unincorporated businesses.

TABLE 13.—COUNTIES, AND EACH CITY OF MORE THAN 5,000 POPULATION

ESTABLISHMENTS, SALES, PERSONNEL, AND PAY ROLL—Continued

OKLAHOMA

STATE, COUNTY, AND CITY	Number of establishments	Sales (add 000)	Active proprietors of unincorporated businesses	Number of employees* (full time and part time) Average for year	TOTAL PAY ROLL* (add 000)
Oklahoma—Con.					
Pottawatomie County	58	$6,237	45	314	$337
Shawnee	46	5,864	34	298	326
Remainder of County	12	373	11	16	11
Pushmataha County	8	603	6	16	16
Roger Mills County	32	445	27	[illegible]	3
Rogers County	33	998	36	25	16
Seminole County	94	9,099	49	306	390
Seminole	45	6,497	17	181	247
Wewoka	19	893	11	37	41
Remainder of County	30	1,709	21	88	102
Sequoyah County	11	651	10	54	23
Stephens County	45	2,284	37	84	86
Duncan	28	1,995	20	70	78
Remainder of County	17	289	17	14	8
Texas County	65	1,638	46	40	34
Tillman County	39	$1,206	29	32	$25
Frederick	22	977	18	20	19
Remainder of County	17	229	11	12	6
Tulsa County	418	85,455	221	3,116	5,208
Sand Springs	4	171	4	12	11
Tulsa	380	75,410	190	2,947	4,964
Remainder of County	34	9,874	27	157	233
Wagoner County	23	493	17	12	10
Washington County	37	2,189	26	84	104
Bartlesville	27	2,048	17	80	100
Remainder of County	10	121	9	4	4
Washita County	49	1,205	35	36	29
Woods County	54	3,434	42	107	91
Alva	23	1,866	19	88	61
Remainder of County	41	1,568	23	39	30
Woodward County	53	2,302	39	95	84
Woodward	25	1,533	19	58	62
Remainder of County	28	769	20	37	22

*Employees and pay roll include paid executives of corporations but not the number and compensation of proprietors of unincorporated businesses.

TABLE 13.—COUNTIES, AND EACH CITY OF MORE THAN 5,000 POPULATION

ESTABLISHMENTS, SALES, PERSONNEL, AND PAY ROLL

OREGON

STATE, COUNTY, AND CITY	Number of establishments	Sales (add 000)	Active proprietors of unincorporated businesses	Number of employees* (full time and part time) Average for year	TOTAL PAY ROLL* (add 000)
Oregon, all establishments	1,934	$441,310	1,025	15,443	$24,630
Baker County	25	3,373	17	140	199
Baker	21	3,218	12	138	197
Remainder of County	4	155	5	2	2
Benton County	18	2,376	9	99	139
Corvallis	14	2,059	7	88	119
Remainder of County	4	317	2	11	20
Clackamas County	28	2,496	22	66	113
Oregon City	9	712	8	22	47
Remainder of County	19	1,784	14	44	66
Clatsop County	42	5,102	23	173	282
Astoria	39	4,975	21	165	270
Remainder of County	3	127	2	8	12
Columbia County	18	1,203	10	37	69
Coos County	42	4,081	31	180	253
Marshfield	16	1,594	9	67	104
Remainder of County	26	2,487	22	113	149
Crook County	4	281	2	7	16
Curry County	4	122	1	13	10
Deschutes County	36	5,092	18	266	311
Bend	21	3,132	13	98	161
Remainder of County	15	1,960	5	168	150
Douglas County	37	2,856	17	168	156
Gilliam County	17	955	11	29	36
Grant County	6	382	6	9	8
Harney County	9	462	10	12	15
Hood River County	23	1,479	15	95	122
Jackson County	43	7,732	16	637	737
Medford	31	5,955	7	428	522
Remainder of County	12	1,777	9	209	215
Jefferson County	3	150	4	2	4
Josephine County	18	1,108	12	36	56
Grants Pass	12	700	8	27	42
Remainder of County	6	408	4	9	14
Klamath County	69	$9,738	43	340	$576
Klamath Falls	41	7,413	26	273	470
Remainder of County	28	2,325	17	67	106
Lake County	5	436	2	14	25
Lane County	61	9,872	32	382	517
Eugene	43	8,139	25	320	421
Remainder of County	18	1,733	7	62	96
Lincoln County	29	1,207	23	48	59
Linn County	43	4,141	23	224	354
Albany	19	2,359	8	139	163
Remainder of County	24	1,782	15	85	91
Malheur County	33	3,045	24	162	123
Marion County	88	12,315	55	509	692
Salem	50	8,447	33	405	565
Remainder of County	38	3,868	22	104	127
Morrow County	7	266	3	13	15
Multnomah County	991	336,183	450	10,538	18,550
Portland	956	317,326	433	10,337	18,196
Remainder of County	35	18,857	17	201	354
Polk County	12	797	7	27	27
Sherman County	10	1,027	5	26	45
Tillamook County	22	3,324	18	83	93
Umatilla County	46	3,134	24	196	210
Pendleton	16	1,573	11	56	99
Remainder of County	30	1,561	13	140	111
Union County	44	3,320	26	156	179
La Grande	23	2,303	8	86	124
Remainder of County	21	1,017	18	70	55
Wallowa County	10	874	5	17	17
Wasco County	30	3,495	23	329	245
The Dalles	18	2,803	14	303	209
Remainder of County	12	692	9	26	36
Washington County	22	3,479	16	97	144
Wheeler County	4	256	6	8	12
Yamhill County	35	5,151	16	305	321

* Employees and pay roll include paid executives of corporations but not the number and compensation of proprietors of unincorporated businesses.

TABLE 13.—COUNTIES, AND EACH CITY OF MORE THAN 5,000 POPULATION

ESTABLISHMENTS, SALES, PERSONNEL, AND PAY ROLL

PENNSYLVANIA

STATE, COUNTY, AND CITY	Number of establishments	Sales (add 000)	Active proprietors (Individual proprietors only)	Number of employees* (Full-time and part-time) Average for year	TOTAL PAY ROLL* (add 000)
Pennsylvania, all establishments	11,450	$3,347,488	8,671	98,972	$169,140
Adams County	15	2,092	9	84	89
Gettysburg	7	919	4	41	41
Remainder of County	8	1,174	5	43	48
Allegheny County	2,046	888,574	1,429	23,055	43,213
Avalon	---	-	---	-	---
Bellevue	3	94	2	10	14
Brackenridge	3	125	5	5	5
Braddock	26	6,834	23	219	280
Brentwood	1	(x)	(x)	(x)	(x)
Carnegie	17	551	9	30	31
Clairton	5	521	2	15	12
Coraopolis	9	572	7	26	22
Crafton	2	(x)	(x)	(x)	(x)
Dormont	6	1,583	3	31	52
Duquesne	3	181	2	8	6
East Pittsburgh	4	1,308	2	26	35
Etna	4	212	2	7	11
Forest Hills	2	(x)	(x)	(x)	(x)
Glassport	4	1,320	-	57	87
Harrison (twp.) [1]	4	116	3	5	6
Homestead	16	2,314	10	111	177
McKeesport	48	12,013	41	558	774
Mckees Rocks	17	4,850	10	154	252
Millvale	6	532	5	38	52
Mount Lebanon (twp.) [1]	2	(x)	(x)	(x)	(x)
Mount Oliver	---	---	---	---	---
Munhall	3	118	4	8	8
North Braddock	2	(x)	(x)	(x)	(x)
Oakmont	1	(x)	(x)	(x)	(x)
Pitcairn	1	(x)	(x)	(x)	(x)
Pittsburgh	1,745	832,069	1,191	20,787	39,519
Rankin	6	543	5	28	22
Sewickley	2	(x)	(x)	(x)	(x)
Shaler (twp.) [1]	2	(x)	(x)	(x)	(x)
Sharpsburg	8	548	14	39	56
Stowe (twp.) [1]	5	271	4	8	12
Swissvale	5	127	3	6	8
Tarentum	8	871	10	53	64
Turtle Creek	5	344	3	14	16
West View	2	(x)	(x)	(x)	(x)
Wilkinsburg	14	2,553	12	121	191
Wilmerding	2	(x)	(x)	(x)	(x)
Remainder of County	58	(x)	(x)	(x)	(x)
Armstrong County	42	5,013	39	243	287
Ford City	7	824	7	46	48
Kittanning	17	3,112	12	150	187
Remainder of County	18	1,277	20	47	52
Beaver County	90	18,423	72	406	579
Aliquippa	10	1,097	13	37	36
Ambridge	14	1,615	14	40	48
Beaver	3	357	3	24	52
Beaver Falls	31	3,771	20	153	219
Ellwood City (part)	1	(x)	(x)	(x)	(x)
Midland	4	5,568	2	24	41
Monaca	2	(x)	(x)	(x)	(x)
New Brighton	8	1,527	4	50	81
Rochester	7	362	6	16	19
Remainder of County	10	1,989	6	57	79
Bedford County	16	2,762	13	96	118
Berks County	281	45,386	210	2,054	2,978
Reading	213	37,433	157	1,762	2,547
Remainder of County	68	7,953	53	292	431
Blair County	146	23,651	111	1,033	1,392
Altoona	106	16,736	80	773	1,024
Hollidaysburg	8	450	7	20	20
Tyrone	14	2,291	11	115	149
Remainder of County	20	4,174	13	125	199
Bradford County	58	4,561	47	142	153
Sayre	7	495	4	17	26
Remainder of County	51	4,066	43	125	127
Bucks County	51	4,089	41	238	289
Bristol	10	792	7	100	132
Morrisville	2	(x)	(x)	(x)	(x)
Quakertown	5	607	4	14	20
Remainder of County	34	(x)	(x)	(x)	(x)
Butler County	59	11,284	37	445	642
Butler	48	10,395	30	416	603
Remainder of County	11	889	7	29	39
Cambria County	145	25,683	107	980	1,369
Johnstown	93	19,581	67	788	1,148
Nanty-Glo	--	---	---	---	---
Remainder of County	52	8,102	40	192	221
Cameron County	5	$301	5	14	$18
Carbon County	31	3,142	25	122	165
Lansford	6	808	2	20	42
Lehighton	7	1,485	4	45	65
Palmerton	6	345	4	18	19
Summit Hill	2	(x)	(x)	(x)	(x)
Remainder of County	10	(x)	(x)	(x)	(x)
Centre County	43	5,920	29	243	325
Bellefonte	8	1,686	2	89	101
State College	7	788	7	46	58
Remainder of County	28	3,473	20	128	166
Chester County	80	10,499	61	391	480
Coatesville	16	2,757	15	87	106
Phoenixville	9	1,915	8	25	37
West Chester	14	1,104	11	51	66
Remainder of County	39	4,723	27	228	271
Clarion County	17	1,226	19	37	54
Clearfield County	50	7,106	27	316	438
Clearfield	14	1,332	2	73	84
Du Bois	22	5,064	13	189	302
Remainder of County	14	710	12	54	52
Clinton County	27	2,693	32	161	189
Lock Haven	16	2,129	21	134	162
Remainder of County	11	564	11	27	27
Columbia County	38	3,157	23	166	209
Berwick	8	696	7	28	31
Bloomsburg	18	2,004	8	92	141
Remainder of County	12	547	10	46	36
Crawford County	57	3,827	53	172	201
Meadville	14	1,686	14	69	83
Titusville	16	731	14	38	43
Remainder of County	27	1,410	25	65	75
Cumberland County	47	5,897	40	378	535
Carlisle	17	1,367	15	81	69
Mechanicsburg	4	483	3	10	14
Shippensburg (part)	3	304	4	8	8
Remainder of County	23	3,743	18	279	444
Dauphin County	254	55,988	171	2,641	4,042
Harrisburg	218	49,707	144	2,399	3,742
Middletown	1	(x)	(x)	(x)	(x)
Steelton	4	315	3	22	28
Remainder of County	31	(x)	(x)	(x)	(x)
Delaware County	120	17,671	94	649	1,082
Chester	58	7,874	49	302	443
Collingdale	2	(x)	(x)	(x)	(x)
Darby	4	204	4	6	6
Haverford (twp.) [1]	7	219	6	25	37
Lansdowne	8	1,413	4	75	121
Media	2	(x)	(x)	(x)	(x)
Prospect Park	--	---	--	--	---
Upper Darby (twp.) [1]	14	2,225	7	58	89
Yeadon	---	---	---	--	---
Remainder of County	25	5,643	19	180	382
Elk County	20	2,026	13	64	76
Ridgway	7	411	3	22	27
St. Marys	5	1,373	4	31	41
Remainder of County	8	242	6	11	8
Erie County	189	30,025	132	1,413	2,120
Corry	10	434	8	34	38
Erie	159	27,897	109	1,297	1,930
Remainder of County	20	1,694	15	82	154
Fayette County	120	14,246	90	617	811
Brownsville	---	---	---	---	---
Connellsville	19	1,780	14	65	79
Uniontown	62	9,570	40	439	603
Remainder of County	39	2,896	36	114	129
Forest County	1	(x)	(x)	(x)	(x)
Franklin County	66	7,790	59	272	293
Chambersburg	38	5,482	32	175	205
Shippensburg (part)	---	-	-	--	---
Waynesboro	7	517	6	29	30
Remainder of County	21	1,791	21	68	58
Fulton County	7	34	9	---	---
Greene County	14	1,305	8	56	42

* Employees and pay roll include paid executives of corporations but not the number and compensation of proprietors of unincorporated businesses.
x Withheld to avoid disclosure.
[1] Classified as urban under special rule.

TABLE 13.—COUNTIES, AND EACH CITY OF MORE THAN 5,000 POPULATION

ESTABLISHMENTS, SALES, PERSONNEL, AND PAY ROLL—Continued

PENNSYLVANIA

STATE, COUNTY, AND CITY	Number of establishments	Sales (add 000)	Active proprietors of unincorporated businesses	Number of employees* (full-time and part-time) Average for year	TOTAL PAY ROLL* (add 000)
Pennsylvania—Con.					
Huntingdon County	20	$2,544	12	101	$132
Huntingdon	8	1,581	4	69	92
Remainder of County	12	963	8	32	40
Indiana County	40	8,917	21	224	299
Blairsville	---	--	--	---	
Indiana	20	4,802	7	144	207
Remainder of County	20	2,115	14	80	92
Jefferson County	47	3,471	32	158	184
Punxsutawney	24	2,134	15	97	118
Remainder of County	23	1,337	17	61	66
Juniata County	9	214	9	6	8
Lackawanna County	330	61,307	231	2,577	3,928
Archbald	---	-	-	---	-
Blakely	-	--	---	-	--
Carbondale	15	919	13	30	31
Dickson City	2	(x)	(x)	(x)	(x)
Dunmore	6	298	5	14	18
Old Forge	3	381	3	38	57
Olyphant	5	121	10	12	13
Scranton	281	57,156	182	2,412	3,706
Taylor	-	-	-	-	---
Throop		--	---	-	-
Winton	4	(x)	(x)	(x)	(x)
Remainder of County	14	1,923	10	53	91
Lancaster County	304	58,777	259	1,807	2,354
Columbia	15	400	14	28	21
Ephrata	11	1,372	8	50	53
Lancaster	142	24,529	101	1,289	1,790
Remainder of County	136	32,476	136	442	490
Lawrence County	98	12,109	82	487	670
Ellwood City (part)	9	769	8	27	37
New Castle	80	11,007	64	449	620
Remainder of County	9	333	10	11	13
Lebanon County	55	4,974	42	218	269
Lebanon	42	4,514	30	199	255
Palmyra	2	(x)	(x)	(x)	(x)
Remainder of County	11	(x)	(x)	(x)	(x)
Lehigh County	234	39,851	168	2,145	3,212
Allentown	194	35,820	130	1,946	2,919
Bethlehem (part)	---	---	--	---	---
Emmaus	3	65	3	4	2
Remainder of County	37	3,766	35	195	291
Luzerne County	404	76,085	304	2,805	3,881
Ashley	---	---	---	-	---
Dupont	2	(x)	(x)	(x)	(x)
Duryea	3	80	4	7	5
Edwardsville	1	(x)	(x)	(x)	(x)
Exeter	4	1,368	1	33	62
Forty Fort	4	725	1	36	58
Freeland	4	142	5	3	2
Hanover (twp.) [1]	4	975	7	78	60
Hazleton	78	13,486	62	494	732
Kingston	24	4,912	18	298	363
Larksville	---	---	---	---	---
Luzerne	2	(x)	(x)	(x)	(x)
Nanticoke	12	1,005	9	31	41
Pittston	23	3,453	20	143	175
Plains (twp.) [1]	---	---	---	---	---
Plymouth	4	279	3	14	12
Swoyerville	2	(x)	(x)	(x)	(x)
West Hazleton	4	430	4	19	26
West Pittston	2	(x)	(x)	(x)	(x)
Wilkes-Barre	202	45,987	159	1,509	2,167
Remainder of County	29	2,471	26	111	135
Lycoming County	94	12,537	54	594	818
Jersey Shore	2	(x)	(x)	(x)	(x)
South Williamsport	1	(x)	(x)	(x)	(x)
Williamsport	75	10,578	41	523	732
Remainder of County	16	1,706	11	57	64
McKean County	80	11,454	53	467	674
Bradford	54	8,938	35	365	536
Kane	12	1,565	10	58	75
Remainder of County	14	1,151	8	44	63
Mercer County	74	$10,011	86	441	$555
Farrell	9	777	10	54	54
Greenville	10	1,059	6	44	57
Grove City	8	753	7	41	60
Sharon	30	5,840	27	240	329
Sharpsville	---	---	---	---	---
Remainder of County	17	1,782	16	62	55
Mifflin County	51	4,588	38	223	262
Lewistown	32	2,589	22	123	139
Remainder of County	19	1,999	16	100	123
Monroe County	30	2,575	22	101	125
East Stroudsburg	10	1,009	11	41	48
Stroudsburg	15	1,249	7	54	68
Remainder of County	5	317	4	6	9
Montgomery County	198	38,771	158	1,105	1,818
Abington (twp.) [1]	1	(x)	(x)	(x)	(x)
Bridgeport	3	1,015	2	21	44
Cheltenham (twp.) [1]	2	(x)	(x)	(x)	(x)
Conshohocken	2	(x)	(x)	(x)	(x)
Jenkintown	3	1,796	1	24	39
Lansdale	12	3,257	7	65	213
Lower Merion (twp.) [1]	9	1,596	4	63	110
Narberth	---	-	---	---	---
Norristown	41	5,348	34	218	350
Pottstown	40	5,309	34	296	371
Remainder of County	85	18,377	72	341	589
Montour County	8	1,237	9	44	54
Danville	6	(x)	(x)	(x)	(x)
Remainder of County	2	(x)	(x)	(x)	(x)
Northampton County	146	36,531	104	1,259	2,327
Bangor	7	526	7	19	21
Bethlehem (part)	40	24,308	28	559	1,453
Easton	70	8,999	46	527	675
Nazareth	2	(x)	(x)	(x)	(x)
Northampton	4	423	3	37	47
Wilson	3	124	4	9	7
Remainder of County	20	(x)	(x)	(x)	(x)
Northumberland County	81	11,015	68	412	571
Kulpmont	1	(x)	(x)	(x)	(x)
Milton	9	2,181	8	75	112
Mount Carmel	14	1,259	15	58	66
Shamokin	20	2,401	17	103	159
Sunbury	19	2,738	11	106	143
Remainder of County	18	(x)	(x)	(x)	(x)
Perry County	16	1,111	15	43	45
Philadelphia County	4,073	1,622,100	3,190	42,257	77,824
Philadelphia (coextensive with Philadelphia County)	4,073	1,622,100	3,190	42,257	77,824
Pike County	2	(x)	(x)	(x)	(x)
Potter County	12	1,119	5	36	42
Schuylkill County	187	23,252	148	1,041	1,336
Ashland	4	492	5	27	28
Coaldale	1	(x)	(x)	(x)	(x)
Frackville	6	884	5	27	47
McAdoo	4	154	4	5	4
Mahanoy City	16	977	19	55	49
Minersville	8	500	7	48	49
Pottsville	63	9,222	37	468	611
St. Clair	1	(x)	(x)	(x)	(x)
Schuylkill Haven	6	352	8	21	26
Shenandoah	22	3,533	20	121	175
Tamaqua	16	2,353	10	121	167
Remainder of County	40	(x)	(x)	(x)	(x)
Snyder County	13	450	17	15	17
Somerset County	39	3,147	40	114	141
Somerset	11	1,168	6	38	56
Windber	4	205	6	7	7
Remainder of County	24	1,774	28	69	78
Sullivan County	3	74	2	2	1
Susquehanna County	22	1,245	14	41	46

* Employees and pay roll include paid executives of corporations but not the number and compensation of proprietors of unincorporated businesses.
x Withheld to avoid disclosure.
1 Classified as urban under special rule.

TABLE 13.—COUNTIES, AND EACH CITY OF MORE THAN 5,000 POPULATION

ESTABLISHMENTS, SALES, PERSONNEL, AND PAY ROLL—Continued

PENNSYLVANIA

STATE, COUNTY, AND CITY	Number of establishments	Sales (add 000)	Active proprietors of establishments	Number of employees* average for year	TOTAL PAY ROLL* (add 000)
Pennsylvania—Con.					
Tioga County	26	$3,024	16	89	$111
Union County	21	1,187	15	60	88
Venango County	55	11,940	43	336	542
Franklin	13	678	14	42	45
Oil City	34	8,507	25	243	421
Remainder of County	8	2,755	4	45	76
Warren County	31	5,785	19	178	243
Warren	24	5,369	15	158	218
Remainder of County	7	394	4	20	25
Washington County	128	19,276	103	691	1,041
Canonsburg	11	1,450	11	35	54
Centerville					
Charleroi	15	4,801	13	190	327
Donora	12	569	10	25	27
Monongahela	9	574	10	20	19
Washington	33	5,148	21	221	348
Remainder of County	48	7,234	38	200	286
Wayne County	21	$8,196	15	53	$62
Honesdale	11	2,172	9	26	46
Remainder of County	10	598	6	15	17
Westmoreland County	151	30,456	127	747	987
Arnold	2	(x)	(x)	(x)	(x)
Greensburg	34	7,247	27	209	276
Jeannette	13	2,737	[illegible]	91	124
Latrobe	13	914	6	47	51
Monessen	14	2,717	14	73	107
Mount Pleasant	7	496	6	8	11
New Kensington	22	2,870	18	121	134
Scottdale	3	(x)	(x)	(x)	(x)
Vandergrift	5	660	5	20	19
Remainder of County	38	4,215	39	116	134
Wyoming County	15	1,066	10	21	24
York County	197	34,397	153	1,830	2,297
Hanover	32	2,955	27	142	158
West York	4	912	2	102	142
York	119	24,624	85	1,181	1,703
Remainder of County	42	5,886	39	202	253

* Employees and pay roll include paid executives of corporations but not the number and compensation of proprietors of unincorporated businesses.
x Withheld to avoid disclosure.

TABLE 13.—COUNTIES, AND EACH CITY OF MORE THAN 5,000 POPULATION

ESTABLISHMENTS, SALES, PERSONNEL, AND PAY ROLL

RHODE ISLAND

STATE, COUNTY, AND CITY	Number of establishments	Sales (add 000)	Active proprietors of establishments	Number of employees* average for year	TOTAL PAY ROLL* (add 000)
Rhode Island, all establishments	762	$233,013	456	7,430	$12,435
Bristol County	7	951	5	70	61
Barrington town [1]	1	(x)	(x)	(x)	(x)
Bristol town [1]	3	(x)	(x)	(x)	(x)
Warren town [1]	3	837	1	65	57
Remainder of County	--	---	--	--	---
Kent County	17	1,854	14	84	99
Warwick	4	121	4	12	10
West Warwick town [1]	11	(x)	(x)	(x)	(x)
Remainder of County	2	(x)	(x)	(x)	(x)
Newport County	25	5,608	24	204	269
Newport	21	4,629	21	200	258
Remainder of County	4	979	3	4	11
Providence County	703	$229,951	445	7,038	$11,961
Burrillville town [1]	4	82	2	5	8
Central Falls	17	2,347	18	72	83
Cranston	7	1,240	3	43	89
Cumberland town [1]	5	308	6	30	29
East Providence town [1]	14	17,279	7	394	569
Johnston town [1]	2	(x)	(x)	(x)	(x)
Lincoln town [1]	5	540	5	18	27
North Providence town [1]	1	(x)	(x)	(x)	(x)
Pawtucket	45	8,869	30	327	[illegible]
Providence	553	183,714	294	5,826	10,082
Woonsocket	49	15,154	41	308	[illegible]
Remainder of County	1	(x)	(x)	(x)	(x)
Washington County	10	551	8	34	[illegible]
Westerly town [1]	5	331	6	16	19
Remainder of County	5	320	2	16	27

* Employees and pay roll include paid executives of corporations but not the number and compensation of proprietors of unincorporated businesses.
x Withheld to avoid disclosure.
[1] Classified as urban under special rule.

TABLE 13.—COUNTIES, AND EACH CITY OF MORE THAN 5,000 POPULATION

ESTABLISHMENTS, SALES, PERSONNEL, AND PAY ROLL

SOUTH CAROLINA

STATE, COUNTY, AND CITY	Number of establishments	Sales (add 000)	Active proprietors (Number reported in business during year)	Number of employees* (Salaried and hourly paid employees) Average for year	TOTAL PAY ROLL* (add 000)
South Carolina, all establishments	1,450	$297,211	1,102	8,241	$9,994
Abbeville County	20	1,262	17	15	10
Aiken County	22	2,088	28	65	62
Aiken	11	1,340	14	52	48
Remainder of County	11	748	14	13	14
Allendale County	5	1,601	4	49	35
Anderson County	60	9,467	43	316	377
Anderson	33	7,040	20	277	339
Remainder of County	27	2,427	23	39	38
Bamberg County	22	1,016	20	30	21
Barnwell County	19	1,677	17	29	20
Beaufort County	7	620	5	25	21
Berkeley County	12	1,112	10	35	31
Calhoun County	16	1,842	17	62	30
Charleston County	151	36,196	89	1,440	1,859
Charleston	131	31,292	81	1,272	1,596
Remainder of County	20	4,904	8	168	263
Cherokee County	12	1,169	9	55	49
Gaffney	7	859	6	48	44
Remainder of County	5	310	3	7	5
Chester County	16	3,840	10	109	121
Chester	15	(x)	(x)	(x)	(x)
Remainder of County	1	(x)	(x)	(x)	(x)
Chesterfield County	20	2,344	17	26	28
Clarendon County	22	1,243	16	28	20
Colleton County	27	1,934	22	58	53
Darlington County	30	5,815	23	125	176
Darlington	11	2,394	10	56	88
Hartsville	16	3,179	10	61	79
Remainder of County	3	242	3	8	9
Dillon County	22	6,193	20	96	104
Dorchester County	11	693	9	13	11
Edgefield County	10	1,210	12	20	18
Fairfield County	6	(x)	(x)	(x)	(x)
Florence County	67	17,563	54	562	531
Florence	35	7,302	18	289	339
Remainder of County	32	10,261	36	273	192
Georgetown County	9	1,234	5	60	62
Georgetown	6	881	2	50	53
Remainder of County	3	353	3	10	9
Greenville County	161	58,862	95	1,034	1,519
Greenville	130	49,875	73	903	1,326
Remainder of County	31	8,987	22	131	193
Greenwood County	29	3,103	24	138	147
Greenwood	20	2,461	16	100	123
Remainder of County	9	642	8	38	24
Hampton County	8	$871	8	19	$16
Horry County	29	3,078	25	89	97
Conway	14	1,059	13	35	32
Remainder of County	15	2,019	12	54	65
Jasper County	2	(x)	(x)	(x)	(x)
Kershaw County	16	2,364	13	47	50
Camden	14	(x)	(x)	(x)	(x)
Remainder of County	2	(x)	(x)	(x)	(x)
Lancaster County	9	1,640	6	49	63
Laurens County	27	3,117	21	70	98
Clinton	8	932	6	23	35
Laurens	8	1,757	6	46	62
Remainder of County	11	428	9	1	1
Lee County	14	1,358	12	22	14
Lexington County	22	1,785	18	88	91
McCormick County	11	746	8	12	31
Marion County	26	11,212	28	507	283
Marion	9	1,969	8	37	45
Remainder of County	17	9,243	20	470	238
Marlboro County	22	3,369	17	61	56
Newberry County	27	3,628	24	52	53
Newberry	14	1,922	10	46	46
Remainder of County	13	1,706	14	6	7
Oconee County	13	1,892	17	27	28
Orangeburg County	75	7,266	81	213	175
Orangeburg	24	3,692	22	130	121
Remainder of County	51	3,574	59	83	54
Pickens County	20	1,763	23	20	17
Easley	6	1,131	5	13	11
Remainder of County	14	632	18	7	6
Richland County	140	47,442	68	1,475	2,299
Columbia	130	46,576	61	1,419	2,243
Remainder of County	10	866	7	56	56
Saluda County	11	1,004	9	17	12
Spartanburg County	94	25,387	66	692	880
Spartanburg	79	23,373	55	642	820
Remainder of County	15	2,014	11	50	60
Sumter County	33	6,429	25	151	187
Sumter	29	6,242	22	150	186
Remainder of County	4	187	3	1	1
Union County	20	1,582	18	53	56
Union	12	1,347	11	51	54
Remainder of County	8	235	7	2	2
Williamsburg County	14	1,511	11	44	30
York County	41	6,979	32	127	135
Rock Hill	22	4,504	16	99	107
Remainder of County	19	2,475	16	28	28

* Employees and pay roll include paid executives of corporations but not the number and compensation of proprietors of unincorporated businesses.
x Withheld to avoid disclosure.

TABLE 13.—COUNTIES, AND EACH CITY OF MORE THAN 5,000 POPULATION

ESTABLISHMENTS, SALES, PERSONNEL, AND PAY ROLL

SOUTH DAKOTA

STATE, COUNTY, AND CITY	Number of establishments	Sales (add 000)	Active proprietors	Number of employees* Average for year	TOTAL PAY ROLL* (add 000)
South Dakota, all establishments	[illegible]	[illegible]	1,100	4,697	[illegible]
Armstrong County	---	--	---	---	---
Aurora County	17	557	11	12	10
Beadle County	[illegible]	[illegible]	[illegible]	[illegible]	141
Huron	[illegible]	2,321	11	[illegible]	125
Remainder of County	20	671	9	23	16
Bennett County	4	148	4	13	9
Bon Homme County	29	[illegible]	15	26	19
Brookings County	48	[illegible]	24	125	148
Brookings	17	[illegible]	12	69	96
Remainder of County	31	[illegible]	12	57	52
Brown County	144	[illegible]	32	508	799
Aberdeen	58	[illegible]	25	434	715
Remainder of County	86	2,241	37	104	83
Brule County	23	1,009	18	33	39
Buffalo County	1	(x)	(x)	(x)	(x)
Butte County	22	[illegible]	11	42	47
Campbell County	11	193	6	5	5
Charles Mix County	21	1,009	13	44	39
Clark County	31	1,060	14	37	26
Clay County	22	725	12	24	24
Codington County	54	5,847	23	252	349
Watertown	32	4,746	15	221	325
Remainder of County	22	1,101	8	31	24
Corson County	9	153	5	4	3
Custer County	9	212	7	14	11
Davison County	54	[illegible]	22	191	214
Mitchell	35	[illegible]	21	161	183
Remainder of County	19	751	5	30	31
Day County	44	1,535	24	54	44
Deuel County	24	1,073	10	24	27
Dewey County	12	211	9	9	6
Douglas County	27	1,142	21	31	24
Edmunds County	41	700	23	27	24
Fall River County	17	473	12	11	12
Faulk County	42	919	22	41	46
Grant County	42	[illegible]	22	67	66
Gregory County	22	574	15	24	19
Haakon County	17	421	8	7	19
Hamlin County	24	1,158	12	30	30
Hand County	17	473	5	23	19
Hanson County	13	[illegible]	12	15	12
Harding County	7	47	3	---	---
Hughes County	33	1,304	15	45	56
Hutchinson County	39	[illegible]	26	36	32

STATE, COUNTY, AND CITY	Number of establishments	Sales (add 000)	Active proprietors	Number of employees* Average for year	TOTAL PAY ROLL* (add 000)
Hyde County	7	[illegible]	5	9	[illegible]
Jackson County	[illegible]	[illegible]	[illegible]	[illegible]	[illegible]
Jerauld County	[illegible]	[illegible]	[illegible]	19	15
Jones County	[illegible]	4	[illegible]	12	[illegible]
Kingsbury County	[illegible]	1,917	[illegible]	[illegible]	[illegible]
Lake County	[illegible]	1,775	[illegible]	[illegible]	[illegible]
Madison	16	[illegible]	9	[illegible]	67
Remainder of County	16	491	9	19	14
Lawrence County	[illegible]	2,471	10	[illegible]	[illegible]
Lead	[illegible]	(x)	x	x	x
Remainder of County	[illegible]	[illegible]	[illegible]	[illegible]	[illegible]
Lincoln County	[illegible]	[illegible]	16	[illegible]	49
Lyman County	16	[illegible]	[illegible]	[illegible]	[illegible]
McCook County	42	943	[illegible]	[illegible]	[illegible]
McPherson County	45	[illegible]	[illegible]	[illegible]	[illegible]
Marshall County	42	[illegible]	12	[illegible]	[illegible]
Meade County	10	[illegible]	4	16	[illegible]
Mellette County	6	198	[illegible]	6	5
Miner County	29	1,019	16	[illegible]	[illegible]
Minnehaha County	179	[illegible]	74	[illegible]	1,870
Sioux Falls	132	42,041	[illegible]	[illegible]	[illegible]
Remainder of County	47	1,482	24	51	44
Moody County	20	934	9	[illegible]	[illegible]
Pennington County	87	[illegible]	41	179	[illegible]
Rapid City	42	4,194	[illegible]	104	[illegible]
Remainder of County	25	447	17	14	11
Perkins County	16	[illegible]	[illegible]	[illegible]	[illegible]
Potter County	23	456	15	14	14
Roberts County	61	[illegible]	27	79	71
Sanborn County	26	1,126	16	[illegible]	[illegible]
Shannon County	-	- -	- -		
Spink County	75	1,898	47	91	[illegible]
Stanley County	7	40	2	2	1
Sully County	14	321	10	11	10
Todd County	2	(x)	(x)	(x)	(x)
Tripp County	51	[illegible]	24	68	73
Turner County	[illegible]	1,576	25	[illegible]	[illegible]
Union County	50	[illegible]	24	[illegible]	[illegible]
Walworth County	[illegible]	[illegible]	[illegible]	[illegible]	[illegible]
Washabaugh County		-	-	-	
Washington County	-	- -			
Yankton County	39	[illegible]	[illegible]	116	119
Yankton	[illegible]	2,628	[illegible]	[illegible]	[illegible]
Remainder of County	9	[illegible]	3	[illegible]	[illegible]
Ziebach County	5	[illegible]	2	[illegible]	[illegible]

* Employees and pay roll include paid executives of corporations but not the number and compensation of proprietors of unincorporated businesses.
x Withheld to avoid disclosure.

TABLE 13.—COUNTIES, AND EACH CITY OF MORE THAN 5,000 POPULATION

ESTABLISHMENTS, SALES, PERSONNEL, AND PAY ROLL

TENNESSEE

STATE, COUNTY, AND CITY	Number of establishments	Sales (add 000)	Active proprietors of unincorporated businesses	Number of employees* (including proprietors) Average for year	TOTAL PAY ROLL* (add 000)
Tennessee, all establishments	2,656	$339,529	1,912	23,171	$31,353
Anderson County	2	(x)	(x)	(x)	(x)
Bedford County	20	993	16	41	33
Shelbyville	13	940	10	37	31
Remainder of County	7	52	6	4	2
Benton County	5	71	4	10	5
Bledsoe County	2	(x)	(x)	(x)	(x)
Blount County	10	1,562	7	38	42
Alcoa	---	---	---	---	---
Maryville	6	(x)	(x)	(x)	(x)
Remainder of County	2	(x)	(x)	(x)	(x)
Bradley County	11	1,377	9	51	41
Cleveland	7	1,217	5	36	33
Remainder of County	4	353	4	15	8
Campbell County	15	1,896	7	75	88
Cannon County	1	(x)	(x)	(x)	(x)
Carroll County	25	1,559	21	64	53
Carter County	6	845	5	24	23
Elizabethton	4	(x)	(x)	(x)	(x)
Remainder of County	2	(x)	(x)	(x)	(x)
Cheatham County	1	(x)	(x)	(x)	(x)
Chester County	6	965	5	9	9
Claiborne County	10	1,456	7	33	28
Clay County	1	(x)	(x)	(x)	(x)
Cocke County	4	804	2	25	22
Coffee County	6	1,116	4	35	46
Crockett County	15	699	9	23	18
Cumberland County	4	1,439	2	48	45
Davidson County	413	131,045	290	4,448	6,332
Nashville	393	127,347	277	4,321	6,195
Remainder of County	20	3,698	13	127	137
Decatur County	1	(x)	(x)	(x)	(x)
De Kalb County	4	131	4	3	2
Dickson County	13	1,022	12	24	23
Dyer County	40	6,426	36	146	141
Dyersburg	31	4,248	27	105	104
Remainder of County	9	2,178	9	41	37
Fayette County	8	724	5	15	16
Fentress County	2	(x)	(x)	(x)	(x)
Franklin County	9	476	9	34	17
Gibson County	67	5,974	73	242	174
Humboldt	13	1,333	17	47	36
Remainder of County	54	4,641	56	195	138
Giles County	26	2,648	27	78	66
Pulaski	14	1,596	14	54	47
Remainder of County	12	1,052	13	24	19
Grainger County	---	---	---	---	---
Greene County	27	7,466	16	453	320
Greeneville	25	(x)	(x)	(x)	(x)
Remainder of County	2	(x)	(x)	(x)	(x)
Grundy County	2	(x)	(x)	(x)	(x)
Hamblen County	15	4,090	9	189	186
Morristown	14	(x)	(x)	(x)	(x)
Remainder of County	1	(x)	(x)	(x)	(x)
Hamilton County	229	(x)	(x)	(x)	(x)
Chattanooga	227	69,374	137	2,129	3,032
Remainder of County	2	(x)	(x)	(x)	(x)
Hancock County	2	(x)	(x)	(x)	(x)
Hardeman County	6	$365	6	9	$9
Hardin County	1	(x)	(x)	(x)	(x)
Hawkins County	8	909	4	33	31
Haywood County	6	678	6	14	17
Henderson County	6	1,697	4	54	48
Henry County	27	1,399	23	74	79
Paris	18	1,193	15	65	77
Remainder of County	9	206	8	9	2
Hickman County	5	268	5	9	6
Houston County	2	(x)	(x)	(x)	(x)
Humphreys County	9	371	9	15	7
Jackson County	7	1,211	6	9	5
Jefferson County	1	(x)	(x)	(x)	(x)
Johnson County	4	234	3	10	6
Knox County	224	67,461	118	2,366	3,491
Knoxville	219	67,308	114	2,350	3,478
Remainder of County	5	153	4	16	13
Lake County	9	791	4	41	4
Lauderdale County	9	538	7	15	15
Lawrence County	5	372	3	10	10
Lewis County	4	240	5	5	5
Lincoln County	23	2,891	18	106	62
Loudon County	6	[illegible]	3	23	23
McMinn County	14	1,904	11	51	46
Athens	10	1,388	6	32	32
Remainder of County	4	516	5	19	14
McNairy County	7	473	7	12	9
Macon County	2	(x)	(x)	(x)	(x)
Madison County	47	8,380	37	266	340
Jackson	43	7,899	35	252	326
Remainder of County	4	481	2	14	14
Marion County	6	635	5	14	16
Marshall County	22	1,072	25	40	26
Maury County	31	3,911	25	112	90
Columbia	22	3,131	15	95	75
Remainder of County	9	780	10	17	15
Meigs County	1	(x)	(x)	(x)	(x)
Monroe County	3	745	2	20	28
Montgomery County	41	8,852	33	501	450
Clarksville	38	8,571	33	476	435
Remainder of County	3	281	---	25	15
Moore County	1	(x)	(x)	(x)	(x)
Morgan County	5	358	5	31	20
Obion County	45	7,015	40	177	117
Union City	25	3,996	20	95	94
Remainder of County	20	3,019	20	38	23
Overton County	2	(x)	(x)	(x)	(x)
Perry County	---	---	---	---	---
Pickett County	---	---	---	---	---
Polk County	4	182	2	6	6
Putnam County	25	3,821	13	125	80
Rhea County	7	516	6	16	13
Roane County	11	1,451	7	49	53
Harriman	7	783	4	29	31
Remainder of County	4	668	3	20	22

* Employees and pay roll include paid executives of corporations but not the number and compensation of proprietors of unincorporated businesses.
x Withheld to avoid disclosure.

TABLE 13.—COUNTIES, AND EACH CITY OF MORE THAN 5,000 POPULATION

ESTABLISHMENTS, SALES, PERSONNEL, AND PAY ROLL—Continued

TENNESSEE

STATE, COUNTY, AND CITY	Number of establishments	Sales (add 000)	Active proprietors (with a sales or receipts business)	Number of employees* (including executives) Average for year	TOTAL PAY ROLL* (add 000)
Tennessee—Con.					
Robertson County	30	$2,601	37	182	$102
Springfield	24	2,375	33	168	93
Remainder of County	6	226	4	14	9
Rutherford County	20	3,337	18	129	97
Murfreesboro	20	3,337	18	129	97
Remainder of County	---	---	---	---	---
Scott County	8	828	5	65	50
Sequatchie County	3	126	4	8	4
Sevier County	5	427	5	10	10
Shelby County	700	435,232	484	8,993	13,732
Memphis	675	433,254	461	8,937	13,675
Remainder of County	25	1,978	23	56	57
Smith County	20	1,789	14	90	47
Stewart County	1	(x)	(x)	(x)	(x)
Sullivan County	44	8,705	20	388	480
Bristol (part)	23	5,840	9	251	332
Kingsport	20	(x)	(x)	(x)	(x)
Remainder of County	1	(x)	(x)	(x)	(x)
Sumner County	20	2,702	11	152	85
Tipton County	15	$1,595	14	50	$55
Trousdale County	5	1,167	7	59	24
Unicoi County	3	289	---	9	10
Union County	2	(x)	(x)	(x)	(x)
Van Buren County	---	---	---	---	---
Warren County	13	733	9	26	27
Washington County	48	8,781	29	374	511
Johnson City	43	8,230	25	359	495
Remainder of County	5	551	4	15	16
Wayne County	2	(x)	(x)	(x)	(x)
Weakley County	34	2,549	33	64	57
White County	9	492	8	14	14
Williamson County	20	1,539	22	45	34
Wilson County	17	1,757	13	76	53
Lebanon	15	(x)	(x)	(x)	(x)
Remainder of County	2	(x)	(x)	(x)	(x)

* Employees and pay roll include paid executives of corporations but not the number and compensation of proprietors of unincorporated businesses.
x Withheld to avoid disclosure.

TABLE 13.—COUNTIES, AND EACH CITY OF MORE THAN 5,000 POPULATION

ESTABLISHMENTS, SALES, PERSONNEL, AND PAY ROLL

TEXAS

STATE, COUNTY, AND CITY	Number of establishments	Sales (add 000)	Active proprietors (of unincorporated business)	Number of employees* (full-time and part-time) Average for year	TOTAL PAY ROLL* (add 000)
Texas, all establishments	10,296	$2,040,548	7,627	64,479	$86,760
Anderson County	29	1,784	23	78	71
Palestine	22	1,636	16	65	65
Remainder of County	7	148	7	13	6
Andrews County	---	---	---	---	---
Angelina County	22	3,390	14	136	174
Lufkin	19	3,295	11	132	171
Remainder of County	3	95	3	4	3
Aransas County	6	246	4	53	13
Archer County	8	3[illegible]5	7	11	[illegible]
Armstrong County	12	[illegible]	[illegible]	12	13
Atascosa County	10	398	[illegible]	14	10
Austin County	15	561	14	34	15
Bailey County	11	859	10	26	22
Bandera County	3	352	2	7	4
Bastrop County	17	593	17	21	9
Baylor County	12	526	11	18	12
Bee County	20	2,211	13	55	66
Beeville	12	1,624	8	41	49
Remainder of County	8	587	[illegible]	14	17
Bell County	47	4,506	47	136	130
Temple	28	3,791	26	112	114
Remainder of County	19	715	21	24	16
Bexar County	455	124,667	330	5,796	6,747
Alamo Heights	---	---	---	---	---
San Antonio	437	122,108	315	5,897	6,660
Remainder of County	18	1,559	15	[illegible]	87
Blanco County	3	594	6	16	25
Borden County	---	---	---	---	---
Bosque County	29	984	27	100	32
Bowie County	66	7,491	46	270	286
Texarkana (part)	34	4,640	19	184	233
Remainder of County	32	2,851	27	86	53
Brazoria County	22	1,117	23	26	26
Brazos County	26	4,572	17	99	112
Bryan	24	(x)	(x)	(x)	(x)
Remainder of County	2	(x)	(x)	(x)	(x)
Brewster County	14	1,316	11	38	37
Briscoe County	14	264	13	9	6
Brooks County	9	286	7	11	9
Brown County	55	4,842	57	215	172
Brownwood	46	4,566	47	208	166
Remainder of County	9	276	10	7	6
Burleson County	14	431	11	18	11
Burnet County	18	621	18	20	9
Caldwell County	32	2,397	24	97	74
Lockhart	12	1,221	12	49	28
Remainder of County	20	1,176	12	[illegible]	46
Calhoun County	17	557	16	115	26
Callahan County	9	834	8	12	[illegible]
Cameron County	160	17,130	117	1,378	1,035
Brownsville	36	4,957	[illegible]	335	269
Harlingen	55	6,236	32	483	431
San Benito	28	3,371	25	298	206
Remainder of County	41	2,566	38	262	129
Camp County	5	619	6	46	19
Carson County	28	958	14	35	42
Cass County	20	1,286	24	57	29
Castro County	17	$975	10	32	$23
Chambers County	[illegible]	270	3	12	20
Cherokee County	32	2,883	26	153	119
Jacksonville	20	2,391	18	125	107
Rusk	2	(x)	(x)	(x)	(x)
Remainder of County	10	(x)	(x)	(x)	(x)
Childress County	19	1,836	13	57	68
Childress	17	(x)	(x)	(x)	(x)
Remainder of County	2	(x)	(x)	(x)	(x)
Clay County	11	206	12	4	3
Cochran County	7	223	5	7	7
Coke County	7	288	6	3	2
Coleman County	63	2,431	60	[illegible]	63
Coleman	27	1,647	24	73	[illegible]
Remainder of County	36	784	36	21	9
Collin County	53	4,432	51	214	146
McKinney	19	2,534	15	141	103
Remainder of County	[illegible]	1,898	36	73	[illegible]
Collingsworth County	17	898	15	14	11
Colorado County	24	2,056	20	50	41
Comal County	20	[illegible]	22	32	25
New Braunfels	19	(x)	(x)	(x)	(x)
Remainder of County	1	(x)	(x)	(x)	(x)
Comanche County	11	873	11	97	55
Concho County	16	1,134	18	19	14
Cooke County	36	3,522	31	131	92
Gainesville	30	3,172	29	126	86
Remainder of County	6	350	2	5	6
Coryell County	42	1,596	42	46	35
Cottle County	12	505	11	13	9
Crane County	---	---	---	---	---
Crockett County	[illegible]	554	4	10	6
Crosby County	34	1,419	34	25	19
Culberson County	7	190	7	6	6
Dallam County	21	778	20	33	28
Dallas County	1,084	479,834	609	13,155	21,690
Dallas	1,045	475,434	577	13,018	21,741
Highland Park	1	(x)	(x)	(x)	(x)
University Park	2	(x)	(x)	(x)	(x)
Remainder of County	38	4,161	28	134	146
Dawson County	30	2,166	35	78	76
Lamesa	25	1,739	30	56	58
Remainder of County	5	427	5	22	18
Deaf Smith County	16	1,529	13	80	53
Delta County	17	558	15	22	18
Denton County	37	2,677	33	104	104
Denton	20	2,191	17	82	[illegible]
Remainder of County	17	486	16	22	15
De Witt County	43	3,571	34	182	112
Cuero	21	2,102	16	103	[illegible]
Remainder of County	22	1,469	18	79	43
Dickens County	12	583	10	16	16
Dimmit County	[illegible]	251	5	12	12
Donley County	11	296	9	15	11
Duval County	18	1,712	7	48	63
Eastland County	41	3,296	31	127	117
Ector County	60	10,350	15	316	524
Odessa	[illegible]	9,987	12	294	488
Remainder of County	6	363	3	22	36

For footnotes, see end of table.

TABLE 13.—COUNTIES, AND EACH CITY OF MORE THAN 5,000 POPULATION

ESTABLISHMENTS, SALES, PERSONNEL, AND PAY ROLL—Continued

TEXAS

STATE, COUNTY, AND CITY	Number of establishments	Sales (add 000)	Active proprietors (Unincorporated businesses)	Number of employees* (Full-time and part-time Average for year)	TOTAL PAY ROLL* (add 000)
Texas—Con.					
Edwards County	[illegible]	$355	5	1	(1)
Ellis County	87	7,914	93	148	$103
Ennis	24	3,370	27	56	26
Waxahachie	36	3,394	38	81	63
Remainder of County	27	1,150	28	32	14
El Paso County	248	55,055	152	2,116	3,193
El Paso	231	48,766	134	1,986	2,978
Remainder of County	17	6,289	18	130	205
Erath County	25	1,918	26	115	73
Falls County	39	1,904	33	34	27
Marlin	17	967	15	19	17
Remainder of County	22	937	18	15	10
Fannin County	49	2,360	50	53	42
Bonham	20	1,400	21	25	28
Remainder of County	29	960	29	28	14
Fayette County	44	2,589	37	149	76
Fisher County	10	[illegible]	12	5	4
Floyd County	29	1,124	20	43	37
Foard County	15	401	[illegible]	20	16
Fort Bend County	39	3,010	34	68	65
Franklin County	2	(x)	(x)	(x)	(x)
Freestone County	15	899	20	10	11
Frio County	9	245	9	6	[illegible]
Gaines County	17	2,363	10	37	58
Galveston County	126	33,873	85	899	1,136
Galveston	116	33,245	79	867	1,105
Texas City	3	94	2	7	5
Remainder of County	7	534	[illegible]	25	28
Garza County	10	321	10	7	[illegible]
Gillespie County	25	2,627	24	69	45
Glasscock County	---	---	---	---	---
Goliad County	[illegible]	122	4	3	3
Gonzales County	27	2,149	26	87	56
Gray County	80	7,582	43	208	292
Pampa	61	4,895	36	181	249
Remainder of County	19	2,687	7	27	43
Grayson County	122	11,526	89	[illegible]	411
Denison	30	3,202	15	115	121
Sherman	42	6,851	30	278	250
Remainder of County	50	1,473	[illegible]	66	40
Gregg County	129	12,816	59	658	862
Kilgore (part)	50	3,391	23	177	253
Longview	37	8,444	18	294	371
Remainder of County	42	2,981	18	187	238
Grimes County	12	611	9	20	19
Navasota	10	(x)	(x)	(x)	(x)
Remainder of County	2	(x)	(x)	(x)	(x)
Guadalupe County	18	1,817	18	60	51
Seguin	11	1,376	11	47	40
Remainder of County	7	441	7	13	11
Hale County	60	5,092	55	208	174
Plainview	37	4,374	37	179	151
Remainder of County	23	718	18	27	23
Hall County	16	787	15	27	24
Hamilton County	23	1,033	23	72	39
Hansford County	30	896	15	42	37
Hardeman County	36	1,967	25	50	39
Hardin County	6	$413	4	13	$18
Harris County	879	464,645	439	11,167	19,362
Goose Creek	7	690	4	37	48
Houston	845	457,911	419	10,904	18,980
West University Place	---	---	---	---	---
Remainder of County	27	6,044	16	226	334
Harrison County	24	3,142	19	98	117
Marshall	23	(x)	(x)	(x)	(x)
Remainder of County	1	(x)	(x)	(x)	(x)
Hartley County	2	(x)	(x)	(x)	(x)
Haskell County	28	598	26	22	11
Hays County	20	2,133	22	66	57
San Marcos	11	1,625	13	[illegible]	45
Remainder of County	9	508	9	22	12
Hemphill County	7	237	6	6	5
Henderson County	16	973	13	50	33
Hidalgo County	175	19,471	140	2,163	1,58[illegible]
Edinburg	14	2,323	15	237	[illegible]
McAllen	35	3,395	32	157	[illegible]
Mercedes	17	2,669	7	[illegible]	[illegible]
Mission	18	2,198	12	317	[illegible]
Weslaco	18	2,303	11	[illegible]	[illegible]
Remainder of County	73	6,583	63	694	[illegible]
Hill County	96	5,949	91	159	[illegible]
Hillsboro	32	3,608	30	[illegible]	75
Remainder of County	64	2,343	61	42	[illegible]
Hockley County	18	975	18	26	20
Hood County	12	313	12	9	[illegible]
Hopkins County	43	3,061	44	53	43
Sulphur Springs	30	2,634	31	49	42
Remainder of County	13	417	13	4	1
Houston County	17	1,504	18	50	43
Howard County	50	6,011	32	170	187
Big Spring	43	3,594	27	142	154
Remainder of County	7	2,417	5	28	33
Hudspeth County	2	(x)	(x)	(x)	(x)
Hunt County	96	11,076	79	179	176
Greenville	73	10,556	59	165	164
Remainder of County	23	771	20	14	12
Hutchinson County	33	2,478	16	95	121
Borger	29	2,395	15	91	126
Remainder of County	4	83	1	4	5
Irion County	2	(x)	(x)	(x)	(x)
Jack County	7	274	[illegible]	8	3
Jackson County	[illegible]	515	7	11	12
Jasper County	17	1,160	14	28	37
Jeff Davis County	---	---	---	---	---
Jefferson County	177	35,401	106	1,375	1,946
Beaumont	126	28,486	75	1,082	1,558
Port Arthur	40	5,055	23	243	296
Remainder of County	11	1,860	8	70	92
Jim Hogg County	10	832	7	27	27
Jim Wells County	29	3,529	14	111	152
Alice	23	3,100	11	89	129
Remainder of County	6	429	3	22	23
Johnson County	62	2,260	66	81	64
Cleburne	28	1,467	29	57	47
Remainder of County	34	793	37	24	17
Jones County	34	2,884	23	83	108
Karnes County	29	2,287	32	54	50
Kaufman County	71	3,543	70	85	65
Terrell	30	1,321	27	52	48
Remainder of County	41	2,222	43	33	17

For footnotes, see end of table.

TABLE 13.—COUNTIES, AND EACH CITY OF MORE THAN 5,000 POPULATION

ESTABLISHMENTS, SALES, PERSONNEL, AND PAY ROLL—Continued

TEXAS

STATE, COUNTY, AND CITY	Number of establishments	Sales (add 000)	Active proprietors of business operated business	Number of employees* (full-time and part-time) Average for year	TOTAL PAY ROLL* (add 000)
Texas—Con.					
Kendall County	12	$495	14	19	$10
Kenedy County	---	---	---	---	---
Kent County	2	(x)	(x)	(x)	(x)
Kerr County	15	2,307	18	47	37
Kerrville	12	1,993	16	38	35
Remainder of County	3	314	2	9	2
Kimble County	7	1,029	4	13	10
King County	---	---	---	---	---
Kinney County	2	(x)	(x)	(x)	(x)
Kleberg County	14	1,159	7	56	48
Kingsville	8	982	3	48	41
Remainder of County	6	177	4	8	7
Knox County	19	729	17	11	12
Lamar County	46	6,185	38	243	273
Paris	40	5,616	32	231	265
Remainder of County	6	569	6	12	8
Lamb County	32	2,828	25	39	43
Lampasas County	23	5,700	29	54	46
La Salle County	11	694	11	28	29
Lavaca County	25	2,107	25	92	47
Lee County	25	716	27	21	11
Leon County	38	1,038	34	14	6
Liberty County	26	2,416	25	98	70
Limestone County	41	2,273	34	68	91
Mexia	22	1,628	16	59	86
Remainder of County	19	645	18	9	5
Lipscomb County	25	1,041	15	36	32
Live Oak County	10	410	9	9	6
Llano County	13	827	11	27	24
Loving County	---	---	---	---	---
Lubbock County	127	33,441	103	699	861
Lubbock	114	32,742	91	665	835
Remainder of County	13	699	12	34	26
Lynn County	13	596	12	17	15
McCulloch County	40	3,454	44	60	56
Brady	17	2,801	19	52	50
Remainder of County	23	653	25	8	6
McLennan County	190	36,478	157	1,569	2,026
Waco	144	33,051	89	1,435	1,868
Remainder of County	46	3,427	48	134	158
McMullen County	---	---	---	---	---
Madison County	25	769	24	13	11
Marion County	13	1,368	11	37	45
Martin County	3	99	2	4	4
Mason County	3	275	3	1	(1)
Matagorda County	21	2,272	19	90	85
Bay City	14	2,130	13	55	56
Remainder of County	7	142	6	35	9
Maverick County	12	501	10	48	31
Eagle Pass	11	(x)	(x)	(x)	(x)
Remainder of County	1	(x)	(x)	(x)	(x)
Medina County	16	731	15	41	24
Menard County	14	867	13	17	18
Midland County	20	2,654	16	72	100
Midland	20	2,654	16	72	100
Remainder of County	---	---	---	---	---
Milam County	35	$2,539	38	86	$78
Cameron	22	2,162	26	71	67
Remainder of County	13	377	12	15	11
Mills County	27	782	28	14	7
Mitchell County	8	263	8	11	8
Colorado	7	(x)	(x)	(x)	(x)
Remainder of County	1	(x)	(x)	(x)	(x)
Montague County	26	998	23	57	31
Montgomery County	19	1,051	15	48	49
Moore County	13	368	5	15	17
Morris County	4	96	4	2	2
Motley County	9	792	10	5	5
Nacogdoches County	18	2,577	15	91	108
Nacogdoches	15	2,536	12	83	106
Remainder of County	3	41	3	8	2
Navarro County	68	5,138	60	157	172
Corsicana	50	4,502	42	141	160
Remainder of County	18	636	18	16	12
Newton County	6	112	6	3	1
Nolan County	34	9,493	27	203	310
Sweetwater	32	(x)	(x)	(x)	(x)
Remainder of County	2	(x)	(x)	(x)	(x)
Nueces County	216	49,559	138	1,591	2,019
Corpus Christi	178	46,181	113	1,385	1,858
Robstown	18	1,407	12	129	105
Remainder of County	20	1,971	13	77	56
Ochiltree County	28	1,808	16	62	59
Oldham County	19	396	11	19	18
Orange County	10	6,179	6	80	124
Orange	8	(x)	(x)	(x)	(x)
Remainder of County	2	(x)	(x)	(x)	(x)
Palo Pinto County	15	930	10	32	30
Mineral Wells	10	659	7	18	19
Remainder of County	5	271	3	14	11
Panola County	8	607	10	13	11
Parker County	45	2,732	41	222	119
Weatherford	33	2,524	30	218	116
Remainder of County	12	208	11	4	3
Parmer County	20	1,750	11	40	40
Pecos County	8	398	9	8	8
Polk County	19	1,836	16	44	34
Potter County	158	37,925	77	1,472	2,270
Amarillo (part)	147	35,072	74	1,416	2,174
Remainder of County	11	2,853	3	56	96
Presidio County	11	675	9	27	27
Rains County	2	(x)	(x)	(x)	(x)
Randall County	14	292	9	12	12
Amarillo (part)	---	---	---	---	---
Remainder of County	14	292	9	12	12
Reagan County	7	438	7	4	5
Real County	3	60	2	3	4
Red River County	26	1,514	26	70	57
Reeves County	23	1,875	18	61	68
Refugio County	14	1,847	9	30	46
Roberts County	3	36	3	1	1
Robertson County	28	1,892	25	45	34
Rockwall County	7	149	8	5	4
Runnels County	47	2,183	51	66	48

For footnotes, see end of table.

TABLE 13.—COUNTIES, AND EACH CITY OF MORE THAN 5,000 POPULATION

ESTABLISHMENTS, SALES, PERSONNEL, AND PAY ROLL—Continued

STATE, COUNTY, AND CITY	Number of establishments	Sales (thousands of dollars)	Active proprietors, partners, and salaried officers	Number of employees * Average for year	TOTAL PAY ROLL * (thousands of dollars)
Texas — Con.					
Rusk County	75	$5,468	23	141	$170
Henderson	16	1,751	12	44	49
Kilgore (part)	--	--	--	--	--
Remainder of County	19	3,717	11	97	121
Sabine County	5	182	4	7	6
San Augustine County	6	495	4	16	18
San Jacinto County	7	309	-	23	24
San Patricio County	36	3,435	25	207	117
San Saba County	13	937	17	18	7
Schleicher County	10	784	13	9	7
Scurry County	13	480	13	9	8
Shackelford County	11	744	8	15	10
Shelby County	27	2,286	26	60	54
Sherman County	11	370	7	12	15
Smith County	102	20,197	63	741	746
Tyler	86	16,809	54	671	677
Remainder of County	16	3,384	9	70	69
Somervell County	1	(x)	(x)	(x)	(x)
Starr County	6	290	6	9	1
Stephens County	29	1,776	22	93	101
Breckenridge	27	(x)	(x)	(x)	(x)
Remainder of County	2	(x)	(x)	(x)	(x)
Sterling County	4	187	4	1	(1)
Stonewall County	5	141	4	4	3
Sutton County	17	2,181	14	25	26
Swisher County	25	1,267	16	54	50
Tarrant County	459	149,436	328	3,864	5,576
Fort Worth	436	148,366	304	3,811	5,541
Remainder of County	23	1,060	21	53	37
Taylor County	96	14,626	79	585	677
Abilene	87	14,367	65	576	668
Remainder of County	12	259	14	9	9
Terrell County	5	520	4	12	11
Terry County	26	1,160	27	34	26
Throckmorton County	4	72	4	2	3
Titus County	21	1,435	17	51	62
Tom Green County	123	17,743	112	534	566
San Angelo	103	17,465	86	515	552
Remainder of County	20	278	26	19	8
Travis County	120	22,040	89	979	1,357
Austin	114	21,882	82	970	1,350
Remainder of County	6	158	6	9	7
Trinity County	9	245	8	5	9
Tyler County	6	258	6	3	4
Upshur County	17	$1,901	15	44	$33
Upton County	20	1,944	12	107	122
Uvalde County	34	3,013	26	76	61
Uvalde	20	2,220	12	57	44
Remainder of County	14	793	15	19	16
Val Verde County	26	4,526	14	69	72
Del Rio	24	(x)	(x)	(x)	(x)
Remainder of County	2	(x)	(x)	(x)	(x)
Van Zandt County	16	715	19	18	13
Victoria County	52	5,070	42	171	145
Victoria	38	3,304	28	97	109
Remainder of County	16	1,766	14	38	36
Walker County	18	1,364	17	35	35
Huntsville	14	1,077	12	29	35
Remainder of County	4	287	4	--	-
Waller County	5	161	5	4	3
Ward County	21	2,963	17	123	166
Washington County	43	4,497	36	143	149
Brenham	38	4,345	31	134	143
Remainder of County	5	152	5	9	6
Webb County	58	6,116	44	595	284
Laredo	47	5,597	40	571	268
Remainder of County	9	521	4	24	16
Wharton County	30	2,892	26	90	79
Wheeler County	20	710	16	36	21
Wichita County	174	21,445	116	861	1,133
Electra	23	1,722	14	56	71
Wichita Falls	127	17,925	86	725	1,062
Remainder of County	24	1,801	13	79	59
Wilbarger County	31	2,552	34	137	130
Vernon	25	2,388	26	134	118
Remainder of County	6	164	4	3	2
Willacy County	13	501	14	31	29
Williamson County	79	5,812	68	212	150
Taylor	30	2,367	27	142	106
Remainder of County	48	2,449	41	70	46
Wilson County	21	465	11	23	12
Winkler County	15	1,272	7	43	77
Wise County	28	518	19	[illegible]	21
Wood County	25	1,481	22	41	34
Yoakum County	9	[illegible]	[illegible]	[illegible]	[illegible]
Young County	35	[illegible]	[illegible]	[illegible]	53
Graham	26	[illegible]	[illegible]	35	50
Remainder of County	9	[illegible]	17	34	32
Zapata County	1	(x)	(x)	(x)	(x)
Zavala County	17	462	14	41	36
Crystal City	15	(x)	(x)	(x)	(x)
Remainder of County	2	(x)	(x)	(x)	(x)

* Employees and pay roll include paid executives of corporations but not the number and compensation of proprietors of unincorporated businesses.
x Withheld to avoid disclosure.
1 Less than $1,000.

TABLE 13.—COUNTIES, AND EACH CITY OF MORE THAN 5,000 POPULATION

ESTABLISHMENTS, SALES, PERSONNEL, AND PAY ROLL

UTAH

STATE, COUNTY, AND CITY	Number of establishments	Sales (add 000)	Active proprietors (of unincorporated business)	Number of employees* (full-time and part-time) Average for year	TOTAL PAY ROLL* (add 000)
Utah, all establishments	957	$194,172	604	6,705	$10,356
Beaver County	4	178	3	3	5
Box Elder County	45	2,589	34	100	71
Brigham	20	763	17	63	34
Remainder of County	25	1,726	17	37	37
Cache County	41	3,395	36	116	113
Logan	24	2,731	20	82	81
Remainder of County	17	664	10	34	32
Carbon County	26	2,728	21	47	86
Price	19	1,586	15	32	43
Remainder of County	7	1,142	6	15	42
Daggett County	--	-	---	---	---
Davis County	11	1,363	10	24	13
Duchesne County	14	365	4	14	15
Emery County	4	166	7	11	8
Garfield County	4	45	3	1	1
Grand County	3	138	3	4	5
Iron County	15	1,116	12	29	42
Juab County	15	633	10	18	23
Kane County	3	154	2	4	6
Millard County	19	702	17	11	10
Morgan County	7	214	7	17	5
Piute County	3	(x)	(x)	(x)	(x)
Rich County	5	$80	3	5	$4
Salt Lake County	481	135,086	249	5,087	8,340
Murray	5	663	2	44	49
Salt Lake City	444	129,699	223	4,880	8,100
South Salt Lake	3	101	2	6	11
Remainder of County	29	4,623	22	157	180
San Juan County	1	(x)	(x)	(x)	(x)
Sanpete County	25	706	20	24	21
Sevier County	17	896	14	23	21
Summit County	18	630	16	8	12
Tooele County	13	524	12	11	16
Tooele	8	335	7	7	10
Remainder of County	5	189	5	4	6
Uintah County	13	675	9	22	20
Utah County	54	7,018	34	280	338
Provo	30	4,717	17	191	258
Remainder of County	24	2,301	17	89	80
Wasatch County	9	373	7	9	11
Washington County	14	595	20	26	24
Wayne County	1	(x)	(x)	(x)	(x)
Weber County	92	33,743	53	806	1,143
Ogden	84	32,342	49	777	1,125
Remainder of County	8	1,401	4	29	18

* Employees and pay roll include paid executives of corporations but not the number and compensation of proprietors of unincorporated businesses.
x Withheld to avoid disclosure.

TABLE 13.—COUNTIES, AND EACH CITY OF MORE THAN 5,000 POPULATION

ESTABLISHMENTS, SALES, PERSONNEL, AND PAY ROLL

VERMONT

STATE, COUNTY, AND CITY	Number of establishments	Sales (add 000)	Active proprietors (of unincorporated business)	Number of employees* (full-time and part-time) Average for year	TOTAL PAY ROLL* (add 000)
Vermont, all establishments	383	$57,112	209	2,354	$3,434
Addison County	13	1,449	8	43	47
Bennington County	22	1,830	16	62	79
Bennington	15	953	12	32	44
Remainder of County	7	877	4	30	35
Caledonia County	31	3,802	17	175	239
St. Johnsbury	24	3,491	11	152	224
Remainder of County	7	311	6	23	15
Chittenden County	70	17,220	42	758	1,153
Burlington	63	14,251	38	653	1,035
Winooski	---	---	---	---	---
Remainder of County	7	2,969	4	105	118
Essex County	3	202	2	9	11
Franklin County	18	2,296	10	76	101
St. Albans	11	1,858	6	50	76
Remainder of County	7	438	4	26	25
Grand Isle County	4	299	2	17	15
Lamoille County	11	$1,193	6	38	$50
Orange County	15	1,089	5	23	36
Orleans County	28	1,981	20	69	77
Rutland County	60	7,848	28	334	518
Rutland	49	7,009	24	306	483
Remainder of County	11	839	4	28	35
Washington County	41	5,133	16	210	322
Barre	22	2,361	11	112	170
Montpelier	15	2,516	4	84	127
Remainder of County	4	256	1	14	25
Windham County	27	6,873	14	329	482
Brattleboro [1]	15	4,102	8	211	327
Remainder of County	12	2,771	6	118	155
Windsor County	40	5,897	23	211	304
Springfield	4	380	3	9	13
Remainder of County	36	5,517	20	202	291

* Employees and pay roll include paid executives of corporations but not the number and compensation of proprietors of unincorporated businesses.
1 Classified as urban under special rule.

TABLE 13.—COUNTIES, AND EACH CITY OF MORE THAN 5,000 POPULATION

ESTABLISHMENTS, SALES, PERSONNEL, AND PAY ROLL

STATE, COUNTY, AND CITY	Number of establishments	Sales (add 000)	Active proprietors	Number of employees* Average for year	TOTAL PAY ROLL* (add 000)
Virginia, all establishments	2,432	$627,632	1,500	28,236	$33,971
Accomack County	57	4,442	68	421	270
Albemarle County	7	889	8	43	27
Charlottesville [1]	30	4,761	21	199	233
Alleghany County	14	2,462	4	70	113
Covington	11	2,287	2	62	104
Remainder of County	3	175	2	8	9
Clifton Forge [1]	4	479	1	16	20
Amelia County	4	257	1	7	7
Amherst County	3	52	3	4	1
Appomattox County	4	179	1	6	4
Arlington County [2]	16	11,578	8	464	449
Alexandria [1]	21	21,624	9	212	588
Augusta County	21	2,501	21	84	86
Waynesboro	11	1,149	14	32	42
Remainder of County	1	1,352	7	52	44
Staunton [1]	31	5,878	15	248	333
Bath County	2	(x)	(x)	(x)	(x)
Bedford County	11	1,063	8	49	58
Bland County	1	(x)	(x)	(x)	(x)
Botetourt County	2	(x)	(x)	(x)	(x)
Brunswick County	7	901	2	28	26
Buchanan County	6	690	2	32	51
Buckingham County	1	(x)	(x)	(x)	(x)
Campbell County	22	1,353	10	53	49
Lynchburg [1]	113	26,961	59	1,044	1,496
Caroline County	7	548	4	34	27
Carroll County	8	824	11	28	20
Charles City County	---	---	---	---	---
Charlotte County	4	259	3	11	8
Chesterfield County	1	1,137	8	47	61
Clarke County	3	127	1	7	4
Craig County	3	69	1	3	3
Culpeper County	17	1,479	11	47	55
Cumberland County	---	---	---	---	---
Dickenson County	2	(x)	(x)	(x)	(x)
Dinwiddie County	1	(x)	(x)	(x)	(x)
Petersburg [1]	53	11,39[illegible]	23	1,103	924
Elizabeth City County	1	1,552	10	95	85
Hampton [1]	17	1,438	12	422	199
Essex County	8	4[illegible]	7	22	17
Fairfax County	6	7[illegible]	3	21	41
Fauquier County	8	99[illegible]	4	25	26
Floyd County	2	(x)	(x)	(x)	(x)
Fluvanna County	3	261	1	7	9
Franklin County	7	[illegible]	7	28	20
Frederick County	8	949	4	50	41
Winchester [1]	35	4,642	26	758	248
Giles County	5	501	3	15	18
Gloucester County	4	541	4	6	9
Goochland County	1	(x)	(x)	(x)	(x)
Grayson County	3	448	1	14	14
Greene County	3	28	2	4	1
Greensville County	10	$1,470	8	56	$53
Halifax County	27	2,916	33	693	566
South Boston	26	(x)	(x)	(x)	(x)
Remainder of County	1	(x)	(x)		
Hanover County	2	x	(x)	(x)	(x)
Henrico County	7	2,[illegible]	4	104	143
Richmond [1]	453	[illegible]	[illegible]	1,923	13,155
Henry County	6	7[illegible]	[illegible]	21	28
Martinsville [1]	16	7,[illegible]	14	1041	172
Highland County	-				-
Isle of Wight County	13	591	1[illegible]	78	53
James City County	2	(x)	(x)	(x)	(x)
Williamsburg [1]	3	95	4	1	1
King and Queen County	- -	- -	-	--	—
King George County	—	---	—	- -	--
King William County	3	9[illegible]	5	14	17
Lancaster County	2[illegible]	1,1[illegible]	2[illegible]	[illegible]	119
Lee County	3	112	2	6	6
Loudoun County	14	2,121	11	37	19
Louisa County	4	299	7	[illegible]	10
Lunenburg County	6	1,112	[illegible]	36	28
Madison County	3	78	4	5	3
Mathews County	9	623	6	45	45
Mecklenburg County	3[illegible]	4,269	[illegible]	1[illegible]	11[illegible]
Middlesex County	1	246	1[illegible]	14	17
Montgomery County	7	1,143	7	19	3[illegible]
Radford [1]	5	1[illegible]	7	8	[illegible]
Nansemond County	13	9[illegible]	11	7[illegible]	[illegible]
Suffolk [1]	3[illegible]	4,496	14	1,[illegible]	43
Nelson County	[illegible]	297	[illegible]	11	2
New Kent County	2	x)	x	(x	(x
Norfolk County	1[illegible]	2,513	5	1[illegible]	186
Norfolk [1]	3[illegible]	1[illegible]	1[illegible]	4,143	5,584
Portsmouth [1]	4[illegible]	4,5[illegible]	2[illegible]	359	217
South Norfolk [1]	1	778	1	33	46
Northampton County	1[illegible]	[illegible]	1[illegible]	142	148
Northumberland County	1[illegible]	3[illegible]	1[illegible]	1[illegible]	33
Nottoway County	1[illegible]	1,7[illegible]	[illegible]	[illegible]	101
Orange County	14	1,702	7	4[illegible]	41
Page County	7	1[illegible]	8	[illegible]	12
Patrick County	7	343	4	11	9
Pittsylvania County	6	365	6	7	6
Danville [1]	6[illegible]	12,8[illegible]	17	1,874	1,[illegible]
Powhatan County	--	---	--	-	- -
Prince Edward County	11	1,172	6	1[illegible]	128
Prince George County	---	---	---	---	---
Hopewell [1]	4	261	3	1[illegible]	19
Prince William County	4	329	2	7	8
Princess Anne County	4	285	2	3	5
Pulaski County	14	2,[illegible]	8	71	[illegible]
Pulaski	1	2,142	5	66	72
Remainder of County	4	265	3	5	19
Rappahannock County	2	179	6	23	7
Richmond County	19	782	2[illegible]	7[illegible]	31

For footnotes, see end of table.

TABLE 13.—COUNTIES, AND EACH CITY OF MORE THAN 5,000 POPULATION

ESTABLISHMENTS, SALES, PERSONNEL, AND PAY ROLL—Continued

VIRGINIA

STATE, COUNTY, AND CITY	Number of establishments	Sales (add 000)	Active proprietors of unincorporated business	Number of employees* (full-time and part-time) Average for year	TOTAL PAY ROLL* (add 000)
Virginia—Con.					
Roanoke County	9	$997	8	33	$43
Salem	4	875	2	14	19
Remainder of County	5	322	6	19	24
Roanoke [1]	130	37,524	69	1,404	2,061
Rockbridge County	18	1,496	11	47	60
Buena Vista [1]	---	---	---	---	---
Rockingham County	18	2,351	18	102	76
Harrisonburg [1]	25	4,944	12	141	186
Russell County	9	230	7	9	7
Scott County	4	482	3	13	13
Shenandoah County	19	1,964	18	54	62
Smyth County	18	1,504	13	51	52
Marion	10	800	7	21	30
Remainder of County	8	704	6	30	22
Spotsylvania County	17	[illegible]	17	36	194
Stonewall County	4	215	3	7	[illegible]
Fredericksburg [1]	[illegible]	4,[illegible]	11	[illegible]	329
Staffordshire County	[illegible]	(x)	(x)	x	(x)
Surry County	2	(x)	(x)	(x)	(x)
Sussex County	9	$1,013	5	39	$35
Tazewell County	20	4,037	11	167	220
Bluefield (part)	8	1,384	2	84	103
Remainder of County	12	2,653	9	83	117
Warren County	9	1,700	6	40	31
Warwick County	2	(x)	(x)	(x)	(x)
Newport News [1]	52	8,419	29	354	381
Washington County	23	3,853	16	127	118
Bristol (part) [1]	32	7,741	7	281	353
Westmoreland County	21	692	20	123	37
Wise County	30	[illegible],384	18	229	[illegible]
Wythe County	13	[illegible],33	11	54	[illegible]
York County	11	[illegible],4	[illegible]	3[illegible]	[illegible]7

* Employees and pay roll include paid executives of corporations, but not the number and compensation of proprietors of unincorporated businesses.

[1] Independent city--not included in county totals.

[2] Classified as urban under special rule.

[3] Less than $1,000.

TABLE 13.—COUNTIES, AND EACH CITY OF MORE THAN 5,000 POPULATION

ESTABLISHMENTS, SALES, PERSONNEL, AND PAY ROLL

WASHINGTON

STATE, COUNTY, AND CITY	Number of establishments	Sales (add 000)	Active proprietors (with payroll for week nearest Nov. 15)	Number of employees* (all weeks) per week Average for year	TOTAL PAY ROLL* (add 000)
Washington, all establishments	3,584	$767,751	1,820	27,425	$44,619
Adams County	40	3,249	11	72	96
Asotin County	2	(x)	(x)	(x)	(x)
Benton County	22	1,045	16	90	54
Chelan County	106	18,915	46	1,248	1,280
Wenatchee	74	14,568	30	795	858
Remainder of County	32	4,347	16	453	422
Clallam County	31	2,868	14	113	185
Port Angeles	19	2,198	6	87	144
Remainder of County	12	670	8	26	41
Clark County	35	10,061	19	192	340
Vancouver	28	9,271	14	165	288
Remainder of County	7	790	5	27	52
Columbia County	10	1,083	7	24	32
Cowlitz County	31	4,204	17	182	295
Kelso	8	1,140	2	44	74
Longview	13	2,103	8	80	141
Remainder of County	10	961	7	58	78
Douglas County	24	1,357	9	40	44
Ferry County	3	117	3	1	2
Franklin County	17	1,422	11	27	35
Garfield County	7	1,159	6	15	24
Grant County	33	2,485	17	61	72
Grays Harbor County	74	11,060	27	418	684
Aberdeen	44	7,866	13	288	473
Hoquiam	11	2,362	3	100	178
Remainder of County	19	832	11	30	33
Island County	7	243	4	11	12
Jefferson County	7	373	4	9	19
King County	1,571	458,070	786	13,732	25,360
Seattle	1,500	451,292	746	13,449	24,957
Remainder of County	71	6,778	40	283	403
Kitsap County	41	4,370	23	179	287
Bremerton	27	2,959	13	124	211
Remainder of County	14	1,411	10	55	76
Kittitas County	40	2,428	28	101	141
Ellensburg	25	1,472	17	67	89
Remainder of County	15	956	11	34	52
Klickitat County	18	$846	10	34	$39
Lewis County	51	4,976	33	171	276
Centralia	24	3,021	17	104	173
Remainder of County	27	1,955	16	67	103
Lincoln County	74	5,973	22	178	215
Mason County	8	461	4	18	25
Okanogan County	73	3,946	28	245	241
Pacific County	22	1,334	15	28	43
Pend Oreille County	9	435	5	12	20
Pierce County	244	63,114	[illegible]	[illegible]	3,962
Puyallup	7	463	5	20	32
Tacoma	206	60,1[illegible]	[illegible]	[illegible]	3,737
Remainder of County	27	2,5[illegible]	[illegible]	13[illegible]	193
San Juan County	8	233	[illegible]	6	9
Skagit County	74	6,2[illegible]	53	321	447
Anacortes	6	449	2	22	35
Remainder of County	68	5,783	51	299	405
Skamania County	4	137	2	6	16
Snohomish County	81	9,939	44	470	722
Everett	50	8,321	29	385	613
Remainder of County	31	1,618	16	85	109
Spokane County	341	78,507	185	3,253	5,201
Spokane	299	76,981	171	3,153	5,098
Remainder of County	42	2,426	14	100	103
Stevens County	14	665	12	12	25
Thurston County	36	3,915	18	166	261
Olympia	29	3,554	13	155	241
Remainder of County	7	361	5	11	20
Wahkiakum County	3	(x)	(x)	(x	(x
Walla Walla County	83	10,523	34	354	497
Walla Walla	44	7,980	20	296	437
Remainder of County	39	2,543	14	58	60
Whatcom County	77	9,892	47	421	720
Bellingham	60	9,276	35	402	691
Remainder of County	17	616	12	19	29
Whitman County	110	8,123	37	304	365
Yakima County	199	34,216	103	2,608	2,574
Yakima	104	22,454	47	1,432	1,576
Remainder of County	95	11,762	56	1,256	998

* Employees and pay roll include paid executives of corporations but not the number and compensation of proprietors of unincorporated businesses.
x Withheld to avoid disclosure.

TABLE 13.—COUNTIES, AND EACH CITY OF MORE THAN 5,000 POPULATION

ESTABLISHMENTS, SALES, PERSONNEL, AND PAY ROLL

WEST VIRGINIA

STATE, COUNTY, AND CITY	Number of establishments	Sales (add 000)	Active proprietors of unincorporated businesses	Number of employees* full-time and part-time Average for year	TOTAL PAY ROLL* (add 000)
West Virginia, all establishments	1,424	$283,196	757	11,525	$17,153
Barbour County	10	502	6	30	41
Berkeley County	37	8,743	23	242	349
Martinsburg	28	8,369	15	231	341
Remainder of County	9	374	8	11	8
Boone County	6	349	5	26	33
Braxton County	8	867	5	25	19
Brooke County	14	675	10	29	20
Hollidays Cove (part)	1	(x)	(x)	(x)	(x)
Wellsburg	6	395	4	14	9
Remainder of County	7	(x)	(x)	(x)	(x)
Cabell County	196	(x)	(x)	(x)	(x)
Huntington (part)	194	33,987	104	1,744	2,561
Remainder of County	2	(x)	(x)	(x)	(x)
Calhoun County	1	(x)	(x)	(x)	(x)
Clay County	2	(x)	(x)	(x)	(x)
Doddridge County	1	(x)	(x)	(x)	(x)
Fayette County	15	1,732	9	64	78
Gilmer County	1	(x)	(x)	(x)	(x)
Grant County	10	846	6	27	30
Greenbrier County	21	2,455	15	94	113
Hampshire County	6	243	5	9	12
Hancock County	7	525	8	27	33
Hollidays Cove (part)	---	---	---	---	---
Remainder of County	7	525	8	27	33
Hardy County	3	327	4	11	8
Harrison County	90	19,032	29	743	1,059
Clarksburg	82	18,218	27	697	1,013
Remainder of County	8	814	2	46	46
Jackson County	11	1,145	7	43	44
Jefferson County	21	1,746	17	81	64
Kanawha County	218	69,009	81	2,707	4,045
Charleston	206	67,702	77	2,658	4,004
Dunbar	1	(x)	(x)	(x)	(x)
South Charleston	1	(x)	(x)	(x)	(x)
Remainder of County	8	(x)	(x)	(x)	(x)
Lewis County	10	1,156	7	56	76
Weston	7	760	5	51	69
Remainder of County	3	396	2	5	7
Lincoln County	2	(x)	(x)	(x)	(x)
Logan County	23	3,949	12	180	261
Logan	12	2,911	6	95	161
Remainder of County	11	1,038	6	85	100
McDowell County	27	5,527	6	195	304
Welch	12	1,517	3	82	141
Remainder of County	15	4,010	3	113	163
Marion County	40	7,480	22	334	434
Fairmont	33	7,245	15	317	416
Remainder of County	7	235	7	17	18
Marshall County	11	1,421	6	63	71
Moundsville	7	1,052	3	51	48
Remainder of County	4	369	3	12	23
Mason County	7	1,196	7	28	16
Mercer County	71	$16,290	31	678	$1,146
Bluefield (part)	55	16,285	23	612	1,070
Princeton	9	1,007	4	49	56
Remainder of County	7	348	4	17	20
Mineral County	14	976	13	44	46
Keyser	10	942	8	22	23
Remainder of County	4	434	5	22	23
Mingo County	24	5,464	6	249	402
Williamson	20	5,261	4	234	386
Remainder of County	4	203	2	15	16
Monongalia County	47	4,[illegible]	26	266	230
Morgantown	38	4,043	22	189	195
Remainder of County	9	282	4	31	35
Monroe County	5	332	2	19	4
Morgan County	3	50	2	7	3
Nicholas County	6	51	4	17	20
Richwood	4	(x)	(x)	(x)	(x)
Remainder of County	2	(x)	(x)	(x)	(x)
Ohio County	175	(x)	(x)	(x)	(x)
Wheeling	173	42,[illegible]	82	1,854	2,845
Remainder of County	2	(x)	(x)	(x)	(x)
Pendleton County	5	68	4	5	5
Pleasants County	2	(x)	(x)	(x)	(x)
Pocahontas County	16	804	10	46	51
Preston County	16	920	12	26	46
Putnam County	1	(x)	(x)	(x)	(x)
Raleigh County	40	12,163	29	311	479
Beckley	27	9,195	19	203	314
Remainder of County	13	2,968	10	108	165
Randolph County	25	2,669	14	146	171
Elkins	22	2,122	12	137	159
Remainder of County	3	547	2	9	12
Ritchie County	11	618	10	24	31
Roane County	16	2,112	7	73	70
Summers County	12	2,302	9	81	106
Hinton	10	(x)	(x)	(x)	(x)
Remainder of County	2	(x)	(x)	(x)	(x)
Taylor County	13	943	14	42	41
Grafton	8	499	6	34	33
Remainder of County	5	444	8	8	8
Tucker County	5	174	7	10	6
Tyler County	9	574	7	27	26
Upshur County	7	614	6	33	22
Wayne County	6	1,047	1	63	76
Huntington (part)	---	---	---	---	---
Remainder of County	6	1,047	1	63	76
Webster County	2	(x)	(x)	(x)	(x)
Wetzel County	13	1,181	11	37	41
Wirt County	2	(x)	(x)	(x)	(x)
Wood County	87	11,667	40	627	813
Parkersburg	78	11,391	32	610	798
Remainder of County	9	276	8	17	15
Wyoming County	7	940	3	38	60

* Employees and pay roll include paid executives of corporations but not the number and compensation of proprietors of unincorporated businesses.
x Withheld to avoid disclosure.

TABLE 13.—COUNTIES, AND EACH CITY OF MORE THAN 5,000 POPULATION

ESTABLISHMENTS, SALES, PERSONNEL, AND PAY ROLL

STATE, COUNTY, AND CITY	Number of establishments	Sales (add 000)	Active proprietors	Number of employees* Average for year	TOTAL PAY ROLL* (add 000)
Wisconsin, all establishments	4,798	$824,956	3,017	26,748	$42,663
Adams County	7	267	8	8	5
Ashland County	31	4,281	15	133	213
Ashland	24	4,068	11	127	208
Remainder of County	7	213	4	6	5
Barron County	57	4,052	35	168	177
Rice Lake	21	1,607	14	89	91
Remainder of County	36	2,445	21	79	86
Bayfield County	17	701	18	58	38
Brown County	150	47,443	75	1,458	2,412
De Pere	10	708	7	35	46
Green Bay	111	44,726	47	1,369	2,312
Remainder of County	29	2,009	21	54	54
Buffalo County	19	767	16	34	33
Burnett County	15	427	14	8	8
Calumet County	30	1,993	22	67	87
Chippewa County	40	2,821	29	91	93
Chippewa Falls	13	981	9	47	57
Remainder of County	27	1,840	20	44	36
Clark County	53	2,641	41	74	47
Columbia County	54	3,457	37	105	120
Portage	20	1,520	13	46	68
Remainder of County	34	1,937	24	59	52
Crawford County	26	1,233	22	30	31
Dane County	214	38,585	105	1,642	2,559
Madison	147	33,580	60	1,455	2,379
Remainder of County	67	5,005	45	187	180
Dodge County	67	5,231	54	181	211
Beaver Dam	25	3,473	15	108	146
Watertown (part)	---	---	---	---	---
Waupun (part)	---	---	---	---	---
Remainder of County	42	1,758	39	73	65
Door County	21	1,263	20	64	68
Sturgeon Bay	14	1,38	15	56	61
Remainder of County	7	275	5	8	7
Douglas County	50	21,737	41	504	784
Superior	45	20,423	37	496	778
Remainder of County	5	314	4	8	6
Dunn County	31	1,953	22	74	73
Menomonie	17	1,242	15	47	47
Remainder of County	14	711	7	27	26
Eau Claire County	61	15,206	24	619	990
Eau Claire	54	14,952	18	609	979
Remainder of County	7	254	6	10	11
Florence County	3	58	3	4	3
Fond du Lac County	77	9,142	52	340	524
Fond du Lac	51	7,676	31	294	463
Waupun (part)	2	(x)	(x)	(x)	(x)
Remainder of County	24	(x)	(x)	(x)	(x)
Forest County	12	465	9	8	15
Grant County	50	3,221	44	49	46
Green County	52	6,423	49	119	177
Monroe	32	4,465	26	102	159
Remainder of County	20	1,958	23	17	18
Green Lake County	29	1,170	27	41	46
Iowa County	37	2,226	28	47	51
Iron County	16	1,292	10	44	54
Jackson County	28	1,511	20	52	56
Jefferson County	62	6,616	47	246	265
Fort Atkinson	12	1,119	8	33	31
Watertown (part)	25	3,611	19	143	143
Remainder of County	25	1,886	20	70	91
Juneau County	22	1,305	17	30	26
Kenosha County	67	$8,567	56	265	$377
Kenosha	56	8,271	43	243	362
Remainder of County	11	296	9	12	15
Kewaunee County	29	2,476	17	69	87
La Crosse County	24	14,[illegible]	60	732	1,[illegible]
La Crosse	9	14,[illegible]	41	[illegible]	[illegible]
Remainder of County	14	[illegible]	19	23	22
Lafayette County	29	1,47[illegible]	22	42	32
Langlade County	34	2,[illegible]4	29	1[illegible]	[illegible]4
Antigo	23	2,342	2[illegible]	97	[illegible]
Remainder of County	7	190	5	1[illegible]	6
Lincoln County	19	781	13	4[illegible]	40
Merrill	10	559	6	24	31
Remainder of County	9	222	7	[illegible]	11
Manitowoc County	72	11,262	41	457	656
Kaniteowoc	43	8,474	21	373	566
Two Rivers	11	988	8	48	76
Remainder of County	18	800	12	36	36
Marathon County	92	12,948	54	477	588
Wausau	59	11,700	24	433	554
Remainder of County	33	1,248	30	44	34
Marinette County	58	3,370	42	237	194
Marinette	35	2,251	23	211	171
Remainder of County	23	1,119	23	26	23
Marquette County	16	993	17	22	15
Milwaukee County	1,517	423,130	74[illegible]	18,9[illegible]	23,126
Cudahy	5	829	2	24	40
Milwaukee	1,445	418,360	707	18,[illegible]	22,824
Shorewood	--	---	---	--	---
South Milwaukee	6	487	2	6	6
Wauwatosa	11	2,090	6	1[illegible]	194
West Allis	19	4,877	8	1[illegible]	242
West Milwaukee	6	1,401	2	45	167
Whitefish Bay	3	138	3	---	---
Remainder of County	12	942	10	26	53
Monroe County	61	4,133	49	203	162
Sparta	22	2,215	14	119	118
Remainder of County	39	1,918	35	84	44
Oconto County	64	2,282	54	56	61
Oconto	12	316	9	9	10
Remainder of County	52	1,966	45	47	51
Oneida County	43	2,906	27	[illegible]	141
Rhinelander	30	2,371	18	[illegible]	135
Remainder of County	13	537	11	9	6
Outagamie County	96	11,932	50	49[illegible]	[illegible]
Appleton	58	10,152	26	441	566
Kaukauna	8	535	6	21	20
Remainder of County	24	1,245	19	3[illegible]	21
Ozaukee County	19	1,158	14	4[illegible]	9[illegible]
Pepin County	19	681	2[illegible]	2[illegible]	12
Pierce County	38	1,733	34	6[illegible]	58
Polk County	40	1,808	33	9[illegible]	62
Portage County	19	2,23[illegible]	2[illegible]	2[illegible]	329
Stevens Point	29	1,537	12	247	303
Remainder of County	30	693	17	29	26
Price County	22	1,011	23	24	39
Racine County	100	16,044	6[illegible]	8[illegible]	1,021
Racine	77	13,472	41	539	912
Remainder of County	23	2,572	19	76	109
Richland County	26	1,679	18	93	128
Rock County	97	26,105	89	664	874
Beloit	30	2,469	14	128	181
Janesville	33	20,996	16	267	495
Remainder of County	34	2,744	38	209	198
Rusk County	27	1,029	21	32	31
St. Croix County	34	2,269	27	55	60
Sauk County	53	3,892	36	123	145
Baraboo	19	1,872	11	68	105
Remainder of County	34	2,020	25	55	40

* Employees and pay roll include paid executives of corporations but not the number and compensation of proprietors of unincorporated businesses.
x Withheld to avoid disclosure.

TABLE 13.—COUNTIES, AND EACH CITY OF MORE THAN 5,000 POPULATION

ESTABLISHMENTS, SALES, PERSONNEL, AND PAY ROLL—Continued

WISCONSIN

STATE, COUNTY, AND CITY	Number of establishments	Sales (add 000)	Active proprietors of unincorporated businesses	Number of employees* Full-time and part-time Average for year	TOTAL PAY ROLL* (add 000)
Wisconsin—Con.					
Sawyer County	15	$548	11	15	$13
Shawano County	30	1,954	26	92	76
Shawano	12	735	10	32	25
Remainder of County	18	1,219	16	60	51
Sheboygan County	95	22,536	51	573	844
Sheboygan	67	11,927	38	457	691
Remainder of County	28	10,609	13	116	153
Taylor County	21	700	14	29	29
Trempealeau County	46	1,642	35	41	36
Vernon County	35	2,024	26	100	85
Vilas County	12	563	9	18	23
Walworth County	54	7,840	46	150	183
Washburn County	23	886	18	23	23
Washington County	30	$2,367	24	60	$66
West Bend	4	262	3	5	6
Remainder of County	26	2,105	21	55	60
Waukesha County	55	7,023	45	170	278
Waukesha	28	3,941	21	109	195
Remainder of County	27	3,082	24	61	83
Waupaca County	58	4,207	49	131	116
Waushara County	15	467	13	23	19
Winnebago County	99	11,236	49	530	742
Menasha	12	1,178	5	67	72
Neenah	11	1,197	10	36	60
Oshkosh	66	7,794	25	384	579
Remainder of County	10	1,067	[illegible]	43	31
Wood County	61	5,929	44	207	245
Marshfield	28	3,578	24	127	157
Wisconsin Rapids	17	1,809	9	59	72
Remainder of County	16	542	11	21	16

* Employees and pay roll include paid executives of corporations but not the number and compensation of proprietors of unincorporated businesses.

TABLE 13.—COUNTIES, AND EACH CITY OF MORE THAN 5,000 POPULATION

ESTABLISHMENTS, SALES, PERSONNEL, AND PAY ROLL

WYOMING

STATE, COUNTY, AND CITY	Number of establishments	Sales (add 000)	Active proprietors of unincorporated businesses	Number of employees* Full-time and part-time Average for year	TOTAL PAY ROLL* (add 000)
Wyoming, all establishments	597	$37,031	312	1,210	$1,671
Albany County	11	1,317	5	37	44
Laramie	9	(x)	(x)	(x)	(x)
Remainder of County	[illegible]	(x)	(x)	(x)	(x)
Big Horn County	14	958	14	22	20
Campbell County	10	705	9	6	5
Carbon County	24	1,844	21	26	36
Rawlins	16	1,366	15	22	28
Remainder of County	8	478	6	4	8
Converse County	[illegible]	265	9	5	10
Crook County	6	173	[illegible]	1	1
Fremont County	25	1,241	22	38	30
Goshen County	21	1,586	18	48	37
Hot Springs County	7	225	5	7	7
Johnson County	8	244	5	6	4
Laramie County	56	9,293	40	374	590
Cheyenne	45	9,059	30	363	578
Remainder of County	11	234	10	11	12
Lincoln County	17	$591	14	20	$15
Natrona County	57	8,840	37	281	456
Casper	52	8,556	33	276	441
Remainder of County	5	284	4	5	15
Niobrara County	8	542	7	6	8
Park County	21	1,432	15	45	44
Platte County	11	365	11	8	6
Sheridan County	25	2,790	16	119	138
Sheridan	20	2,678	13	115	134
Remainder of County	5	112	3	4	4
Sublette County	[illegible]	87	4	1	1
Sweetwater County	35	3,157	27	119	172
Rock Springs	29	2,825	22	106	143
Remainder of County	6	332	5	13	29
Teton County	4	172	4	7	9
Uinta County	10	363	8	10	8
Washakie County	8	488	6	11	13
Weston County	7	353	6	13	17
Yellowstone National Park (part)	--	---	---	---	---

* Employees and pay roll include paid executives of corporations but not the number and compensation of proprietors of unincorporated businesses.
x Withheld to avoid disclosure.

APPENDIXES

	Page
KINDS OF BUSINESS:	
Index to kind-of-business descriptions	1020
Kinds of business described	1021
Kind-of-business classifications: 1939, 1935, and 1929	1028
TABLES:	
Table 1.—Sales, expenses, personnel, pay roll, and stocks by types of operation and kinds of business: 1935	1037
Table 1.—United States summary of wholesale trade by type of establishment and kind of business: 1933 (also comparison with 1929)	1045
SCHEDULES:	
Wholesale schedule, Form 31	1050
Wholesale schedule, Form 32	1054
Wholesale schedule, Form 33	1056
Wholesale schedule, Form 34	1057

INDEX TO KIND-OF-BUSINESS DESCRIPTIONS

	Page
Amusement and sporting goods	1021
Bicycles and supplies	1021
Cameras and photographic supplies	1021
Motion picture equipment and supplies (except films)	1021
Motion picture film exchanges	1021
Sporting goods	1021
Toys, novelties, and fireworks	1021
All other	1021
Automotive	1021
Automobiles (new and used)	1021
Trucks and tractors	1021
Automotive accessories and equipment	1021
Automotive parts	1021
Tires and tubes	1021
Beer, wines, and liquors	1021
Beer and ale	1021
Wines and liquors	1021
Chemicals and paints	1021
Dyestuffs	1021
Explosives	1021
Industrial chemicals	1021
Naval stores	1022
Paints and varnishes	1022
Paints with glass and/or wallpaper	1022
All other	1022
Clothing and furnishings	1022
Clothing and furnishings (general line)	1022
Men's and boys'	1022
Women's and children's	1022
Furs, dressed, and fur clothing	1022
Millinery and millinery supplies	1022
Shoes and other footwear	1022
Coal and coke	1022
Drugs (general line)	1022
Service wholesalers (without liquor)	1022
Service wholesalers (with liquor)	1022
Cooperatives and voluntary groups	1022
Drugs and drug sundries (specialty lines)	1022
Proprietary medicines	1022
Toiletries	1022
Drug specialties and sundries	1022
Dry goods (general line)	1022
Dry goods (specialty lines)	1022
Hosiery and lingerie	1022
Notions	1022
Piece goods:	
General line	1022
Cotton	1022
Silk, linen, rayon, and velvet	1022
Woolen and worsted	1022
Other	1022
Other dry goods specialties	1022
Electrical goods	1022
Electrical merchandise (general line)	1022
Apparatus and equipment	1022
Wiring supplies and construction materials	1022
Radios and equipment	1023
Refrigerators and equipment (household)	1023
All other	1023
Farm products—raw materials	1023
Cotton	1023
Grains	1023
Hides, skins, and raw furs	1023
Horses and mules	1023
Livestock	1023
Silk (raw)	1023
Tobacco (leaf)	1023
Wool and mohair	1023
All other	1023
Farm products—consumer goods	1023
Dairy products	1023
Dairy and poultry products	1023
Poultry and poultry products	1023
Fruits and vegetables (fresh)	1023
Fresh fruits only	1023
All other	1023
Farm supplies	1023
Feed	1023
Fertilizer	1023
Seeds	1023
All other	1023
Furniture and house furnishings	1023
China, glassware, and crockery	1023
Floor coverings	1023
Furniture (general line)	1023
Furniture (household)	1023
Furniture (office)	1023
House furnishings (except as specified)	1023
Musical instruments and sheet music	1023
Groceries (general line)	1023
Not sponsoring cooperative or voluntary groups	1024
Voluntary group wholesalers	1024
Retailer-cooperative warehouses	1024
Cash-and-carry depots	1024
Groceries and foods (specialty lines)	1024
Breakfast cereals	1024
Canned foods	1024
Coffee, tea, and spices	1024
Coffee roasting and spice grinding	1024
Confectionery	1024
Fish and sea foods	1024
Flour	1024
Fruits and vegetables (frosted)	1024
Groceries and foods—Continued.	Page
Meats and provisions	1024
Other food and grocery specialties	1024
Hardware	1024
General line	1024
Specialty lines	1024
Jewelry	1024
Jewelry (general line)	1024
Clocks and watches	1024
Diamonds and other precious stones	1024
All other	1024
Lumber and construction materials	1024
Builders' supplies (general line)	1024
Lumber	1024
Lumber and millwork	1024
Millwork	1024
Brick, tile, and terra cotta	1024
Cement, lime, and plaster	1024
Glass	1024
All other	1024
Machinery—equipment—supplies	1024
Commercial equipment and supplies:	
Office machines and equipment	1024
Restaurant and hotel supply houses	1024
Garage and filling station equipment	1024
Soda fountain equipment and supplies	1025
Store machines	1025
Store fixtures and equipment	1025
All other	1025
Farm and dairy:	
Dairy equipment	1025
Farm implements	1025
Farm machinery and equipment	1025
Industrial machinery, equipment, and supplies:	
Industrial (general line)	1025
Belting, hose, and packing	1025
Construction (except road building)	1025
Road building	1025
Machine tools	1025
Mine and mill supplies	1025
Oil-well supply houses	1025
Power plant and power transmission	1025
Printing and lithographing (except paper)	1025
Rope, cordage, and twine	1025
Textile	1025
Used machinery and equipment	1025
All other	1025
Professional equipment and supplies:	
Dental supply houses	1025
Religious supply houses	1025
School equipment and supplies	1025
Surgical, medical, and hospital	1025
All other	1025
Service equipment and supplies:	
Barber and beauty supply houses	1026
Laundry and dry cleaning	1026
Tailors' supplies	1026
Undertakers' supplies	1026
Upholsterers' supplies	1026
All other	1026
Transportation equipment and supplies:	
Aircraft and aeronautical	1026
Railroad	1026
Marine	1026
Other	1026
Metals and metal work (except scrap)	1026
Building metal work	1026
Iron and steel products (general line)	1026
Iron and steel products (semifinished)	1026
Iron and steel products (flat)	1026
Wire and wire products	1026
Iron and steel finished products (n. e. c.)	1026
Copper	1026
All other	1026
Paper and its products	1026
Wrapping or coarse paper and products	1026
Printing and writing papers	1026
Stationery and stationery supplies	1026
Wallpaper	1026
Petroleum and its products	1026
Plumbing and heating equipment and supplies	1026
Plumbing and heating (general line)	1026
Heating (including stoves and ranges)	1026
Plumbing fixtures, equipment, and supplies	1026
All other	1026
Tobacco and products (except leaf)	1027
Waste materials	1027
Iron and steel scrap	1027
Junk and scrap (general line)	1027
Waste paper, rags, and rubber	1027
Non-ferrous metals	1027
All other	1027
All other products	1027
Books, periodicals, and newspapers	1027
Flowers and nursery stock	1027
Forest products (except lumber)	1027
General merchandise	1027
Leather and shoe findings	1027
Leather goods	1027
Oils and greases (animal and vegetable)	1027
Optical goods	1027
Textiles and materials (other than dry goods)	1027
Yarns	1027
Miscellaneous kinds of business	1027

KINDS OF BUSINESS DESCRIBED

The various kinds of business into which all wholesale establishments are classified are described below. Kind-of-business group classifications are designated by roman numerals.

I. Amusement and Sporting Goods

Bicycles and supplies.—Establishments primarily engaged in selling bicycles and bicycle supplies to retailers, to bicycle shops, and to rental agencies.

Cameras and photographic supplies.—This classification includes establishments engaged principally in selling cameras, films, photographic paper, and other photographic supplies and equipment to distributors, to retailers, and to photographic studios.

Motion picture equipment and supplies (except films).—Establishments primarily engaged in selling motion picture studio and theater equipment—raw film, projectors, talking picture apparatus and sound equipment, and theater equipment and supplies. Amateur motion picture films and equipment pertaining thereto are included under *Cameras and photographic supplies*.

Motion picture film exchanges.—Independent, export, and producer exchanges primarily engaged in renting or selling developed films for exposition. Exchanges handling advertising films and "previews" as well as those handling "shorts" and full-length pictures are included. Independent exchanges are classified by type of operation as wholesale merchants, export exchanges as exporters, and producer exchanges as manufacturers' sales branches.

Sporting goods.—Here are included establishments selling a rather general line of athletic goods for such outdoor and indoor sports as baseball, basketball, football, track and field events, hunting—small arms and ammunition—fishing, trapping, winter sports, etc. Large establishments selling chiefly to schools and other institutions are included as well as establishments selling primarily to retailers.

Toys, novelties, and fireworks.—This classification includes establishments specializing in the sale of toys, novelties, carnival premiums, games, and fireworks to distributors, civic bodies, institutions, and to concessions or places of amusement.

All other.—Establishments primarily engaged in selling at wholesale such recreational and hobby goods as stamps and philatelic supplies, billiard and bowling supplies, coin-operated amusement devices, etc. This classification also includes establishments specializing in the sale at wholesale of one or, at most, only a few items of gymnasium, athletic, and field equipment.

II. Automotive

Automobiles (new and used).—Distributors, manufacturers' sales branches, manufacturers' sales offices, and agents engaged primarily in selling passenger automobiles (new and used) and motor vehicles to distributors, to dealers, or for export are included here. Many distributors, included as service and limited-function wholesalers, do some retail business. Only those selling primarily to other distributors or to dealers are included here. Those selling chiefly to consumers are classified in the retail census.

Trucks and tractors.—Included in this classification are establishments primarily engaged in selling new or used commercial trucks, tractors, trailers, semitrailers, and related vehicles and parts. Businesses selling special-purpose tractors, such as those used for farming or road building, along with their equipment and supplies are included under their respective kinds of business rather than here. Truck and tractor dealers [illegible] though [illegible] are included here, rather than in the retail census, on the basis of kinds of goods [illegible] these dealers have regulated service departments.

Automotive accessories and equipment.—Establishments engaged chiefly in selling accessories and equipment useful and convenient in the [illegible] operation, but not considered as necessary parts, of [illegible] dealers, tools, spotlights and [illegible] seat covers, automotive chemicals, [illegible] etc. are included here. Substantial amounts of automotive parts may also be handled, but the primary business of establishments in this classification is the selling of automotive accessories and equipment.

Automotive parts.—The distinction in principle between this classification and *Automotive accessories and equipment* lies in the fact that establishments engaged principally in selling integral parts of motor vehicles, such as wheels, engines, frames, bodies, batteries, bearings, etc., are included here. The distinction is not always clear-cut nor absolute, as many houses sell both lines of merchandise. Hence, for [illegible] purposes, the figures for the two classifications might well be combined. Distributors of used, as well as of new, parts are included.

Tires and tubes.—Establishments specializing in the sale to distributors, dealers, and service shops, of tires and tubes for all classes of motor vehicles.

III. Beer, Wines, and Liquors

Beer and ale.—Distributors and manufacturers' sales branches or offices selling beer, ale, porter, stout, and other malt liquors to dealers, hotels, restaurants, etc., are included in this classification. Many beer distributors also handle soft drinks, confectionery, tobacco, and related items. Only those engaged principally in selling beer and other malt liquors at wholesale are included here.

Wines and liquors.—This classification includes establishments primarily engaged in selling all types of wines, whisky, gin, rum, brandy, liquors, etc., at wholesale, including establishments which bottle and sell wines and liquors manufactured in bulk by others. Depots supplying State liquor stores are not included in the wholesale census.

IV. Chemicals and Paints

Dyestuffs.—Establishments primarily engaged in selling dyes and dyestuffs, colors, and chemicals for use in textile and converting industries. Establishments engaged principally in selling wood and bark from which tanning materials are extracted are classified with *Forest products (except lumber)*, and not here.

Explosives.—Establishments primarily engaged in selling dynamite, nitroglycerin, blasting powder, etc., for mining, construction, industrial, and other uses. (Concerns engaged primarily in selling fireworks and ammunition for small arms are included under *Amusement and sporting goods*, not here.)

Industrial chemicals.—Establishments primarily engaged in the distribution of any one or more industrial and heavy chemicals, not elsewhere classified, such as primary and intermediate coal tar products, plastic materials, compressed and liquefied gases, sulphuric and other acids, ammonia, caustic and other sodas, industrial alcohol, and other heavy chemicals.

Naval stores.—Establishments primarily engaged in selling turpentine, resin, pine tar, and pitch.

Paints and varnishes.—Establishments primarily engaged in selling paints, varnishes, lacquers, enamels, calcimines, and stains.

Paints with glass and/or wallpaper.—Establishments primarily engaged in selling paints, varnishes, lacquers, enamels, etc., but also selling substantial amounts of wallpaper and/or glass.

All other.—This classification includes two general types of establishments: (*a*) Those engaged in selling a combination of chemicals as listed above, no one predominating, and (*b*) establishments engaged primarily in selling chemicals not listed above, such as insecticides, synthetic resins, glycerin, metal polishes, and the like.

V. Clothing and Furnishings

Clothing and furnishings (general line).—Establishments primarily engaged in the wholesale distribution to retail stores and to other dealers of a diversified combination of the lines of men's, women's, and children's clothing and furnishings usually sold in the retail apparel and accessory stores.

Men's and boys'.—Establishments primarily engaged in selling men's and boys' suits, coats, overcoats, work clothing, hats and caps, shirts, undergarments, and other furnishings, except shoes.

Women's and children's.—Establishments primarily engaged in selling women's coats (except fur), suits, dresses, and other outer garments for street, office, home, or evening wear; and children's wear.

Furs, dressed, and fur clothing.—Establishments primarily engaged in selling dressed furs, fur clothing, and fur cuttings to retailers or to clothing makers.

Millinery and millinery supplies.—Establishments primarily engaged in selling women's millinery, millinery trimmings, and millinery supplies at wholesale.

Shoes and other footwear.—Establishments primarily engaged in selling men's, boys', women's, children's, and infants' leather and rubber shoes and other footwear to retailers, to other dealers, and to institutions or industrial users.

VI. Coal and Coke

Establishments primarily engaged in selling bituminous coal, anthracite coal, and coke to dealers, distributors, or to industrial users. Establishments operating coal yards and selling at wholesale are included as well as those primarily engaged in shipping direct from mines to customers.

VII. Drugs (General Line)

Establishments primarily engaged in selling a full line of drugs and drug sundries, including pharmaceuticals, proprietary (patent) medicines, druggists' rubber goods, cosmetics, toiletries, and novelties to retail stores. Under this heading are three subdivisions:

(*a*) *Service wholesalers (without liquor).*—Wholesale merchants selling a general line of drugs, but not liquors.

(*b*) *Service wholesalers (with liquor).*—Wholesale merchants selling liquors along with a general line of drugs.

(*c*) *Cooperatives and voluntary groups.*—Establishments handling a full line of drugs, but which by virtue of agreements with customers do not perform all of the services characteristic of wholesale merchants. In the case of cooperatives, retailers own and operate the wholesale organization.

VIII. Drugs and Drug Sundries (Specialty Lines)

Proprietary medicines.—Establishments primarily engaged in selling patented and proprietary medicines.

Toiletries.—Establishments primarily engaged in selling (at wholesale) perfumes, cosmetics, and other toilet preparations such as toilet waters, face powders, washes and lotions, hair tonics, dentifrices, toilet soaps, and toilet articles—combs, brushes, mirrors, etc.

Drug specialties and sundries.—Establishments primarily engaged in selling druggists' sundries, such as medicinal glass and rubber goods, bandages and antiseptics, razors and razor blades, sanitary supplies, medicine cabinets and sick room sundries (except surgical, dental, and hospital equipment) and the like.

IX. Dry Goods (General Line)

Establishments primarily engaged in the wholesale distribution to retail stores and to other dealers of a diversified combination of lines usually sold in retail dry goods stores, including piece goods, home furnishings, ready-to-wear furnishings and accessories, notions, and other dry goods. Establishments are included in this group on the basis of usual trade designation rather than the more strict interpretation of commodities handled.

X. Dry Goods (Specialty Lines)

Hosiery and lingerie.—Establishments primarily engaged in selling ladies' hosiery, lingerie, and the like to retailers. Some sales are made to wholesalers.

Notions.—Establishments primarily engaged in selling sewing, shoe, and hair accessories—thread, tapes, buttons, braids, zippers, needles, etc.

Piece goods.—Establishments engaged in selling textiles in the piece or bolt to retailers or to manufacturers, converters, and to the cutting-up and needle trades. Five subdivisions of this classification are distinguished, those selling: (1) A combination of lines of piece goods; (2) cotton goods; (3) silks, linens, rayons, and velvets; (4) woolens and worsteds; and (5) "other" as defined below.

Other (piece goods).—This classification consists of two general types of establishments: (*a*) Those primarily engaged in selling two- or three-piece goods lines but not sufficiently broad to be classified as "general line" and (*b*) those handling such items as coated fabrics, mill ends, rubberized fabrics, veilings, curtain materials and the like.

Other dry goods specialties.—Establishments primarily engaged in selling miscellaneous items such as smallwares, miscellaneous knit goods, cloth labels, fancy linen and needle work; also establishments handling a miscellaneous combination of dry goods.

XI. Electrical Goods

Electrical merchandise (general line).—Establishments primarily engaged in selling a full line of electrical goods including wiring supplies and construction materials, apparatus and equipment, radios, refrigerators, and appliances to retail stores, to distributors, to construction contractors, and to other industrial users. The division of sales of general-line houses is somewhat as follows: Approximately 40 to 50 percent wiring supplies and electrical construction materials; 10 percent electrical apparatus and equipment; 35–40 percent radios, refrigerators, and other appliances; the remainder being made up of miscellaneous items.

Apparatus and equipment.—Establishments primarily engaged in selling electrical prime movers and other electric power equipment for the generation, transmission, or the utilization of electric energy by electrical public utilities; radio broadcasting, telephone, and telegraph facilities; and manufacturing, mining, and transportation (except automotive) industries.

Wiring supplies and construction materials.—Establishments primarily engaged in selling interior wiring and construction

materials (conduits and fittings, interior wires and cables, wiring devices, safety switches, panels, etc.); outside construction materials (poles, cross arms, pole and line hardware, outside wires and cables, etc.); lighting fixtures (residential, commercial, and industrial); and incandescent lamps. Sales are to retailers, distributors, contractors, and other industrial users. Many establishments in this classification carry almost a full line of electrical goods.

Radios and equipment.—Establishments primarily engaged in selling radio sets (midget, console, and combination—but not automobile); tubes; parts and accessories (antennas, equipment, repair parts, etc.) to distributors, dealers, and to shops.

Refrigerators and equipment (household).—Establishments primarily engaged in selling domestic refrigerators, accessories, and parts.

All other.—Establishments primarily engaged in selling electrical appliances (other than radios and refrigerators) and specialties—mixers, polishers and scrubbers, sewing machines, heating appliances, fans, clocks, irons (domestic), etc.

XII. Farm Products—Raw Materials

Cotton.—Establishments primarily engaged in selling raw cotton and cotton linters to (or buying for) shippers, dealers, exporters, or industrial users. This classification does not include establishments engaged principally in ginning or compressing raw cotton.

Grains.—Establishments primarily engaged in selling corn, wheat, oats, rye, and other grains to (or buying such items for) dealers, distributors, exporters, and mills or other industrial users.

Hides, skins, and raw furs.—Establishments primarily engaged in selling untanned hides, skins, and raw furs—cattle hides, sheep skins, goat skins, and pelts of fur-bearing animals to (or buying for) dealers or processors and other industrial users.

Horses and mules.—Establishments primarily engaged in selling horses and mules to (or buying for) dealers, shippers, or industrial concerns.

Livestock.—Establishments primarily engaged in selling (or buying) cattle, hogs, sheep, goats, and other livestock (except horses and mules).

Silk (raw).—Establishments, principally importers, primarily engaged in selling raw silk to mills and other users.

Tobacco (leaf).—Establishments such as auction companies, assemblers, and dealers engaged primarily in selling leaf tobacco to (or buying for) manufacturers, export concerns, or other dealers.

Wool and mohair.—Establishments primarily engaged in selling (or buying) wool (tops, noils, clippings, etc.) and mohair.

All other.—This classification includes two general types of establishments: (*a*) Those handling a combination of raw farm products, no one predominating, and (*b*) those specializing in the sale of such products as feathers, hair, bristles, broomcorn, moss, vegetable fibers, etc.

XIII. Farm Products—Consumer Goods

Dairy products.—Establishments primarily engaged in selling (or buying, as in the case of cream stations) fluid milk, cream, butter, ice cream, cheese, etc. Establishments primarily engaged in pasteurizing or bottling fluid milk and cream are included in this classification only when conducting a wholesale business. Establishments engaged chiefly in distributing milk and other dairy products by daily delivery to homes are classified in the retail census.

Dairy and poultry products.—Establishments primarily engaged in selling (or buying) a combination of lines of dairy products including milk, cream, butter, and cheese, together with fresh and preserved fowl and eggs.

Poultry and poultry products.—Establishments primarily engaged in selling (or buying) fresh and cold storage eggs, and live, dressed, and frozen poultry.

Fruits and vegetables (fresh).—Establishments primarily engaged in selling (or buying) a combination of lines of fresh fruits, vegetables, berries, melons, and the like.

Fresh fruits only.—Establishments primarily engaged in selling (or buying) fresh fruits and berries.

All other.—Establishments primarily engaged in selling miscellaneous lines of edible farm products such as honey, cider, home-produced molasses and sirups, and the like.

XIV. Farm Supplies

Feed.—Establishments primarily engaged in selling mixed and other feeds to distributors, dealers, and buying associations.

Fertilizer.—Establishments primarily engaged in selling fertilizers, and materials for use in making fertilizers.

Seeds.—Establishments primarily engaged in selling field, garden, and flower seeds.

All other.—This classification includes two general types of establishments: (*a*) Those handling a combination of feeds, fertilizers, and seeds, no one item predominating, and (*b*) those specializing in miscellaneous farm supplies such as hay, straw, alfalfa, and the like.

XV. Furniture and House Furnishings

China, glassware, and crockery.—Establishments primarily engaged in selling table and household china, glassware, and earthenware. Establishments specializing in selling restaurant or hotel china and glassware are classified under *Restaurant and hotel supply houses*, and not here.

Floor coverings.—Establishments primarily engaged in selling carpets, rugs, linoleums, and other floor coverings. Contractors primarily engaged in laying linoleum or setting tile floors, etc., are not considered as a part of wholesale trade.

Furniture (general line).—Establishments engaged in selling a combination of lines of office and household furniture, wooden or metal.

Furniture (household).—Establishments primarily engaged in selling living room, bedroom, dining room, kitchen, porch, hall, and juvenile furniture made of wood, metal, fiber, rattan, reed, or willow.

Furniture (office).—Establishments primarily engaged in selling wood, and fiber or metal office and store furniture (chairs, desks, tables, filing cabinets and cases, and the like). Store fixtures are included under *Store fixtures and equipment*.

House furnishings (except as specified).—Establishments primarily engaged in selling a specialized line of house furnishings not elsewhere classified, such as brooms, brushes, mops, curtains, draperies, lamps, lamp shades, linens, domestics, pictures, frames, mattresses, tapestries, window shades, etc.

Musical instruments and sheet music.—Establishments primarily engaged in selling household musical instruments (phonographs—but not radios or radio-phonograph combinations—pianos, organs, phonograph records, and the like); band and orchestra instruments; and sheet music.

XVI. Groceries (General Line)

Establishments handling a rather complete line of foods usually sold in retail grocery stores, such as canned foods, flour, sugar, coffee, tea, spices, dry groceries, etc. Establishments are included in this group primarily on the basis of the usual trade designation rather than the more strict interpretation of the commodities handled. The classification includes four general types of establishments:

(*a*) *Those not sponsoring cooperative or voluntary groups.*—Service and limited-function wholesalers (except cash-and-

carry depots) not sponsoring or affiliated with voluntary or cooperative groups.

(*b*) *Voluntary group wholesalers.*—(For description see types of operation.)

(*c*) *Retailer-cooperative warehouse.*—(For description see types of operation.)

(*d*) *Cash-and-carry depots.*—(For description see types of operation.)

XVII. Groceries and Foods (Specialty Lines)

Breakfast cereals.—Establishments primarily engaged in selling packaged breakfast cereals.

Canned foods.—Establishments primarily engaged in selling various kinds of canned fruits, vegetables, meats, milk, sea foods, and the like.

Coffee, tea, and spices.—Establishments (importers, import agents, and merchants) primarily engaged in selling coffee—green or roasted—tea, and spices to wholesale and to retail organizations. (For coffee roasting and spice grinding, see below.)

Coffee roasting and spice grinding.—Establishments primarily engaged in roasting and grinding coffee and spices, and selling the products to the trade, wholesale and retail.

Confectionery.—Establishments primarily engaged in selling candy, confections, chewing gum, salted nuts, stuffed dates, and the like to distributors or to retailers. (Soda fountain sirups and requisites are classified under *Soda fountain equipment and supplies*, and not here.)

Fish and sea foods.—Establishments primarily engaged in selling (or in packing and shipping) fresh, frozen, cured, and processed (but not canned) fish, crustacea, and mollusks.

Flour.—Establishments (chiefly manufacturers' sales branches) primarily engaged in selling flour, including prepared and packaged flours.

Fruits and vegetables (frosted).—Establishments primarily engaged in selling quick frozen fruits and vegetables to retail stores, institutions, and eating places.

Meats and provisions.—Establishments primarily engaged in selling fresh, frozen, cured, and processed (but not canned) meat, lard, and other edible meat products.

Other food and grocery specialties.—This classification includes two general types of establishments: (*a*) Those handling a combination of items listed above, no one item predominating, but not a sufficiently broad line of commodities to be classified as "general line," and (*b*) establishments primarily engaged in selling such items as bakery products, chocolate, cocoa, pretzels, potato chips, sugar, table salt, laundry soaps, washing powders, starch, matches, edible vegetable oils, yeast, soft drinks, nuts (except salted), dried fruits and vegetables, dry beans and the like.

XVIII. Hardware

General line.—Establishments primarily engaged in selling a diversified combination of lines usually sold in retail hardware stores, including builders' hardware, heavy hardware, shelf and light hardware, tools and cutlery, sporting goods, radios and electrical appliances, automotive supplies, paints and varnishes, wire and wire products, and the like. Two classes of general line hardware establishments are distinguished: (*a*) General line with industrial department—establishments selling, in addition to a general line of hardware, a rather complete line of mine, mill, and industrial supplies to industries in their área, and (*b*) general line without industrial department—establishments primarily engaged in selling a rather general line of hardware to retail stores, contractors, and builders.

Specialty lines.—Establishments primarily engaged in selling one or, at most, a few hardware lines such as hand tools, cutlery, builders' hardware, bolts, nuts, rivets, screws, padlocks, keys, and the like.

XIX. Jewelry

Jewelry (general line).—Establishments selling a general line of jewelry—diamonds and other precious stones, clocks, watches, rings, silverware, costume jewelry, and similar articles made of precious and semiprecious materials.

Clocks and watches.—Establishments primarily engaged in selling clocks, watches, and other time-recording devices to retailers and to industrial, commercial, or institutional buyers.

Diamonds and other precious stones.—Establishments primarily engaged in selling diamonds and other precious stones (cut or uncut).

All other.—Establishments primarily engaged in selling one or, at most, a few lines of jewelry such as semiprecious stones, insignia, plated trophies, emblems, costume jewelry, rings, bracelets, and the like.

XX. Lumber and Construction Materials

Builders' supplies (general line).—Establishments primarily engaged in selling to dealers and to contractors a diversified combination of building materials, such as lumber, millwork, brick, tile, terra cotta, cement, lime, plaster, stucco, sheet glass, sand, gravel, crushed stone, building stone, slate, concrete products, roofing, building metal work, and the like.

Lumber.—Establishments primarily engaged in selling rough, dressed, and finished lumber to dealers, distributors, or to contractors and builders.

Lumber and millwork.—Establishments primarily engaged in selling a combination of lumber and millwork—rough and heavy lumber, sheathing, siding, flooring, shingles, plywood, veneers, doors, sashes, frames, blinds, interior woodwork and trim.

Millwork.—Establishments primarily engaged in selling wooden doors, sashes, frames, blinds, interior woodwork, moulding, plywood, veneers, etc.

Brick, tile, and terra cotta.—Establishments primarily engaged in selling common, hollow, and paving brick; tile, including hollow and drain; and glazed and unglazed terra cotta to dealers or to contractors and builders.

Cement, lime, and plaster.—Establishments primarily engaged in selling cement, hydrated and quicklime, plaster, and stucco.

Glass.—Establishments primarily engaged in selling plate, window, and other flat glass.

All other.—Establishments primarily engaged in selling a limited combination of lumber and construction materials, no one predominating; or such building materials as asbestos products, wallboard, nonmetallic roofing, building stone, slate, concrete products, sand, gravel, crushed stone, etc.

XXI. Machinery—Equipment—Supplies

Commercial Equipment and Supplies

Office machines and equipment.—Establishments primarily engaged in selling office machines and equipment (except furniture), such as adding machines, cash registers, typewriters, dictaphones, addressing, sealing, computing, manifolding, stapling, and office duplicating machines—including supplies and parts for such machines—filing, posting, and loose leaf devices, and miscellaneous office supplies.

Restaurant and hotel supply houses.—Establishments primarily engaged in selling such restaurant, cafeteria, and hotel supplies as coffee urns, steam tables, china, glassware, silverware, linens, and the like.

Garage and filling station equipment.—Establishments primarily engaged in selling such garage and filling station equipment and supplies as air, gasoline, and oil pumps, tanks, hydraulic jacks and lifts, grease guns and equipment, hydrometers, etc.

Soda fountain equipment and supplies. Establishments primarily engaged in selling such soda fountain equipment and supplies as dispensers, fountain and counter fixtures, crockery and other containers, refrigerating equipment, sirups, preserved fruits, nuts, and similar fountain supplies, etc.

Store machines.—Establishments primarily engaged in selling such store machines as scales, meat slicers and grinders, coffee grinders, cash registers, and the like.

Store fixtures and equipment.—Establishments primarily engaged in selling such store fixtures and equipment as show cases, commercial refrigerators, counters, display racks and stands, and the like.

All other.—Establishments primarily engaged in selling a combination of commercial equipment and supplies, no one predominating, or such items as automatic vending machines, popcorn machines, parking meters, etc.

Farm and Dairy

Dairy equipment.—Establishments primarily engaged in selling such dairy machinery and equipment (including parts and supplies) as cream separators, churns, milking machines, milk containers, and the like.

Farm implements.—Establishments primarily engaged in selling such farm implements as plows, harrows, seeders, rakes, and the like.

Farm machinery and equipment.—Establishments selling a combination of such farm machinery and equipment as dairy equipment, farm tractors, harvesters, combines, wagons, incubators, brooders, spraying machines, orchard heaters, and other machinery and equipment used in the operations and processes pertaining to agriculture.

Industrial Machinery, Equipment, and Supplies

(Many establishments included under this classification are frequently thought of as retailers because they sell to users. They are included here primarily on the basis of goods sold and the fact that they sell to industrial users, rather than to household or individual consumers.)

Industrial (general line).—Establishments primarily engaged in selling a broad line of industrial equipment and supplies to industries in their respective areas—belting, hose, packing, tools, equipment, supplies, rope, cordage, wire, cable, and the like.

Belting, hose, and packing.—Establishments primarily engaged in selling all forms of industrial belting, hose, packing, and mechanical rubber goods.

Construction (except road building).—Establishments primarily engaged in selling to contractors and other industrial users such construction (except road building) machinery, equipment, and supplies as concrete mixers, cranes, derricks, contractors' engines, trenching machines, excavators, materials elevators, wheelbarrows, concrete construction clamps and forms, scaffolding, etc., but not building materials.

Road building.—Establishments primarily engaged in selling to contractors and other industrial users such road building equipment and supplies as graders, mixers, power shovels, pavers, spreaders, rollers, pneumatic paving tools, curb and sidewalk forms, and the like, but not road building materials.

Machine tools.—Establishments primarily engaged in selling power driven bending, boring, riveting, and drilling tools; lathes, pneumatic hammers, and similar tools, the operation of which is other than by hand power.

Mine and mill supplies.—Establishments primarily engaged in selling mining, quarrying, well drilling, and pumping machinery; and all forms of industrial supplies that enter into the installation, repair, and upkeep of mine and mill equipment. This classification also includes safety devices and equipment used in mines and mills.

Oil well supply houses.—Establishments primarily engaged in selling machinery, equipment, and tools for use in oil and gas field, and crude petroleum refining operations.

Power plant and power transmission.—Establishments primarily engaged in selling power plant and power transmission equipment, and supplies, including pulleys, hangers, bearings, clutches, drive shafts, etc.

Printing and lithographing (except paper).—Establishments primarily engaged in selling such printing and lithographing machines and equipment as printing and duplicating machinery, printers' and bookbinders' supplies, printing and lithographing inks and chemicals, type metal, plates, etc., but not paper.

Rope, cordage, and twine.—Establishments primarily engaged in selling rope, cordage, twine, etc., braided or twisted, and made from hemp, flax, cotton, manila, jute, paper, and other fiber.

Textile.—Establishments primarily engaged in selling for use in the textile industries, looms, braiding machines, machinery for bleaching, dyeing, mercerizing, etc., including parts, attachments, spindles, and accessories.

Used machinery and equipment.—Establishments primarily engaged in selling all forms of used industrial machinery, equipment, and supplies such as used construction machinery, used machine tools, used textile and shoe machinery, used oil-well machinery, etc.

All other.—Establishments primarily engaged in selling machinery and supplies for use in the food products, woodworking, tanning, paper and pulp, shoe manufacturing, smelting and metal refining industries, etc.; a limited combination of industrial machinery, no one predominating; or such industrial equipment and supplies as welding equipment and supplies, warehouse scales, materials-handling equipment, including conveyor systems, foundry equipment and supplies, electroplating supplies, containers such as glass bottles and tin cans, decalcomanias, industrial abrasives, etc.

Professional Equipment and Supplies

Dental supply houses.—Establishments primarily engaged in selling mechanical devices, equipment and supplies used by dentists such as sterilizers, cabinets, chairs, instruments, and such materials as dental gold and alloys, waxes and plasters, teeth, and the like.

Religious supply houses.—Establishments primarily engaged in selling to dealers, churches, and large users, a limited or complete line of church goods and religious articles such as statuary, vestments, fonts, candelabra, candles, religious pictures, calendars, and literature; religious articles made from precious and semi-precious materials, etc. (Bibles are included in this classification when handled by religious supply houses, otherwise they are included under the classification *Books, periodicals, and newspapers.*

School equipment and supplies.—Establishments primarily engaged in selling a limited or complete line of equipment and supplies such as desks, blackboards, chalk, rulers, wall and globe maps, and the like to dealers or to institutions.

Surgical, medical, and hospital.—Establishments primarily engaged in selling a limited or complete line of surgical and orthopedic appliances such as braces, trusses, splints, etc.; crutches and artificial limbs, surgical and medical instruments and parts, X-ray machines and accessories, microscopes and other scientific instruments used by physicians and in hospitals, hospital furniture and wheel goods, etc.

All other.—Establishments primarily engaged in selling to dealers or to professional users a combination of professional equipment and supplies, no one predominating; or such items as engineering instruments and supplies, artists' supplies, etc.

Service Equipment and Supplies

Barber and beauty supply houses.—Establishments primarily engaged in selling to dealers, barber shops, and beauty parlors a limited or complete line of such barber and beauty parlor equipment and supplies as chairs, dryers, permanent waving machines, scissors, clippers, razors, vibrators, hair tonics, barbers' soaps, and the like.

Laundry and dry cleaning.—Establishments primarily engaged in selling to laundries and dry cleaning establishments a more or less complete line of laundry and dry cleaning equipment and supplies such as washing and ironing machines, laundry inks, soaps, chemicals, dry cleaning fluids, pressing machines, laundry trays and baskets, etc.

Tailors' supplies.—Establishments primarily engaged in selling a limited or complete line of tailors' equipment and supplies, such as suitings, trimmings, buttons, tape measures, pressing machines, shears, needles, chalk, etc.

Undertakers' supplies.—Establishments primarily engaged in selling to dealers or to morticians a limited or complete line of caskets and burial cases (wooden and metal), burial garments, embalming fluids, lowering devices, embalming tables, and the like.

Upholsterers' supplies.—Establishments primarily engaged in selling to dealers and to upholsterers a limited or complete line of upholstery fabrics, upholstery leathers and hardware, wire springs, excelsior, wadding, and other upholstery filling, etc.

All other.—Establishments primarily engaged in selling a combination of service equipment and supplies, no one predominating, or such service equipment and supplies as bootblacks' and hat cleaners' supplies, janitors' supplies, jewelers' and watchmakers' supplies, fire protection equipment, shoe repair equipment and supplies, furriers' supplies, etc.

Transportation Equipment and Supplies

Aircraft and aeronautical.—Establishments primarily engaged in selling to dealers and to industrial or large users, all forms of aircraft, both lighter than air and heavier than air, aircraft engines and parts, parachutes, aeronautical instruments, accessories and parts, etc.

Railroad.—Establishments primarily engaged in selling such railroad equipment and supplies as rails, frogs, switches, signal and safety devices, and all forms of equipment and supplies that enter into the operation, maintenance, and repair of track and rolling stock.

Marine.—Establishments primarily engaged in selling motor, sail, and steamboats, and equipment, supplies, and parts for boats.

Other.—Establishments primarily engaged in selling a combination of transportation equipment and supplies, no one predominating, or such equipment and supplies as used in the maintenance and repair of streetcar, bus, and taxicab transportation systems.

XXII. Metals and Metal Work (Except Scrap)

Building metal work.—Establishments primarily engaged in selling a complete or limited line of ornamental metal work, fire escapes, ventilators, metal roofing and siding, storage tanks, metal lath, metal doors, sashes and partitions, etc.

Iron and steel products (general line).—Establishments primarily engaged in selling a diversified line of iron and steel building metal work, semifinished and flat iron and steel products, iron and steel wire and wire products, iron and steel finished products other than flat and wire, etc.

Iron and steel products (semifinished).—Establishments primarily engaged in selling pig iron; ingots, blooms, billets, and slabs; sheet and tin-plate bars, wire rods, rough castings and foundry products; forgings; etc.

Iron and steel products (flat).—Establishments primarily engaged in selling flat iron and steel products such as plates, strips, and sheets; black plate; tin plate; etc.

Wire and wire products.—Establishments primarily engaged in selling iron and steel wire and wire products such as woven-wire fence and gates, barbed and twisted wire, wire rope and cable (except insulated), strand, reinforcement mesh, drawn wire, etc.

Iron and steel finished products (n. e. c.).—Establishments primarily engaged in selling iron and steel finished products such as tie plates, splice bars, concrete reinforcing bars, structural shapes, cast-iron and steel pipe, steel tubing, steel drums and barrels, etc.

Copper.—Establishments primarily engaged in selling copper sheets, plates, bars, rods, etc.

All other.—Establishments primarily engaged in selling to dealers and industrial users a combination of metals and metal work (except scrap), no one predominating; or such nonferrous metals as aluminum, brass, bronze, lead, zinc, babbitt metal, tin, etc.

XXIII. Paper and Its Products

Wrapping or coarse paper and products.—Establishments primarily engaged in selling wrapping and other coarse paper (not designed for printing), cardboard and paperboard, paper products such as bags, boxes, cups, dishes, napkins, towels, bottle caps, etc.

Printing and writing papers.—Establishments primarily engaged in selling newsprint, book, writing, cover and other papers designed for printing (except wallpaper stock), etc.

Stationery and stationery supplies.—Establishments primarily engaged in selling commercial and social stationery, including envelopes, typewriter and mimeograph paper in cut sizes, file cards and folders; and such stationery supplies as pens, pencils, writing inks, crayons, gummed labels and paper, greeting cards, calendars, blotters, etc.

Wallpaper.—Establishments primarily engaged in selling to dealers, contractors, paperhangers, and other large users, embossed and printed wallpaper for use in covering or decorating interior walls and ceilings.

XXIV. Petroleum and Its Products

Establishments primarily engaged in selling a limited or complete line of petroleum products such as gasoline and naphthas, lubricants, crude oil, kerosene and other fuel oils, etc.

XXV. Plumbing and Heating Equipment and Supplies

Plumbing and heating (general line).—Establishments primarily engaged in selling a diversified line of plumbing and heating equipment and supplies, such as plumbing fixtures, including sanitary ware; steam and hot water heating boilers, radiators, parts, and fittings; stoves, ranges, furnaces, and heating apparatus (except electric); oil burners; air-conditioning equipment; gas appliances and supplies; pipe, valves, and fittings; etc.

Heating (including stoves and ranges).—Establishments primarily engaged in selling stoves, ranges, furnaces, and heating apparatus and parts (except gas and electric), steam and hot water heating boilers, radiators, parts, and steam fittings, etc.

Plumbing fixtures, equipment, and supplies.—Establishments, primarily engaged in selling such plumbing fixtures, equipment and supplies, as bathtubs, sinks, lavatories, tubs, etc.; plumbers' brass goods, such as faucets, spigots, valves, fittings, etc.; and miscellaneous fixtures and supplies used in plumbers' work.

All other.—Establishments primarily engaged in selling a limited combination of plumbing and heating equipment and supplies, no one predominating, or such items as air-condi-

tioning equipment (except electric); ventilating equipment, gas appliances, including gas refrigerators, and ranges; and the like.

XXVI. Tobacco and Products (Except Leaf)

Establishments primarily engaged in selling manufactured tobacco products such as cigars, cigarettes, chewing and smoking tobacco, and snuff.

XXVII. Waste Materials

Iron and steel scrap.—Establishments primarily engaged in assembling, breaking up, sorting, and selling to industrial users, other wholesalers and foreign buyers, all forms of scrap iron and steel.

Junk and scrap (general line).—Establishments primarily engaged in assembling, breaking up, sorting and selling to industrial users and other wholesalers a diversified line of scrap iron, steel, waste paper, rags, rubber, nonferrous scrap metals, etc.

Waste paper, rags, and rubber.—Establishments primarily engaged in assembling, sorting and selling to industrial users and other wholesalers a limited or complete line of waste paper, rags, industrial textile clippings and waste (wool, cotton, rayon, etc.) and scrap rubber.

Nonferrous metals.—Establishments primarily engaged in assembling, breaking up, sorting and selling nonferrous scrap metals such as copper, brass, lead, zinc, tin, etc.

All other.—Establishments primarily engaged in assembling, grading, etc., and selling to industrial users and to other wholesalers a limited combination of waste materials, no one predominating, such as scrap iron and waste paper; or scrap iron and nonferrous scrap metals; or such items as scrap leather, bones, bottles, and boxes.

XXVIII. All Other Products

Books, periodicals, and newspapers.—Establishments primarily engaged in selling a limited or complete line of books, magazines, periodicals, newspapers, etc.

Flowers and nursery stock.—Establishments primarily engaged in selling cut flowers, evergreens, plants, and other nursery stock.

Forest products (except lumber).—Establishments primarily engaged in selling to dealers and to industrial users lumber products such as logs, poles, posts, hewn ties, pulpwood, cordwood; and such items as box shooks, cooperage stock, wooden barrels, crates, baskets; and excelsior, sawdust, etc.

General merchandise.—Establishments primarily engaged in selling a general line of merchandise, normally consisting of several of the following items, no one predominating: food and related products, clothing and dry goods, hardware, farm products, electrical goods, machinery, metals, lumber, etc. Several large export-import establishments are included in this classification.

Leather and shoe findings.—Establishments primarily engaged in selling tanned, curried, and finished leather; boot and shoe findings and cut stock, such as soles, heels, lifts, counters, vamps, etc.

Leather goods.—Establishments primarily engaged in selling a limited or complete line of luggage, saddlery, harness, and other leather products except footwear, clothing, and belting.

Oils and greases (animal and vegetable).—Establishments primarily engaged in selling vegetable oils, and animal oils and greases, such as cottonseed and linseed oil, essential oils, tallow and fat, fish oils, etc.

Optical goods.—Establishments primarily engaged in selling to dealers and professional users a limited or complete line of optical and ophthalmic goods (except photographic), such as spectacles and eyeglasses, frames, mountings, lenses, etc.

Textiles and materials (other than dry goods).—Establishments primarily engaged in selling miscellaneous textiles and materials such as burlap and other textile bags, canvas, felt, etc.

Yarns.—Establishments primarily engaged in selling to dealers and industrial users a limited or complete line of cotton, rayon, silk, woolen, worsted, and other yarns.

Miscellaneous kinds of business.—Establishments primarily engaged in selling miscellaneous items not elsewhere classified, such as crude rubber, wood pulp, artificial leather, ice, artificial flowers, oyster shells, sponges, chamois, ores, pet supplies, pipes (smokers'), signs, advertising specialties, etc.

451724 O - 42 - 66

KIND-OF-BUSINESS CLASSIFICATIONS: 1939, 1935, and 1929

1939	1935 (equivalent)	1929 (equivalent)
I. Amusement and Sporting Goods:	**Amusement and Sporting Goods:**	**Amusement and Sporting Goods:**
(1) Bicycles and supplies.	All other (in part).	Bicycles and supplies.
(2) Cameras and photographic supplies.	Cameras and motion picture equipment and supplies (in part).	Cameras and photographic supplies.
(3) Motion picture equipment and supplies (except films).	Cameras and motion picture equipment and supplies (in part).	Moving-picture apparatus.
		Talking-picture apparatus.
(4) Motion picture film exchanges.	Moving picture films.	Moving-picture films.
(5) Sporting goods.	Sporting goods (full line).	Sporting goods (general line).
(6) Toys, novelties, and fireworks.	Toys, novelties, and fireworks.	Toys, novelties, and fireworks.
		Novelties.
(7) All other.	All other (in part).	Amusement and sporting goods (general line).
		Amusement equipment and supplies.
		Billiards, bowling equipment and supplies.
		Other amusement and sporting goods.
II. Automotive:	**Automotive:**	**Automotive:**
(1) Automobiles (new and used).	Automobiles and other motor vehicles (in part).	Automobiles (new and used).
		Automobiles (used).
		Automobiles and other motor vehicles (general line).
(2) Trucks and tractors.	Automobiles and other motor vehicles (in part).	Trucks and tractors.
(3) Automotive accessories and equipment.	Automotive equipment (in part).	Automobile accessories.
		Automotive equipment (general line).
		Automotive equipment (specialty lines).
(4) Automotive parts.	Automotive equipment (in part).	Automobile parts (new).
		Automobile parts (used).
(5) Tires and tubes.	Tires and tubes.	Tires and tubes.
III. Beer, Wines, and Liquors:	**Beer, Wines, and Liquors:**	**(Prohibition Era.)**
(1) Beer and ale.	Beer and other fermented malt liquors.	
(2) Wines and liquors.	Wines and liquors.	
IV. Chemicals and Paints:	**Chemicals and Paints:**	**Chemicals, Drugs, and Allied Products (in Part):**
(1) Dyestuffs.	Dyestuffs.	Dyestuffs.
(2) Explosives.	Explosives.	Explosives.
(3) Industrial chemicals.	Industrial chemicals.	Chemicals, industrial.
(4) Naval stores.	Naval stores.	Naval stores.
(5) Paints and varnishes.	Paints and varnishes.	Paints, varnishes, lacquers, and enamels.
(6) Paints with glass and/or wallpaper.		
(7) All other.	All other.	Dyes, dry-cleaning supplies, and allied products.
		Insecticides.
		Other chemicals.

1939	1935 (equivalent)	1929 (equivalent)
V. Clothing and Furnishings:	**Clothing and Furnishings (in Part):**	**Dry Goods and Apparel (in Part):**
(1) Clothing and furnishings (general line).	Clothing and/or furnishings (full line).	Clothing (general line). Clothing and furnishings. Furnishings (general line).
(2) Men's and boys'.	Men's and boys'.	Clothing, men's and boys'. Clothing, second-hand (in part). Furnishings, men's and boys'. Hats and caps. Gloves (in part).
(3) Women's and children's.	Women's and children's.	Clothing, women's and children's. Clothing, second-hand (in part). Furnishings, women's and children's (in part). Gloves (in part).
(4) Furs, dressed, and fur clothing.	Furs, dressed and fur clothing.	Furs and fur clothing. Furs (dressed).
(5) Millinery and millinery supplies.	Millinery and millinery supplies.	Millinery and millinery supplies.
(6) Shoes and other footwear.	Shoes and other footwear.	Shoes and other footwear.
VI. Coal and Coke.	**Coal and Coke.**	**Metals and Minerals, Except Petroleum and Scrap (in Part):** Coal (general line). Coal, anthracite. Coal, bituminous. Coal and coke. Fuel.
VII. Drugs (General Line): (1) Service wholesalers (without liquor). (2) Service wholesalers (with liquor). (3) Cooperatives and voluntary groups.	**Drugs (Full Line).**	**Drugs and Drug Sundries (General Line).**
VIII. Drugs and Drug Sundries (Specialty Lines):	**Drugs and Drug Sundries (Specialty Lines):**	**Drugs and Drug Sundries (Specialty) Toilet Articles and Preparations:**
(1) Proprietary medicines.	Patent medicines.	Patent medicines.
(2) Toiletries.	Toilet articles and preparations.	Toilet articles and preparations: Toilet articles. Toilet preparations.
(3) Drug specialties and sundries.	Drug specialties. All other.	Drugs. Drug sundries. Rubber goods (druggists'). Sanitary supplies, insecticides, etc.
IX. Dry Goods (General Line).	**Dry Goods (Full Line).**	**Dry Goods and Apparel (in Part):** Dry goods (general line).
X. Dry Goods (Specialty Lines):	**Dry Goods (Specialty Lines):**	**Dry Goods and Apparel (in Part):**
(1) Hosiery and lingerie.	Hosiery.	Hosiery. Other clothing and furnishings (in part). Furnishings, women's and children's (in part).
(2) Notions.	Notions.	Notions: Buttons. Laces and embroideries. Notions (general line).
(3) Piece goods: (*a*) General line. (*b*) Cotton. (*c*) Silk, linen, rayon, and velvet. (*d*) Woolen and worsted. (*e*) Other.	Piece goods.	Piece goods: Piece goods, general line (in part). Cotton goods. Linens. Rayons. Silks and velvets. Woolens and worsteds. Piece goods, general line (in part).
(4) Other dry goods specialties.	All other.	Dry goods (specialty, other than specified): Knit goods. Other dry goods.

1939	1935 (equivalent)	1929 (equivalent)
XI. Electrical Goods:	**Electrical Goods:**	**Electrical:**
(1) Electrical merchandise (general line).	Electrical merchandise (full line).	Electrical merchandise (general line).
(2) Apparatus and equipment.	Apparatus and equipment.	Batteries. Electrical equipment and supplies, general line (in part). Motors and generators.
(3) Wiring supplies and construction materials.	Wiring supplies and construction materials.	Electrical equipment and supplies, general line (in part).
(4) Radios and equipment.	Radios, refrigerators, and appliances (in part).	Radios and radio equipment.
(5) Refrigerators and equipment (household).	Radios, refrigerators, and appliances (in part).	Refrigerators (electric).
(6) All other.	Radios, refrigerators, and appliances (in part).	Electrical appliances.
XII. Farm Products—Raw Materials:	**Farm Products—Raw Materials:**	**Farm Products, Not Elsewhere Specified (in Part):**
(1) Cotton.	Cotton.	Cotton: Cotton. Cotton linters. Cotton and cottonseed.
(2) Grains.	Grain.	Grain: Corn. Oats. Rice. Wheat. Grain (general line). Other grains.
(3) Hides, skins, and raw furs.	Hides, skins, and furs (raw).	Hides, skins, and furs: Furs (raw). Hides and skins.
(4) Horses and mules.	Horses and mules.	Horses and mules: Horses and mules. Mules.
(5) Livestock.	Livestock.	Livestock (except horses and mules): Calves. Cattle. Hogs. Livestock (general line). Sheep and lambs.
(6) Silk (raw).	Silk (raw).	Silk (raw).
(7) Tobacco (leaf).	Tobacco (leaf).	Tobacco (leaf).
(8) Wool and mohair.	Wool and mohair.	Wool and mohair.
(9) All other.	All other.	Other farm products: Bristles and hair. Cottonseed. Cotton, cottonseed, and fertilizer. Farm products (not elsewhere classified). Feathers.
XIII. Farm Products—Consumer Goods:	**Farm Products—Consumer Goods:**	**Food Products, Not Elsewhere Specified (in Part):**
(1) Dairy products.	Dairy products.	Dairy products: Butter. Butter and cheese. Cheese. Dairy products (general line). Ice cream. Milk and cream.
(2) Dairy and poultry products.	Dairy and poultry products.	Dairy and poultry products.
(3) Poultry and poultry products.	Poultry and poultry products.	Poultry and poultry products: Eggs. Poultry. Poultry and poultry products (general line).
(4) Fruits and vegetables (fresh).	Fruits and vegetables, fresh (in part).	Fruits and vegetables (general line): Produce. Vegetables.
(5) Fresh fruits only.	Fruits and vegetables, fresh (in part)	Fruits.
(6) All other.	All other.	

1939	1935 (equivalent)	1929 (equivalent)
XIV. Farm Supplies:	**Farm Supplies:**	**Farm Supplies (Except Machinery and Equipment):**
(1) Feed.	Feed.	Feed: Feed (exclusively, mixed and other). Feed and fertilizer. Hay, grain, and feed. Flour and feed (in part). Flour, feed, and coal.
(2) Fertilizer.	Fertilizer.	Fertilizer and fertilizer materials.
(3) Seeds.	Seeds.	Seeds.
(4) All other.	All other.	Farm supplies (general line). Straw.
XV. Furniture and House Furnishings:	**Furniture and House Furnishings:**	**Furniture and House Furnishings:**
(1) China, glassware, and crockery.	China, glassware, and crockery.	China, glassware, and crockery.
(2) Floor coverings.	Floor coverings.	Floor coverings.
(3) Furniture (general line).	Furniture, household and office (in part).	Furniture (general line). Furniture, second-hand (in part).
(4) Furniture (household).	Furniture, household and office (in part).	Furniture (household). Furniture, second-hand (in part). Other furniture, specialty lines (in part).
(5) Furniture (office).	Furniture, household and office (in part).	Furniture (office). Furniture, second-hand (in part). Other furniture, specialty lines (in part).
(6) House furnishings (except as specified).	House furnishings (except as specified).	Antique goods. Art goods. Brooms and brushes. Curtains and draperies. House furnishings (general line). Household supplies. Lamps and lamp shades. Pictures and picture frames.
(7) Musical instruments and sheet music.	Musical instruments and sheet music.	Musical instruments and sheet music: Musical instruments, accessories, and parts. Pianos. Phonographs and phonograph supplies. Sheet music.
XVI. Groceries (General Line):	**Groceries (Full Line).**	**Groceries (General Line).**
(1) Not sponsoring cooperative or voluntary groups.		
(2) Voluntary group wholesalers.		
(3) Retailer-cooperative warehouses.		
(4) Cash-and-carry depots.		
XVII. Groceries and Foods (Specialty Lines):	**Groceries and Foods (Specialty Lines):**	**Groceries and Foods Specialties (in Part):**
(1) Breakfast cereals.	Other food and grocery specialties (in part).	Cereals.
(2) Canned foods.	Canned goods.	Canned fruits and vegetables. Canned goods (general line). Canned sea foods.
(3) Coffee, tea, and spices.	Coffee, tea, and spices.	Coffee. Coffee, tea, and spices. Extracts and spices (in part).
(4) Coffee roasting and spice grinding.	(1)	(1)
(5) Confectionery.	Confectionery.	Confectionery and soft drinks, general line (in part). Confectionery.
(6) Fish and sea foods.	Fish and sea foods.	Fish and sea foods: Fish and sea foods (fresh and cured). Fish and sea foods (fresh). Fish and sea foods (cured).
(7) Flour.	Flour.	Flour. Flour and feed (in part).

[1] Included for the first time in 1939.

1939	1935 (equivalent)	1929 (equivalent)
XVII. Groceries and Foods—Continued.	**Groceries and Foods**—Continued.	**Groceries and Foods Specialties**—Con.
(8) Fruits and vegetables (frosted).	Other food and grocery specialties (in part).	
(9) Meats and provisions.	Meats and meat products.	Meats and meat products: Lard. Meats (cured). Meats (fresh). Meats and meat products (general line). Meats and provisions.
(10) Other food and grocery specialties.	Soft drinks. Sugar. Other food and grocery specialties (in part).	Bakery products. Beans, dried. Biscuits and crackers. Delicatessen products. Extracts and spices (in part). Fruits and vegetables (dried). Lard substitutes. Soaps and soap powders. Sugar. Confectionery and soft drinks, general line (in part). Soft drinks. Other food and grocery specialties.
XVIII. Hardware:	**Hardware:**	**Hardware:**
(1) General line (with industrial department).	Hardware, full line (in part).	Hardware, general line (in part).
(2) General line (without industrial department).	Hardware, full line (in part).	Hardware, general line (in part).
(3) Specialty lines.	Hardware (specialty lines).	Hardware (specialty): Builders' hardware. Heavy hardware. Shelf hardware. Tools and cutlery. Other hardware (specialty lines).
XIX. Jewelry:	**Jewelry and Optical Goods (in Part):**	**Jewelry and Optical Goods (in Part):**
(1) Jewelry (general line).	Jewelry (full line).	Jewelry (general line).
(2) Clocks and watches.	Clocks and watches.	Clocks and watches.
(3) Diamonds and other precious stones.	Diamonds and other precious stones.	Diamonds and other precious stones.
(4) All other.	Other jewelry specialties.	Silverware. Other jewelry.
XX. Lumber and Construction Materials:	**Lumber and Construction Materials:**	**Lumber and Building Materials (Other Than Metal):**
(1) Builders' supplies (general line).	Builders' supplies (full line).	Builders' supplies.
(2) Lumber.	Lumber and millwork (in part).	Lumber.
(3) Lumber and millwork.	Lumber and millwork (in part).	Lumber and millwork.
(4) Millwork.	Lumber and millwork (in part).	Millwork.
(5) Brick, tile, and terra cotta.	Brick, tile, and terra cotta.	Brick and tile.
(6) Cement, lime, and plaster.	Cement, lime, and plaster.	Cement. Lime, plaster, etc.
(7) Glass.	Glass.	Glass.
(8) All other.	Sand, gravel, and crushed stone. All other.	Asbestos products. Building stone. Granite and marble. Roofing materials (nonmetallic). Sand, gravel, and crushed stone. Other building materials.
XXI. Machinery—Equipment—Supplies:	**Machinery, Equipment, and Supplies:**	**Machinery, Equipment, and Supplies (Except Electrical):**
(1) Commercial equipment and supplies:	Commercial machinery, equipment, and supplies:	Commercial equipment and supplies:
(*a*) Office machines and equipment.	Office (except furniture).	Office equipment and supplies (other than furniture).
(*b*) Restaurant and hotel supply houses.	Store, restaurant, and hotel (in part).	Hotel and restaurant equipment and supplies.
(*c*) Garage and filling station equipment.	All other (in part).	Filling station equipment and supplies.

1939	1935 (equivalent)	1929 (equivalent)
XXI. Machinery—Equipment—Supplies—Continued.	**Machinery, Equipment, and Supplies**—Continued.	**Machinery, Equipment, and Supplies**—Continued.
(1) Commercial equipment and supplies—Continued.	Commercial machinery, equipment, and supplies—Continued.	Commercial equipment and supplies—Continued.
(d) Soda fountain equipment and supplies.	Store, restaurant, and hotel (in part).	Soda fountain equipment and supplies.
	All other (in part).	
(e) Store machines.	Store, restaurant, and hotel (in part).	Other commercial equipment and supplies (in part).
(f) Store fixtures and equipment.	Store, restaurant, and hotel (in part).	Store equipment and supplies (general line).
		Other commercial equipment and supplies (in part).
(g) All other.	All other (in part).	Automatic vending machinery.
		Butchers' equipment and supplies.
		Florists' supplies.
		Other commercial equipment and supplies (in part).
(2) Farm and dairy:	Farm and dairy machinery and equipment.	Farm machinery and equipment:
(a) Dairy equipment.		Dairy equipment.
(b) Farm implements.		Farm implements.
(c) Farm machinery and equipment.		Farm machinery and equipment.
(3) Industrial machinery, equipment, and supplies:	Industrial equipment and supplies (in part):	Manufacturing, mining, and drilling machinery, equipment, and supplies:
(a) Industrial (general line).	Industrial machinery (in part): Industrial (full line).	Other industrial machinery, equipment, and supplies (in part) (Combination of specialty lines).
(b) Belting, hose, and packing.	Belting, hose, and packing.	Mechanical rubber goods.
		Belting (leather).
(c) Construction (except road building).	Industrial equipment and supplies (in part):	Construction equipment.
		Construction machinery.
	All other (in part).	Construction machinery, equipment, and supplies, general line (in part).
	Industrial machinery (in part): Construction, including road building (in part).	
(d) Road building.	Industrial equipment and supplies (in part):	Road machinery and equipment.
	All other (in part).	Construction machinery, equipment, and supplies, general line (in part).
	Industrial machinery (in part): Construction, including road building (in part).	
(e) Machine tools.	Machine tools.	Machine tools.
(f) Mine and mill supplies.	Industrial equipment and supplies (in part):	Mill and mine supplies (general line).
	All other (in part).	
	Industrial machinery (in part): Mining and quarrying.	
(g) Oil-well supply houses.	Industrial equipment and supplies (in part):	Oil-well machinery, equipment, and supplies.
	All other (in part).	
	Industrial machinery (in part): Oil well and oil refining.	
(h) Power plant and power transmission.	Industrial equipment and supplies (in part):	Power house equipment.
	Power transmission equipment.	
	Industrial machinery (in part): Power plant.	
(i) Printing and lithographing (except paper).	Industrial equipment and supplies (in part):	Printers' and lithographers' supplies.
	All other (in part).	
	Industrial machinery (in part): All other (in part).	

1939	1935 (equivalent)	1929 (equivalent)
XXI. Machinery—Equipment—Supplies—Continued.	**Machinery, Equipment, and Supplies**—Continued.	**Machinery, Equipment, and Supplies**—Continued.
(3) Industrial machinery—Con.	Industrial equipment—Continued.	Manufacturing, mining—Continued.
(*j*) Rope, cordage, and twine.	Rope, cordage, and twine.	Cordage and twine.
(*k*) Textile.	Industrial equipment and supplies (in part): All other (in part). Industrial machinery (in part): Textile.	Textile machinery and equipment.
(*l*) Used machinery and equipment.	Used machinery and equipment.	Other industrial machinery, equipment, and supplies (in part).
(*m*) All other.	Industrial equipment and supplies (in part): All other (in part). Industrial machinery (in part): All other (in part).	Bakers' equipment and supplies. Bottles and bottling equipment. Canning machinery. Chemical equipment and supplies. Conveyor and hoisting machinery. Drilling machinery. Foundry equipment and supplies. Jewelers' equipment and supplies. Power engines. Pumps, pump parts, and supplies. Shoe machinery. Welding equipment. Other industrial machinery, equipment and supplies (in part).
(4) Professional equipment and supplies:	Professional equipment and supplies:	Professional equipment and supplies:
(*a*) Dental supply houses.	Dental.	Dental supplies and equipment.
(*b*) Religious supply houses.	All other (in part).	Church equipment and supplies.
(*c*) School equipment and supplies.	All other (in part).	School equipment and supplies.
(*d*) Surgical, medical, and hospital.	Surgical, medical, and hospital.	Surgical, medical, and hospital equipment and supplies.
(*e*) All other.	All other (in part).	Art supplies. Pharmacists' supplies. Scientific and laboratory equipment and supplies. Other professional equipment and supplies.
(5) Service equipment and supplies:	Service equipment and supplies:	Service equipment and supplies:
(*a*) Barber and beauty supply houses.	Barber and beauty parlor.	Barber and beauty parlor equipment and supplies.
(*b*) Laundry and dry cleaning.	Laundry. All other (in part).	Dry cleaners' supplies and allied products. Laundry equipment and supplies.
(*c*) Tailors' supplies.	All other (in part).	Tailors' trimmings and supplies.
(*d*) Undertakers' supplies.	All other (in part).	Undertakers' supplies.
(*e*) Upholsterers' supplies.	Upholsterers'.	Upholsterers' supplies.
(*f*) All other.	All other (in part).	Bootblacks' and hat cleaners' equipment and supplies. Fire protection equipment. Janitors' equipment and supplies. Plumbers' equipment and supplies. Service equipment and supplies (general line). Shoe repairers' equipment and supplies. Warehouse equipment and supplies.
(6) Transportation equipment and supplies:	Transportation equipment and supplies:	Transportation equipment and supplies:
(*a*) Aircraft and aeronautical.	Aircraft and aeronautical.	Aircraft and aeronautical equipment.
(*b*) Railroad.	Railroad.	Railroad equipment and supplies.
(*c*) Marine.	Boats (including motor, sail, and steam).	Ship equipment and supplies. Boats.
(*d*) Other.	All other.	Other transportation equipment and supplies.

1939	1935 (equivalent)	1929 (equivalent)
XXII. Metals and Metal Work (Except Scrap):	**Metals and Metal Work (Except Scrap):**	**Metals and Minerals, Except Petroleum and Scrap (in Part):**
(1) Building metal work.	Iron and steel (except structural).	Iron and steel (except scrap).
(2) Iron and steel products (general line).	Structural iron and steel.	Castings, metal (in part).
	Sheet metal products (in part).	Iron and steel products, n. e. c. (in part).
(3) Iron and steel products (semifinished).		Sheet metal products (in part).
(4) Iron and steel products (flat).		
(5) Wire and wire products.	Wire, wire fence, and wire rope.	Iron and steel products, n. e. c. (in part).
(6) Iron and steel finished products (n. e. c.).		
(7) Copper.	Copper.	Copper.
(8) All other.	Other metals and metal work.	Brass and brass products.
	Sheet metal products (in part).	Lead and zinc.
		Tin.
		Other metals and metal work.
		Sheet metal products (in part).
		Castings, metal (in part).
XXIII. Paper and Its Products:	**Paper and Its Products:**	**Paper and Paper Products:**
(1) Wrapping or coarse paper and products.	Wrapping or coarse paper and products.	Paper and paper products, general line (in part).
		Paper (in part).
		Wrapping paper and paper bags.
		Other paper products.
(2) Printing and writing papers.	Fine or printing and writing paper.	Paper and paper products, general line (in part).
		Paper (in part).
(3) Stationery and stationery supplies.	Stationery and stationery supplies.	Stationery and stationery supplies.
(4) Wallpaper.	Wallpaper.	Wallpaper.
XXIV. Petroleum and Its Products.	**Petroleum and Its Products.**	**Petroleum and Petroleum Products:**
		Crude oil.
		Fuel oil.
		Gasoline and oil.
		Gasoline and naphthas.
		Lubricating oils and greases.
		Petroleum and petroleum products (general line).
		Other petroleum and petroleum products.
XXV. Plumbing and Heating Equipment and Supplies:	**Plumbing and Heating Equipment and Supplies:**	**Plumbing and Heating Equipment and Supplies:**
(1) Plumbing and heating (general line).	Plumbing and heating (full line).	Plumbing and heating equipment and supplies (general line).
(2) Heating (including stoves and ranges).	Heating (including stoves and ranges).	Heating equipment and supplies:
		Furnaces.
		Heating equipment (general line).
		Oil burners.
		Stoves and ranges.
(3) Plumbing fixtures, equipment, and supplies.	Plumbing fixtures, equipment, and supplies.	Pipe, valves, and fittings.
		Plumbing and mill supplies.
(4) All other.	All other.	Ventilating equipment and supplies.
		Other plumbing and heating equipment and supplies.
XXVI. Tobacco and Products (Except Leaf).	**Tobacco and Its Products (Except Leaf).**	**Tobacco and Tobacco Products (Except Leaf):**
		Cigars.
		Cigars, cigarettes, and tobacco.
		Tobacco.
		Tobacco products.

1939	1935 (equivalent)	1929 (equivalent)
XXVII. Waste Materials:	**Waste Materials:**	**Iron and Steel Scrap and Other Waste Materials:**
(1) Iron and steel scrap.	Iron and steel scrap.	Iron and steel scrap.
(2) Junk and scrap (general line).	Junk and scrap (full line).	Junk and scrap (in part).
(3) Waste paper, rags, and rubber.	Waste paper, rags, and rubber.	Waste rubber, rags, and paper: Paper (waste). Rags. Rubber (scrap).
(4) Nonferrous metals.	Nonferrous metals.	Junk and scrap (in part).
(5) All other.		
XXVIII. All Other Products:	**All Other Products:**	**All Other (in Part):**
(1) Books, periodicals, and newspapers.	Books, periodicals, and newspapers.	Books and periodicals. Newspapers and magazines.
(2) Flowers and nursery stock.	Flowers and nursery stock.	Flowers and nursery stock: Florists (flowers). Flowers and nursery stock. Seeds, bulbs, and nursery stock.
(3) Forest products (except lumber).	Forest products (except lumber).	Forest products (except lumber): Boxes, shooks, and cooperage: Boxes and box shooks. Cooperage. Logs, railroad ties, piles, etc.: Firewood. Logs, piles, and posts. Railroad ties. Other forest products.
(4) General merchandise.	General merchandise.	General merchandise.
(5) Leather and shoe findings.	Leather and leather goods (in part).	Leather and leather goods, general line (in part): Leather. Shoe findings and cut stock: Cut stock (leather). Shoe findings.
(6) Leather goods.	Leather and leather goods (in part).	Leather and leather goods, general line (in part): Luggage and leather goods: Leather goods (n. e. c.). Luggage. Saddlery and harness.
(7) Oils and greases (animal and vegetable).	Oils and greases (animal and vegetable).	Oils and greases (animal and vegetable): Animal oils (including grease and tallow). Essential oils. Vegetable oils (cottonseed, linseed, etc.).
(8) Optical goods.	Optical goods.	Optical goods.
(9) Textiles and materials (other than dry goods).	Textiles and materials (other than dry goods).	Bags and bagging. Burlap. Tents and awnings. Textiles and textile materials, other than dry goods (general line). Other textiles (exclusive of dry goods, not specified above).
(10) Yarns.	Yarn.	Yarn.
(11) Miscellaneous kinds of business.	Miscellaneous kinds of business. Rubber (crude).	Miscellaneous kinds of business: Advertising goods. Artificial flowers and plants. Baskets. Ice. Rubber, crude. Smokers' supplies. Miscellaneous kinds of business (other than specified). Rubber goods (general line).

CENSUS OF BUSINESS

WHOLESALE DISTRIBUTION: 1935

UNITED STATES SUMMARY

TABLE 1.—SALES, EXPENSES, PERSONNEL, PAY ROLL, AND STOCKS BY TYPES OF OPERATION AND KINDS OF BUSINESS

TYPE OF OPERATION KIND OF BUSINESS	All sales, 1935	Net SALES (add 000)	OPERATING EXPENSE (including pay roll) (add 000)	Active proprietors and firm members	Employees (full-time and part-time; Average for year	PAY ROLL Total (add 000)	Full-time (add 000)	Part-time (add 000)	Stocks on hand, end of year (add 000)
TOTAL, 1935	70,756	$48,[illegible],918	$4,466,4[illegible]	97,225	[1]1,[illegible],254	[1]$[illegible]	[1]$1,[illegible],337	[1]$4[illegible]	[2]$[illegible]
TYPES OF OPERATION									
FULL SERVICE AND LIMITED FUNCTION WHOLESALERS	50,931	17,661,691	2,228,347	61,586	759,556	1,162,275	1,139,130	23,145	2,067,649
Wholesale merchants	[illegible]	4,446,[illegible]	1,[illegible],174	24,6[illegible]	674,098	[illegible]	[illegible]	[illegible]	[illegible]
Voluntary-group wholesalers	[illegible]	[illegible],500	9,400	33	2,4[illegible]	[illegible]	5,442	9[illegible]	13,444
Converters	[illegible]	284,171	24,541	[illegible]	5,624	12,273	[illegible]	[illegible]	46,374
Exporters	[illegible]	571,490	51,594	340	7,369	[illegible]	17,257	574	[illegible]
Importers	[illegible],541	1,068,234	93,475	1,313	[illegible]	46,461	45,947	514	[illegible]
Industrial distributors	1,633	414,877	72,953	309	24,724	41,578	[illegible]	539	[illegible]
Drug jobbers or desk jobbers	[illegible]	365,[illegible]	33,545	497	4,901	[illegible]	[illegible]	[illegible]	[illegible]
Manufacturer wholesalers	[illegible]	13,[illegible]	3,[illegible]	151	[illegible]	[illegible]	1,289	[illegible]	2,116
Retailer-cooperative warehouses	[illegible]	163,[illegible]	[illegible]	[illegible]	3,646	5,245	[illegible]	37	[illegible]
Jobber distributors	4,[illegible]	[illegible]	21,[illegible]	4,023	12,742	15,932	15,444	[illegible]	7,173
MANUFACTURERS' SALES BRANCHES With stocks	[illegible]	[illegible]	[illegible]	[illegible]	[illegible]	400,706	[illegible]	[illegible]	[illegible]
MANUFACTURERS' SALES OFFICES Without stocks	4,[illegible]	3,620,074	[illegible]	149	[illegible]	106,093	105,266	[illegible]	—
BULK TANK STATIONS (PETROLEUM)	[illegible]	2,704,047	[illegible]	3,546	(1)	(1)	(1)	(1)	157,687
Independent stations	[illegible]	[illegible]	37,147	3,075	[illegible]	17,460	16,929	[illegible]	[illegible]
Chain-operated stations	17,017	[illegible]	244,459	471	78,258	[illegible]	[illegible]	1,429	122,718
Commission stations	6,436	402,874	69,089	--	(1)	(1)	(1)	(1)	[illegible]
AGENTS AND BROKERS	14,147	8,908,076	256,749	14,950	68,245	109,[illegible]	105,416	4,451	[illegible]
Auction companies	669	330,357	10,692	830	6,585	6,094	4,74[illegible]	1,354	[illegible]
Brokers	3,[illegible]	2,889,540	30,411	7,045	8,[illegible]	[illegible]	[illegible]	364	[illegible]
Commission merchants	7,128	2,662,491	67,364	2,818	18,298	34,104	33,[illegible]	1,015	[illegible]
Export agents	496	276,508	14,83[illegible]	365	3,851	[illegible]	[illegible]	76	[illegible]
Import agents	339	[illegible]	[illegible]	207	[illegible]	3,134	3,064	70	5,478
Manufacturers' agents	[illegible]	[illegible]	44,09[illegible]	[illegible]	14,300	[illegible]	[illegible]	1,089	12,902
Selling agents	1,[illegible]	1,439,710	[illegible]	[illegible]	11,759	[illegible]	[illegible]	426	[illegible]
Other agents	39[illegible]	275,774	[illegible]	[illegible]	[illegible]	[illegible]	4,506	[illegible]	[illegible]
ASSEMBLERS	26,515	2,463,011	166,245	16,695	87,274	74,401	[illegible]	[illegible]	195,150
Country buyers of farm products	[illegible]	646,147	32,981	[illegible]	21,[illegible]	14,795	[illegible]	[illegible]	[illegible]
Cream stations	[illegible]	29,854	1,479	2,239	2,232	[illegible]	[illegible]	151	222
Cooperative marketing associations	[illegible]	955,727	60,318	---	22,690	23,4[illegible]	20,504	2,902	58,557
Elevators (grain)	8,462	66[illegible],363	30,147	2,751	16,164	15,160	13,769	1,391	41,756
Packers and shippers	1,504	230,920	41,320	1,070	25,262	20,[illegible]	15,088	4,919	[illegible]
KINDS OF BUSINESS									
FULL-SERVICE AND LIMITED-FUNCTION WHOLESALERS	50,931	17,661,691	2,228,347	61,586	759,556	1,162,275	1,139,130	23,145	2,067,649
Amusement and sporting goods	1,[illegible]	117,045	21,308	641	7,[illegible]	12,092	11,811	281	[illegible]
Cameras and motion picture equipment and supplies	74	4,897	1,033	44	407	624	[illegible]	[illegible]	915
Moving picture films	191	38,268	6,063	43	1,623	3,447	3,396	51	1,4[illegible]
Sporting goods (full line)	134	17,020	3,631	78	1,275	1,982	1,963	[illegible]	4,063
Toys, novelties, and fireworks	481	35,393	6,974	349	2,543	4,102	3,987	115	5,166
All other	208	21,467	3,607	127	1,228	1,937	1,859	78	2,669
Automotive	5,672	780,424	131,401	3,263	49,514	75,276	74,539	737	107,830
Automobiles and other motor vehicles	599	378,726	56,651	130	11,316	18,[illegible]	18,942	[illegible]	23,792
Automotive equipment	4,840	349,166	67,265	2,932	35,511	52,042	51,542	496	74,867
Tires and tubes	433	52,512	8,085	301	2,687	4,116	4,051	[illegible]	[illegible]
Beer, wines, and liquors	5,496	698,511	91,814	4,298	31,380	43,6[illegible]	42,495	1,197	55,243
Beer and other fermented malt liquors	4,016	281,259	40,791	3,498	15,379	18,379	17,604	775	[illegible]
Wines and liquors	1,480	417,252	51,023	802	16,001	25,303	24,891	412	48,[illegible]
Chemicals and paints	1,426	275,301	46,008	627	10,741	[illegible]	[illegible]	339	[illegible]
Dyestuffs	57	15,816	4,160	18	675	1,694	1,690	4	[illegible]
Explosives	26	1,615	286	12	121	149	125	24	291
Industrial chemicals	204	80,310	9,922	40	2,349	5,350	5,261	89	8,452
Naval stores	36	33,148	1,683	3	470	849	833	16	[illegible]
Paints and varnishes	772	66,328	15,063	370	4,997	7,931	7,786	145	12,855
All other	331	78,084	14,894	184	2,129	4,557	4,476	[illegible]	6,447
Clothing and furnishings	3,960	648,881	88,577	3,177	25,383	46,350	45,761	589	73,495
Clothing and or furnishings (full line)	574	65,505	9,407	523	3,057	4,976	4,894	82	8,948
Men's and boys'	1,001	117,443	16,124	874	4,743	8,270	8,113	157	[illegible]
Women's and children's	1,085	233,862	31,344	775	8,639	17,044	16,901	143	[illegible]
Furs, dressed, and fur clothing	277	33,093	3,919	266	813	1,848	1,800	48	3,772
Hosiery	203	35,657	3,942	173	1,140	1,909	1,876	33	3,921
Millinery and millinery supplies	390	42,161	7,095	236	2,281	3,775	3,700	75	4,538
Shoes and other footwear	461	121,420	16,746	330	4,710	8,528	8,477	51	16,916
Coal and coke	773	368,695	34,955	292	8,847	16,464	15,861	603	26,082
Drugs (full line)	295	324,113	41,274	36	15,077	22,465	22,399	66	55,348

* Includes no compensation for proprietors and firm members of unincorporated businesses.

1 Inasmuch as it was impracticable to obtain employment and pay roll for commission bulk tank stations, these data are not included.

2 Includes stocks not owned but held on consignment valued at $124,872,000.

CENSUS OF BUSINESS

WHOLESALE DISTRIBUTION: 1935

UNITED STATES SUMMARY

TABLE 1.—SALES, EXPENSES, PERSONNEL, PAY ROLL, AND STOCKS BY TYPES OF OPERATION AND KINDS OF BUSINESS

TYPE OF OPERATION KIND OF BUSINESS	NUMBER OF ESTABLISHMENTS	NET SALES (add 000)	OPERATING EXPENSES (including pay roll) (add 000)	Active proprietors and firm members	Employees (full-time and part-time). Average for year	PAY ROLL * Total (add 000)	PAY ROLL * Full-time (add 000)	PAY ROLL * Part-time (add 000)	Stocks on hand, end of year (add 000)
	FULL-SERVICE AND LIMITED-FUNCTION WHOLESALERS (Continued)								
KINDS OF BUSINESS									
FULL-SERVICE AND LIMITED-FUNCTION WHOLESALERS—Con.									
Drugs and drug sundries (specialty lines)	1,268	$123,489	$28,760	774	8,010	$12,420	$12,212	$204	$13,206
Drug specialties	347	29,554	4,844	229	1,964	2,701	2,645	36	3,993
Patent medicines	215	21,995	4,110	111	1,110	1,898	1,855	43	1,356
Toilet articles and preparations	426	40,671	11,140	256	3,465	5,536	5,443	93	3,827
All other	280	31,249	8,666	178	1,471	2,285	2,249	36	4,030
Dry goods (full line)	306	265,724	38,426	164	14,272	22,030	21,944	86	46,295
Dry goods (specialty lines)	3,301	719,676	82,228	2,477	22,652	43,398	42,919	479	118,548
Notions	915	96,778	17,876	712	6,087	10,387	10,251	136	18,740
Piece goods	1,873	593,867	59,691	1,304	14,908	30,393	30,103	290	96,491
All other	513	29,031	4,661	461	1,662	2,618	2,565	53	5,317
Electrical goods	2,438	576,540	99,460	1,051	30,088	52,495	51,924	571	75,424
Electrical merchandise (full line)	419	134,233	26,933	39	8,405	14,787	14,697	90	28,689
Apparatus and equipment	199	20,931	4,415	104	1,719	2,643	2,595	48	3,041
Wiring supplies and construction material	734	76,859	14,455	354	5,331	8,352	8,136	216	13,053
Radios, refrigerators, and appliances	1,086	294,519	53,657	554	14,633	26,713	26,496	217	32,661
Farm products--raw materials	2,193	1,562,487	105,198	1,557	21,693	34,200	31,953	2,247	235,379
Cotton	263	518,244	34,807	206	2,403	5,204	5,062	142	68,582
Grain	474	483,989	27,280	234	5,888	9,983	9,764	219	74,997
Hides, skins, and furs (raw)	874	138,342	15,630	696	3,668	7,004	6,703	301	24,266
Horses and mules	9	1,656	148	13	29	36	36	---	85
Livestock	26	2,557	329	28	113	167	154	13	316
Silk (raw)	16	67,393	2,059	9	223	879	877	2	9,229
Tobacco (leaf)	224	73,938	10,732	137	6,071	5,156	3,801	1,355	25,532
Wool and mohair	135	156,173	9,261	121	1,439	3,442	3,313	129	24,827
All other	178	69,835	5,500	113	1,858	2,329	2,243	86	7,545
Farm products--consumer goods	11,188	1,941,059	213,552	10,128	77,316	107,165	104,118	3,047	47,140
Dairy products	2,178	427,966	72,198	1,284	25,161	37,459	37,111	348	9,833
Poultry and poultry products	1,778	230,602	18,124	1,712	7,750	8,517	7,999	518	5,384
Dairy and poultry products	1,019	304,576	24,995	822	8,373	12,912	12,571	341	8,229
Fruits and vegetables (fresh)	6,164	972,532	97,704	6,265	35,813	47,973	46,133	1,840	22,895
All other	49	5,383	531	45	219	304	304	---	299
Farm supplies	1,433	281,731	35,100	892	12,739	16,566	15,840	726	33,213
Feed	951	149,087	14,001	633	5,524	6,768	6,572	196	11,244
Fertilizer	78	32,015	3,289	50	562	1,006	970	36	2,909
Seeds	354	90,759	16,848	186	6,290	8,348	7,882	466	18,289
All other	50	9,870	962	23	363	444	416	28	771
Furniture and house furnishings	1,959	243,457	43,345	1,335	13,978	23,106	22,737	369	50,742
China, glassware, and crockery	321	33,497	8,226	196	2,728	4,577	4,532	45	6,657
Floor coverings	386	89,021	12,321	202	3,551	6,144	6,086	58	22,559
Furniture (household and office)	375	38,164	7,626	249	2,542	4,074	3,971	103	5,917
House furnishings (except as specified)	784	69,327	11,151	643	3,875	6,051	5,917	134	11,746
Musical instruments and sheet music	113	13,448	4,021	45	1,282	2,260	2,231	29	3,863
General merchandise	209	361,647	28,076	122	9,266	13,942	13,782	160	34,052
Groceries (full line)	3,833	1,953,762	173,757	1,443	67,563	98,077	97,352	725	242,071
Groceries and foods (specialty lines)	12,156	1,682,961	209,791	10,434	79,646	108,429	105,838	2,591	132,811
Canned goods	291	77,222	10,558	222	2,608	4,280	4,280	---	9,724
Coffee, tea, and spices	964	220,488	36,029	591	11,631	18,547	18,400	147	25,493
Confectionery	2,070	111,867	13,447	1,986	6,598	7,602	7,381	221	9,198
Fish and sea foods	1,285	120,054	22,337	1,078	8,497	11,401	10,845	556	8,510
Flour	505	77,909	7,369	365	2,459	3,413	2,835	578	5,005
Meats and meat products	2,218	441,852	46,634	2,171	16,283	24,847	24,415	432	12,593
Soft drinks	429	20,815	3,936	333	1,636	2,150	2,075	75	1,486
Sugar	126	22,382	3,260	57	1,154	1,702	1,640	62	3,498
Other food and grocery specialties	4,268	550,372	86,223	3,631	28,780	34,407	33,887	520	59,314
Hardware	1,129	428,249	77,981	454	30,741	46,178	45,851	327	106,980
Hardware (full line)	610	387,020	69,255	137	27,387	41,214	40,980	234	97,427
Hardware (specialty lines)	519	41,229	8,726	317	3,354	4,964	4,871	93	9,553
Jewelry and optical goods	1,801	180,685	35,481	1,300	11,105	19,185	18,973	212	47,213
Jewelry (full line)	224	42,107	6,999	174	2,031	3,513	3,470	43	12,700
Clocks and watches	160	29,198	5,230	110	1,044	2,542	2,483	59	4,045
Diamonds and other precious stones	274	27,732	3,256	280	568	1,272	1,252	20	12,759
Other jewelry specialties	758	53,834	9,678	611	3,098	5,354	5,284	70	13,141
Optical goods	385	27,814	10,318	125	4,364	6,504	6,484	20	4,568
Lumber and construction materials	2,817	491,857	82,051	1,251	27,245	42,813	40,839	1,974	63,652
Builders' supplies (full line)	504	76,051	16,162	212	5,758	8,740	8,134	606	10,733
Lumber and millwork	1,597	339,092	48,013	701	15,170	24,356	23,633	723	41,410
Brick, tile, and terra cotta	119	8,732	1,882	48	577	943	908	35	1,414
Cement, lime, and plaster	130	18,956	3,424	54	1,220	1,757	1,689	68	1,532
Glass	262	21,638	6,694	154	2,707	4,080	3,864	216	5,300
Sand, gravel, and crushed stone	110	10,257	2,920	50	952	1,434	1,293	141	1,040
All other	95	17,131	2,966	32	861	1,503	1,318	185	2,223

* Includes no compensation for proprietors and firm members of unincorporated businesses.

CENSUS OF BUSINESS

WHOLESALE DISTRIBUTION: 1935

UNITED STATES SUMMARY

TABLE 1.—SALES, EXPENSES, PERSONNEL, PAY ROLL, AND STOCKS BY TYPES OF OPERATION AND KINDS OF BUSINESS

TYPE OF OPERATION KIND OF BUSINESS	NUMBER OF ESTABLISHMENTS	NET SALES (add 000)	OPERATING EXPENSE (including pay roll) (add 000)	Active proprietors and firm members	Employees (full-time and part-time), Average for year	PAY ROLL * Total (add 000)	Full-time (add 000)	Part-time (add 000)	Stocks on hand, end of year (add 000)
FULL-SERVICE AND LIMITED-FUNCTION WHOLESALERS (Continued)									
KINDS OF BUSINESS									
FULL-SERVICE AND LIMITED-FUNCTION WHOLESALERS—Con.									
Machinery—equipment, supplies	7,198	$835,647	$171,511	3,705	57,140	$95,410	$92,625	$1,785	$107,474
Commercial machinery, equipment, and supplies:									
Office (except furniture)	194	14,208	4,194	131	1,696	2,472	2,425	47	2,640
Store, restaurant, and hotel	673	44,860	11,757	464	4,443	6,774	6,949	149	7,667
All other	68	5,195	1,[illegible]	39	482	656	646	10	545
Farm and dairy machinery and equipment	336	45,259	6,157	141	1,414	4,327	4,237	90	9,047
Industrial equipment and supplies:									
Industrial (full line)	169	79,820	15,170	20	5,242	8,800	8,735	65	13,420
Belting, hose, and packing	168	12,241	3,092	[illegible]	959	1,779	1,759	19	1,976
Power transmission equipment	60	8,778	1,611	21	530	916	896	20	1,152
Rope, cordage, and twine	56	14,069	1,535	33	465	952	941	11	1,394
All other	1,028	102,508	21,282	557	7,248	12,241	11,945	296	17,379
Industrial machinery:									
Construction (including road building)	277	53,831	10,310	87	1,027	5,356	5,251	107	[illegible]
Machine tools	79	11,689	1,652	41	703	1,091	1,077	14	2,239
Mining and quarrying	47	11,184	2,[illegible]	[illegible]	717	1,210	1,183	27	2,589
Oil well and oil refining	759	152,273	16,799	[illegible]	4,850	8,163	7,889	274	[illegible]
Power plant	65	5,406	1,328	4	444	799	771	24	[illegible]
Textile	48	5,149	1,543	[illegible]	[illegible]	862	854	[illegible]	874
Used machinery and equipment	192	11,851	3,323	143	[illegible]	1,821	1,736	46	2,991
All other	254	24,282	6,379	[illegible]	[illegible]	3,724	3,611	113	4,216
Professional equipment and supplies:									
Dental	54	24,209	1,526	116	2,416	4,120	4,100	20	6,498
Surgical, medical, and hospital	2[illegible]	21,683	7,410	24[illegible]	[illegible]	4,0[illegible]	4,063	24	3,421
All other	252	30,181	7,513	139	[illegible]	3,999	3,937	62	7,[illegible]
Service equipment and supplies:									
Barber and beauty parlor	645	76,344	19,663	479	4,496	6,733	6,664	69	7,[illegible]
Laundry	184	21,768	4,802	56	1,278	2,391	2,351	40	2,[illegible]
Upholsterers'	200	22,234	5,497	101	1,746	2,953	2,909	44	6,764
All other	427	24,511	6,457	411	3,359	5,046	4,937	109	6,005
Transportation equipment and supplies:									
Aircraft and aeronautical	13	1,445	265	7	156	191	189	2	[illegible]
Railroad	37	16,588	3,691	7	961	1,535	1,515	20	1,621
Boats (including motor, sail, and steam)	71	5,447	1,094	47	331	611	603	8	1,245
All other	163	12,373	2,470	69	829	1,241	1,201	66	3,313
Metals and metal work (except scrap)	810	261,996	47,319	397	10,028	14,324	13,024	294	39,939
Iron and steel (except structural)	345	114,884	20,572	111	1,076	5,904	5,825	79	16,719
Structural iron and steel	93	18,903	3,877	22	1,541	3,342	3,291	51	1,758
Wire, wire fence, and wire rope	81	7,759	1,152	30	477	665	59	65	1,078
Tower	19	4,635	488	12	145	267	261	1	[illegible]
Sheet metal products	179	40,243	6,653	74	2,151	3,4[illegible]	3,341	81	5,[illegible]
Other metals and metal work	113	95,510	4,977	44	1,[illegible]	2,[illegible]	2,[illegible]	41	12,537
Oil and its products	2,549	488,935	74,942	1,410	20,[illegible]	44,459	43,917	[illegible]	[illegible]
Wrapping or coarse paper and products	1,592	291,576	49,837	914	17,307	3,145	3,[illegible]	266	[illegible]
Paper, writing and writing paper	211	62,540	11,153	54	3,197	6,764	[illegible]	54	[illegible]
Office, school, and stationery supplies	504	[illegible]	[illegible]	332	3,356	5,003	[illegible]	169	[illegible]
All other	262	16,610	[illegible]	112	1,742	2,543	[illegible]	[illegible]	[illegible]
Paints and its products	274	1[illegible]	11,147	[illegible]	4,437	[illegible]	[illegible]	[illegible]	[illegible]
Plumbing and heating equipment and supplies	[illegible]	243,173	[illegible]	[illegible]	1,919	[illegible]	[illegible]	435	[illegible]
Plumbing and heating (full line)	[illegible]	119,862	[illegible]	62	7,729	11,3[illegible]	11,1[illegible]	154	[illegible]
Heating, including stoves and ranges	174	24,682	5,625	13	1,850	3,157	[illegible]	[illegible]	4,547
Plumbing fixtures, equipment and supplies	265	88,465	17,531	592	6,369	9,744	[illegible]	244	18,391
All other	146	10,164	2,568	78	971	[illegible]	[illegible]	62	1,420
Tobacco and its products (except leaf)	2,283	783,368	42,652	[illegible]	14,890	21,347	21,016	330	40,902
Waste materials	4,797	399,664	58,093	4,4[illegible]	29,[illegible]	[illegible]	[illegible]	[illegible]	34,117
Iron and steel scrap	1,456	166,191	[illegible]	1,320	[illegible]	[illegible]	[illegible]	447	14,845
Junk and scrap (full line)	1,537	79,537	12,246	1,541	8,236	7,131	6,679	452	8,293
Waste paper, rags, and rubber	[illegible]	125,994	21,587	1,369	11,413	11,673	11,349	324	9,523
Nonferrous metals	227	27,942	[illegible]	[illegible]	762	1,158	[illegible]	[illegible]	1,451
All other products	4,124	[illegible]	[illegible]	[illegible]	[illegible]	[illegible]	[illegible]	875	[illegible]
Books, periodicals, and newspapers	636	[illegible]	20,454	534	[illegible]	[illegible]	[illegible]	317	[illegible]
Flowers and nursery stock	349	21,124	5,048	442	1,934	2,593	[illegible]	[illegible]	1,347
Forest products (except lumber)	557	80,373	9,497	437	2,837	4,496	4,354	142	[illegible]
Leather and leather goods	2,[illegible]	104,873	13,834	486	4,487	7,206	7,105	101	[illegible]
Oils and greases (animal and vegetable)	77	47,219	3,409	[illegible]	694	1,635	1,626	9	[illegible]
Rubber goods	27	20,436	2,761	5	133	[illegible]	1,077	—	[illegible]
Textiles and materials other than dry goods	308	35,445	5,263	292	2,892	2,972	[illegible]	87	4,[illegible]
Yarns	175	41,[illegible]	3,800	116	1,192	1,999	[illegible]	5	4,[illegible]
Miscellaneous kinds of business	418	4,[illegible]	9,784	521	3,416	[illegible]	5,074	195	[illegible]
MANUFACTURERS' SALES BRANCHES (With stocks)									
KINDS OF BUSINESS									
MANUFACTURERS' SALES BRANCHES (With stocks)	21,[illegible]	[illegible]	891,156	795	[illegible]	[illegible]	[illegible]	3,956	[illegible]
Amusement and sporting goods	241	1[illegible],09[illegible]	19,[illegible]	[illegible]	5,42[illegible]	[illegible]	[illegible]	22	[illegible]
Moving picture films	93	42,4[illegible]	5,395	---	1,472	4,7[illegible]	4,7[illegible]	[illegible]	4,887
Sporting goods (full line	5[illegible]	14,[illegible]	4,4[illegible]	---	996	[illegible],414	1,4[illegible]	9	2,459
Toys, novelties, and fireworks	16	4,[illegible]	1,[illegible]	---	275	494	489	5	[illegible]
All other	74	19,991	[illegible]	---	1,71[illegible]	2,[illegible]	2,[illegible]	2	4,[illegible]

* Includes no compensation for proprietors and firm members of unincorporated businesses.

CENSUS OF BUSINESS

WHOLESALE DISTRIBUTION: 1935

UNITED STATES SUMMARY

TABLE 1.—SALES, EXPENSES, PERSONNEL, PAY ROLL, AND STOCKS BY TYPES OF OPERATION AND KINDS OF BUSINESS

TYPE OF OPERATION KIND OF BUSINESS	NUMBER OF ESTABLISHMENTS	NET SALES (add 000)	OPERATING EXPENSES (including pay roll) (add 000)	Active proprietors and firm members	Employees (full-time and part-time). Average for year	PAY ROLL * Total (add 000)	PAY ROLL * Full-time (add 000)	PAY ROLL * Part-time (add 000)	Stocks on hand, end of year (add 000)
	MANUFACTURERS' SALES BRANCHES (With stocks) (Continued)								
KINDS OF BUSINESS									
MANUFACTURERS' SALES BRANCHES (With stocks —Con.									
Automotive	896	$1,281,885	$90,159	8	23,611	$45,242	$44,867	$375	$88,563
Automobiles and other motor vehicles	432	1,006,177	57,474	--	15,340	28,633	28,397	236	44,930
Automotive equipment	193	46,950	7,690	8	1,989	3,900	3,876	24	5,198
Tires and tubes	271	208,738	24,995	--	6,282	12,709	12,594	115	18,435
Beer, wines, and liquors	377	245,810	37,190	8	5,284	11,533	11,468	65	19,759
Beer and other fermented malt liquors	201	64,275	13,319	6	2,697	4,979	4,954	25	2,501
Wines and liquor	176	197,537	24,071	---	2,587	6,554	6,514	40	17,258
Chemicals and paints	591	427,535	34,137	12	10,945	25,427	25,179	248	36,117
Dyestuffs	46	33,614	4,403	---	851	2,088	2,088	---	2,149
Explosives	47	32,377	4,217	---	606	1,679	1,675	4	2,435
Industrial chemicals	73	182,582	12,152	--	1,328	3,373	3,361	12	7,344
Paints and varnishes	265	168,189	30,531	2	6,455	12,802	12,628	174	19,158
All other	147	70,773	12,934	10	1,905	5,485	5,427	58	5,031
Clothing and furnishings	345	[illegible]	34,296	82	9,205	18,195	18,092	102	38,915
Clothing and/or furnishings	[illegible]	[illegible]	1,151	---	347	725	709	16	1,172
Men's and boys'	12	[illegible]	13,219	35	2,792	6,533	6,507	26	18,707
Women's and children's	103	[illegible]	5,944	41	1,303	3,447	3,433	14	4,487
Furs, dressed, and fur clothing	[illegible]	[illegible]	85	4	21	41	41	---	75
Hosiery	14	[illegible]	1,469	---	473	747	747	---	1,429
Millinery and millinery supplies	11	[illegible]	244	1	77	118	117	1	158
Shoes and other footwear	55	[illegible]	12,204	1	3,192	6,584	6,538	46	14,887
Coal and coke	10	8,331	1,470	--	359	694	692	2	261
Drugs and drug sundries	270	128,468	33,997	11	7,050	13,866	13,844	22	11,924
Drug specialties	115	73,163	17,234	---	4,198	8,773	8,766	7	7,440
Patent medicines	59	23,391	8,465	2	634	1,397	1,394	3	1,502
Toilet articles and preparations	99	27,153	7,269	4	2,070	3,063	3,057	6	2,714
All other	18	4,761	1,009	5	148	333	327	6	268
Dry goods	200	184,322	19,532	34	4,690	10,207	10,163	44	36,700
Electrical goods	424	349,819	31,685	6	7,832	17,676	17,554	122	21,800
Farm products—consumer goods	327	71,570	17,555	5	4,313	7,129	7,056	73	2,527
Farm supplies	74	31,785	4,831	2	917	1,830	1,815	15	2,679
Feed	3	2,904	341	2	121	120	116	4	200
Fertilizer	39	23,409	4,446	-	774	1,621	1,610	11	2,398
All other	[illegible]	472	44	--	22	49	49	--	81
Furniture and house furnishings	25	73,959	10,464	17	2,473	4,930	4,921	59	8,739
Floor coverings	5	24,443	2,917	--	544	1,116	1,093	23	4,277
Furniture (household and office	121	32,292	4,276	8	1,112	2,251	2,222	29	1,320
House furnishings (except as specified	72	15,987	3,106	10	706	1,315	1,308	7	1,939
All other	7	2,357	549	1	111	298	298	---	653
Groceries and foods (specialty lines)	3,102	2,352,166	202,190	32	51,574	87,265	86,224	1,041	92,245
Canned goods	294	161,436	21,418	-	4,343	8,701	8,439	212	11,090
Coffee, tea, and spices	14	12,338	2,377	-	522	973	965	8	562
Confectionery	81	37,094	3,820	3	974	1,910	1,896	14	2,125
Flour	165	122,083	7,537	3	2,197	3,746	3,695	51	5,410
Meats and meat products	937	1,080,929	64,497	11	22,050	33,540	33,084	456	30,433
Soft drinks	31	6,843	2,590	5	732	1,344	1,269	75	573
All other	1,644	331,036	100,149	10	20,353	37,351	37,126	225	32,262
Hardware	62	14,327	2,770	1	714	1,453	1,443	10	3,954
Jewelry and optical goods	249	91,458	10,921	10	3,182	5,398	5,357	9	11,405
Jewelry	43	72,507	3,722	10	753	1,824	1,817	7	7,995
Optical goods	206	18,951	7,199	---	2,349	3,542	3,540	2	3,410
Lumber and construction materials	261	112,792	13,684	8	5,510	10,253	9,816	437	13,485
Builders' supplies (full lines)	45	32,474	5,124	---	1,282	2,732	2,732	---	2,335
Lumber and millwork	54	13,154	2,299	5	565	1,152	1,140	12	3,362
Brick, tile, and terra cotta	44	5,403	1,156	1	276	549	535	14	734
Cement, lime, and plaster	27	11,452	2,452	-	403	943	938	5	1,412
Sand, gravel, and crushed stone	4	118	22	-	16	19	15	4	82
All other	143	50,159	7,126	1	2,978	4,898	4,400	402	5,050
Machinery--equipment- supplies	2,642	693,362	145,842	24	43,865	93,189	92,292	917	112,269
Commercial machinery, equipment, and supplies:									
Office (except furniture	955	108,920	34,510	1	13,488	26,701	26,572	129	11,838
Store, restaurant, and hotel	81	18,935	5,682	5	1,542	2,766	2,550	216	1,424
Farm and dairy machinery and equipment	252	193,304	35,284	---	8,477	14,041	13,691	350	34,146
Industrial equipment and supplies:									
Industrial (full lines)	7	3,693	563	-	237	346	345	1	979
Belting, hose, and packing	51	26,869	3,479	3	975	2,132	2,114	18	1,787
Power transmission equipment	81	7,208	1,064	-	349	716	710	6	784
Rope, cordage, and twine	18	9,663	707	-	134	359	307	32	1,184
All other	316	95,102	16,262	1	5,140	9,214	9,200	14	13,712

* Includes no compensation for proprietors and firm members of unincorporated businesses.

CENSUS OF BUSINESS

WHOLESALE DISTRIBUTION: 1935

UNITED STATES SUMMARY

TABLE 1.—SALES, EXPENSES, PERSONNEL, PAY ROLL, AND STOCKS BY TYPES OF OPERATION AND KINDS OF BUSINESS

TYPE OF OPERATION KIND OF BUSINESS	NUMBER OF ESTABLISHMENTS	NET SALES (add 000)	OPERATING EXPENSES (including pay roll) (add 000)	Active proprietors and firm members	Employees (full-time and part-time). Average for year	PAY ROLL * Total (add 000)	PAY ROLL * Full-time (add 000)	PAY ROLL * Part-time (add 000)	Stocks on hand, end of year (add 000)
KINDS OF BUSINESS	MANUFACTURERS' SALES BRANCHES (With stocks) (Continued)								
MANUFACTURERS' SALES BRANCHES (With stocks)—Con.									
Machinery—equipment—supplies—Con.									
Industrial machinery:									
Construction (including road building)	81	$18,645	$3,160	---	876	$1,493	$1,489	$4	$2,227
Machine tools	21	7,369	1,103	---	269	514	514	---	583
Mining and quarrying	52	22,179	2,970	---	617	1,705	1,704	1	1,588
Oil well and oil refining	150	28,038	2,796	4	752	1,392	1,346	46	8,607
Power plant	9	5,919	624	---	124	296	295	1	308
Textile	20	16,088	4,991	---	1,264	3,617	3,617	---	2,150
All other	91	41,422	7,833	---	2,722	5,115	5,089	26	11,959
Professional equipment and supplies:									
Dental	38	11,220	2,680	---	770	1,486	1,486	---	2,334
Surgical, medical, and hospital	117	18,869	4,269	2	1,043	2,250	2,249	1	3,288
All other	24	3,789	848	---	274	553	552	1	444
Service equipment and supplies:									
Barber and beauty parlor	18	3,598	1,042	6	204	454	448	6	161
Laundry	50	14,871	3,648	---	875	2,308	2,250	58	2,719
Upholsterers'	43	6,192	1,504	---	265	565	565	---	957
All other	158	31,316	9,907	6	2,471	4,680	4,673	7	4,[illegible]
Transportation equipment and supplies	9	2,911	940	---	161	516	516	---	[illegible]
Metals and metal work (except scrap)	271	243,350	23,986	5	7,041	12,885	12,815	[illegible]	[illegible]
Iron and steel (except structural)	110	108,011	13,342	---	3,984	6,995	6,950	43	[illegible]
Structural iron and steel	43	22,063	3,326	1	1,258	2,108	2,106	2	[illegible]
Wire, wire fence, and wire rope	50	27,282	2,094	2	517	1,050	1,032	[illegible]	2,114
Sheet metal products	23	19,350	2,341	1	662	[illegible]	894	[illegible]	1,545
All other	45	66,644	2,883	1	620	1,638	1,633	5	14,942
Paper and its products	206	150,420	18,490	6	4,433	9,168	9,148	20	14,354
Petroleum and its products	56	18,175	3,801	---	814	1,910	1,904	6	1,981
Plumbing and heating equipment and supplies	367	102,251	21,510	8	6,313	9,701	9,461	240	17,885
Tobacco and its products (except leaf)	65	407,526	50,103	7	3,380	7,007	7,007	---	12,261
All other products	388	187,468	18,090	19	4,177	8,918	8,848	68	24,872
Books, periodicals, and newspapers	48	19,531	5,493	3	1,382	2,774	2,772	2	4,999
Forest products (except lumber)	39	12,170	1,878	1	357	707	693	14	2,017
Leather and leather goods	90	59,745	4,239	6	942	2,141	2,118	23	8,105
Oils and greases (animal and vegetable)	29	29,639	1,028	---	182	441	441	---	1,021
Textiles and materials other than dry goods	25	19,389	2,208	---	398	1,213	1,212	1	5,045
Yarns	17	18,915	1,480	1	372	759	759	---	2,897
Miscellaneous kinds of business	118	8,079	1,966	8	584	881	853	28	[illegible]
KINDS OF BUSINESS	MANUFACTURERS' SALES OFFICES (Without stocks)								
MANUFACTURERS' SALES OFFICES (Without stocks)	4,196	3,620,074	239,889	149	42,895	106,093	105,266	827	---
Amusement and sporting goods	140	119,173	19,265	1	5,552	10,311	10,309	2	---
Moving picture films	151	84,930	12,127	---	4,069	6,444	6,442	2	---
All other	9	34,243	7,138	1	1,483	3,867	3,867	---	---
Automotive	36	53,549	3,575	---	688	1,687	1,686	1	---
Beer, wines, and liquors	37	81,280	9,248	---	928	2,470	2,470	---	---
Chemicals and paints	209	190,157	18,822	1	2,484	7,164	7,127	37	---
Clothing and furnishings	208	101,042	7,572	52	1,286	3,823	3,784	39	---
Coal and coke	6	11,526	348	---	48	136	136	---	---
Drugs and drug sundries (specialty lines)	31	9,940	2,135	8	518	1,024	1,014	10	---
Dry goods (specialty lines)	133	225,476	8,182	9	1,685	4,491	4,472	19	---
Notions	22	11,818	787	2	266	586	586	---	---
Piece goods	107	212,323	7,154	5	1,315	3,806	3,788	18	---
All other	4	1,335	241	2	104	99	98	1	---
Electrical goods	263	137,180	8,367	1	1,655	4,377	4,285	92	---
Farm products—consumer goods	5	3,550	696	---	57	109	109	---	---
Farm supplies	33	17,043	2,293	1	343	673	651	22	---
Furniture and house furnishings	114	56,079	4,547	17	598	1,643	1,635	8	---
Groceries and foods (specialty lines)	206	253,777	34,223	8	3,243	7,010	7,004	6	---
Hardware	31	10,072	928	1	216	541	540	1	---
Jewelry and optical goods	41	6,515	644	7	146	402	400	2	---
Lumber and construction materials	277	169,299	18,868	6	4,421	9,994	9,932	62	---

* Includes no compensation for proprietors and firm members of unincorporated businesses.

CENSUS OF BUSINESS

WHOLESALE DISTRIBUTION: 1935

UNITED STATES SUMMARY

TABLE 1.—SALES, EXPENSES, PERSONNEL, PAY ROLL, AND STOCKS BY TYPES OF OPERATION AND KINDS OF BUSINESS

TYPE OF OPERATION KIND OF BUSINESS	NUMBER OF ESTABLISHMENTS	NET SALES (add 000)	OPERATING EXPENSES (including pay roll) (add 000)	Active proprietors and firm members	Employees (full-time and part-time). Average for year	PAY ROLL * Total (add 000)	PAY ROLL * Full-time (add 000)	PAY ROLL * Part-time (add 000)	Stocks on hand, end of year (add 000)
	MANUFACTURERS' SALES OFFICES (Without stocks) (Continued)								
KINDS OF BUSINESS									
MANUFACTURERS' SALES OFFICES (Without stocks)—Con.									
Machinery—equipment—supplies	1,146	$492,453	$31,111	19	6,714	$17,847	$17,618	$231	---
Commercial machinery, equipment, and supplies	313	21,647	4,823	9	1,649	3,653	3,523	130	---
Farm and dairy machinery and equipment	9	686	149	---	43	56	56	---	---
Industrial equipment and supplies	312	272,174	9,301	---	1,617	4,598	4,579	19	---
Industrial machinery	345	98,949	10,821	6	2,281	6,234	6,159	75	---
Professional equipment and supplies	44	3,626	1,216	---	294	889	889	---	---
Service equipment and supplies	72	35,779	2,624	---	501	1,284	1,281	3	---
Transportation equipment and supplies	48	59,592	2,177	[redacted]	349	1,333	1,329	[redacted]	---
Metals and metal work (except scrap)	476	1,021,883	29,371	4	5,502	15,703	15,625	78	---
Paper and its products	181	136,843	7,988	3	1,069	3,282	3,195	87	---
Petroleum and its products	25	46,880	7,017	1	955	2,350	2,350	---	---
Plumbing and heating equipment and supplies	178	22,954	3,130	3	666	1,497	1,441	56	---
Tobacco and its products (except leaf)	128	316,336	7,993	1	1,356	2,781	2,781	---	---
All other products	292	137,267	13,588	8	2,765	8,778	8,704	74	---
Books, periodicals, and newspapers	106	31,788	7,909	2	1,716	3,863	3,650	3	---
Forest products (except lumber	70	29,751	1,599	2	339	1,051	1,049	2	---
Leather and leather goods	22	10,820	522	2	127	320	319	1	---
Oils and greases (animal and vegetable)	6	6,513	205	-	33	130	130	---	---
Textiles and materials other than dry goods	15	6,950	477	---	89	281	271	10	---
Yarns	22	46,254	1,416	--	223	681	630	51	---
Miscellaneous kinds of business	51	5,391	1,440	2	238	652	645	7	---
	BULK TANK STATIONS								
Petroleum and its products	27,333	2,704,047	391,095	3,546	(1)	(1)	(1)	(1)	$157,887
	AGENTS AND BROKERS								
KINDS OF BUSINESS									
AGENTS AND BROKERS	18,147	8,908,076	256,749	14,950	68,285	129,866	125,415	4,451	89,565
Amusement and sporting goods	245	23,931	3,277	216	807	1,542	1,514	28	333
Cameras and motion picture equipment and supplies	13	1,449	126	7	44	87	86	1	55
Moving picture films	40	4,291	1,641	19	310	708	704	4	18
Sporting goods (full line)	19	2,260	112	22	28	37	35	2	34
Toys, novelties, and fireworks	137	13,065	1,185	138	362	590	578	12	193
All other	36	2,866	213	30	63	120	111	9	33
Automotive	448	66,681	4,038	397	995	1,691	1,647	44	2,423
Automobiles and other motor vehicles	32	14,970	616	26	157	305	304	1	239
Automotive equipment	392	45,393	2,300	350	747	1,213	1,172	41	912
Tires and tubes	24	6,318	1,122	21	91	173	171	2	1,272
Beer, wines, and liquors	73	21,473	916	49	230	482	477	5	334
Beer and other fermented malt liquors	5	95	4	6	2	2	2	---	---
Wines and liquors	[redacted]	21,378	912	43	228	480	475	5	334
Chemicals and paints	420	98,427	9,857	290	1,083	2,540	2,460	80	1,557
Dyestuffs	7	1,102	104	2	21	64	62	2	2
Explosives	[redacted]	335	64	3	20	27	26	1	18
Industrial chemicals	75	28,107	1,406	47	286	744	736	8	584
Naval stores	35	15,198	613	15	165	403	402	1	376
Paints and varnishes	70	6,524	431	51	142	275	249	26	31
All other	224	47,161	7,039	172	469	1,027	985	42	548
Clothing and furnishings	1,203	417,123	13,033	1,133	3,734	7,807	7,722	85	788
Clothing and/or furnishings (full line)	163	71,941	2,710	153	723	1,667	1,659	8	74
Men's and boys'	177	29,812	1,222	178	312	647	637	10	155
Women's and children's	536	251,878	6,082	485	1,926	3,885	3,837	48	171
Furs, dressed, and fur clothing	74	9,766	374	76	99	153	150	3	196
Hosiery	87	47,741	1,755	75	400	1,035	1,033	2	65
Millinery and millinery supplies	[redacted]	15,258	609	101	185	298	295	3	94
Shoes and other footwear	67	10,729	301	65	89	122	111	11	51
Coal and coke	440	427,346	25,300	82	3,874	10,087	9,911	176	12,443
Drugs and drug sundries (specialty lines)	140	26,894	1,854	123	643	1,078	1,071	7	194
Drug specialties	38	10,365	445	32	145	248	245	3	92
Patent medicines	21	3,863	414	18	120	271	270	1	2
Toilet articles and preparations	59	6,948	548	53	229	280	277	3	37
All other	22	5,718	447	20	149	279	279	---	63
Dry goods (full line)	14	23,061	[redacted]	11	78	174	173	1	5
Dry goods (specialty lines)	938	1,015,100	28,403	814	5,851	15,817	15,723	94	12,528
Notions	113	28,003	3,787	106	743	1,466	1,449	17	4,654
Piece goods	767	981,461	24,397	650	5,044	14,252	14,177	75	7,854
All other	58	5,636	219	58	[redacted]	99	97	2	20
Electrical goods	638	45,883	3,367	534	1,221	1,832	1,775	57	1,782
Electrical merchandise (full line)	7	1,269	68	6	25	38	34	4	24
Apparatus and equipment	148	9,367	716	113	270	417	408	9	338
Wiring supplies and construction materials	233	20,351	1,304	192	441	722	704	18	1,014
Radios, refrigerators, and appliances	250	14,876	1,279	223	485	655	629	26	[redacted]

* Includes no compensation for proprietors and firm members of unincorporated businesses.

(1) Inasmuch as it was impracticable to obtain employment and pay roll for commission bulk tank stations, these data are not included.

CENSUS OF BUSINESS

WHOLESALE DISTRIBUTION: 1935

UNITED STATES SUMMARY

TABLE 1.—SALES, EXPENSES, PERSONNEL, PAY ROLL, AND STOCKS BY TYPES OF OPERATION AND KINDS OF BUSINESS

TYPE OF OPERATION KIND OF BUSINESS	NUMBER OF ESTABLISHMENTS	NET SALES (add 000)	OPERATING EXPENSES (including pay roll) (add 000)	Active proprietors and firm members	Employees (full-time and part-time). Average for year	PAY ROLL * Total (add 000)	PAY ROLL * Full-time (add 000)	PAY ROLL * Part-time (add 000)	Stocks on hand, end of year (add 000)
KINDS OF BUSINESS	AGENTS AND BROKERS (Continued)								
AGENTS AND BROKERS—Con.									
Farm products—raw materials	3,010	$2,710,088	$44,692	2,976	16,987	$22,004	$20,147	$1,857	$20,151
Cotton	476	334,791	5,589	479	1,054	1,781	1,734	47	8,945
Grain	414	599,343	6,066	271	1,465	3,198	3,161	37	798
Hides, skins, and furs (raw)	185	64,667	1,705	154	479	947	909	38	1,290
Horses and mules	89	35,095	1,427	100	541	515	447	[illegible]	341
Livestock	1,262	1,243,851	17,437	1,381	6,781	9,214	8,613	601	2,466
Silk (raw)	14	8,223	179	8	31	83	82	1	103
Tobacco (leaf)	368	229,467	8,873	397	6,046	4,959	3,932	1,027	2,095
Wool and mohair	130	102,277	1,970	125	365	763	730	33	2,804
All other	74	92,574	1,446	61	225	544	539	5	1,509
Farm products—consumer goods	1,484	766,282	28,907	1,182	8,123	14,989	14,420	569	5,109
Dairy products	55	30,285	585	25	95	271	265	8	153
Poultry and poultry products	183	78,801	2,668	126	756	1,494	1,411	83	753
Dairy and poultry products	68	52,462	1,018	40	251	481	465	16	542
Fruits and vegetables (fresh)	1,211	604,514	24,482	986	6,965	12,664	12,200	464	3,580
All other	7	2,420	154	5	56	79	79	---	81
Farm supplies	287	87,542	2,218	249	529	975	948	27	342
Feed	143	56,115	1,430	118	312	614	[illegible]	15	86
Fertilizer	125	27,513	649	115	173	284	272	12	191
Seeds	12	2,976	98	8	32	61	61	---	39
All other	7	738	41	8	12	16	16	---	26
Furniture and house furnishings	428	75,283	4,026	362	1,181	2,352	2,278	74	1,485
China, glassware, and crockery	82	10,466	731	63	216	446	430	16	25
Floor coverings	64	18,175	917	38	244	575	553	22	1,027
Furniture (household and office)	136	14,420	1,235	123	408	717	692	25	307
House furnishings (except as specified)	142	31,900	1,110	132	307	603	592	11	119
Musical instruments and sheet music	4	322	33	6	6	11	11	---	7
General merchandise	69	68,475	2,430	57	658	1,477	1,450	27	245
Groceries (full line)	21	11,585	282	17	79	135	135	---	120
Groceries and foods (specialty lines)	2,219	1,796,819	26,516	1,743	7,044	14,602	14,408	194	11,233
Canned goods	482	294,404	5,887	356	1,583	3,306	3,265	41	3,079
Coffee, tea, and spices	142	112,803	1,344	145	330	681	676	5	77
Confectionery	40	17,339	394	35	84	210	207	3	19
Fish and sea foods	63	33,060	786	46	196	429	418	11	304
Flour	123	65,606	1,006	119	232	445	434	11	165
Meats and meat products	56	91,120	758	52	188	385	382	3	73
Sugar	228	568,227	4,641	144	1,070	2,619	2,599	20	1,846
Other food and grocery specialties	1,085	614,460	11,720	846	3,401	6,527	6,427	100	5,970
Hardware	288	32,508	2,099	254	648	1,103	1,061	42	428
Hardware (full line)	19	9,201	727	18	194	386	386	---	67
Hardware (specialty lines)	269	23,307	1,372	238	454	717	675	42	361
Jewelry and optical goods	124	6,682	429	119	117	216	213	3	299
Jewelry (full line)	6	1,056	137	4	32	67	67	---	40
Clocks and watches	7	1,582	71	6	14	45	45	---	[illegible]
Diamonds and other precious stones	24	982	27	24	9	11	11	---	[illegible]
Other jewelry specialties	81	2,741	141	82	44	49	46	3	130
Optical goods	6	341	33	3	18	44	44	---	41
Lumber and construction materials	794	139,147	8,632	553	2,228	4,315	4,103	212	1,[illegible]62
Builders' supplies (full line)	197	8,885	1,218	156	400	620	526	94	[illegible]
Lumber and millwork	377	99,725	5,329	253	1,229	2,534	2,459	75	655
Brick, tile, and terra cotta	79	6,413	848	57	246	433	413	20	53
Cement, lime, and plaster	18	1,933	196	11	57	128	119	[illegible]	3
Glass	33	2,602	195	28	66	114	111	3	28
Sand, gravel, and crushed stone	47	18,050	572	22	137	337	335	2	233
All other	43	3,539	274	26	93	149	140	[illegible]	9
Machinery—equipment—supplies	2,496	210,757	20,400	1,922	5,529	11,282	10,795	487	5,237
Commercial machinery, equipment, and supplies:									
Office (except furniture)	134	4,226	954	117	376	628	608	20	402
Store, restaurant, and hotel	178	7,318	976	153	387	603	549	54	223
All other	29	1,526	299	20	[illegible]	160	158	2	74
Farm and dairy machinery and equipment	71	3,804	418	61	148	251	244	7	222
Industrial equipment and supplies:									
Industrial (full line)	7	2,579	217	4	85	152	152	---	31
Belting, hose, and packing	83	6,691	524	64	176	325	317	8	49
Power transmission equipment	37	1,937	169	30	63	88	84	4	58
Rope, cordage, and twine	37	18,198	702	22	175	434	427	7	762
All other	577	45,624	3,912	472	1,071	2,043	1,940	103	1,110
Industrial machinery:									
Construction (including road building)	97	5,908	650	67	205	355	347	8	313
Machine tools	97	15,617	1,363	60	295	856	837	19	85
Mining and quarrying	49	3,023	313	38	83	160	157	3	48
Oil well and oil refining	43	7,559	678	29	133	354	343	11	282
Power plant	160	11,366	1,053	110	328	638	611	27	184
Textile	24	2,359	187	16	35	73	71	2	1
Used machinery and equipment	28	640	92	23	23	32	29	3	32
All other	259	17,618	1,801	199	555	1,032	970	62	315
Professional equipment and supplies:									
Dental	12	232	35	8	21	24	24	---	[illegible]
Surgical, medical, and hospital	37	2,930	244	30	100	170	167	3	143
All other	33	1,021	160	26	62	91	78	5	51

* Includes no compensation for proprietors and firm members of unincorporated businesses.

451724 O - 42 - 67

WHOLESALE DISTRIBUTION: 1935

UNITED STATES SUMMARY

TABLE 1.—SALES, EXPENSES, PERSONNEL, PAY ROLL, AND STOCKS BY TYPES OF OPERATION AND KINDS OF BUSINESS

TYPE OF OPERATION KIND OF BUSINESS	NUMBER OF ESTABLISHMENTS	NET SALES (add 000)	OPERATING EXPENSES (including pay roll) (add 000)	Active proprietors and firm members	Employees (full-time and part-time). Average for year	PAY ROLL * Total (add 000)	PAY ROLL * Full-time (add 000)	PAY ROLL * Part-time (add 000)	Stocks on hand, end of year (add 000)
	AGENTS AND BROKERS (Continued)								
KINDS OF BUSINESS									
AGENTS AND BROKERS—Con.									
Machinery—equipment—supplies—Con.									
Service equipment and supplies:									
Barber and beauty parlor	53	$1,235	$254	39	87	$104	$100	$4	$31
Laundry	13	437	67	13	28	33	32	1	36
Upholsterers'	57	11,788	617	33	162	309	300	9	60
All other	189	3,477	427	158	189	210	193	17	66
Transportation equipment and supplies:									
Aircraft and aeronautical	12	11,773	1,198	5	136	582	581	1	319
Railroad	159	22,026	2,970	96	513	1,427	1,341	86	279
Boats (including motor, sail, and steam)	21	933	72	15	32	46	45	1	4
All other	22	954	170	16	37	90	90	---	19
Metals and metal work (except scrap)	377	173,229	5,178	282	1,088	2,844	2,731	113	1,324
Iron and steel (except structural)	173	80,922	2,775	120	524	1,317	1,274	43	926
Structural iron and steel	42	5,864	315	28	84	166	155	11	16
Wire, wire fence, and wire rope	36	3,966	249	23	78	156	148	8	93
Copper	10	2,178	161	7	44	113	111	2	30
Sheet metal products	27	2,630	105	27	35	47	44	3	3
Other metals and metal work	89	77,869	1,573	77	303	1,045	999	46	258
Paper and its products	250	38,989	2,014	233	542	1,084	1,055	29	162
Wrapping or coarse paper and products	146	29,844	1,524	155	392	803	783	20	85
Fine or printing and writing paper	14	6,402	259	8	50	165	164	1	4
Stationery and stationery supplies	85	2,893	228	84	98	114	106	8	73
Wallpaper	5	50	3	6	2	2	2	---	---
Petroleum and its products	109	72,733	1,729	63	327	867	841	26	144
Plumbing and heating equipment and supplies	427	25,790	2,680	313	548	1,462	1,409	53	636
Plumbing and heating (full line)	8	738	44	8	20	18	15	3	46
Heating (including stoves and ranges)	105	4,248	586	74	201	334	324	10	82
Plumbing fixtures, equipment, and supplies	162	13,262	1,109	129	349	585	564	21	375
All other	152	7,542	941	102	318	525	506	19	133
Tobacco and its products (except leaf)	9	1,529	49	10	12	26	26	---	1
Waste materials	112	40,369	1,930	59	310	901	891	10	558
Iron and steel scrap	42	25,900	1,093	17	151	535	529	6	105
Junk and scrap (full line)	8	684	73	8	25	27	25	2	11
Waste paper, rags, and rubber	52	10,916	589	29	108	269	267	2	264
Nonferrous metals	10	2,869	195	5	26	70	70	---	178
All other products	1,084	484,590	12,224	907	3,499	8,202	8,031	171	8,885
Books, periodicals, and newspapers	289	15,215	1,854	253	1,418	1,217	1,117	100	1,059
Flowers and nursery stock	73	9,358	1,360	35	465	749	742	7	113
Forest products (except lumber)	74	36,761	1,182	54	219	691	681	10	1,824
Leather and leather goods	152	46,846	1,290	147	342	670	660	10	1,882
Oils and greases (animal and vegetable)	69	143,983	1,344	48	190	666	661	5	297
Rubber (crude)	13	72,882	562	10	69	236	236	---	2,630
Textiles and materials other than dry goods	31	18,216	367	34	56	110	108	2	89
Yarns	112	127,649	3,304	76	409	1,318	1,304	14	877
Miscellaneous kinds of business	271	10,700	961	250	331	545	522	23	94
	ASSEMBLERS								
KINDS OF BUSINESS									
ASSEMBLERS	26,515	2,483,011	166,245	18,895	87,378	74,401	62,827	11,574	195,150
Farm products--raw materials	14,293	1,493,387	88,320	7,802	30,085	28,507	25,848	2,659	175,717
Cotton	1,380	287,608	10,913	1,216	2,080	2,528	2,319	209	37,910
Grain	8,907	745,932	35,568	2,948	17,538	17,184	15,708	1,476	58,218
Hides, skins, and furs (raw)	453	13,555	1,151	445	661	558	465	93	1,838
Horses and mules	258	9,304	792	303	383	266	241	25	497
Livestock	2,478	309,774	8,207	2,270	3,757	3,299	2,941	358	2,939
Tobacco (leaf)	261	74,213	6,481	122	4,199	3,449	3,187	282	75,057
Wool and mohair	135	30,943	1,685	139	310	474	441	33	458
All other	443	22,058	1,523	359	1,177	749	566	183	804
Farm products--consumer goods	10,814	865,988	87,730	7,694	48,553	39,999	32,444	7,555	13,085
Dairy products	2,867	178,049	12,514	1,234	5,274	5,817	5,428	189	1,599
Poultry and poultry products	2,157	157,074	10,187	1,905	6,648	5,195	4,693	502	2,602
Dairy and poultry products	3,479	96,270	5,105	3,160	4,468	2,583	2,280	283	1,878
Fruits and vegetables (fresh)	2,267	431,457	59,698	1,375	32,032	26,509	19,951	6,578	6,878
All other	44	3,118	226	20	131	115	112	3	110
Farm supplies	511	29,250	2,422	376	1,322	1,170	1,019	151	1,574
Feed	375	20,438	1,834	283	1,001	890	799	91	1,185
Fertilizer	42	1,106	137	28	73	52	43	9	35
Seeds	76	6,334	315	64	169	148	107	39	309
All other	18	1,372	136	1	79	82	70	12	45
Groceries and foods (specialty lines)	592	69,541	8,946	524	6,869	4,270	3,103	1,167	4,373
All other products	305	4,865	827	299	549	455	413	42	421

* Includes no compensation for proprietors and firm members of unincorporated businesses.

CENSUS OF AMERICAN BUSINESS

WHOLESALE DISTRIBUTION: 1933

TABLE 1.—UNITED STATES SUMMARY OF WHOLESALE TRADE

BY TYPE OF ESTABLISHMENT AND KIND OF BUSINESS

(A leader indicates no information or an amount less than $500.)

TYPE OF OPERATION AND KIND OF BUSINESS	Number of establishments 1933	Number of establishments 1939 [1]	Net sales 1933 Amount (all [illegible])	Net sales 1939 Amount [illegible] (add 000)	Net sales Per cent change	Total expense Amount (add 000)	Total expense Per cent to sales	Full-time employees (average for year)	Pay roll Total (add [illegible])	Pay roll Part time (add [illegible])	Stocks on hand, end of year, at cost (add [illegible])
TOTAL	[illegible]	[illegible]	$32,151,373	[illegible]	-53.4	$3,71[illegible]	11.5	[illegible]	$1,714,[illegible]	$5[illegible]	$3,13,179
TYPES OF OPERATION											
WHOLESALERS PROPER [2]	92,[illegible]	79,784	12,997,276	[illegible]	-55.6	1,948,513	15.0	[illegible]	[illegible]	[illegible]	1,[illegible]
Wholesale merchants	70,[illegible]	74,476	11,302,947	25,370,795	-55.4	1,791,592	15.[illegible]	[illegible]	[illegible]	[illegible]	1,737,102
Exporters	4[illegible]	754	558,147	1,507,824	-63.0	34,131	6.1	4,239	9,007	[illegible]	[illegible]
Importers	2,176	2,[illegible]	776,354	1,808,524	-57.1	81,461	10.5	18,847	36,234	[illegible]	123,956
Limited function wholesalers	3,[illegible]	2,292	359,[illegible]	601,077	-40.1	41,529	11.5	15,[illegible]	20,195	[illegible]	15,756
MANUFACTURERS' SALES BRANCHES [3]	1[illegible],073	17,086	7,557,3[illegible]	16,335,917	-53.[illegible]	942,251	12.5	[illegible]	426,284	[illegible]	[illegible]
With stocks	[illegible],441	(4)	5,144,[illegible]	(4)	-	764,670	14.9	193,[illegible]	337,119	[illegible]	[illegible]
Without stocks	4,429	(4)	2,412,675	(4)		177,581	7.4	[illegible]	89,165	[illegible]	4[illegible]
BULK TANK STATIONS [4]	2[illegible]	19,611	1,[illegible]	2,390,[illegible]	-21.0	372,990	19.7	[illegible]	[illegible]	[illegible]	138,574
BRANCH OTHER WAREHOUSE	467	55[illegible]	1,431,563	1,929,681	-	64,787	4.5	[illegible]	[illegible]	[illegible]	[illegible]
ASSOCIATIONS AND COMPANY STORES	23,[illegible]	34,[illegible]	1,774,121	4,749,382	-62.6	173,825	9.8	[illegible]	77,[illegible]	15,794	[illegible]
Associations of farm products	11,293	21,884	[illegible]	2,304,230	-68.8	77,757	10.8	28,106	[illegible]	10,187	124,908
Cooperative marketing associations [5]	[illegible]	4,208	686,072	1,45[illegible],366	-53.0	65,726	9.6	20,911	[illegible]	4,631	49,076
Cream stations	2,[illegible]	(4)	31,459	(4)	-	4,893	15.6	2,736	[illegible]	[illegible]	77
Elevators	[illegible],087	8,134	[illegible]	[illegible]	-65.7	25,449	7.5	10,153	11,781	[illegible]	49,412
AGENTS AND BROKERS	13,818	[illegible]	6,[illegible],575	14,256,695	-54.4	[illegible]	3.2	50,778	[illegible]	4,060	52,157
Brokers	3,414	3,[illegible]	[illegible]	4,037,944	-48.3	34,53[illegible]	1.7	[illegible]	16,543	[illegible]	[illegible]
Commission merchants	3,126	3,479	2,224,864	4,[illegible],934	-5[illegible]	72,[illegible]	3.2	17,744	35,[illegible]	1,444	[illegible]
Export agents	240	260	135,[illegible]	[illegible]	-86.1	5,736	4.[illegible]	1,941	[illegible]	[illegible]	1,406
Import agents	179	85	5,[illegible]	57,15[illegible]	-11.6	3,[illegible]	6.4	423	[illegible]	23	[illegible]
Manufacturers' agents	4,972	6,987	573,[illegible]	1,775,355	-67.7	[illegible]	6.8	[illegible]	18,631	[illegible]	2,[illegible]
Selling agents	1,235	3,[illegible]	[illegible]	[illegible]	-62.3	41,357	4.2	[illegible]	[illegible]	411	9,371
Other agents	65[illegible]	628	441,109	670,082	-34.2	12,116	2.7	[illegible]	6,652	[illegible]	[illegible]
KINDS OF BUSINESS						WHOLESALERS PROPER [2]					
WHOLESALE MERCHANTS											
Amusement and sporting goods	976	[illegible]	78,274	162,297	-51.8	19,274	24.6	[illegible]	8,677	[illegible]	13,26[illegible]
Automotive products	5,168	3,414	425,310	1,338,125	-68.2	98,274	23.1	38,003	[illegible]	[illegible]	82,695
Chemicals	1,292	1,077	187,185	323,973	-39.9	40,184	[illegible]	10,114	17,538	[illegible]	[illegible]
Clothing and furnishings	2,854	3,402	390,789	1,053,882	-62.9	62,404	16.0	18,628	29,666	[illegible]	43,677
Coal	734	753	[illegible]	640,577	-64.1	30,083	13.1	7,685	[illegible]	[illegible]	21,015
Drugs and drug sundries	1,078	1,109	342,[illegible]	508,424	-32.6	56,973	16.6	18,524	[illegible]	394	66,346
Dry goods	2,[illegible]	3,385	754,311	1,564,981	-51.8	101,707	13.5	[illegible]	49,750	674	[illegible]
Electrical goods	[illegible]	2,146	270,754	836,141	-67.6	[illegible]	22.3	[illegible]	[illegible]	[illegible]	43,821
Farm products--raw materials	2,[illegible]	2,971	872,891	2,578,448	-66.1	[illegible]	7.8	13,626	[illegible]	1,147	233,717
Farm products--consumer goods	[illegible]	8,783	1,515,687	2,987,091	-48.9	225,995	14.9	76,430	[illegible]	4,164	47,227
Farm supplies	1,693	1,10[illegible]	212,190	513,4[illegible]	-58.7	35,13	16.6	12,394	15,673	[illegible]	32,709
Furniture and house furnishings	1,510	1,438	141,111	417,356	-66.2	31,921	[illegible]	11,440	[illegible]	643	[illegible]
General merchandise	87	182	61,207	178,072	-65.6	10,700	17.5	[illegible]	5,724	[illegible]	11,730
Groceries and foods (except farm products)	16,288	13,896	2,747,964	4,785,544	-42.6	[illegible]	13.1	[illegible]	178,907	5,622	319,384
Hardware	1,144	1,213	[illegible]	704,345	-51.[illegible]	72,726	21.4	28,268	[illegible]	[illegible]	114,413
Jewelry and optical goods	1,432	1,545	85,422	266,311	-67.9	20,725	24.3	7,132	10,218	[illegible]	[illegible]
Lumber and building materials	2,[illegible]	[illegible]	231,784	1,133,856	-79.6	58,814	25.4	[illegible]	[illegible]	[illegible]	60,394
Machinery, equipment and supplies (except electrical)	5,791	5,986	468,214	1,134,592	[illegible]	[illegible]	[illegible]	[illegible]	60,066	2,198	126,024
Metals (except scrap)	765	796	107,768	406,750	-73.5	[illegible]	21.7	7,699	[illegible]	[illegible]	[illegible]
Paper and its products	2,149	2,235	[illegible]	[illegible]	-54.0	67,349	21.5	23,093	36,761	[illegible]	64,793
Petroleum and its products	1,748	[illegible]	214,270	[illegible]	-56.5	37,791	[illegible]	9,753	[illegible]	[illegible]	13,813
Plumbing and heating equipment and supplies	1,428	1,674	141,449	[illegible]	-71.1	35,651	[illegible]	11,198	[illegible]	[illegible]	40,986
Tobacco and its products (except leaf)	1,617	1,575	[illegible]	[illegible]	-32.0	[illegible]	6.4	[illegible]	15,025	[illegible]	29,990
Waste materials	3,342	[illegible]	155,574	444,284	-65.0	[illegible]	18.2	12,296	[illegible]	[illegible]	[illegible]
All other products	6,461	4,504	[illegible]	921,364	-46.2	[illegible]	[illegible]	33,094	[illegible]	2,036	[illegible]
[illegible]											
Amusement and sporting goods	5	11	17,712	4,677	[illegible]	1,034	5.8	117	[illegible]	[illegible]	[illegible]
Automotive products	5	[illegible]	3,891	42,444	-90.8	[illegible]	[illegible]	84	[illegible]	[illegible]	[illegible]
Chemicals	11	[illegible]	4,582	23,355	[illegible]	[illegible]	[illegible]	49	[illegible]		[illegible]
Clothing and furnishings	17	[illegible]	[illegible]	[illegible]	-80.9	[illegible]	15.9	[illegible]	78		[illegible]
Drugs and drug sundries	3	[illegible]	[illegible]	1,544	-34.2	[illegible]	4.9	[illegible]	[illegible]		[illegible]
Dry goods	[illegible]	55	17,406	32,430	[illegible]	1,411	6.1	431	[illegible]	[illegible]	4,180
Electrical goods	10	8	2,003	[illegible]	47.2	[illegible]	13.3	[illegible]	94	[illegible]	16
Farm products--raw materials	156	[illegible]	260,879	[illegible]	-70.2	[illegible]	6.2	1,957	3,422	[illegible]	[illegible]
Farm products--consumer goods	26	17	4,[illegible]	8,419	-45.9	[illegible]	4.9	[illegible]	[illegible]	5	[illegible]
Furniture and house furnishings	3	5	37	726	-94.9	11	29.7	1	-	--	25
General merchandise	8	24	[illegible]	45,736	-17.8	7,871	20.9	[illegible]	817	[illegible]	2,4[illegible]
Groceries and foods (except farm products)	46	69	38,943	89,628	-56.6	1,789	4.8	271	667	24	5,730
Hardware	[illegible]	[illegible]	[illegible]	1,645	-48.[illegible]	[illegible]	[illegible]	[illegible]	42	--	11
Jewelry and optical goods	4	7	97	434	-80.0	[illegible]	[illegible]	16	7	--	[illegible]
Lumber and building materials (other than metal)	47	74	[illegible]	[illegible]	-83.4	[illegible]	7.1	206	412	[illegible]	151
Machinery, equipment and supls (except electrical)	13	[illegible]	5,978	19,511	-69.4	211	[illegible]	[illegible]	167	1	389
Metals (except scrap)	6	5	[illegible]	5,037	423.3	1,089	4.1	270	739	43	136
Paper and its products	7	[illegible]	1,798	[illegible]	-73.6	[illegible]	15.6	73	[illegible]	---	64
Petroleum and its products	7	[illegible]	6,731	163,843	-95.9	517	7.7	[illegible]	[illegible]	5	441
Plumbing and heating equipment and supplies	3	[illegible]	1,[illegible]	4,481	-[illegible]	175	17.1	[illegible]	[illegible]	---	72
Tobacco and its products (except leaf)	3	[illegible]	121	---	[illegible]	12	9.8	5	5	--	25
Waste materials	[illegible]	13	108,145	13,604	695.0	509	[illegible]	156	243	13	79
All other kinds of business	[illegible]	76	3,603	77,186	-95.3	463	12.8	94	182	13	333

For footnotes, see end of table.

CENSUS OF AMERICAN BUSINESS

WHOLESALE DISTRIBUTION: 1933

TABLE 1.--UNITED STATES SUMMARY OF WHOLESALE TRADE

BY TYPE OF ESTABLISHMENT AND KIND OF BUSINESS

(A leader indicates no information or an amount less than $500.)

TYPE OF OPERATION AND KIND OF BUSINESS	Number of establishments 1933	Number of establishments 1929 [1]	Net sales Amount 1933 (add 000)	Net sales Amount 1929 [1] (add 000)	Net sales Percent change	Total expenses Amount (add 000)	Total expenses Percent to sales	Full-time employees (average for year)	Pay roll Total (add 000)	Pay roll Part-time (add 000)	Stocks on hand, end of year, at cost (add 000)
WHOLESALERS PROPER (Continued)											
KINDS OF BUSINESS											
IMPORTERS											
Amusement and sporting goods	57	[illegible]	$6,[illegible]	33,539	87.0	$1,251	[illegible]	35	$56	$9	$1,102
Automotive products	7	3	57	75	24.0	145	27.0	50	60	---	176
Chemicals	54	56	26,714	50,924	-47.5	3,490	13.1	55	1,307	4	5,660
Clothing and furnishings	142	42	24,925	33,141	-24.9	3,899	15.6	641	1,658	15	7,969
Coal	2	1	434	665	-34.7	30	6.9	6	11	---	101
Drugs and drug sundries	46	69	5,772	22,231	-74.0	2,003	34.7	446	408	22	1,217
Dry goods	322	345	70,709	111,117	-36.4	13,146	18.6	3,556	6,817	76	20,872
Electrical goods	11	12	737	2,559	-71.2	166	22.5	40	90	1	54
Farm products--raw materials	127	157	104,457	229,461	-54.5	4,369	4.2	225	1,912	11	13,853
Farm products--consumer goods	72	77	45,993	13,431	242.4	1,937	4.2	71[illegible]	1,260	67	395
Farm supplies	251	19	27,449	36,252	-24.3	2,166	7.9	33	601	15	2,434
Furniture and house furnishings	237	266	29,689	67,866	-56.3	6,827	23.[illegible]	1,562	2,837	50	10,197
General merchandise	6	37	78,179	191,798	-60.3	2,037	[illegible]	474	1,239	1	9,814
Groceries and foods (except farm products)	169	369	230,394	335,089	-31.2	26,336	8	6,594	11,669	62	24,906
Hardware	19	16	1,505	3,743	-59.8	397	[illegible]	31	204	2	501
Jewelry and optical goods	195	330	17,888	110,465	-83.8	3,669	[illegible]	795	1,555	4	2,263
Lumber and building materials (other than metal)	53	36	2,873	7,392	-61.1	846	29.4	142	294	22	1,358
Machinery, equipment and supplies (except electrical)	73	95	12,087	16,435	-26.5	1,927	15.9	437	928	10	2,609
Metals (except scrap)	33	36	24,317	252,017	-90.4	739	3.0	141	374	2	995
Paper and its products	25	28	7,563	4,763	58.8	682	9.0	136	253	---	[illegible]
Tobacco and its products (except leaf)	8	8	2,066	3,285	-37.1	388	18.9	61	191	5	47[illegible]
All other kinds of business	216	256	57,514	311,576	-81.5	5,049	8.8	1,022	1,965	36	9,341
LIMITED-FUNCTION WHOLESALERS											
Amusement and sporting goods	27	5	1,545	2,108	-26.7	335	24.9	175	142	9	251
Automotive products	57	10	8,236	1,773	364.5	1,765	21.4	561	797	4	1,257
Chemicals	16	26	436	10,711	-95.9	152	34.9	36	83	1	46
Clothing and furnishings	27	44	1,250	11,186	-88.5	268	20.8	56	103	8	96
Coal	233	67	87,744	36,148	142.7	5,796	6.6	1,289	3,152	75	68
Drugs and drug sundries	44	14	2,687	2,960	-9.2	434	16.2	123	197	3	519
Dry goods	60	21	3,897	5,119	-23.9	401	10.3	140	210	9	254
Electrical goods	37	16	2,345	6,628	-64.6	509	21.7	180	201	1	375
Farm products--raw materials	6	40	3,436	13,542	-74.6	122	3.6	13	21	---	2
Farm products--consumer goods	380	416	33,825	72,971	-53.6	7,777	23.0	2,546	3,818	226	1,159
Farm supplies	37	35	6,702	18,393	-63.6	1,041	15.5	292	356	3	329
Furniture and house furnishings	38	41	4,188	8,829	-52.6	690	16.5	169	277	10	422
Groceries and foods (except farm products)	1,285	990	103,849	176,600	-41.2	11,350	10.9	4,233	5,571	77	7,688
Hardware	9	11	371	4,795	-92.3	99	26.7	28	49	2	177
Jewelry and optical goods	18	45	1,733	2,411	-28.1	623	35.9	251	378	2	512
Lumber and building materials (other than metal)	205	142	30,230	(4)	---	2,695	8.9	590	1,297	15	57
Machinery, equipment and supplies	40	60	1,724	17,856	-90.3	546	31.7	181	240	2	274
Metals (except scrap)	4	19	2,050	8,777	-76.6	123	6.0	26	80	---	4
Paper and its products	41	28	10,281	10,392	-1.1	811	7.9	342	506	19	269
Petroleum and its products	193	81	14,903	22,569	-33.9	1,558	10.4	366	557	22	204
Plumbing and heating equipment and supplies	6	22	309	3,844	-92.0	153	49.5	31	45	---	28
Tobacco and its products (except leaf)	111	140	14,637	32,813	-55.4	842	5.8	290	340	8	818
Waste materials	11	26	8,367	14,448	-42.1	707	8.4	166	321	70	8
All other kinds of business	495	93	15,221	58,822	-73.2	2,732	17.9	1,091	1,454	70	559
MANUFACTURERS' SALES BRANCHES [7]											
KINDS OF BUSINESS											
MANUFACTURERS' SALES BRANCHES (WITH STOCKS) [7]											
Amusement and sporting goods	218		97,960			14,803	15.1	4,962	8,433	249	4,663
Automotive products	726		332,631			54,312	16.3	13,466	25,505	146	36,076
Chemicals	703		299,412			45,486	15.2	9,416	19,562	98	34,287
Clothing and furnishings	337		199,562			25,556	12.8	6,402	12,031	202	23,935
Coal	30		13,117			2,099	16.0	515	946	11	922
Drugs and drug sundries	213		86,956			24,936	28.7	4,223	8,361	24	7,805
Dry goods	233		115,132			15,022	13.0	3,872	7,568	56	21,569
Electrical goods	447		322,841			49,922	15.5	14,477	25,541	108	57,629
Farm products--raw materials	5		558			30	5.4	10	19	---	16
Farm products--consumer goods	344		106,918			24,993	23.4	5,910	9,369	224	5,517
Farm supplies	110		42,792			6,983	16.3	2,481	2,768	73	10,403
Furniture and house furnishings	344		71,809			10,615	14.8	2,772	5,329	107	9,413
Groceries and foods (except farm products)	3,200		1,861,861			207,785	12.5	51,493	84,661	1,189	77,974
Hardware	97		20,811			3,758	18.1	1,123	1,950	12	4,508
Jewelry and optical goods	269		26,221			8,221	31.4	2,553	3,940	21	6,407
Lumber and building materials (other than metal)	332		107,903			18,513	17.2	4,973	9,604	501	15,767
Machinery, equipment and supplies (except electrical)	2,988		438,692			112,972	25.8	36,216	60,861	1,488	113,386
Metals (except scrap)	423		215,701			25,257	11.7	6,277	11,760	83	30,039
Paper and its products	203		94,012			15,700	16.7	2,959	5,268	45	7,126
Petroleum and its products	121		25,200			3,990	15.8	932	1,584	8	2,719
Plumbing and heating equipment and supplies	462		82,831			20,856	25.2	5,969	9,352	247	18,476
Tobacco and its products (except leaf)	85		512,474			33,256	6.5	3,195	6,555	25	20,627
All other kinds of business	556		269,294			39,605	14.7	8,959	16,132	270	40,598
MANUFACTURERS' SALES BRANCHES (WITHOUT STOCKS) [7]											
Amusement and sporting goods	156		58,733			11,022	18.8	3,366	5,724	1	---
Automotive products	95		54,761			6,344	11.6	845	2,170	4	2
Chemicals	145		68,[illegible]73			9,025	13.3	1,529	3,857	28	18
Clothing and furnishings	142		88,512			8,011	8.8	1,377	3,368	45	5
Coal	75		59,751			4,365	7.3	768	1,979	18	33
Drugs and drug sundries	34		9,654			2,446	25.8	423	989	6	31
Dry goods	171		142,467			6,949	4.9	1,831	3,967	19	1

For footnotes, see end of table.

CENSUS OF AMERICAN BUSINESS

WHOLESALE DISTRIBUTION: 1939

TABLE 1.—UNITED STATES SUMMARY OF WHOLESALE TRADE

BY TYPE OF ESTABLISHMENT AND KIND OF BUSINESS

(A leader indicates no information or an amount less than $500.)

TYPE OF OPERATION AND KIND OF BUSINESS	Number of establishments		Net sales			Total expenses			Payroll		
	1939	1929	Amount (all [illegible])	Amount 1929 [1] (all [illegible])	Percent change	Amount	Per cent of net sales	Per cent of net sales last year	Total	Partly [illegible]	[illegible]
MANUFACTURERS' SALES BRANCHES (Continued)											
Electrical goods	246		$77,[illegible]			$[illegible]			$3,795	$	
Farm products--consumer goods	13		[illegible]								34
Farm supplies	51		[illegible]								
Furniture and house furnishings	141		34,749			3,154		717			
Groceries and foods (except farm products)	232		[illegible]					5,735			
Hardware (generally lines)	34		[illegible]			733	5.5				
Jewelry and optical goods	42		[illegible]								
Lumber and building materials (other than metal)	253		67,744						57		
Machinery, equipment and supplies (except electrical)	1,057		249,733								
Metals (except scrap)	511		720,235						767		91
Paper and its products	326		144,[illegible]			11,730	8.1				
Petroleum and its products	13		55,782			4,433		1,233			
Plumbing and heating equipment and supplies	153		24,585			4,309	17.5	1,039			
Tobacco and its products (except leaf)	132		[illegible]								
All other kinds of business	471		[illegible]			13,905		3,741			
MANUFACTURERS' SALES BRANCHES (With and without stocks)											
Amusement and sporting goods	372	706	156,693	[illegible]	-44.1	[illegible]	15.5				
Automotive products	42	748	[illegible]	743,877	-47.9	[illegible]	15.7		27,675		
Chemicals	449	734	[illegible]		-33.9	54,511	14.8			124	
Clothing and furnishings	579	[illegible]	[illegible]		-47.7	[illegible]	11.6	7,779		247	
Coal	105		[illegible]		-38.3	6,464		1,281			955
Drugs and drug sundries	251	243	98,610	[illegible]	[illegible]	[illegible]	[illegible]		9,359		
Dry goods	4.4	[illegible]	[illegible]	[illegible]	[illegible]	[illegible]					
Electrical goods	733	990	[illegible]	1,413,393	-72.0	[illegible]					
Farm products--raw materials	5	6	[illegible]	70,201	-99.2	[illegible]	5.4				
Farm products--consumer goods	383	401	[illegible]	[illegible]	-61.6	[illegible]					
Farm supplies	161	142	[illegible]	[illegible]	[illegible]	[illegible]					
Furniture and house furnishings	185	545	[illegible]	[illegible]	-66.0	13,769					
Groceries and foods (except farm products)	3,432	3,907	1,451,923	3,917,937	-62.7	[illegible]	12.6	57,213	95,153		77,979
Hardware	131	195	34,140	[illegible]	-57.1	4,491	13.2				[illegible]
Jewelry and optical goods	312	248	38,037	[illegible]	-57.5	9,512	25.0	2,943	4		6,407
Lumber and building materials (other than metal)	555	777	175,647	486,147	-63.9	25,614	14.6	6,465			
Machinery, equipment and supplies (except electrical)	4,045	3,[illegible]	[illegible]	1,[illegible]	-51.7	[illegible]	19.6				
Metals (except scrap)	[illegible]	[illegible]	[illegible]			47,175					
Paper and its products	[illegible]	[illegible]	[illegible]		-26.8	[illegible]					
Petroleum and its products	[illegible]	[illegible]	[illegible]	[illegible]	25.7	[illegible]					
Plumbing and heating equipment and supplies	[illegible]	[illegible]	[illegible]	[illegible]	[illegible]	[illegible]					
Tobacco and its products (except leaf)	[illegible]	[illegible]	719,201	[illegible]	[illegible]	[illegible]	5.4	4,497			
Waste materials	[illegible]	[illegible]	[illegible]	[illegible]	[illegible]	[illegible]					
All other products	[illegible]	[illegible]	[illegible]	[illegible]	[illegible]	[illegible]					
BULK TANK STATIONS											
Petroleum and its products	[illegible]	[illegible]	[illegible]	[illegible]	[illegible]	[illegible]					
CHAIN STORE WAREHOUSES											
Automotive products	[illegible]		[illegible]	[illegible]	59.5	[illegible]					[illegible]
Clothing and furnishings	[illegible]	[illegible]	[illegible]	[illegible]	[illegible]	70.					
Drugs and drug sundries	[illegible]	[illegible]	[illegible]	77,302	[illegible]	[illegible]	3.0				
Dry goods	[illegible]		[illegible]		[illegible]	[illegible]	3.0				
Electrical goods	[illegible]		3[illegible]		[illegible]	[illegible]	[illegible]				
Farm products--consumer goods	85	45	[illegible]	[illegible]	7.1	[illegible]	[illegible]		1,947		
Farm supplies	[illegible]		[illegible]	[illegible]	[illegible]		[illegible]				
Furniture and house furnishings	5	[illegible]	[illegible]	[illegible]	-85.7	[illegible]	14.6		3[illegible]4		
General merchandise	3	7	[illegible]	[illegible]	-78.4	147		45			
Groceries and foods (except farm products)	[illegible]	267	[illegible]	[illegible]	[illegible]	[illegible]	[illegible]			[illegible]	[illegible]
Hardware	[illegible]	[illegible]	[illegible]								
Tobacco and its products (except leaf)	[illegible]	[illegible]	[illegible]	[illegible]	-85.4	879					
All other kinds of business	[illegible]	55	[illegible]	[illegible]	[illegible]	[illegible]					
ASSEMBLERS AND COUNTRY BUYERS [6]											
ASSEMBLERS OF FARM PRODUCTS											
Farm products--raw materials	4,148	[illegible]	347,[illegible]	1,63[illegible]	-78.7	[illegible]	6.4	[illegible]			[illegible]
Farm products--consumer goods	6,777	[illegible]	[illegible]	[illegible]	[illegible]	[illegible]	[illegible]	[illegible]			10,949
Farm supplies	[illegible]	171	4,557	[illegible]	[illegible]	[illegible]	[illegible]	[illegible]			424
Groceries and foods (except farm products)	[illegible]	[illegible]	[illegible]	[illegible]	14.	[illegible]	[illegible]	241			[illegible]
All other kinds of business	[illegible]	[illegible]	[illegible]	4,706	-25.6	[illegible]	[illegible]	[illegible]			[illegible]
COOPERATIVE MARKETING ASSOCIATIONS [2]											
Farm products--raw materials	[illegible]	2,829	[illegible]	[illegible]	[illegible]	[illegible]	3.7	[illegible]	4,632	276	31,847
Farm products--consumer goods	[illegible]	[illegible]	[illegible]	[illegible]	-43.	[illegible]	13.1	16,172	[illegible]	[illegible]	10,181
Farm supplies	[illegible]	[illegible]	[illegible]	[illegible]	245.8	1,744	11.8	679	746	[illegible]	1,454
Groceries and foods (except farm products)	14	[illegible]	24,018	[illegible]	-35.3	4,069	16.6	970	1,042	12	3,773
All other kinds of business	[illegible]	[illegible]	[illegible]	1,[illegible]	421.0	[illegible]	12.0	[illegible]	372	16	1,841
ELEVATORS											
Farm products--raw materials	[illegible]	[illegible]	[illegible]	[illegible]	-65.7	[illegible]	[illegible]	10,105	11,739	[illegible]	[illegible]
All other kinds of business	[illegible]	[illegible]	[illegible]	[illegible]	[illegible]	[illegible]	13.0	45	47	[illegible]	[illegible]
GRAIN STATION											
Farm products--raw materials	[illegible]	(4)	[illegible]	[illegible]	[illegible]	[illegible]	15.6	[illegible]	[illegible]	[illegible]	747

[illegible] footnotes, see end of table.

WHOLESALE DISTRIBUTION: 1933

TABLE 1.—UNITED STATES SUMMARY OF WHOLESALE TRADE

BY TYPE OF ESTABLISHMENT AND KIND OF BUSINESS

(A leader indicates no information or an amount less than $500.)

TYPE OF OPERATION AND KIND OF BUSINESS	Number of establishments 1933	Number of establishments 1929 [1]	Net sales Amount 1933 (add 000)	Net sales Amount 1929 [1] (add 000)	Net sales Percent change	Total expenses Amount (add 000)	Total expenses Percent to sales	Full-time employees (average for year)	Pay roll Total (add 000)	Pay roll Part-time (add 000)	Stocks on hand, end of year, at cost (add 000)
AGENTS AND BROKERS											
KINDS OF BUSINESS											
BROKERS											
Amusement and sporting goods	41	5	$200	$305	-34.4	$8	4.0	3	$3	---	$2
Automotive products	3	4	90	314	-71.3	19	21.1	7	9	---	---
Chemicals	15	29	2,496	17,186	-85.5	53	2.1	15	27	--	5
Clothing and furnishings	24	16	3,790	9,585	-60.5	153	4.0	61	70	---	1
Coal	64	46	16,461	33,584	-51.0	1,092	6.6	229	504	515	6
Drugs and drug sundries	4	20	3,700	7,223	-48.7	101	2.7	25	60	---	18
Dry goods	60	22	171,883	180,599	-4.8	907	.5	253	567	1	154
Electrical goods	11	7	364	824	-55.6	41	11.3	19	22	---	2
Farm products--raw materials	117	79	291,062	1,220,233	-76.1	4,801	1.6	1,036	2,129	225	3,194
Farm products--consumer goods	97	495	164,153	253,374	-35.8	4,814	2.9	975	1,925	89	360
Farm supplies	92	136	27,239	101,897	-73.8	593	2.2	141	239	9	42
Furniture and house furnishings	32	12	2,171	4,410	-50.7	208	9.5	106	180	4	42
General merchandise	51	16	43,443	7,130	436.8	463	1.1	191	311	23	---
Groceries and foods (except farm products	1,377	1,327	1,175,664	1,660,464	-29.5	16,106	1.4	4,032	8,247	168	2,269
Hardware	6	21	335	1,618	-54.6	24	3.3	11	11	---	---
Jewelry and optical goods	36	41	1,489	3,641	-59.1	99	6.6	25	23	2	48
Lumber and building materials (other than metal)	129	148	16,210	50,410	-67.8	999	6.2	248	427	20	114
Machinery, equipment and spls (except electrical	87	54	5,774	4,707	22.7	473	8.2	138	230	27	37
Metals (except scrap)	36	18	9,001	17,888	-49.7	386	4.3	75	169	---	92
Paper and its products	21	65	2,474	5,351	-53.8	191	7.7	80	86	5	3
Petroleum and its products	19	22	44,388	29,161	52.2	971	2.2	135	429	11	9
Plumbing and heating equipment and supplies	7	5	305	1,117	-87.3	17	4.7	4	6	---	---
Tobacco and its products (except leaf	4	7	407	602	-32.4	23	5.7	6	10	---	---
Waste materials	38	53	8,593	53,890	-84.1	403	4.7	84	324	4	62
All other products	140	172	81,509	352,839	-74.1	1,599	1.7	324	642	16	124
COMMISSION MERCHANTS											
Automotive products	17	8	870	2,983	-70.8	78	9.0	25	39	1	47
Chemicals	22	23	13,340	23,622	-43.4	861	6.4	131	277	2	215
Clothing and furnishings	48	80	35,937	71,974	-50.1	1,493	4.2	372	666	20	457
Coal	18	34	1,085	11,930	-90.9	163	15.0	33	76	5	8
Drugs and drug sundries	7	7	3,270	1,461	123.8	80	2.4	36	42	---	5
Dry goods	133	149	340,211	517,371	-34.2	12,233	3.6	2,543	7,187	25	2,319
Electrical goods	24	11	1,798	3,818	-52.9	197	11.0	74	114	2	149
Farm products--raw materials	1,294	1,227	1,190,037	2,981,719	-60.1	24,420	2.1	6,175	11,791	848	12,716
Farm products--consumer goods	1,015	1,047	378,988	558,950	-32.3	23,446	6.2	5,931	11,204	836	4,083
Farm supplies	59	63	2,776	24,772	-88.8	194	7.0	48	69	15	40
Furniture and house furnishings	35	26	4,219	3,511	20.2	557	13.2	177	371	5	99
General merchandise	3	10	1,990	7,627	-73.9	87	4.4	35	59	---	130
Groceries and foods (except farm products)	121	264	46,736	163,397	-71.4	1,851	4.0	537	1,046	55	410
Hardware	4	1	198	13	1,269.2	17	9.6	5	6	---	7
Jewelry and optical goods	5	16	184	1,858	-90.1	19	10.3	4	5	1	6
Lumber and building materials (other than metal)	47	130	8,683	59,786	-85.5	590	6.8	118	223	17	156
Machinery, equipment and spls (except electrical)	20	66	5,763	17,852	-67.7	192	3.3	52	82	2	18
Metals (except scrap)	5	18	1,752	101,590	-98.3	36	2.1	15	14	1	16
Paper and its products	4	15	299	11,035	-97.3	32	10.7	9	8	--	42
Petroleum and its products	68	18	4,597	8,505	-45.9	473	10.3	151	187	9	102
Waste materials	4	8	522	3,944	-86.8	34	6.6	7	14	---	---
All other kinds of business	176	254	181,589	116,236	56.2	4,968	2.7	1,261	2,440	40	1,363
EXPORT AGENTS											
Amusement and sporting goods	5	4	579	555	4.3	60	10.4	16	28	1	---
Automotive products	28	17	9,203	12,855	-28.4	572	6.2	116	218	3	78
Chemicals	5	4	3,330	11,778	-71.7	94	2.8	17	63	1	105
Clothing and furnishings	6	6	534	655	-18.5	64	12.0	19	26	---	42
Drugs and drug sundries	6	5	212	8,605	-97.6	23	10.8	11	16	---	1
Dry goods	13	25	1,936	7,929	-75.6	95	4.9	20	53	---	11
Electrical goods	15	5	1,987	568	249.8	200	10.1	46	89	2	13
Farm products--raw materials	36	30	46,125	133,066	-65.3	2,279	4.9	978	874	30	985
Farm products--consumer goods	12	16	2,691	5,995	-55.1	134	5.0	26	63	2	4
General merchandise	15	39	1,705	101,362	-98.3	84	4.9	32	46	3	1
Groceries and foods (except farm products)	17	17	4,869	29,911	-83.4	205	4.3	43	92	6	26
Hardware	7	11	419	5,657	-92.6	65	15.5	17	23	--	---
Lumber and building materials (other than metal	14	9	9,008	9,962	-9.0	302	3.4	64	151	--	4
Machinery, equipment and spls (except electrical)	32	17	7,683	12,141	-36.9	790	10.3	52	223	6	66
Metals (except scrap)	3	3	11,335	5,212	117.5	153	1.3	44	92	---	60
Paper and its products	5	(4)	218	(4)	---	68	27.5	13	27	--	1
Petroleum and its products	6	4	31,184	3,754	730.7	455	1.5	70	274	---	---
All other kinds of business	15	48	2,188	49,509	-95.6	101	4.6	27	34	---	9
IMPORT AGENTS											
Amusement and sporting goods	7	4	1,154	836	38.0	111	3.6	27	61	1	40
Chemicals	10	1	1,547	114	1,291.5	113	8.9	24	60	2	51
Clothing and furnishings	6	7	920	1,173	-21.6	29	3.2	7	11	--	54
Drugs and drug sundries	11	4	1,026	1,206	-14.9	50	4.9	14	22	--	10
Dry goods	24	14	3,148	4,096	-23.0	407	12.0	92	174	5	329
Farm products--raw materials	19	5	22,448	8,467	165.1	1,657	7.4	44	97	1	155
Farm products--consumer goods	3	3	431	3,093	-86.0	24	5.6	5	11	--	4
Furniture and house furnishings	9	3	346	440	-21.4	134	38.7	29	49		34
General merchandise	3	(4)	1,059	(4)	---	63	5.9	1	4	1	---
Groceries and foods (except farm products	32	15	12,278	13,209	-7.5	195	1.6	53	84	3	115
Hardware	4	(4)	74	(4)	---	17	23.0	6	9	-	1

For footnotes, see end of table.

CENSUS OF AMERICAN BUSINESS

WHOLESALE DISTRIBUTION: 1933

TABLE 1.—UNITED STATES SUMMARY OF WHOLESALE TRADE

BY TYPE OF ESTABLISHMENT AND KIND OF BUSINESS

(A leader indicates no information or an amount less than $500.)

TYPE OF OPERATION AND KIND OF BUSINESS	NUMBER OF ESTABLISHMENTS		NET SALES			TOTAL EXPENSES		Full-time employees (average for year)	PAY ROLL		Stocks on hand, end of year, at cost
	1933	1929 [1]	Amount 1933 (add 000)	Amount 1929 [1] (add 000)	Per-cent change	Amount (add 000)	Per-cent to sales		Total (add 000)	Part-time (add 000)	(add 000)
	AGENTS AND BROKERS (Continued)										
KINDS OF BUSINESS											
IMPORT AGENTS—Con.											
Jewelry and optical goods	3	2	$274	$540	-49.3	$63	23.0	5	$8	---	$315
Lumber and building materials (other than metal)	5	1	301	284	6.0	12	4.0	1	7	$6	---
Machinery, equipment and spls (except electrical)	8	5	101	393	-74.3	25	24.8	13	15	---	26
Metals (except scrap)	4	1	1,021	1,247	-18.1	95	9.3	22	53	1	212
Paper and its products	6	(4)	1,078	(4)	---	79	7.3	15	45	1	81
All other kinds of business	27	18	3,005	21,406	-86.0	156	5.2	46	70	3	151
MANUFACTURERS' AGENTS											
Amusement and sporting goods	86	107	7,080	23,223	-69.5	632	8.9	174	301	13	114
Automotive products	166	299	27,155	88,505	-69.3	1,916	7.1	588	974	12	808
Chemicals	171	151	25,187	50,012	-49.6	1,674	6.6	415	827	25	521
Clothing and furnishings	489	537	59,273	133,717	-55.7	2,531	4.3	715	1,166	46	179
Coal	16	18	3,489	13,958	-75.0	319	9.1	60	161	4	3
Drugs and drug sundries	60	162	7,222	29,063	-75.2	604	8.4	181	303	1	427
Dry goods	481	479	114,164	195,418	-41.6	4,303	3.8	1,127	2,289	51	669
Electrical goods	298	558	20,454	123,807	-83.5	2,046	10.0	584	921	43	422
Farm products--raw materials	(9)	53	(9)	3,857	---	(9)	(9)	(9)	(9)	(9)	(9)
Farm products--consumer goods	4	19	157	19,627	-99.2	40	25.5	11	9	--	1
Farm supplies	54	43	2,131	10,645	-80.0	106	5.0	25	41	6	42
Furniture and house furnishings	343	468	34,831	107,404	-67.6	2,620	7.5	731	1,288	59	239
Groceries and foods (except farm products)	231	397	96,949	203,854	-52.4	4,290	4.4	999	2,008	18	1,032
Hardware	145	270	13,763	51,460	-73.2	863	6.3	248	418	8	108
Jewelry and optical goods	51	78	2,209	12,052	-81.7	200	9.1	54	82	1	21
Lumber and building materials (other than metal)	201	443	14,514	104,165	-86.1	1,204	8.3	330	635	112	183
Machinery, equipment and spls (except electrical)	1,300	1,624	63,414	270,025	-76.5	9,490	15.0	2,398	4,351	231	2,877
Metals (except scrap)	189	268	19,800	108,488	-81.7	1,324	6.7	348	591	57	499
Paper and its products	129	176	14,348	36,356	-60.5	794	5.5	232	396	9	183
Petroleum and its products	7	68	939	8,181	-88.5	142	15.1	44	74	---	41
Plumbing and heating equipment and supplies	202	331	9,790	41,318	-76.3	1,067	10.9	314	491	26	334
Tobacco and its products (except leaf)	12	20	1,360	3,137	-56.6	56	4.1	10	31	5	7
Waste materials	6	2	408	1,235	-67.0	79	19.4	23	32	1	36
All other kinds of business	351	436	35,329	135,868	-74.0	2,631	7.4	751	1,268	82	1,450
SELLING AGENTS											
Amusement and sporting goods	12	34	2,167	4,500	-51.8	324	15.0	35	85	---	82
Automotive products	24	63	2,207	17,512	-87.4	317	14.4	141	152	---	144
Chemicals	24	94	10,153	74,837	-86.5	1,404	13.9	318	462	1	588
Clothing and furnishings	111	251	75,248	142,409	-47.2	2,751	3.7	600	1,519	25	81
Coal	196	292	219,341	290,791	-24.6	8,721	4.0	1,678	4,510	76	3,305
Drugs and drug sundries	26	66	3,006	16,635	-81.9	757	25.2	220	369	1	52
Dry goods	230	407	364,610	736,630	-47.8	11,267	2.8	2,479	6,737	36	364
Electrical goods	21	127	4,656	27,451	-83.0	669	14.4	160	321	12	65
Farm products--raw materials	10	56	2,772	52,727	-94.7	77	2.8	17	25	--	63
Farm products--consumer goods	9	60	1,420	62,917	-97.7	255	18.0	37	87	17	61
Farm supplies	25	25	463	13,332	-96.5	98	21.2	21	25	3	3
Furniture and house furnishings	46	143	24,534	40,159	-38.9	1,993	8.1	508	960	25	1,214
Groceries and foods (except farm products)	99	196	24,320	171,706	-85.8	1,348	5.5	329	612	42	109
Hardware	18	46	2,188	9,571	-77.1	115	5.3	42	56	3	49
Jewelry and optical goods	7	26	1,247	3,251	-61.6	70	5.6	15	50	---	---
Lumber and building materials (other than metal)	116	212	18,991	140,721	-86.5	2,557	13.5	451	1,194	21	1,436
Machinery, equipment and spls (except electrical)	29	543	4,117	126,207	-96.7	783	19.0	163	477	84	37
Metals (except scrap)	72	108	92,473	380,220	-75.7	3,679	4.0	497	1,355	36	1,194
Paper and its products	35	76	10,606	35,898	-70.5	544	5.1	92	239	1	3
Petroleum and its products	25	26	6,222	3,932	58.2	358	5.8	68	186	4	86
Plumbing and heating equipment and supplies	12	62	859	6,571	-86.9	61	7.1	15	23	---	3
All other kinds of business	88	347	96,819	264,686	-63.4	3,209	3.3	560	1,638	44	432
OTHER AGENTS											
Clothing and furnishings	144	77	115,743	52,403	120.9	2,532	2.2	880	1,575	17	250
Dry goods	25	21	69,265	64,943	-8.7	892	1.5	262	551	3	124
Farm products--raw materials	351	348	134,014	218,718	-38.7	4,758	3.5	1,751	2,498	612	169
Farm products--consumer goods	25	24	85,480	176,838	-51.7	1,814	2.1	445	988	68	28
Furniture and house furnishings	41	20	2,763	3,329	-17.0	437	15.8	117	168	28	93
General merchandise	9	38	18,445	15,637	18.0	607	3.3	173	350	9	---
Groceries and foods (except farm products)	8	15	17,960	55,858	-67.8	547	3.0	145	294	4	39
Jewelry and optical goods	8	12	182	3,488	-94.8	83	45.6	9	17	---	32
Machinery, equipment and spls (except electrical)	12	9	1,595	11,934	-86.6	181	11.3	47	86	5	81
All other kinds of business	27	64	5,662	68,934	-91.5	285	5.0	91	155	8	40

[1] These are revised figures for 1929. The data previously issued include a number of concerns dealing in grain and petroleum and its products that were erroneously reported and classified in the wholesale census.

[2] Due to additional information which was not available at the time the previous census was taken, the 1929 data have been corrected for certain changes in classification.

[3] For comparison purposes wholesaling manufacturers and district and general sales offices, except those dealing in petroleum and its products, have been included in manufacturers' sales branches, 1929.

[4] 1929 equivalent not available.

[5] Figures for 1929 data for district and general sales offices dealing in petroleum and its products.

[6] Includes 1,438 cooperative elevators with net sales amounting to $88,193,000.

[7] Figures for 1929 not available.

[8] Due in part to the Federal Government's policy of rendering financial assistance to farmers in marketing their crops, the number of assemblers and country buyers of cotton, grain, livestock, and tobacco showed substantial decreases in 1933 as compared with 1929.

[9] 1933 equivalent not available.

CONFIDENTIAL CENSUS REPORT

Your report is required by Act of Congress. This Act also makes it unlawful for the Bureau to disclose any facts, including names or identity, from your census reports. Only sworn census employees will see your statements. Data collected will be used solely for preparing statistical information concerning the Nation's population, resources, and business activities. Your Census Reports Cannot Be Used for Purposes of Taxation, Regulation, or Investigation

Form 31

WHOLESALE SCHEDULE:
SERVICE WHOLESALERS
LIMITED-FUNCTION WHOLESALERS
MANUFACTURERS' SALES BRANCHES
MANUFACTURERS' SALES OFFICES
COMMISSION MERCHANTS

DEPARTMENT OF COMMERCE
BUREAU OF THE CENSUS
WASHINGTON

16-30.

Supervisor's District No.
Enumeration District No.
Consecutive number of report
Area Code
Card No.
(CODE—Do not use)

CENSUS OF BUSINESS: 1939

A separate report should be prepared for each wholesale distributing establishment or location. Combined reports for two or more establishments, even though under the same management or ownership, cannot be accepted except on special instructions.

Report the full year's operations for the calendar year 1939, if possible, even if ownership has changed during the year. A 12-month period ending within a month before or after December 31, 1939, may be reported if books are kept on other than a calendar-year basis.

1. DESCRIPTION OF ESTABLISHMENT:

a. Name of establishment ...

b. Name of owner ... Race (*not for corporations*) ... (White, Negro, other)

c. Location of establishment
State ... County ... Township ... (Or other minor civil division)
Name of city, town, or village ... 1 ...
Street and number ...
Is this street number located within the corporate limits of the city, town, or village named above? (Yes or No) ... 2 ...
CODE—Do not use

d. Home-office or business address of owner ... (Street address) ... (City) ... (State)

e. Legal form of organization: (Place check mark in proper square)
☐ Individual proprietorship ☐ Corporation.
☐ Partnership. ☐ Other (specify)—
☐ Cooperative association ...

f. Date (year) of original establishment of this business in this city ...

g. Date of acquisition or establishment in this city under present ownership... Month ... Year ...

h. Total number of wholesale establishments or units owned by this organization in the United States any time during 1939 (including the establishment covered by this report) ...

i. Does this establishment sponsor or is it affiliated with a voluntary group of retailers? (Yes or No) ...
If yes,
1 Give name of group ...
2. What percentage of your 1939 sales was made to retail members of this group? ... percent.

j. Is this establishment operated by a cooperating group of retailers? (Yes or No) ...
If yes,
1 Give name of group ...
2. What percentage of your 1939 sales was made to retail members of this group? ... percent.

2. KIND OF BUSINESS:

a. Kind of business ... (Give usual name or designation by which the establishment is known to the trade or public)

EXAMPLES.—Automotive equipment, full-line drugs, drug specialties, full line dry goods, men's and boys' clothing, electrical merchandise (full-line), fresh fruits and vegetables, jewelry, full-line groceries, grocery specialties, confectionery, oil well supplies, hardware and blocked lines, etc

CODE—Do not use	3.	4	5.	6.	7.

16—6603

3. TYPE OF OPERATION:

(Check the principal function performed or type of operation, i. e. the function or type that accounts for more than 50 percent of the business of the establishment)

CHECK ONLY ONE

SERVICE WHOLESALERS
☐ Wholesale merchant or jobber 00
☐ Converter (textile) 02
☐ Export merchant 03
☐ Importer 04
☐ Industrial distributor 05

LIMITED-FUNCTION WHOLESALERS
☐ Cash-and-carry wholesaler 06
☐ Drop shipper or desk jobber 07
☐ "Wagon distributor" 08
☐ Retailer-cooperative warehouse 09

MANUFACTURERS' SALES BRANCHES
(Owned by manufacturer)
☐ Carrying stock for delivery 11
☐ Carrying no stock 22

OTHER TYPES
☐ Commission merchant 42
☐ Other (specify)—

8 ...
9 ...
10 ...
CODE—Do not use

4. NET SALES:

(Commission merchants should report selling value of goods and not commissions received) (Omit cents)

KEY: A-1 C-1 / B-1 F-1

a. Net sales and other operating receipts (including all forms of sales taxes) $ ...
(Sales returned goods and allowances)

b. Of the total sales reported under 4-*a* above, give the amount of—
(The sum of 1, 2, 3, 4, 5, and 6 below must equal the amount reported under 4-*a* above)

11 ...
CODE—Do not use

DOMESTIC SALES

(1) Sales to retailers for resale (*including sales to chains, mail-order houses, department stores, and independent stores*) $ ... B-2
(2) Sales to household consumers, including employees (*at retail*). $ ... B-3
(3) Sales to industrial, commercial, professional, and institutional users (*manufacturers, railroads, governmental bodies, contractors, utilities, etc.*) $ ... B-4
(4) Sales to other wholesale organizations (*including supply houses but not export concerns*) $ ... B-5
(5) Sales to export intermediaries (*see below for export sales*) $ ... B-6

EXPORT SALES

(6) Sales made direct to buyers in foreign countries (*including own foreign branches*) $ ... B-7

c. Of the total net sales, 4-*a* above, how much was made through agents, brokers, and commission merchants? $ ... B-8

d. Of total net sales, 4-*a* above, how much was accounted for by local, State or Federal taxes which were collected from customers, over and above your selling price, and paid by you directly to any governmental taxing agency? $ ... A-2

5. CASH-CREDIT ANALYSIS OF SALES:

12 ...
CODE—Do not use

(Omit cents)

a. How much of 1939 sales, 4-*a* above, was made on a SPOT CASH basis? $ ... B-9

b. How much of 1939 sales, 4-*a* above, was on credit for each of the following periods?
(1) Credit 10 days or less (payments received within 10 days after date of sale) $ ... B-10
(2) Credit 11 to 30 days (payments received 11 to 30 days after date of sale). $ ... B-11
(3) Credit—More than 30 days $ ... B-12

Total sales, same as 4-*a* above $ ...

6. STOCKS ON HAND, AND ACCOUNTS RECEIVABLE:

	DECEMBER 31, 1939	Key	DECEMBER 31, 1938	
a. Inventory of merchandise on hand at cost value as of December 31 or nearest inventory date (including goods out on consignment but *not* goods of others held on consignment)	$ ...	A-3	$ ...	A-4
b. Accounts and notes receivable outstanding as of December 31 (Omit cents)	$ ...	A-5	$ ...	A-6

16—6603

CODE—Do not use ... $ ... B-13

7. PROPRIETORS AND FIRM MEMBERS: (Does not apply to corporations)

a. Number of proprietors and firm members devoting major portion of their time to the business, whether or not paid a regular salary or drawing account — A-7 / C-2 / F-2

8. EMPLOYMENT AND PAY ROLL: (except proprietors and firm members) (Omit cents)

a. Total pay roll for the year 1939—salaries, wages, bonuses, and commissions $ A-8

If a corporation, include amount paid to officers and executives, if an unincorporated business, DO NOT include here the personal withdrawals for proprietor's account. Report as pay roll the full amount of salaries, wages, bonuses, and commissions, before deductions for Social Security, insurance, dues, etc. Do not include payments in kind, such as meals, lodging, etc.

b. How much of total pay roll shown in 8-a above was paid to part-time employees? (Part-time employees are those who work less than the full work week.) $ A-9

c. Total number of all paid employees (full-time and part-time combined) on pay roll for period ended nearest 15th of each month

	Jan. C-3	Feb. C-4	Mar. C-5	Apr. C-6	May C-7	June C-8	July C-9	Aug. C-10	Sept. C-11	Oct. C-12	Nov. C-13	Dec. C-14	(Do not use) C-15
Full-time and part-time employees													

(Do not include here the proprietors and firm members reported in Inquiry 7.) — A-10

d. Of the total number of employees shown above for pay roll in October how many are { Males C-16 / Females C-17

9. EMPLOYMENT AND PAY ROLL DURING A TYPICAL WEEK:

(The purpose of this inquiry is to show the analysis of a normal pay roll by classifications. Give figures for week ending Oct. 21, 1939. For highly seasonal businesses, report instead one week of normal employment during active season. Report pay roll in accordance with definition under 8-a above)

Week covered From , 1939 to , 1939

Classifications (Do not include here persons reported in Inquiry 7 above)	Full-time: Number of paid full-time employees during week	Key	Full-time: Pay roll for the week for full-time employees (salaries, wages, bonuses, and commissions earned) (Omit cents)	Key	Part-time: Number of paid part-time employees during week	Key	Part-time: Pay roll for the week for part-time employees (salaries, wages, bonuses, and commissions earned) (Omit cents)	Key
a. Executives and salaried corporation officers		D-1	$	D-2	x x x		x x x	
b. Office and clerical employees, not including selling employees		D-3	$	D-4		D-5	$	D-6
c. Inside selling employees		D-7	$	D-8		D-9	$	D-10
d. Outside selling employees		D-11	$	D-12		D-13	$	D-14
e. Warehouse employees (including supervisors and shipping clerks)		E-1	$	E-2		E-3	$	E-4
f. Other employees		E-5	$	E-6		E-7	$	E-8
g. TOTAL NUMBER and amount of pay roll for the week (total of a to f, inclusive)		E-9	$	E-10		E-11	$	E-12

CAUTION: Pay rolls here on other than weekly basis are misleading and unmeaningful. Pay rolls should be on a weekly basis. Full time employees are those who work or are paid for the full number of hours of the work week. Others should be reported as part-time employees.

10. OPERATING EXPENSES: Include pay roll here as well as in Inquiry 8 above. (Omit cents)

a. TOTAL operating expenses, including pay roll but not cost of merchandise $ A-11

b. ANALYSIS of expenses to be answered by WHOLESALE MERCHANTS and INDUSTRIAL DISTRIBUTORS whose 1939 sales exceeded $100,000. All other wholesale establishments report total only. Find above.

(1) Administrative expenses (such as officers' salaries and traveling expenses, office salaries, professional services, office supplies and stationery, postage, depreciation on office furniture and equipment, etc.) $ F-3

(2) Selling expenses (such as salesmen's salaries, commissions and expenses, house salesmen's salaries, advertising, etc.) $ F-4

(3) Delivery expenses (such as wages, out-freight, express, parcel post, contract delivery, trucking, depreciation on trucks, etc.) $ F-5

(4) Warehouse expenses (such as warehouse salaries, boxing and packing, etc.) $ F-6

(5) Occupancy expenses (such as rent, maintenance labor, heat, light, power, and water, building repairs and supplies, insurance, taxes, and depreciation on buildings, etc.) $ F-7

(6) Other expenses (such as interest on bank loans, losses from bad debts, etc.) $ F-8

(7) TOTAL OPERATING EXPENSES including pay roll (sum of 1 to 6, inclusive) $ F-9

10—6653

11. ANALYSIS OF SALES BY COMMODITIES:

Consult the entire list of commodities checking (✓ in front of the number) each item sold and then report the dollar amounts for the year 1939. If book figures are not available, give the best possible approximations.

Total sales (same as 4-a) $ ..... Key G-1

Key G-2 Check here	Commodities	Sales (Omit cents) Key G-4	Key G-5
	FOOD AND RELATED PRODUCTS		
	00 Bakery Products (bread, biscuits, cookies, etc.)		
	10 Beer and Other Fermented Malt Liquors		
	30 Butter and Cream		
	40 Canned Goods, total (sum of 41 to 54)		
	41 Canned fruits		
	42 Canned vegetables		
	43 Canned fish and sea foods		
	44 Canned meats		
	46 Canned milk, condensed, evaporated, and powdered		
	49 Other canned foods		
	60 Coffee, total (sum of 61 and 62)		
	61 Green		
	62 Roasted		
	65 Confectionery, total (sum of 67 to 84)		
	67 Candy		
	68 Chewing gum		
	69 Ice cream and frozen ices		
	84 Other confectionery		
	88 Dairy and Poultry Products, Except Butter and Cheese, total (sum of 91 to 94)		
	91 Eggs		
	92 Milk and cream, fluid		
	93 Poultry		
	94 Other dairy and poultry products (Report canned milk under 46, and not here.)		
	70 Fish and Sea Foods, total (sum of 71 to 74)		
	71 Fresh fish		
	73 Cured and processed fish		
	72 Frozen fish		
	74 Other sea foods (except canned)		
	80 Fruits		
	90 Fruits and Vegetables, Fresh, total (sum of 91 and 92) (Report dried fruits and vegetables under 113. Report canned under 40, and not here.)		
	91 Fresh fruits		
	92 Fresh vegetables		
	100 Fruits and Vegetables, Frozen or Frozen		
	120 Groceries (Except as Listed), total (sum of 111 to 119)		
	111 Breakfast cereals		
	112 Extracts and spices		
	113 Lard substitutes and cooking fats		
	114 Nuts (all kinds) (Report unshelled peanuts under 116, and not here.)		
	115 Oleomargarine and other butter substitutes		
	116 Pickles, preserves, jellies, jams, and sauces		
	117 Rice, polished (Report unpolished rice under 118, and not here.)		
	118 Teas		
	119 Other groceries (see Item 120)		

Key G-2 Check here	Commodities	Sales (Omit cents) Key G-4	Key G-5
	FOOD AND RELATED PRODUCTS—Continued		
	130 Meats and Meat Products, total (sum of 131 to 139)		
	131 Lard		
	132 Meats, fresh		
	138 Meats, cured or smoked		
	139 Other meat products, including game (Report canned meats under 44, and not here.)		
	140 Soap Powder		
	150 Sugar		
	160 Wines and Spirituous Liquors, total (sum of 161 and 162)		
	161 Liquors, distilled and strip blended		
	162 Wines		
	180 Other Food and Related Products (specify)		
	FARM PRODUCTS—RAW MATERIALS		
	190 Cotton, Raw Including Linters		
	200 Feed, total (sum of 191 and 192)		
	191 Hay straw and alfalfa		
	192 Mixed and other feeds		
	210 Grains, total (sum of 191 to 198)		
	191 Corn		
	192 Wheat		
	198 All other except rice (Report polished rice under 117 unpolished under 300.)		
	220 Hides, Skins, and Furs—Raw, total (sum of 30 and 307)		
	301 Raw hides and skins		
	303 Raw furs		
	240 Livestock, total (sum of 231 to 234)		
	231 Cattle (including calves)		
	232 Hogs		
	233 Horses and mules		
	234 Sheep and lambs		
	245 Other livestock		
	250 Seeds (Field, Garden, and Flower)		
	260 Cut Flowers and Plants		
	340 Tobacco, Leaf		
	360 Wool, Raw, whether in the grease, scoured or unscoured		
	380 Other Farm Products—Raw Materials (usually—include unscoured cotton not unpolished rice here)		
	CLOTHING, DRY GOODS, AND TEXTILES		
	270 Clothing and Furnishings, Men's and Boys', total (sum of 271 to 274)		
	271 Hats and caps and hat-and-cap materials		
	272 Men's and boys' furnishings (except shoes)		
	273 Men's and boys' suits and overcoats		
	274 Work clothing		

10—6653

11. ANALYSIS OF SALES BY COMMODITIES—Continued.

Key G-2

Check here — COMMODITIES	SALES (Omit cents) Key G-4	Key G-3
CLOTHING, DRY GOODS, AND TEXTILES—Continued		
280 CLOTHING AND ACCESSORIES, WOMEN'S AND CHILDREN'S, total (sum of 281 to 288)		$
281 Girls' wear	$	
282 Infants' wear	$	
283 Dresses (women's and misses')	$	
284 Hosiery (women's and misses')	$	
285 Millinery and millinery supplies	$	
286 Underwear, negligees, corsets and robes	$	
287 Women's and misses' suits and coats (except fur coats)	$	
288 Other women's and misses' furnishings and wearing apparel (except shoes and furs)	$	
290 DRESSED FURS AND FUR CLOTHING		$
300 NOTIONS (such as sewing, hair and shoe accessories)		$
310 PIECE GOODS, total (sum of 311 to 319)		$
311 Cotton piece goods	$	
312 Jute fabrics	$	
313 Linens	$	
314 Rayons	$	
315 Silks and velvets	$	
316 Woolens and worsteds	$	
317 Domestics (sheets, spreads, and comfortables)	$	
318 Curtains, draperies and curtain, drapery and upholstery fabrics	$	
319 Other piece goods and yard goods	$	
320 SHOES AND OTHER FOOTWEAR, total (sum of 321 to 326)		$
321 Men's and boys' leather	$	
322 Men's and boys' rubber	$	
323 Women's and children's leather	$	
324 Women's and children's rubber	$	
325 Infants	$	
326 All other	$	
330 YARNS, total (sum of 331 to 335)		$
331 Cotton yarns (combed, carded or mercerized)	$	
332 Rayon yarns (all kinds)	$	
333 Silk (spun or thrown)	$	
334 Woolen and worsted yarns	$	
335 All other	$	
340 DRY GOODS AND TEXTILE PRODUCTS NOT LISTED ABOVE (specify)		$
AUTOMOBILES AND AUTOMOTIVE EQUIPMENT		
350 AUTOMOBILES AND OTHER MOTOR VEHICLES, total (sum of 351 to 354)		$
351 Automobiles (passenger cars)	$	
352 Trucks, busses, taxicabs, and other commercial vehicles	$	
353 Tractors	$	
354 Motorcycles	$	
360 AUTOMOTIVE EQUIPMENT, PARTS AND ACCESSORIES, total (sum of 361 to 364) (Report garage and filling-station equipment under 582, and not here)		$
361 Batteries	$	
362 Automotive accessories	$	
363 Automotive parts	$	
364 Tires and tubes	$	

Key G-2

Check here — COMMODITIES	SALES (Omit cents) Key G-4	Key G-3
CHEMICALS, DRUGS, AND RELATED PRODUCTS		
370 DRUGS AND DRUG SUNDRIES, total (sum of 371 to 373)		$
371 Drugs, chemicals, and pharmaceuticals	$	
372 Proprietary medicines, toilet articles and preparations, except soap (Report toilet soap under 411, and not here.)	$	
373 Druggists' sundries	$	
380 INDUSTRIAL AND HEAVY CHEMICALS (including coal tar and other synthetic organic chemicals)		$
390 OILS, VEGETABLE, total (sum of 391 and 392)		$
391 Cottonseed, linseed, etc.	$	
392 Essential oils (Report petroleum and its products under 780; cooking fats under 113, and not here.)	$	
400 PAINTS, VARNISHES, LACQUERS, AND ENAMELS		$
410 SOAPS, total (sum of 411 and 412) (Report toiletries under 372, and not here.)		$
411 Toilet soaps	$	
412 Other soaps	$	
420 OTHER CHEMICALS OR RELATED PRODUCTS NOT LISTED ELSEWHERE (specify), total		$
ELECTRICAL COMMODITIES		
430 WIRING SUPPLIES AND CONSTRUCTION MATERIALS, total (sum of 431 to 434)		$
431 Interior wiring and construction materials (such as conduit and fittings, interior wires and cables, wiring devices, safety switches, panels, fuses, etc.)	$	
432 Outside construction materials (such as poles, cross-arms, pole line hardware, outside wires and cables, etc.)	$	
433 Lighting fixtures (residential, commercial and industrial)	$	
434 Incandescent lamps	$	
440 APPARATUS AND EQUIPMENT (such as motors, generators, switchboards, industrial heating equipment, transformers, etc.)		$
450 RADIOS, APPLIANCES AND SPECIALTIES, total (sum of 451 to 454)		$
451 Radio sets, tubes, parts, and accessories, public-address equipment, radio-phonograph combinations	$	
452 Electric household refrigerators (Report commercial refrigerators under 579 or 584.)	$	
453 Electric washing machines	$	
454 All other electrical appliances and specialties (such as clocks, fans, flash lights, food mixers, heating appliances, ranges, water heaters, ironing machines, vacuum cleaners, etc.)	$	
FURNITURE AND HOUSE FURNISHINGS		
460 CHINA, GLASSWARE, AND CROCKERY		$
470 FURNITURE, WOODEN AND METAL, total (sum of 471 to 473) (Report second hand furniture under 990; electric refrigerators under 452; gas refrigerators under 512, and not here.)		$
471 Household furniture	$	
472 Office and store furniture, wooden	$	
473 Office and store furniture, metal	$	

Key G-2

Check here — COMMODITIES	SALES (Omit cents) Key G-4	Key G-3
FURNITURE AND HOUSE FURNISHINGS—Continued		
480 HOUSE FURNISHINGS, total (sum of 481 to 483) (Report china, glassware, and crockery under 460; gas refrigerators under 512; electric refrigerators under 452; furniture under 470; stoves, ranges, etc., under 517; draperies under 318, and not here.)		$
481 Carpets and rugs	$	
482 Linoleum, felt base, and all other floor coverings	$	
483 House furnishings, not listed elsewhere	$	
490 MUSICAL INSTRUMENTS, PHONOGRAPHS, ACCESSORIES AND PARTS (Report radios and parts and radio-phonograph combinations under 451, and not here.)		$
HARDWARE AND KINDRED PRODUCTS		
500 HARDWARE, total (sum of 501 to 507) (Report iron and steel sheets and shapes under 650 and 670; fittings and valves under 515, and not here.)		$
501 Builders' hardware	$	
502 Heavy hardware	$	
503 Bolts, nuts, rivets, and screws	$	
504 Shelf or light hardware	$	
505 Tools and cutlery (Report machine tools under 573, and not here.)	$	
506 Wire screening	$	
507 All other hardware not listed elsewhere	$	
510 PLUMBING, HEATING, AND AIR-CONDITIONING EQUIPMENT AND SUPPLIES, total (sum of 511 to 517)		$
511 Air-conditioning equipment	$	
512 Gas appliances and supplies	$	
513 Oil burners	$	
514 Oil burner-furnace combinations	$	
515 Pipe fittings, valves, brass goods, and specialties	$	
516 Plumbing fixtures, equipment and supplies (including sanitary ware)	$	
517 Stoves, ranges, furnaces, heating apparatus, and parts, except gas and electric	$	
520 SPORTING GOODS, including arms, ammunition and bicycles (Report sport clothing under 270, 280, or 320, and not here.)		$
530 TOYS AND GAMES		$
MACHINERY, EQUIPMENT, AND SUPPLIES		
540 BARBER AND BEAUTY PARLOR EQUIPMENT AND SUPPLIES not listed elsewhere		$
550 FARM AND GARDEN MACHINERY, EQUIPMENT, AND SUPPLIES, total (sum of 551 to 553)		$
551 Dairy equipment and supplies	$	
552 Farm machinery and equipment	$	
553 Garden equipment and supplies	$	
560 INDUSTRIAL EQUIPMENT AND SUPPLIES, total (sum of 561 to 567) (Report electrical equipment under 430 and 440; railroad equipment and supplies under 590, and not here.)		$
561 Belting, hose, packing, and mechanical rubber goods	$	
562 Mechanical power transmission equipment and supplies (such as pulleys, hangers, and bearings)	$	
563 Printing equipment and supplies except paper	$	
564 Metal-working tools (such as drills, reamers, taps, dies, grinding wheels, metal-cutting saws, and files)	$	
565 Materials-handling equipment (such as trucks, casters, and hoists)	$	
566 Rope, cordage, and twine (Report wire rope under 666, and not here.)	$	
567 Other industrial equipment and supplies (Report railroad equipment and supplies under 590, and not here.)	$	

Key G-2

Check here — COMMODITIES	SALES (Omit cents) Key G-4	Key G-3
MACHINERY, EQUIPMENT AND SUPPLIES—Continued		
570 INDUSTRIAL MACHINERY, total (sum of 571 to 579)		$
571 Construction machinery (except road-building)	$	
572 Road-building machinery	$	
573 Machine tools (power-driven)	$	
574 Mining, quarrying, well-drilling, and pumping machinery	$	
575 Oil well and oil-refining machinery, equipment, and supplies	$	
576 Power plant machinery and equipment (except electrical machinery)	$	
577 Printing machinery	$	
578 Textile machinery	$	
579 Industrial machinery not listed elsewhere	$	
580 OFFICE, STORE, AND GARAGE EQUIPMENT AND SUPPLIES, total (sum of 581 to 584)		$
581 Office machines and equipment (such as typewriters, computing and mail-folding machines, etc.)	$	
582 Garage and filling-station equipment	$	
583 Store machines (cash registers, scales, etc.) (Report metal furniture under 473, and not here.)	$	
584 Store fixtures and equipment	$	
590 RAILROAD EQUIPMENT AND SUPPLIES (Report rails under 671, and not here.)		$
600 DENTAL EQUIPMENT AND SUPPLIES		$
610 SURGICAL AND HOSPITAL EQUIPMENT AND SUPPLIES		$
METALS AND METAL WORK		
620 BUILDING METAL WORK (INCLUDING SHEET METAL), total (sum of 621 to 628)		$
621 Fire escapes, elevator cages, grilles, ornamental metal work, etc.	$	
622 Ventilators and air-conditioning ducts	$	
623 Metal roofing and siding	$	
624 Metal storage tanks, etc.	$	
625 Steel houses and steel garages	$	
626 Fabricated structural work	$	
627 Metal lath	$	
628 Building metal work not elsewhere specified	$	
630 COPPER AND PRODUCTS (such as sheets, plates, bars, rods, etc.)		$
640 IRON AND STEEL PRODUCTS—SEMIFINISHED, total (sum of 641 to 649)		$
641 Pig iron	$	
642 Scrap iron and steel	$	
643 Ingots, blooms, billets, and slabs	$	
644 Sheet and tin-plate bars	$	
645 Wire rods	$	
646 Skelp	$	
647 Rough castings and foundry products	$	
648 Forgings	$	
649 Iron and steel products—semifinished not elsewhere specified	$	
650 IRON AND STEEL PRODUCTS—FLAT, total (sum of 651 to 659)		$
651 Plates	$	
652 Strip—Hot-rolled	$	
653 Strip—Cold-rolled	$	
654 Sheets—Continuous-mill	$	
655 Sheets—Hand-mill	$	
656 Sheets—Galvanized or otherwise coated	$	
657 Black plate	$	
658 Tin plate	$	
659 Iron and steel products—flat—not elsewhere specified	$	

11. ANALYSIS OF SALES BY COMMODITIES—Continued.

Key G-2 Check line	COMMODITIES	SALES (Cash rental) Key G 4	Key G 5
	METALS AND METAL WARE—Continued		
40	Iron and Steel—Wire and Wire Products, total (sum of 401 to 409)		
401	Wire—wire rope, cables and accessories		
402	Fence posts and fittings		
403	Barbed and twisted wire		
404	Nails (staples and tacks in-cluded)		
405	Wire rope or cable except insulated		
406	Ground—uninsulated including rod-wire ground cable		
407	Reinforcement mesh		
408	Insulated wire		
409	Iron and steel—wire and wire products not elsewhere specified		
410	Iron and Steel—Forged Products—Cross Trade Flat and Wire, total (sum of 411 to 419)		
411	Rails, tie plates, spike bars, track spikes, axles, and wheels		
412	Bars and small shapes other than concrete reinforcing bars		
413	Concrete reinforcing bars, all types		
414	Structural shapes		
415	Piling and sheeting piles—fabricated and unfabricated		
416	Cast iron pipe		
417	Steel pipe—including lapweld, butt-weld, hammer weld and riveted		
418	Seamless steel tubing		
419	Finished products other than flat and wire not elsewhere specified		
420	Lead—Metallic and Zinc and Manufactures Thereof		
430	Other Nonferrous Metals and Manufactures Thereof—Except Precious Metals		
	NONMETALLIC MINERALS AND THEIR PRODUCTS		
510	Rock—Tile and Terra Cotta		
520	Bricks—Stone, Slate and Concrete Products		
530	Cement—Lime—Plaster and Stucco		
540	Coal and Coke (total (sum of 541 to 543))		
541	Anthracite		
542	Bituminous coal		
543	Coke		
550	Crude Nonmetallic Minerals and Their Products Not Elsewhere Specified (Report agricultural limestone and ground phosphate rock under 933, and not here)		
560	Glass—Sheet and Container—total (sum of 561 and 562)		
561	Sheet glass—including window and plate glass		
562	Glass containers		
590	Petroleum and Its Products		
595	Sand—Gravel and Crushed Stone		
	WOOD—PAPER AND THEIR PRODUCTS—PRINTING AND STATIONERY		
610	Boxes—Manufactured and Cross Traded Materials—Not Elsewhere Specified (Report basket boxes under 620, and not here)		
620	Logs—Poles—Posts—Hewn Ties—Pulpwood and Cordwood (see 420)		
630	Lumber—Rough—Dressed and Processed		
640	Paper and Its Products—Except Wallpaper and Newsprint—total (sum of 641 to 649) (Report wallpaper under 820, stationery under 820, and not here)		
641	Printing and writing papers—including book and newsprint		

Key G-2 Check line	COMMODITIES	SALES (Cash rental) Key G 4	Key G 5
	WOOD—PAPER AND THEIR PRODUCTS—PRINTING AND STATIONERY—Continued		
640	Paper and Its Products—Continued		
642	Cardboard and paper board		
643	Wrapping or coarse paper (Report twine under 888, and not here)		
644	Paper products such as bags, boxes, cups, dishes, napkins, towels, patterns, novelties, etc.		
650	Wallpaper		
660	Stationery and Stationery Supplies, total (sum of 661 and 662)		
661	Commercial stationery—including typewriter and mimeograph paper in cut sizes		
662	Social stationery		
680	Plywood—Veneers—Woodwork and Other Wood Products		
	COMMODITIES NOT GROUPED ELSEWHERE		
690	Aircraft and Parts, total (sum of 691 to 693)		
691	Craft heavier than air		
692	Craft lighter than air		
693	Equipment and supplies		
695	Boats—Including Motor, Sail, and Row		
875	Building Materials Not Listed Elsewhere—Cross Wallpaper Hardware—Paints (Use items 440, 501, 510, 520, 570, 700, 710, 720, 730, 770, 820, 822, 840 for major classes of building materials)		
890	Chemicals—Plastics and Synthetic Resins		
895	Cigars—Cigarettes and Tobacco—total (sum of 896 to 899) (Report leaf tobacco in raw and not here)		
896	Cigars		
897	Cigarettes		
898	Tobacco		
900	Furniture and Furnishings Materials		
910	Jewelry—Silverware—Toys—total (sum of 911 to 914)		
911	Clocks and watches		
912	Jewelry		
913	Precious stones and precious metals		
914	Silverware and plated ware		
920	Iron and Steel—total (sum of 921 to 924) (Report wrought and steel under 842, and not here)		
921	Structurals other than iron and steel		
922	Wire rope		
923	Wire rope		
924	Other wire (rope, bottles, boxes, etc.)		
930	Leather and Glue Stock		
940	Industrial Rubber and Hardware and All Other Products Made of Rubber—Except Tires and Tubes—Except Cement and Tubes Stock (Report shoes and other footwear under 720, clothing under 730 and 740, leather belting in 930, and not here)		
950	Motion Picture Film Rentals		
960	Optical Goods (Except Photographic)		
970	Brooms, Cotton		
980	Specialty—Miscellaneous (specify kind) total		
990	Miscellaneous (specify or Commodities (specify kind), total		
999	Returns From Retailers and Accounts Cross Trade (Not Manufactured)		

(SEE NEXT PAGE)

REMARKS

CERTIFICATE

This is to certify that the information contained in this schedule is correct and complete to the best of my knowledge and belief, and covers the period from _____, 19__, to _____, 19__.

(Signature and official title of person furnishing the information)

(Date of signature)

(Signature of enumerator)

CONFIDENTIAL CENSUS REPORT

Your report is required by Act of Congress. This Act also makes it unlawful for the Bureau to disclose any facts, including names or identity, from your census reports. Only sworn census employees will see your statements. Data collected will be used solely for preparing statistical information concerning the Nation's population, resources and business activities. Your Census Reports Cannot Be Used for Purposes of Taxation, Regulation or Investigation.

Form 32

PETROLEUM BUSINESS BULK TANK STATIONS AND TERMINALS

DEPARTMENT OF COMMERCE

BUREAU OF THE CENSUS

WASHINGTON

16-20

Supervisor's District No.
Enumeration District No.
Consecutive Number of Report
Area Code
Card No.
(CODE—DO NOT USE)

CENSUS OF BUSINESS: 1939

A separate report should be prepared for each bulk tank station and petroleum distributing terminal. Combined reports for two or more establishments, even though under the same management or ownership, cannot be accepted except on special instructions.

Report the full year's operations for the calendar year 1939, if possible, even if ownership has changed during the year. A 12-month period ending within a month before or after December 31, 1939, may be reported if books are kept on other than a calendar-year basis.

1. DESCRIPTION OF ESTABLISHMENT:

a. Name of establishment .....

b. Name of owner ..... Race (*not for corporations*) (White, Negro, etc.)

c. Location of establishment
State ..... County ..... Township (Or other minor civil division)
Name of city, town, or village
Street and number 1
Is this street number located within the corporate limits of the city, town, or village named above? (Yes or No) 2 (CODE—Do not use)

d. Home-office or business address of owner (Street, address) (City) (State)

e. Legal form of organization (Please check mark in proper square)
☐ Individual proprietorship ☐ Corporation
☐ Partnership ☐ Other (specify)
☐ Cooperative association

f. Date (year) of original establishment of this business in this city

g. Date of acquisition or establishment in this city under *present* ownership Month Year

h. Total number of bulk tank stations and petroleum distributing terminals owned by this organization in the United States any time during 1939 (including the establishment covered by this report)

2. TYPE OF OPERATION: (Check type covered by this report)

Bulk tank station

☐ Independent station..... 31 ☐ Distributing terminal..... 61

☐ Commission station 32 ☐ Other (specify)—

☐ Salary station 33 .....

3	
4	
5	
6	X
7	
8	
9	X
10	

(CODE—Do not use)

16—9943

3. NET SALES:

a. Net sales and other operating receipts (*including gasoline, oil and other sales taxes*) . $ ..

b. Of the total sales reported under (a) above, give the amount of (Do not include sales of gasoline, oil and other sales taxes reported under (c) below)

DOMESTIC SALES

(1) Sales to retailers for resale (sales to all classes of filling stations including your own if any, and garages and retail stores) $ .....

(2) Sales to distributors and jobbers, except export $

(3) Sales to export intermediaries (see below for export sales) $

(4) Sales to home or household consumers, individual car owners, farmers, and employees (at retail) $ .....

(5) Sales to industrial, commercial, professional and institutional users (manufacturers, railroads, governmental bodies, utilities, contractors, truck operators, bus lines, taxi fleets, etc.) $

EXPORT SALES

(6) Sales made direct to buyers in foreign countries (including own foreign branches) $

c. Total amount of gasoline, oil and other sales taxes (local, State, and Federal) paid by you directly to any governmental taxing agency $

	Key
	A 1
	B-1
	C-1
(1) CODE—Do not use	
	Key
	B 2
	B-3
	B 4
	B 5
	B-6
	B 7
	B-8 to B 12
	A-2

4. STOCKS ON HAND, AND ACCOUNTS RECEIVABLE.

	December 31, 1939	Key	December 31, 1938	Key
a. Inventory of merchandise on hand at cost value as of December 31 or nearest inventory date (including goods out on consignment)	$	A 3	$	A 4
b. Accounts and notes receivable from trade customers outstanding as of December 31 (all receivables except those under 4 *c*)	$	A 5	$	A-6
c. Accounts and notes receivable from RETAIL consumers (motor stations, household consumers, etc.) as of Dec. 31, including credit card or coupon sales and accounts	$		$	
d. How much of consumer debt (4 *c*) above is in the form of installment accounts (furniture, furniture, etc.)?	$		$	

5. PROPRIETORS AND FIRM MEMBERS. (Does not apply to corporations)

a. Number of proprietors and firm members devoting major portion of their time to the business, whether or not paid a salary or drawing account

	A 7
	C 2

6. EMPLOYMENT AND PAY ROLL (except proprietors and firm members):

a. Total pay roll for the year 1939 (salaries, wages, bonuses, and commissions) . . $ A-8

b. How much of total pay roll shown in (a) above was paid to part-time employees? $ A-9

(Part-time employees are those who work less than the full workweek)

c. Total number of all paid employees (full-time and part-time combined) on pay roll for period ended nearest 15th of each month

	Jan. C 3	Feb. C 4	March C 5	April C 6	May C 7	June C 8	July C 9	Aug. C 10	Sept. C 11	Oct. C 12	Nov. C 13	Dec. C 14	(Do not use) C 15
Full-time and part-time employees													

(Do not include the proprietors and firm members reported in (5) above.) — A-10

d. Of the total number of employees shown above for one pay roll in October how many are Males ..... C-16 ; Females..... C 17

	B 13
	H 1
	I 1
CODE—Do not use	

16—9943

7. EMPLOYMENT AND PAY ROLL DURING A TYPICAL WEEK:

(The purpose of this inquiry is to show the analysis of a normal pay roll by classifications. Give figures for week ending Oct. 21, 1939. For highly seasonal businesses, report values for a week of normal employment during active season. Report pay roll in accordance with definitions under 6-a above.)

Week covered From ..... , 1939 to ..... , 1939

CLASSIFICATION (Do not include here persons reported in Inquiry 3 above)	FULL-TIME: Number of paid full-time employees during week	Key	FULL-TIME: Pay roll for the week for full-time employees (salaries, wages, bonuses, and commissions earned) (One word only)	Key	PART-TIME: Number of paid part-time employees during week	Key	PART-TIME: Pay roll for the week for part-time employees (salaries, wages, bonuses, and commissions earned) (One word only)	Key
a. Executives and salaried corporation officers		D-1	$	D-2	x x x		x x x	
b. Office and clerical employees, not including salesmen		D-3	$	D-4		D-5	$	D-6
c. Salesmen		D-7	$	D-8		D-9	$	D-10
d. Truck operators and chauffeurs		D-11	$	D-12		D-13	$	D-14
e. All other employees		E-1 X E-8	$	E-2 X E-4		E-3 X E-7	$	E-4-X E-8
f. TOTAL NUMBER and amount of pay roll for the week (total of a to e, inclusive)		E-9	$ (Omit cents)	E-10		E-11	$ (Omit cents)	E-12

CAUTION: Pay rolls kept on other than weekly basis, as well as bonuses and commissions, should be converted to weekly equivalent. Full-time employees are those who work or are paid for the full number of hours of the workweek. All others should be reported as part-time employees.

8. OPERATING EXPENSES: (Do not include cost of merchandise.)

a. Total operating expenses, including pay roll: ..... $ ..... (Omit cents) A-11

(Pay roll cost, advertising, supplies, fees, taxes, power, telephone, interest on borrowed money, depreciation, overhead, and all other business expenses. Include in this amount sales tax cost of merchandise.)

9. ANALYSIS OF SALES BY COMMODITIES:

Consult the list of commodities checking (✓ in front of the number) each item sold and then report the dollar amounts for the year 1939. The number of gallons should also be shown for gasoline and naphthas, fuel oils, and kerosene. If book figures are not available, give the best possible approximations.

Total sales (same as 3-a) $ ..... Key 9-3 / 9-2

Key 9-3 COMMODITIES (Check here)	SALES (Omit cents)	Key	Key 9-3 COMMODITIES (Check here)	SALES (Omit cents)	Key
	Key	Key		Key	Key
	9-5	9-4		9-6	9-4
800 Automotive accessories and parts	x x x	$	750 Petroleum and its products (continued)		
Report garage and filling-station equipment under 806			756 Other fuel oils	$	
810 Heating equipment (total items of 813, 814 and 815)	x x x	$	Number of gallons		
Key			752 Kerosene	$	
813 Oil burners 1	$		Number of gallons		
814 Oil burner furnace combinations 2	$		758 All other petroleum products	$	
815 Furnaces and other heating equipment 3	$		990 Miscellaneous groups of commodities (specify kind):		
750 Petroleum and its products (total items of 751 to 758)	x x x	$	Total	x x x	$
751 Crude oil	$			$	
753 Lubricants, automotive	$			$	
754 Lubricants, other than automotive	$			$	
756 Gasoline and naphthas	$			$	
Number of gallons					
760 Light fuel oils	$		DX0 Receipts from services and sources other than sale of merchandise	x x x	$
Number of gallons					

16—8843

10. COMMODITIES SOLD AT RETAIL: (Also included in Inquiry 9)

Of the amount reported under Inquiry 3-b(4) as sales to home or household consumers, car owners, farmers, and employees (at retail), show below an analysis by commodities.

Total sales reported as item 4 under Inquiry 3-b, page 2 $ ..... Key 1-3

COMMODITIES	SALES (Omit cents)	Key	COMMODITIES	SALES (Omit cents)	Key
Oil burners	$	1-4	Kerosene	$	1-11
Oil burner-furnace combinations	$	1-5	Number of gallons		1-12
Furnaces	$	1-6	Other sales at retail	$	1-13
Gasoline and naphthas	$	1-7	(Specify)	$	
Number of gallons		1-8		$	
Light fuel oils	$	1-9		$	
Number of gallons		1-10		$	

(For items not sold at retail write NONE on same line.)
(All sales reported here should be included also under Inquiry 9 above.)

REMARKS .....

CERTIFICATE

THIS IS TO CERTIFY that the information contained in this schedule is correct and complete to the best of my knowledge and belief, and covers the period from ..... , 19 , to ..... , 19 .

(Signature and official title of person furnishing the information)

Date of signature

(Signature of enumerator)

U. S. GOVERNMENT PRINTING OFFICE 16—8843

CONFIDENTIAL CENSUS REPORT

Your report is required by Act of Congress. This Act also makes it unlawful for the Bureau to disclose any facts, including names or identity, from your census reports. Only sworn census employees will see your statements. Data collected will be used solely for preparing statistical information concerning the Nation's population, resources, and business activities. Your Census Reports Cannot Be Used for Purposes of Taxation, Regulation, or Investigation

Form 33

AGENTS AND BROKERS
AUCTION COMPANIES
BROKERS (commodity and merchandise)
EXPORT AGENTS
IMPORT AGENTS
MANUFACTURERS' AGENTS
PURCHASING AGENTS
RESIDENT BUYERS
SELLING AGENTS

DEPARTMENT OF COMMERCE
BUREAU OF THE CENSUS
WASHINGTON

10-309

Supervisor's District No. .
Enumeration District No. ....
Consecutive number of report ....
Area Code .... Card No ....
(CODE—Do not use)

CENSUS OF BUSINESS: 1939

A separate report should be prepared for each establishment or location. Combined reports for two or more establishments, even though under the same management or ownership, cannot be accepted except on special instructions.

Report the full year's operations for the calendar year 1939, if possible, even if ownership has changed during the year. A 12-month period ending within a month before or after December 31, 1939, may be reported if books are kept on other than a calendar-year basis.

1. DESCRIPTION OF ESTABLISHMENT:

a. Name of establishment .....

b. Name of owner ..... Race (*not for corporations*) (White, Negro, other)

c. Location of establishment — State ..... County ..... Township ..... (Do not enter civil division)
Name of city, town, or village .....
Street and number .....
Is this street number located within the corporate limits of the city, town, or village named above? (Yes or No) ..... 1 .... 2 ....
(CODE—Do not use)

d. Home-office or business address of owner ..... (Street address) ..... (City) ..... (State)

e. Legal form of organization.... (Please check mark in proper square) ☐ Individual proprietorship ☐ Partnership ☐ Cooperative association ☐ Corporation ☐ Other (specify): .....

f. Date (year) of original establishment of this business in this city .....

g. Date of acquisition or establishment in this city under present ownership: Month ..... Year ....

h. Total number of establishments or units owned by this organization in the United States any time during 1939 (including the establishment covered by this report) .....

2. KIND OF BUSINESS:

a. Kind of business ..... (Name the most important commodities sold or bought during 1939)
EXAMPLES.—Sugar; canned goods; cotton; electrical goods, textiles, leaf tobacco; etc

3 ....
4 ....
5 ....
6 X
7 ....
8 ....
9 X
10 ....
(CODE—Do not use)

3. TYPE OF OPERATION (Check the principal business performed or type of operation)

CHECK ONLY ONE.

☐ Auction company 40
☐ Broker 41
☐ Export agent 43
☐ Import agent 44
☐ Manufacturers' agent ..... 45 or 46
☐ Purchasing agent 48
☐ Resident buyer 49
☐ Selling agent 47
☐ Other agent (specify): .....

4. NET SALES: (Report VALUE of goods and not commissions received or earnings. Purchasing agents and resident buyers should report item value of goods bought.) (Omit cents)

Key

a. Net sales or sales value of goods sold by you (*including all forms of sales taxes*) (Include returned goods and allowances) $..... A-1

b. Of the total sales reported under 4-a above, give the amount of— (The sum of 1, 2, 3, 4, 5, and 6 below must equal the amount reported under 4-a above) B-1

DOMESTIC SALES

(1) Sales to retailers for resale (including sales to chains, mail-order houses, department stores, and independent stores) . $ B-2

(2) Sales to household consumers including employees (at retail) $ B-3

(3) Sales to industrial, commercial, professional, and institutional users (manufacturers, railroads, governmental bodies, contractors, utilities, etc.) ..... $ B-4

(4) Sales to other wholesale organizations (including supply houses but not export concerns) ..... $ B-5

(5) Sales to export intermediaries (see below for export sales). $ B-6

EXPORT SALES

(6) Sales made direct to buyers in foreign countries (including own foreign branches) ..... $ B-7

c. Of total net sales, 4-a above, how much was accounted for by local, State or Federal taxes which were collected from customers, over and above your selling price, and paid by you directly to any governmental taxing agency? ..... $ .... B-8 to B-12 X A-2

11
(CODE—Do not use)

16-6640

5. STOCKS ON HAND:

	December 31, 1939	December 31, 1938
a. Inventory of merchandise on hand at cost value as of December 31 or nearest inventory date (*including goods out on consignment, but not goods of others held on consignment*)	$ .... (Omit cents) Key A-3	$ .... (Omit cents) Key A-4

6. PROPRIETORS AND FIRM MEMBERS (does not apply to corporations):

Key

a. Number of proprietors and firm members devoting the major portion of their time to the business, whether or not paid a regular salary or drawing account .... A-5 / A-6 X

7. EMPLOYMENT AND PAY ROLL (except proprietors and firm members):

a. Total pay roll for the year 1939—salaries, wages, bonuses, and commissions. If a corporation, include amount paid to officers and executives, if no undistributed bonuses. DO NOT include here the amount withheld by proprietor-owners. Report as pay roll the full amount of salaries, wages, bonuses, and commissions, before deductions for Social Security, insurance, dues, etc. Do not include payments in kind, such as free meals, lodging, etc. $ ..... (Omit cents) A-8

b. How much of total pay roll shown in a above was paid to part-time employees? (Part-time employees are those who work less hours than the full-time week) $ ..... (Omit cents) A-9

c. Total number of all paid employees (full-time and part-time combined) on pay roll for period ended nearest 15th of each month

	Jan. C-3	Feb. C-4	Mar. C-5	Apr. C-6	May C-7	June C-8	July C-9	Aug. C-10	Sept. C-11	Oct. C-12	Nov. C-13	Dec. C-14	(Do not use) C-15	Key
Full-time and part-time employees														A-10

(Do not include here the proprietors and firm members reported in Inquiry 6)

d. Of the total number of employees shown above for one pay roll in October how many are: Males .... C-16 / Females C-17

8. EMPLOYMENT AND PAY ROLL DURING A TYPICAL WEEK:

(The period of this inquiry should show the analysis of a normal pay roll by classifications. Give figures for week ending October 21, 1939. For highly seasonal businesses, report instead the week of general employment during active season. Report pay roll in accordance with definitions under 7-a above)

Week covered from ..... 1939 to 1939

Classification (Do not include here persons reported in Inquiry 6 above)	FULL-TIME: Number of paid full-time employees during week	Key	Pay roll for the week for full-time employees (salaries, wages, bonuses, and commissions earned) (One week only)	Key	PART-TIME: Number of paid part-time employees during week	Key	Pay roll for the week for part-time employees (salaries, wages, bonuses, and commissions earned) (One week only)	Key
a. Executives and salaried corporation officers		D-1	$	D-2	XXXXXXXX		XXXXXXXXX	
b. Office and clerical employees, not including selling employees		D-3	$	D-4		D-5	$	D-6
c. Buying and selling employees		D-7	$	D-8		D-9	$	D-10
d. All other employees		E-3-X / E-6	$	E-3-X / E-4		E-3-X / E-7	$	E-4-X / E-8
e. TOTAL NUMBER and amount of pay roll for the week (total of a to d, inclusive)		E-9	$ .... (Omit cents)	E-10		E-11	$ .... (Omit cents)	E-12

CAUTION.—Pay rolls kept on other than weekly basis, as well as bonuses and commissions, should be converted to weekly equivalent. Full-time employees are those who work or are paid for the full number of hours of the work week. All others should be reported as part-time employees.

9. OPERATING EXPENSES:

(Do not include the cost of merchandise)

a. Total operating expenses, including pay roll ..... $ ..... (Omit cents) A-13

(Pay roll, rent, advertising, supplies, heat, light, power, telephone, interest on borrowed money, depreciation, overhead, and all other business expenses. Do not include any income taxes, nor cost of merchandise)

REMARKS. ....

CERTIFICATE

THIS IS TO CERTIFY that the information contained in this schedule is correct and complete to the best of my knowledge and belief, and covers the period from ..... 19 ..... to ..... 19 .....

..... (Signature and official title of person furnishing the information)

..... (Date of signature)

..... (Signature of enumerator)

U. S. GOVERNMENT PRINTING OFFICE 16—6640

CONFIDENTIAL CENSUS REPORT

Your report is required by Act of Congress. This Act also makes it unlawful for the Bureau to disclose any facts, including names or identity, from your census reports. Only sworn census employees will see your statements. Data collected will be used solely for preparing statistical information concerning the Nation's population, resources, and business activities. Your Census Reports Cannot Be Used for Purposes of Taxation, Regulation, or Investigation.

Form 34

FARM PRODUCTS:
- ASSEMBLERS
- BUYERS
- CREAM STATIONS
- COOPERATIVE MARKETING ASSOCIATIONS
- COOPERATIVE SALES AGENCIES
- GRAIN ELEVATORS
- PACKERS AND SHIPPERS (including sea-food packers)

DEPARTMENT OF COMMERCE
BUREAU OF THE CENSUS
WASHINGTON

Supervisor's District No.	
Enumeration District No.	
Consecutive number of report	
Area Code	Card No.
CODE—Do not use	

CENSUS OF BUSINESS: 1939

A separate report should be prepared for each establishment or location. Combined reports for two or more establishments, even though under the same management or ownership, cannot be accepted except on special instructions.

Report the full year's operations for the calendar year 1939, if possible, even if ownership has changed during the year. A 12-month period ending within a month before or after December 31, 1939, may be reported if books are kept on other than a calendar-year basis.

1. DESCRIPTION OF ESTABLISHMENT:

a. Name of establishment

b. Name of owner — Race (*not for corporations*) (W, white, Negro, other)

c. Location of establishment: State — County — Township (Or other civil division)
Name of city, town, or village
Street and number
Is this street number located within the corporate limits of the city, town, or village named above? (Yes or No) ...
1 ..... 2 ..... CODE—Do not use

d. Home office or business address of owner (Street address) — City — State

e. Legal form of organization (Check one box only)
- Individual proprietorship
- Partnership
- Cooperative association
- Corporation
- Other (specify)

f. Date (year) of original establishment of this business in this city

g. Date of acquisition or establishment in this city under present ownership: Month — Year

h. Total number of establishments or units owned by this organization in the United States (any time during 1939, including the establishment covered by this report)

2. KIND OF BUSINESS.

a. Kind of business (One only, please. Indicate on line below the kind of business done most during 1939)
EXAMPLES: Dry goods; coffee, grain, and tea; groceries; farm products; jewelry; etc. (Specify specific line, not generalities, such as "wholesale" or "retail" or "jobber" unless specifically asked for in specifying line.)

3. TYPE OF OPERATION:

(Check one only, please. Indicate on line at right the type of operation or the function or type that accounts for more than 50 percent of the business of the establishment.)

CHECK ONLY ONE

- ☐ Assembler of farm products — 50
- ☐ Concentration buyer of farm products — 51
- ☐ Cooperative marketing association — 52 (Mainly one product ...)
- ☐ Cooperative sales agency — 54
- ☐ Cream station — 55
- Elevator (grain)
  - Independent — 56
  - Line elevator — 57
  - Operated by a cooperative market — 58
- Packer and shipper
  - Farm products — 59
  - Fish or sea food — 60
- Other (specify)

3	
4	
5	
6	X
7	
8	
9	X

CODE—Do not use

4. NET SALES.

(Report other receipts and returns separately. Exclude sales of merchandise on which you have paid a sales tax, if any, and sales to other wholesale establishments.) (Omit cents)

a. Net sales — less value of goods sold by you, including all forms of sales taxes — $ — Key A 1

b. Of the total sales reported under 4-*a* above, give the amount of (Omit cents) — $ — Key B 1

DOMESTIC SALES

(1) Sales to retailers for resale, including sales to chains, mail order houses, department stores, and independent stores — $ — B 2

(2) Sales to farmers and to farm-type consumers, grocers, feed, seed, fertilizer, etc., not retail — $ — B 3

(3) Sales to industrial, commercial, professional and institutional users (including farmers, municipal, governmental business, contractors, utilities, etc.) — $ — B 4

(4) Sales to other wholesale organizations (including supply houses but not exporters) — $ — B 5

(5) Sales to export intermediaries (see below for export sales) — $ — B 6

EXPORT SALES

(6) Sales made direct to buyers in foreign countries, including own foreign branches — $ — B 7

c. Of total net sales, 4-*a* above, how much was made through agents, brokers, and commission merchants? — $ — B 8

d. Of total net sales, 4-*a* above, how much was accounted for by Local, State or Federal taxes which were collected from customers, over and above your selling price, and paid by you directly to any governmental taxing agency? — $ — B-9 to B-13 X

5. STOCKS ON HAND:

a. Inventory of merchandise on hand at cost value as of December 31 or nearest inventory date (including goods out on consignment) — December 31, 1939 — December 31, 1938
$ — Key A-3 — Key A-4 — A-5 X, A-6 X

6. PROPRIETORS AND FIRM MEMBERS (does not apply to corporations)

a. Number of proprietors and firm members devoting major portion of their time to the business, whether or not paid a regular salary or drawing account — Number — A 7, C 2

7. EMPLOYMENT AND PAY ROLL (except proprietors and firm members)

a. Total pay roll for the year 1939 (salaries, wages, bonuses, and commissions) — $ — A 8

b. How much of total pay roll shown in 7-*a* above was paid to part-time employees? — $ — A 9

c. TOTAL number of all paid employees, full-time and part-time combined, on pay roll for period ended nearest 15th of each month

Jan.	Feb.	Mar.	Apr.	May	June	July	Aug.	Sept.	Oct.	Nov.	Dec.	No not use
C 3	C 4	C 5	C 6	C 7	C 8	C 9	C 10	C 11	C 12	C 13	C 14	C 15

Full-time equivalent (Column 15 minus 14 multiplied by 52 and divided by 12) — A 10

d. Of the total number of employees shown above for one pay roll in October how many are — Males — C 16; Females — C 17

8. EMPLOYMENT AND PAY ROLL DURING A TYPICAL WEEK.

(Use a pencil. Omit cents. Report in the columns at the right the total number of employees and the total pay for a typical week during the period covered by this report. Report only full-time employees in the upper half of the table and part-time employees in the lower half. Do not include officers of the establishment.)

Week covered: From — 1939, to — 1939

CLASSIFICATION	Number of paid full-time employees during week	Key	Total pay for the week for full-time employees (salaries, wages, bonuses, and commissions)	Key	Number of paid part-time employees during week	Key	Total pay for the week for part-time employees (salaries, wages, bonuses, and commissions)	Key
a. Executives and salaried supervisory officers		D 1		D 2				
b. Office and clerical employees, including selling employees		D 3	$	D 4		D 5	$	D 6
c. Buying and selling employees		D 7 / D 11 X / E 1 X	$	D 8 / D 12 X / E 2 X / E 6		D 9 / D 13 X / E 3 X / E 7	$	D 10 / D 14 X / E 4 X / E 8
d. All other employees								
e. TOTAL NUMBER and amount of pay roll for the week, total of *a* to *d* inclusive		E 9	$	E 10		E 11	$	E 12

CAUTION: Take care that the weekly basis as used in this table and elsewhere in this schedule is the equivalent of a week's pay for those who work less than the full work day (hours) or the full work week (days). Do not include in the table any part-time employees.

9. OPERATING EXPENSES (do not include cost of merchandise)

a. Total operating expenses, including payroll $ _____ Key A 11

10. ANALYSIS OF SALES BY COMMODITIES:

Consult the entire list of commodities checking (✓ in front of the number) each item sold and then report the dollar amounts for the year 1939. If book figures are not available, give the best possible approximations.

Total sales (same as 4-a) $ _____ Key G 1

Key G-2 Check here	COMMODITIES	SALES Key G 4	SALES Key G 3
	FOOD AND RELATED PRODUCTS		
20	Butter and cheese		
60	Dairy and poultry products except butter and cheese (milk, cream, eggs, etc.)		
61	Eggs	$	
62	Milk and cream (fluid)	$	
63	Poultry	$	
64	Other dairy and poultry products	$	
70	Fish and shellfish products, total value of 71-74		
71	Fresh fish	$	
72	Cured and processed fish	$	
73	Frozen fish	$	
74	Other sea foods (except canned)	$	
80	Fish products and shellfish products, total value of 91-92		
91	Fresh fish	$	
92	Frozen shellfish	$	
110	Grocery products, total value of 114, 117 and 119		
114	Nuts and spices	$	
117	Salt, except [illegible]	$	
119	Other grocery	$	
120	Meats and meat products		
140	Other meats and meat products, [illegible]		
		$	
		$	
		$	
	FARM PRODUCTS AND MATERIALS		
170	Farm [illegible]		
180	Feed [illegible]		
181	Hay, straw and stubble	$	
182	Mixed and [illegible] feeds	$	
190	Grain, total value of 191-197		
191	Corn	$	
192	Wheat	$	
193	All other grain (except [illegible] unspecified [illegible])	$	
200	Fertilizer and [illegible], total value of 201 and 202		
201	Fertilizer and [illegible]	$	
202	Fertilizer	$	

Key G-2 Check here	COMMODITIES	SALES Key G-4	SALES Key G-3
	FARMER [illegible] MATERIALS [illegible]		
210	Livestock [illegible]		
212	Cattle [illegible]	$	
214	Hogs	$	
215	Horses and mules	$	
216	Sheep and lambs	$	
217	Other livestock	$	
220	Dressed [illegible] and flowers		
230	[illegible] Plants and Flowers		
240	Tobacco, leaf		
250	Wool, raw, whether in the grease or [illegible]		
260	[illegible]		
		$	
		$	
		$	
	OTHER COMMODITIES		
700	[illegible]		
701	[illegible]		
705	[illegible]	$	
707	[illegible]		
708	[illegible]		
709	[illegible]	$	
710	[illegible]	$	
712	[illegible]	$	
713	[illegible]	$	
714	[illegible] Materials		
715	[illegible]		
716	[illegible]		
717	[illegible] Materials		
718	[illegible]		
		$	
		$	
730	[illegible]		

REMARKS

CERTIFICATE

This is to certify that the information contained in this schedule is correct and complete to the best of my knowledge and belief, and covers the period from _____ to _____, 19__

(Signature of owner, partner, or officer) (Signature and official title of person in charge of the schedule)

U. S. GOVERNMENT PRINTING OFFICE: 1940—[illegible]

(Date of last return) _____

UNIV. OF MD COLLEGE PARK
3 1430 03186594 4